



George Davies, CEO BWI Group

Auto Electrical, Lighting and Power Management



Grow a global niche leadership position in Automotive Lighting, and expand vehicle Power Management internationally

We're ready to meet our customers' needs of tomorrow, today.

Strategic imperatives



Build an integrated leader in 4WD in ANZ with future export



Grow a global niche leadership position in Automotive Lighting



Expand vehicle Power Management internationally



Become a leader in the EV Aftermarket in ANZ



Capture Undercar categories and leverage scale



Optimise Powertrain profitability and invest in adjacencies

GUD 2025

GUD's automotive vision and Plan 2025



Grow a global niche leadership position in Automotive Lighting

- The ANZ market for automotive electrical and lighting is valued at c.\$1.0 billion (2021)¹
- Lighting is driven by increased accessorisation of light commercial and heavy vehicles, as well as the repair needs of the 5-year plus car parc
- Key international markets include the U.S. (c.U\$2.3 billion in 2021)² and Europe (c.U\$18.1 billion)³, notably Scandinavia where GUD has existing trade
- Australia is one of the world's largest markets for forward automotive lighting, giving domestic leaders an edge globally
- Opportunity to leverage existing IP in product design and manufacturing on a global scale

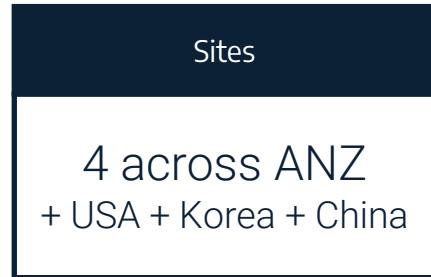


Expand vehicle Power Management internationally

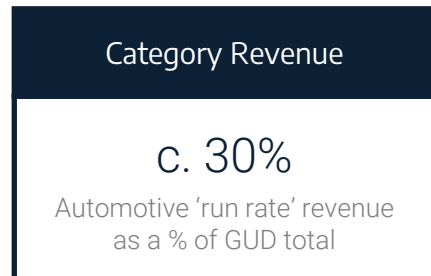
- The ANZ Power Management segment, including batteries, is valued at c.\$1.5 billion (2021)¹
- Power Management is strongly aligned to lifestyle and leisure trends; increasing demand for recreational vehicles and marine as seen in Australia, New Zealand, USA, and Europe⁴
- The US market for vehicle Power Management products, excluding batteries, is estimated to generate c.U\$4.8 billion annually (2021)²
- Opportunity to leverage existing IP in product design and manufacturing on a global scale

Very comprehensive product catalogue creates international opportunities

Footprint



Category metrics

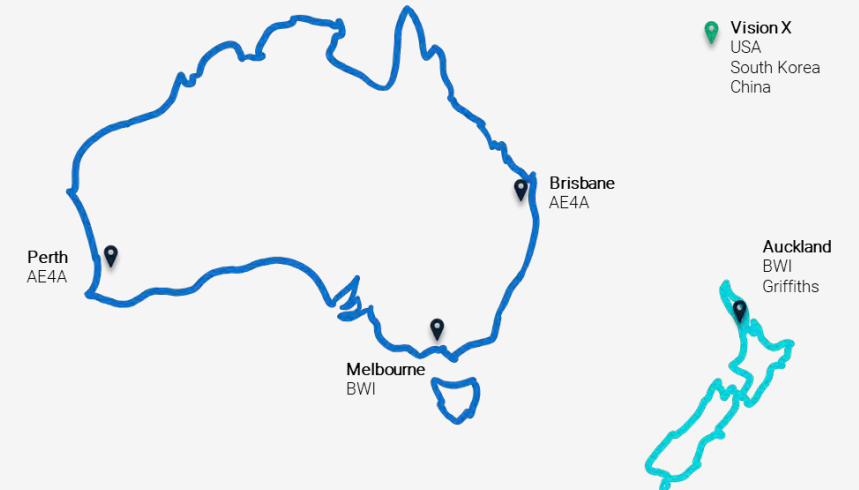


1. in respective categories we participate

Our brands

Our portfolio includes product category leading brands

- Electrical and lighting: Narva, KT Cable (AE4A), Vision X
- Power management: Projecta, KT Solar (AE4A)
- Accessories: Wildcat, Type S (Griffiths)



