# JV Global Limited

Shareholder Briefing 2008 Annual General Meeting



### Presentation overview



- Terry Opie, Managing Director
  - □ Welcome
  - ☐ Year-end review; and
  - □ Update
    - Component Homes
    - UAE Arabian Profile Global Co. LLC
    - India Sharus Steel Products Pvt Ltd
    - Current negotiations
  - □ Summary

### 2007/2008 year in review



- ✓ Component Homes restructured
- ✓ Sharus Steel Products Pvt Ltd commenced production
- ✓ Arabian Profile Global Co LLC further consolidation
- ✓ Display home supplied and erected in Jordan
- ✓ Trafalgar fire door agreement signed
- In-house profit projection not achieved
- Jordan deal not yet concluded

## Australia

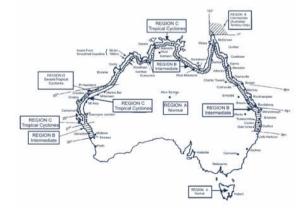




# Challenges experienced... JVGlobal.



- Cyclonic Region D Requirements
  - Delays experienced due to AS/NZ and BCA changes
    - W56m/s  $\longrightarrow$  W86m/s = 310km/hr region D incorporates major development areas
    - Region D covers local authorities of Carnarvon, Exmouth, Ashburton and Roebourne, including towns of Port Hedland and Karratha



# Region D challenges overcome

- ✓ Software re-engineered & designs modified□ Worked closely with Structerre Consulting Engineers
- ✓ Upside Component Homes' system fully compliant with BCA codes, based on AS/NZ:
  - AS4055-2006 Wind Loads for Housing.
  - AS/NZS1170.2:2002 Structural Design Actions Part 2 Wind Codes.
  - AS/NZS 1170.1:2002 Structural Design Actions Permanent, Imposed & Other Actions.
  - AS4600-2005 Cold Formed Steel Structures Code.
  - AS1397 Steel Sheet & Strip.

### **Business solutions**



- Outsourced drafting and engineering drawings
  - Subcontracting to local building designers
  - Outsourcing Identified Indian architectural firm to supply services to Component Homes



- ✓ Staffing
  - □ Additional staff (from 9 to 21)
    - Sales Manger (to be appointed)
    - Contract Manager
    - Quotation Officer
- Improved factory production/fabrication
  - Additional turning beds
  - Additional storage space

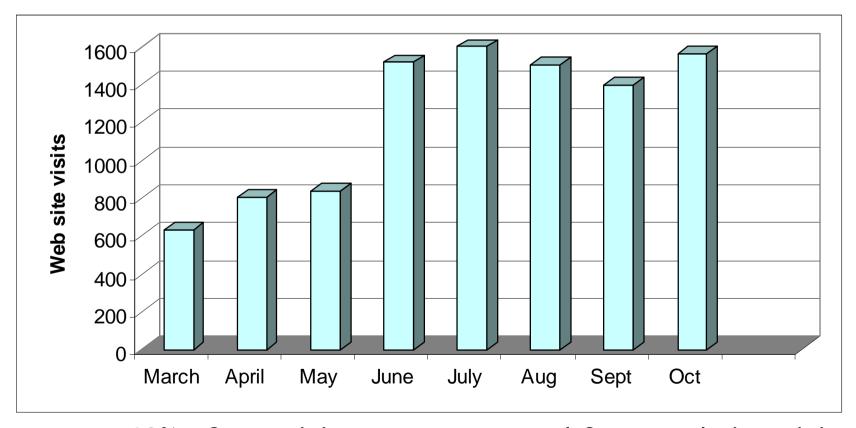


- ✓ New, additional premises
  - Showroom, office, owner builder training centre and factory space for roof and ceiling batten production
  - Close to existing factory
- ✓ Commercial jobs
  - diversified client base, with a greater focus on builders

#### Website relaunch



New website launched 10 March 2008 <a href="https://www.componenthomes.com.au">www.componenthomes.com.au</a>



□ 40% of enquiries are generated from website visits

### The numbers: FY07/08



- Sales for 07/08 financial year were \$2.8 million
- Sales for 6 months to 31 December 08 anticipated to equal 2008 Annual Sales
- Current contracts and accepted quotations as at the end of October 2008 were \$6.5 million
- Quotations awaiting acceptance at the end of October 2008 were \$8.9 million
- Outstanding quotations = 50 jobs
- 241 enquires were received between July 2008 to October 2008 and 88 quotations were issued in this period with a total value of \$10.5 million.

## **UAE - Joint Venture**









- Business continues to expand
- Fire rated door sets
  - Approval and certification from relevant UAE authorities in the final stages
- Door and frame package will create considerable opportunities to expand the business
- Focus over the next 12 months will be centered on UAE and Qatar

#### Big 5 Exhibition November 2008





## India - Joint Venture





#### Production/Orders



- ✓ Production commenced in January 2008
- ✓ Initial orders and installation completed negotiations with architects, builders and developers are ongoing
- ✓ Production and administrative staff in place (20 employees)
- ✓ Sales team established (6 employees)
- ✓ Agents appointed in New Delhi, Chennai, Gujarat, Kerala and Hyderabad
- ✓ Sample frames installed in various developments, including Shapoorji Pallonji projects in Mumbai

## Future expansion



#### Fire-rated door sets

□ Trafalgar Fire Products

#### New plant and equipment

press brake, incline press, mitre saw and MIG welders additional flexibility in frame profile/material gauge

#### Recent developments

- □ Shapoorji Pallonji executives visited Australia
- □ Discussions with Norfolk Group Limited regarding establishment of joint venture to manufacture fire rated doors for the Indian domestic market and the MENA region
- □ Introduction of LGSF into the joint venture
- □ Discussions regarding the manufacture of various items utilized by Component Homes being sourced from joint venture company

# **Current Negotiations**



# **Current Negotiation**



As previously announced to ASX we have entered into an MOU with Mr Ali Rahma CEO, Eqarat and Mr Jonathan Green MD Eqarat to establish a joint venture company. This company will provide light gauge steel framed housing for the residential and labour accommodation markets within the MENA region.

Negotiations are currently underway with a large international company for the provision of labour accommodation in Dubai for their 8,000 employees. The project will be fully funded by external investors.

Preliminary discussions have been initiated with a substantial Saudi based group in respect to the establishment of a similar joint venture in Saudi Arabia.

## Summary



#### Disappointing year...however:

- ✓ Solid foundation built with Component Homes, Arabian Profile Global Co LLC and Sharus Steel Products Pvt Ltd
- ✓ Next 12 months given the current economic circumstances will be difficult however we believe that given the geographic diversity of the Company's businesses we are well placed work through this economic downturn
- Negotiations are presently underway to raise capital

