



Mercer Group Limited
NZX Release

12 December 2017

Market Update

1. The Mercer Stainless business continues to trade well and has good workflows heading into the 2018 calendar year having recently secured a large job that provides baseload work through to May 2018.
2. Haden & Custance (“H&C”) had seen a number of sales delayed, as reported at the AGM. However, the business has recently secured a number of contracts and is in the final stages of contract negotiations on at least one other. The business now has encouraging workflows heading into the 2018 calendar year.
3. We are pleased to announce the addition of Chris Linseen as VP Sales for North America for H&C. Chris joins H&C after 18-years at a global food processing equipment and services company. His North American experience and networks are already adding value opening up new sectors and customers.
4. S-Clave – the tooling for the single use container is underway and is expected to be completed by February 2018. Once this is completed we will be undertaking final testing of the commercial product. We will update on the outcome of this testing when appropriate.
5. Edendale – We expect that the process around the Edendale silo collapse will move forward in the short to medium term. Liability as between the relevant parties has not yet been determined. We will continue to keep shareholders updated.

Richard Rookes
CEO

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