Our brands



Brown & Watson International: A leader in automotive electrical, lighting and power management

George Davies, Group CEO



Brown & Watson International

History

- Established 1953
- Narva established 1980's
- Projecta acquired 2002
- Big Red Gear established 2014
- Acquired by GUD in 2015
- Griffiths Equipment acquired in 2016
- AE4A (part of ACAD) acquired in 2021
- Vision X acquired in 2021

Dimensions

- Approx. 350 staff globally
- Melbourne, Brisbane, Perth, Auckland, Seattle DCs
- South Korea, & Shanghai Manufacturing

The BWI way

Our ambition is to be a world leader in automotive lighting, electrical and power products for the consumer and the professional. Our people are our greatest asset and foster passion, excellence, entrepreneurship and a can-do spirit. To retain our progressive market position innovation lies at the heart of all our leading brands. We believe in teamwork, providing a safe work environment and excellence in our marketing, product development and putting the customer first.



Our way of working

Safety

'Our Priority'

Track Record

- ✓ 2022 GUD Safety Excellence Award
- ✓ 95% Safety Score – Engagement Survey
- ✓ > 95% of all Safety Actions closed – Vault Damstra
- ✓ Everyday Safety Hero Program
- ✓ Hazard Finder Program
- ✓ Safe Feet @ Work Program
- ✓ Telematics Driver Safety Program
- ✓ LinkSafe for Contractors Program

Say It, Live It

Safety
The safety of our team, our trading partners and end-users of our products is our priority.

Innovation
We strive to continually implement change in our business that adds value.

Action
We delight our customer with timely, complete and inspired solutions.

Teamwork
We work together as a team and with our trading partners with trust, respect and integrity to deliver high performance results.

Excellence
We demand excellence in our products and our service; of each other, of our partners and of ourselves.

People

'We Achieve Together'

Engagement

Employee Engagement 83%
Leadership Effectiveness 86%
Executive Effectiveness 83%

Diversity

Female 39%
Male 61%

Employee Retention

Retention 87%

A global niche leader in lighting and expanding power management internationally

Strengthen our manufacturing credentials

- Increase sourcing volume from internal manufacturing (currently ~20%)

Broaden our geographic representation

- Potential bolt-ons in new markets and channels
- Build international sales team in key target markets
- Establish distributors in markets not served by BWI

Leverage our product portfolio

- Introduce adjacent product categories into new geographies

Develop global products suited to local tastes

- Global product team established to work alongside local marketing teams

Global footprint

Market focus for lighting and electrical will be on Australia, New Zealand, USA, Europe, UK and Scandinavia markets. While the power management will focus on Australia, New Zealand, USA and Europe.

Distribution across the globe will keep product close to the end customer, while manufacturing will take a centralised approach.



