

# Welcome

Nuplex Industries Limited

49th Annual Meeting

# Chairman's Address



# 2005 - a new milestone

- Major acquisition
  - Coating Resins business of Akzo Nobel
  
- Addressed perceived risks
  - Future technology needs
  - Approaching saturation in traditional markets

# Coating Resin Benefits

- World class R & D resource
- Critical mass
- Increased Asian exposure
- Unique international geographic footprint.

# Board Succession Planning

- Orderly replacement
- New appointment planned

# Dividends & Imputation

- Increased dividend payout ratio
  - Enabled by strong cash flow
- 2006 interim last to carry 100% imputation credits
- Australian shareholders to enjoy full franking
- Domicile

# Performance expectation

- IFRS compliance in place
- Forecast eps ~ 48 cents per share
  - Pre abnormal and \$2.1 million amortisation

# Managing Director's Presentation



# Richard Allan



- General Manager, Resins
  - Nuplex New Zealand
- 34 years with Nuplex
  - Includes 2 years in Australia
- Background
  - Technical
  - Sales
- Based at Penrose

# Ercilia Barahona



- General Manager, ANZ  
Paper Resins & Chemicals
- 31 years with Group
  - Includes 24 years with ACH
- Background
  - Technical
  - Sales
- Based in Melbourne

# Stuart Barry



- Group Information Manager
- 21 years with Group
  - Includes 14 years with ACH
- Background
  - Sales
  - IT
- Based in Sydney

# Sam Bastounas



- General Manager,  
Specialty Products ANZ
- 15 years with Group
  - Includes 5 years APS
  - And 8 years Dulux
- Background
  - Technical
  - Sales
  - Financial
- Based in Melbourne

# Ronny Chew



- Regional General Manager, Asia
- 4 years with Group
  - With Akzo Nobel
- Background
  - Technical
  - Sales
- Based in Singapore

# Tony Cooke



- Group General Manager, Operations
- 11 years with Group
  - Formerly with Revertex SA
- Background
  - Manufacturing
  - E
  - Engineering
- Based in Sydney

# David Evans



- General Manager  
Construction Products
- 31 years with Nuplex
  - Includes 3 years in Australia
- Background
  - Finance
  - IT
- Based in Penrose

# Rob Harmsen



- Group General Manager,  
Coating resins
- 15 years with Group
  - From Akzo Nobel
- Background
  - Finance
- Based in Bergen op Zoom

# Mike Kelly



- Regional General Manager, Americas
- 9 years with Group
  - From Akzo Nobel
- Background
  - Sales
- Based in Louisville, Ky

# Paul Kieffer



- Regional General Manager, Europe
- 18 years with Group
  - From Akzo Nobel
- Background
  - Operations
  - Sales
- Based in Bergen op Zoom

# Mike Law



- General Manager,  
Coating resins Australia
- 31 years with Nuplex
- Background
  - Technical
  - Market development
- Based in Sydney
  - Auckland until 1994

# Charles Northcote



- Group Financial Controller
- 2 years with Nuplex
- Background
  - Finance
  - International business
- Based in Sydney

# Tony Roderick



- General Manager,  
Environmental Services
- 14 years with Group
  - 6 years with BFI
- Background
  - Civil Engineering
- Based in Melbourne

# Paul Schott



- General Manager,  
Composites business
- 36 years with Group
  - 29 years with ACH
- Background
  - Technical
  - Sales
- Based in Sydney

# Bob Skarvan



- Group Purchasing Manager
- 8 years with Group
  - From Akzo Nobel
- Background
  - Sales
- American National
- Based in Bergen op Zoom

# Graeme Storey



- Chief Financial Officer
- 17 years with Group
- Background
  - Finance
- Based in Penrose

# Nuplex General Management Team



## INTERNATIONAL BUSINESS MANAGEMENT



## OUR INTERNATIONAL EXPERTISE

01. **Mike Kelly** General Manager, Coating Resins Americas (Louisville) 02. **Rob Harmsen** Group General Manager, Coating Resins (Bergen op Zoom)  
 03. **Paul Kieffer** General Manager, Coating Resins Europe (Bergen op Zoom) 04. **Bob Skarvan** Group Purchasing Manager, Coating Resins (Bergen op Zoom)  
 05. **Ronny Chew** General Manager, Coating Resins Asia (Singapore) 06. **Tony Roderick** General Manager, Environmental Services (Melbourne)  
 07. **Sam Bastounas** Group General Manager, Speciality Products (Melbourne) 08. **Ercilia Barahona** General Manager, Paper Resins (Melbourne)  
 09. **Mike Law** General Manager, Coating Resins Australia (Sydney) 10. **John Hirst** Managing Director (Sydney)  
 11. **Tony Cooke** Group General Manager, Operations (Sydney) 12. **Charles Northcote** Group Financial Controller (Sydney)  
 13. **Paul Schott** General Manager, Composite Resins (Sydney) 14. **Stuart Barry** Chief Information Officer (Sydney)  
 15. **David Evans** General Manager, Construction Products (Auckland) 16. **Graeme Storey** Chief Financial Officer/Company Secretary (Auckland)  
 17. **Richard Allan** General Manager, Resins New Zealand (Auckland)

# Environmental Services

- UEL treatment plant commissioned
  - Seeking growth
- Special Waste plant investment
  - Largely funded through compensation
- May exit medical waste segment
- Forecast strong full year performance

# Construction Products

- Demand in New Zealand is down
- Australian businesses remain small
- Will not match last year's record profit

# Specialty Products

- Distribution sector strong
  - Committed to growth
  - Targeting acquisitions
- Manufactured product sector underperforming
  - Operational inefficiencies
  - Over investment
  - Significant restructure planned
  - Will lead to some abnormal costs
- Performance in line with last year
- Longer term – a good turn around expected

# Resins

- Raw material costs rising again
- Composites
  - Asian growth
  - ANZ markets softening
  - Segment is performing well
- Paper segment showing growth

# Coating resins

- Australian demand steadied
- New Zealand consistent
- European demand remains low
- Americas strength continues
  - Brazil business added
- South East Asia looking good
  - China based businesses growing share
- Market structural changes should be positive

# CR integration & future culture

- Knowledge transfer well advanced
- New management structure
- Strategy development well advanced
  - Business methodology defined
  - Technology position defined
  - Work to be done in some segments