



GUD Holdings Limited

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25 July, 2013

Manager, Company Announcements
ASX Limited
Level 4, 20 Bridge Street
Sydney NSW 2000

Dear Sir

**Full Year Ended 30 June, 2013
Results Briefing**

Attached is a copy of the Full Year ended 30 June, 2013 Results Briefing to analysts and brokers, presented by Ian Campbell, Managing Director, GUD Holdings Limited.

Yours faithfully

A handwritten signature in black ink, appearing to read 'Malcolm G Tyler', written over a horizontal line.

Malcolm G Tyler
Company Secretary

Att:



Results for year

ended 30 June 2013

Ian Campbell Managing Director

Result key points

- Sales of \$596 million down 2% on the prior year
- Reported NPAT of \$31 million compared to \$93 million previously:
 - Prior year NPAT included \$49 million contribution from sale of Breville shares
 - FY13 result includes \$6 million of restructuring and impairment costs
- Underlying NPAT down 15% to \$37 million
- Underlying EBIT of \$56 million in line with guidance
- Total final dividend of 36 cents per share fully franked including 10 cents special dividend
- Strong balance sheet maintained with net debt to equity at 27%
- Positive net operating cash flow of \$51 million

Note: All underlying measures noted in this document are non-IFRS



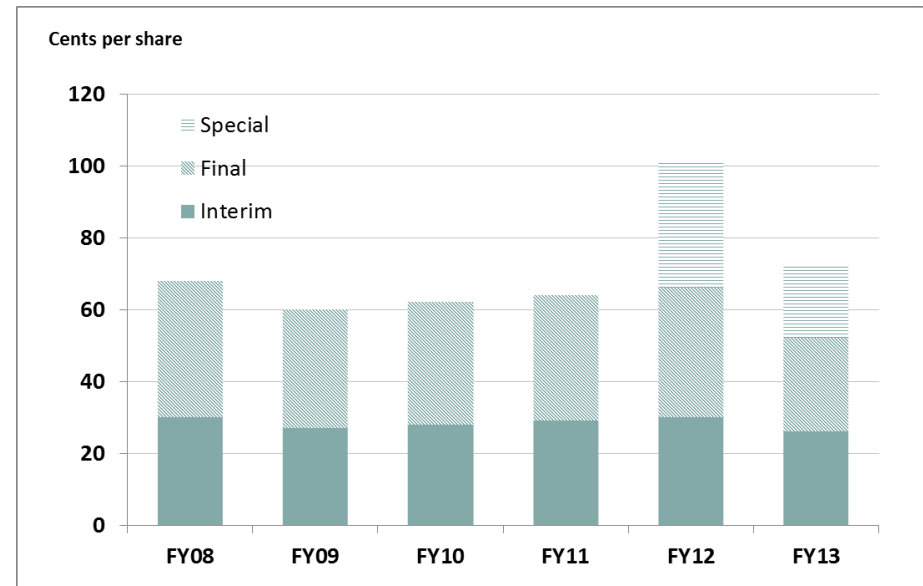
Financial summary

\$ million	FY12	FY13	% Change	
Revenue	610.8	596.5	-2%	Growth in all segments except Consumer, which was down 11%
Underlying EBITDA	84.0	70.5	-16%	
Depreciation	8.1	7.7		
Amortisation	5.6	6.4		
Underlying EBIT	70.3	56.4	-20%	Principally due to decline in Consumer segment
Net Finance Expense	9.1	5.2		
Underlying Profit before Tax	61.2	51.2		
Tax	17.0	13.8		
Underlying NPAT	44.1	37.4	-15%	
Net gain on Breville sale	49.4			
Restructuring & Impairment	(0.8)	(5.9)		Restructuring and brand name impairment in Dexion Commercial
Reported NPAT	92.8	31.5	-66%	
EPS & Dividend - cents				
Underlying EPS	62.9	52.5	-17%	
Reported EPS	132.3	44.2	-67%	
Final Dividend	35.0	26.0	-26%	
Special Dividend	35.0	10.0		