Organising for success

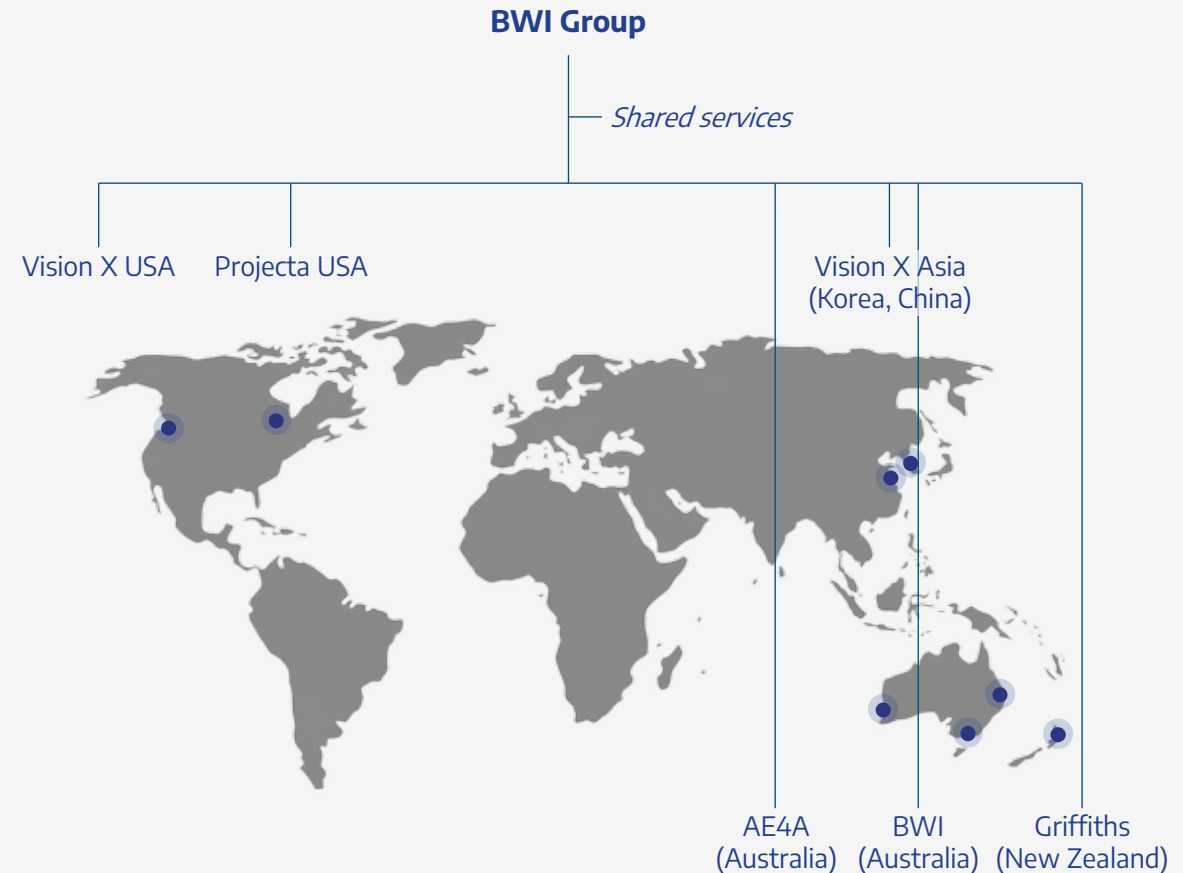
Protect the core Australian operations

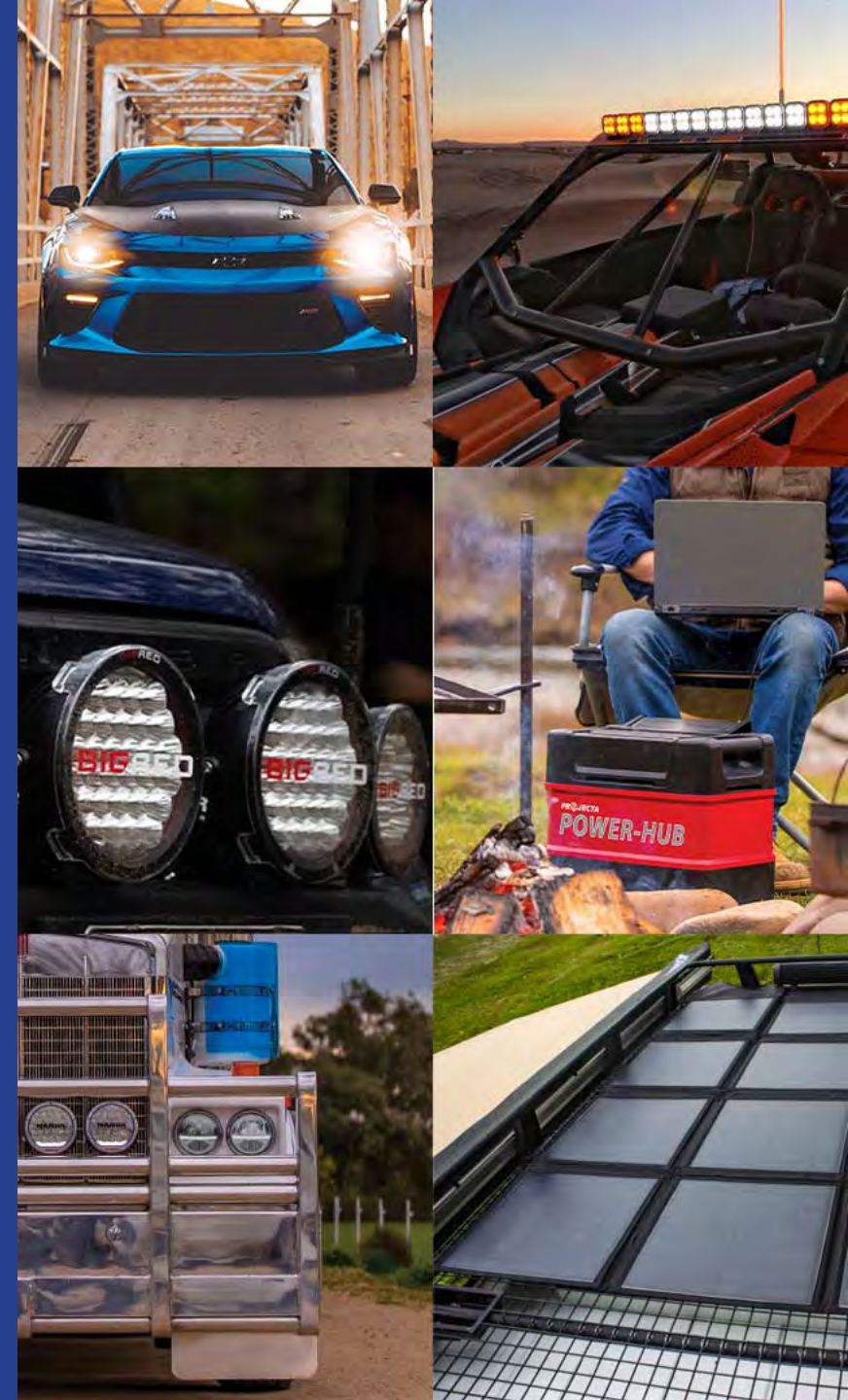
- Continuing to strengthen the Australian management team to provide the necessary capacity for offshore opportunities
- Significant investment in product development through the COVID period to accelerate product development
- Appointed product managers to GEL and AE4A to drive new product growth
- Strengthening across the group the People & Culture team to manage integration activities between businesses, drive engagement and a high-performance culture

Grow the emerging offshore business

- Appointed GM International Sales to accelerate cross pollination of the product portfolio into new geographies
- Key product category secondment from BWI Australia to Vision X to enable faster product adoption from BWI into Vision X
- Appointed President for Projecta USA with 20 years of global experience in the power management industry across USA and Europe

Group structure





Australia



New Zealand



USA



Asia



A division of 

BWI is a multi-discipline business serving multiple channels

BWI serves multiple channels

- Automotive Retail & Trade: Addressing both the DIY and DIFM motorist through an extensive network of generalist and specialist retailers
- Offroad: A growing global marketplace due to the popularity of SUVs and pick up trucks
- Transport & Commercial: A network of truck dealers and accessory outlets for professional drivers
- Mining & Industrial: Mission critical lighting engineered to provide a safe work environment on a range of vehicles
- OEM, Caravan & RV: Lighting & Power management for off grid usage
- Emergency: Fire, Ambulance and Police

Automotive



Offroad



Transport & Commercial



Mining & Industrial



OEM, Caravan & RV



Emergency



A wide range of paths to market

BWI has a resilient distribution model with numerous paths to market in ANZ. USA has a narrower distribution network, and this remains a growth corridor opportunity.

Retail

- Anaconda, Autobarn, AutoPro, AutoOne, BCF, Bunnings, Burnsco, Mitre 10, Repco, Super Cheap, Tentworld, TJM, The Warehouse

Wholesale

- BNT, Burson, JAS, MaxiParts, NAPA, Pan Pacific, Repco, Truckline, Volvo

Manufacturers

- Avan, Apollo, ECB, Jayco, Kenworth, MDC, Regent RV, Toyota, Tuscany Motor Co, Wade Group, Westrac

PACCAR

2018 Aftermarket
Supplier of the Year



2019 Supplier
of the Year



2019 Exceptional AU
Store Service



2019 Exceptional NZ
Store Service



2021 Exceptional AU
Store Service

PACCAR

2021 Parts Supplier
of the Year

Product development credentials

BWI continues to invest and grow its capability and capacity to manage its product portfolio pipelines. Innovative new product development is a critical success factor across all businesses to maintain brand strength.

Global Product Development Team

Based in Australia, Korea and USA

World Class Engineers

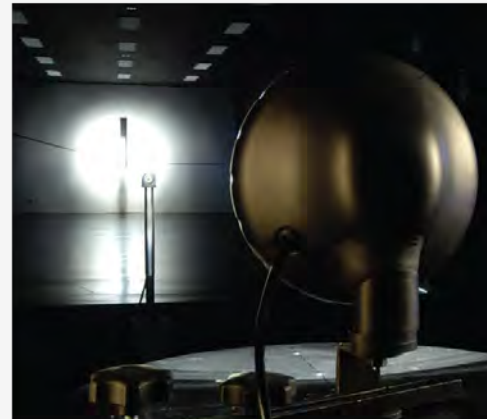
Specialising in Electronics, Software, Firmware and Mechanical design

Rigorous Testing capabilities

Lighting, Electrical, Environmental, Vibration, Salt Chamber

Prototypes

3D Printing functional parts



Comprehensive product portfolio



NARVA provide market-leading automotive lighting and electrical solutions to suit a wide range of vehicles. Over 5,000 part numbers make up NARVA's industry leading catalogue.

NARVA supply a world class range of automotive lighting and electrical products to O.E.Ms and the aftermarket.

Synonymous with quality and known for exceptional customer service, NARVA is the preferred supplier for many auto-electricians, mechanics, enthusiasts, and original equipment manufacturers.

Good Design Awards

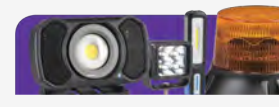
- 2017 GDA Selection - Ultima 215 LED Driving Light
- 2019 GDA Winner – ALS rechargeable Audio Light
- 2019 GDA Winner – Ultima 175/225 LED Driving Light



Driving & Fog Lamps



Incandescent, Halogen & L.E.D Globes



Emergency Lighting



Terminals, Connectors & Cables



Conventional Truck & Trailer Plugs



RV & Interior Lighting



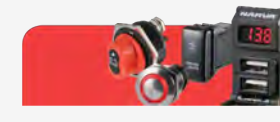
Fuses & Fuse Assortment



Trailer Connectors & Suzi Coils



Marine



Switches, Flasher Units, Relays & Horns



Sealed Truck & Trailer Lighting



L.E.D Truck & Trailer Lighting

Product Comprehensive product portfolio



The Projecta name is built on a heritage which began in 1989. Today, Projecta is recognized as Australia's market leader in high quality battery maintenance and battery power products.

Designed and engineered at the Melbourne head office, it contains all the gear needed to charge, harness and convert power for a variety of applications.

Projecta stands for quality: all Projecta products are rigorously tested in BWI's state-of-the-art lab facilities to ensure the product live up to expectations and beyond.