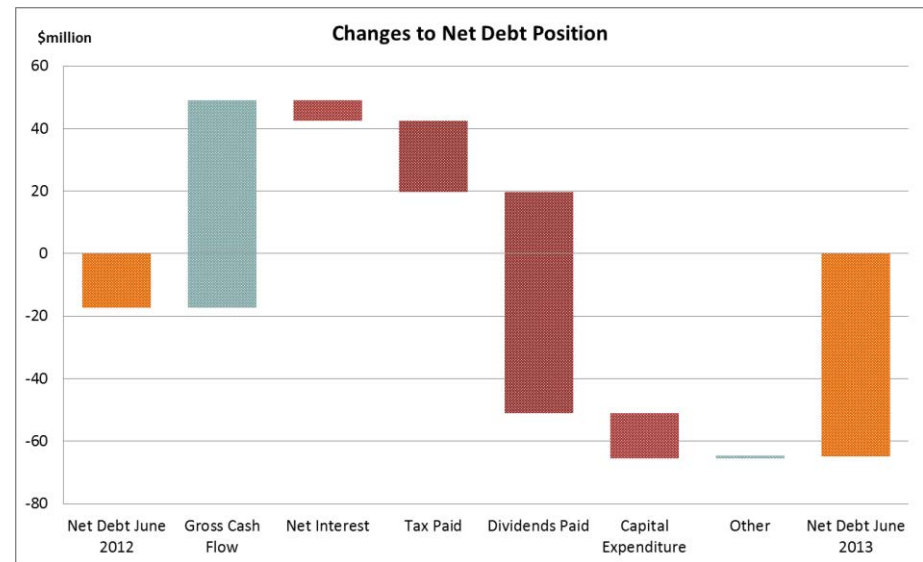
Cash flow and dividends

- Net operating cash flow to underlying NPAT ratio improved from 1.29 to 1.38, reflecting strong continued cash generation
- Total dividends for the year of 72 cents per share comprising:
 - 52 cents in ordinary dividends, and
 - 20 cents in special dividends
- Special dividends of 55 cents per share returned to shareholders following the Breville sale share



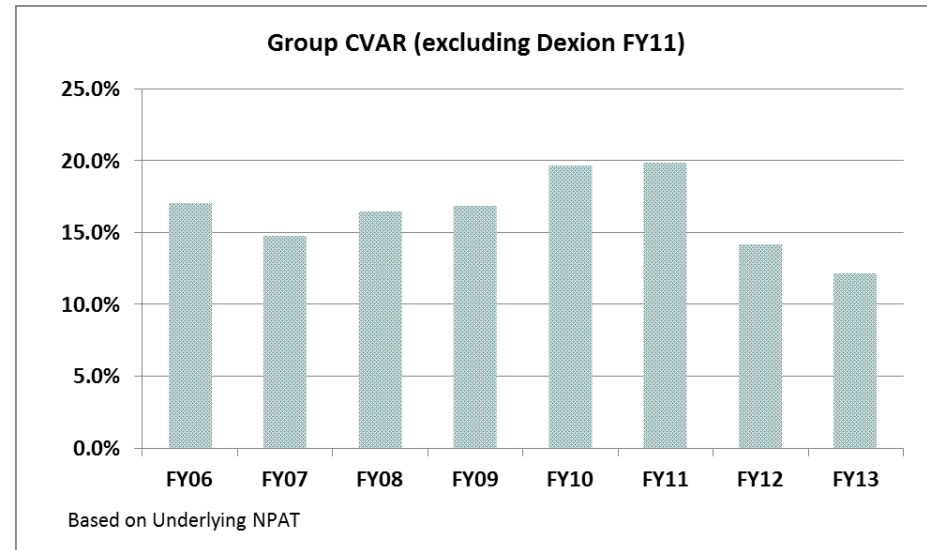
Capital management

- Conservative balance sheet maintained with net debt to equity of 27% at 30 June 2013
- Interest cover (underlying EBIT to net interest) improved to 10.8 times from 7.7 times
- Tax payments included \$8 million relating to Breville share sale in prior year
- Dividend reinvestment plan suspended due to strong financial position
- Capital expenditure includes \$5 million of product development costs