Good Design Awards

- 2017 GDA Selection – Power-Hub



#3 most innovative company in Australia and New Zealand

ANZ Top 10 most innovative two years running

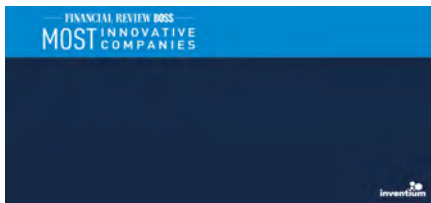
Recognised for the second successive nomination in the AFR BOSS Most Innovative Company Awards. Placed 8th in 2021, and 3rd in 2021 for Rapid Recharge Technology on the Intelli-Start range of jump starters

Rapid Recharge Technology. That's INTELLI-START.

40 seconds is all it takes to ensure your Intelli-Start Jump Starter is ready to go again!

Our revolutionary and patented Rapid Recharge Technology (RRT) means that once you jump start your vehicle all you need to do is leave the Intelli-Start Jump Starter connected to your battery for 40 seconds and it will fully replenish the energy discharged and be ready for your next emergency

There's less of a need to recharge it in your home or garage. That's Intelli-start!



Intelli-Start video (1 min)

Click button or copy/paste URL to your browser
<https://youtu.be/oi9fp-IDxNU>

Comprehensive product portfolio



Automotive Electrical & 4WD Accessories (AE4A)

Automotive Electrical & 4WD Accessories (AE4A) is home of industry leading brands KT Cable Accessories, KT Solar, Boab, National Luna, Eezi-Awn, K9, Quick Fist & Optraffice.

KT Cable Accessories is industry recognised for designing and innovating 'Industry First' products with a competitive advantage. Some of which include:

- KT LED Trailer plugs, Sockets & Adaptors
- KT 50Amp 12-48V Heavy Duty Voltmeter Connector
- KT Commander Switch Panels (Most Innovative Product Award – AAAA 2017 & Supercheap Auto most innovative product launch 2012)

KT Cable Accessories has a proven track record in innovation with over 17 Australian Automotive Aftermarket Awards Industry business awards won including Excellence in Marketing, Most innovative Product Awards & more.



Leading the Automotive Industry in Innovation, The KT Brand specialises in Automotive & Marine Cable Accessory solutions including Cable Ties, Cable, Trailer Accessories, Terminals, Fuses, Switches, Lighting Solutions & More.



Leading the Automotive, 4WD & Recreational Markets in Everyday, Innovative 12, 24 & 48V Solar Solutions for Recreational, DIY and Commercial Applications. KT Solar goes a step further in offering 'Solutions Focused' Solar Training for your team to learn and gain 'Counter Confidence' in Solar – Passing this onto your customer.



Industry recognised for commitment to innovation in Off-Road Storage Solutions including Poly-Water & Diesel Tanks, Roller Drawers and Innovative In-Vehicle & External Securing and Organisation Solutions.



Specialising in the Camping, 4X4 & Recreational Market's 'BEST' Commercial Portable Refrigeration. National Luna are a South African based designer & manufacturer of premium quality Refrigeration, Battery Maintenance and Power Products.



Long after the sweetness of price is gone, Quality Prevails... South African Based Eezi-Awn / K9 Offers a comprehensive range of premium-quality, durable Awnings, Roof-Top Tents, Roof-Racks and Roof-Securing Products for off-road enthusiasts who want the best!



Optraffice is an Industry Leader in LED Technology & Innovative Heavy Duty Industrial Lighting Solutions used for Traffic Management, Construction & Events. Specialising in Portable LED Road Signs on Trailers, Variable LED Speed Signs, LED Message Boards, LED Arrow Boards, Solar Lighting Towers, Optraffice has supported many World Cups, Olympic Games, G20 Summits, and other large sporting events.

Business update

Covid continues to impact operations

- Shanghai lockdowns interrupting production and supply in Q3
- Interruptions to production in Korea end of Q3
- Overall supply chain is starting to thaw, but freight increase and raw material shortages do continue to impact parts of the supply chain

Demand

- Q1 demand was strong in Australia while covid impacted NZ, Q2 demand was positive across all markets.
- Q3 has seen strong demand in Australia, and improving in NZ, and YTD seeing encouraging growth in the strength of new channels (e.g. RV, bus and trucks), customers (e.g. Jayco, Kenworth), and products (e.g. Intelli-Start)
- Nascent export sales starting to see the benefit of new products

Highlights

- #3 most innovative company in ANZ
- Supplier awards from GPC and PACCAR
- Acquisition/integration of VX is well underway with visits from the Australian team to the USA, and vice-versa. Korea and China remain virtual discussion only while travel restrictions have remained in place. Secondment position underway to assist with product introduction into Vision X.
- Supply chain synergies commenced for Australian customers who source vehicles from Asia who can now be supplied with a direct shipment from Vision X China to their suppliers
- Projecta Intelli-RV program continues to win new caravan manufacturer with trials underway for Intelli-Grid program
- Multiple new product programs released in Q3 FY22 including Narva Inspection Lamp, Aerotech HD Strobes, LED Load Lamp
- European distributor visited Australia for strategic planning and product training sessions. Followed by the European launch of Projecta's Intelli-Start lithium jump starters at AutoTechnica Brussels
- Discussions commenced with Auto Pacific Group on multiple synergy projects



Griffiths Equipment Limited: New Zealand's largest automotive wholesale distributor

Gemma Collins, Executive General Manager



Griffiths Equipment is the largest automotive wholesaler in New Zealand

History

- Established in 1977 – Griffiths Family
- Acquired by GUD/BWI in 2016
- Greenfield office and warehouse built in 2019
- Leadership change in January 2021

Operations snapshot

- Largest automotive aftermarket parts supplier in New Zealand with strengths in contemporary range, customer service and speed to market
- 43 employees; leadership team of 6 people with 92 years' experience at GEL
- Moving over 3 million+ automotive accessories each year



Griffiths partners with a diverse selection of key customers across channels

Automotive+ channel mix offers opportunity for continued and diversified growth

Automotive channels

- 400+ trade and retail: key accounts include GPC (NAPA, Repco, Appco, Ashdown), Bapcor (BNT), ARG (SuperCheap Auto)
- 80+ specialists: auto-electrical, audio

Emerging channels

- Public safety
- Transport (truck): 80+ specialists/fleet
- Marine: 50+ trade, retail and OEMs
- Hardware/Industrial: Bunnings, Mitre10, The Warehouse



Leading in-store presence

Leveraging BWI Group's strengths in marketing allows Griffiths Equipment to command valuable real estate in store.

Unparalleled breadth of brand portfolio in NZ auto accessories distribution

60+ brands – mix of owned vs distribution

Own brands: 66%

- Narva (lighting and electrical) – c.6700 SKUs
- Projecta (power) – c.700 SKUs
- Wildcat (accessories) – c.250 SKUs
- Type S c 35 SKUs
- Jelly Jets – 9 SKUs

Distribution brands: 33%

- Aerpro (audio) – c.1400 SKUs
- JB Weld (car care, hardware adhesives) – c.35 SKUs
- Rain X (car care) – c.25 SKUs
- 55+ other brands – c.2900 SKUs