Cash value added return

- CVAR comfortably exceeds weighted average cost of capital
- Dexion effect evident in last two years:
 - Restructuring and profit improvement programs will underpin move to acceptable CVAR
- Water business below target for last three years but showing improvement
- Consumer and Automotive continue to produce above target returns



Business unit summary

Consumer



EBIT* down 40% to \$19.9 million

Water



EBIT up 11% to \$8.3 million

Automotive



EBIT up 1% to \$27.9 million

Industrial



EBIT* down 8% to \$7.2 million

* Underlying EBIT



Consumer products

\$ million	FY12	FY13	% Change
Sales	219.2	194.2	-11%
EBITDA	39.4	27.3	-31%
Depreciation	2.7	3.0	10%
Amortisation	3.7	4.3	17%
Underlying EBIT*	33.0	19.9	-40%
<i>EBIT/Sales %</i>	<i>15%</i>	<i>10%</i>	



- Sales declined in both Sunbeam and Oates reflecting difficult market conditions
- Sunbeam affected by housebrand competition, Retravision collapse and increasing brand proliferation
- Strong new product line up for Mothers Day to be followed by similar activity for Christmas
- Sunbeam regained value market leadership in Australia in second half
- Oates pressured to improve trading terms with large retailers

Water products

\$ million	FY12	FY13	% Change
Sales	99.2	100.9	2%
EBITDA	9.8	10.1	3%
Depreciation	1.9	1.6	-18%
Amortisation	0.3	0.2	-41%
EBIT	7.5	8.3	11%
<i>EBIT/Sales %</i>	<i>8%</i>	<i>8%</i>	



- Improved demand in Australia partially offset by low demand for swimming pool products in Europe due to weather and economic conditions
- Demand in local market remains off the peak but more positive signs emerging in the last quarter
- Strong profit contributions from New Zealand and international
- Launched five major new products covering all primary market segments

Automotive products

\$ million	FY12	FY13	% Change
Sales	85.9	87.3	2%
EBITDA	28.1	28.5	1%
Depreciation	0.5	0.6	10%
Amortisation	0.0	0.0	
EBIT	27.6	27.9	1%
<i>EBIT/Sales %</i>	<i>32%</i>	<i>32%</i>	



- Strong second half leading to record level of sales and EBIT
- Both Ryco and Wesfil increased market share in declining market
- Both brands meeting changing market demands for increased diversity
- Improved contribution from Goss following internal re-focus

Industrial products

\$ million	FY12	FY13	% Change
Sales	204.8	214.0	4%
EBITDA	12.3	11.6	-6%
Depreciation	2.9	2.5	-14%
Amortisation	1.6	1.9	
Underlying EBIT *	7.8	7.2	-8%
<i>EBIT/Sales %</i>	<i>4%</i>	<i>3%</i>	



- Sales improvement driven by strong performance in Dexion's Asian business
- Second half performance affected by increasing competitiveness in the Australian warehouse racking market
- Dexion Commercial experienced reduced demand in reseller channels
- Improving margins evident following closure of Dexion Commercial manufacturing operations

Outlook

- Trading conditions expected to remain highly competitive in all businesses
- Water and Automotive to deliver solid financial performance
 - Potential for upside in Water with favourable weather and lower Australian dollar
- Further operational improvements flagged for Dexion:
 - Substantial investment in new plant for the Malaysian racking products factory
 - Commercial to benefit from prior years' restructuring and withdrawal from manufacturing
- Consumer performance addressed in Sunbeam by:
 - Branding initiatives targeted at specific consumer segment needs
 - Revised consumer communications and in-store activation
 - Growing revenue through on-line sales of accessories
 - Building scale through international alliances
- Expect broadly consistent financial performance in FY14