Narva



Projecta



Wildcat



Aerpro



RainX



J-B Weld



Gator



Kicker Audio



K-Seal

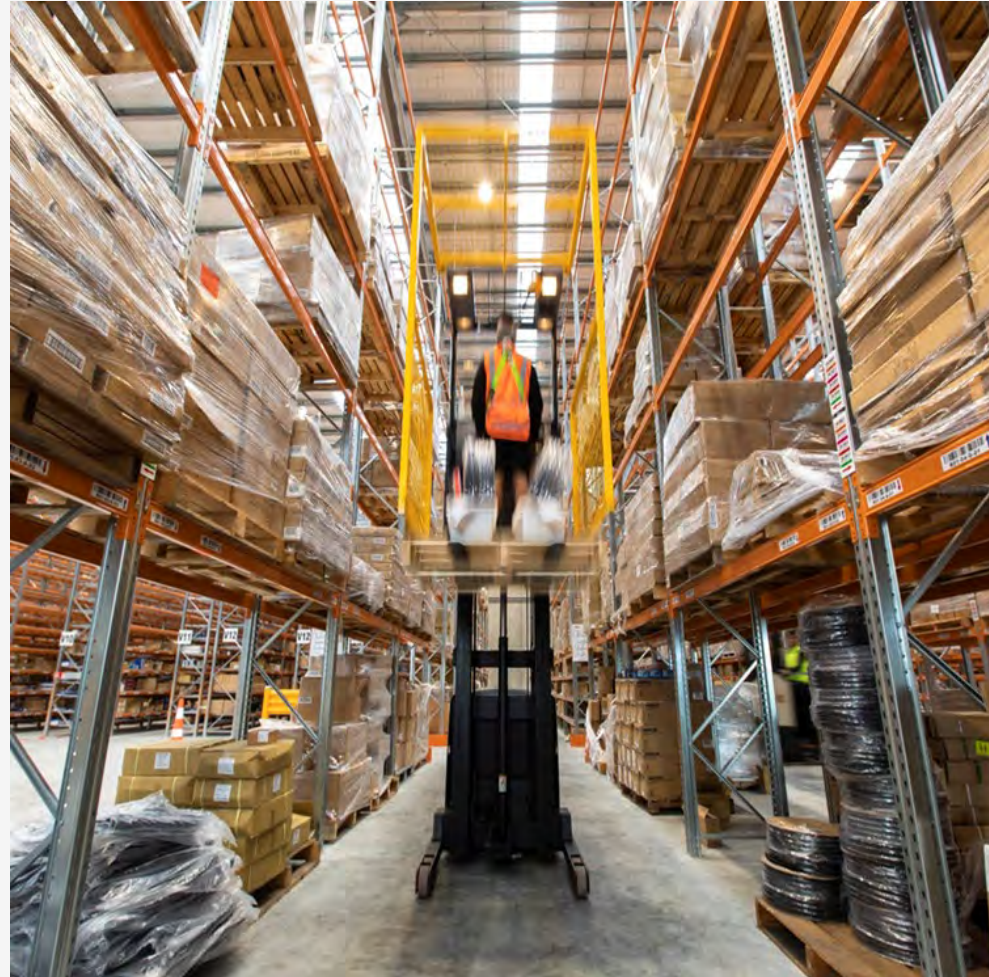
GUD 3PL proof of concept: Many brands, one order

Greenfield facility in Mt Wellington, Auckland

- One of NZ's largest automotive parts logistics hubs
- 6,000 sqm warehousing space
- 600 sqm office space
- Dedicated team of 23 people

NZ distributor for many GUD businesses

- Own brands: Narva, Projecta, Wildcat
- Distribution brands: Aerpro, JB Weld, RainX, 55+ others
- Ryco Filters
- NZ Gaskets
- DBA
- IM Group: GOSS, MAP



NZ logistics hub

The purpose designed and built facility makes use of the latest technology and workflow management techniques to deliver great customer service and ensure the safety and wellbeing of employees

NZ performing admirably relative to very tough external environment

Business update

- Revenue flat in H1, however grew strongly in Q2 following the hard lockdown in Q1 (where all retail was closed)
- Q3 revenue was down modestly vs. prior year with further COVID/Omicron impacting both operational performance and end-user demand
- Marine, caravan/campers, car audio have grown strongly as consumers continue to invest in the leisure sector
 - Marine growth on target: +10% revenue growth
- Truck and Trailer growth underway, as demand on road freight vehicles increases
- Expansion of product offering to market, with the addition of new products developed in-house and international brands, in addition to synergies within the GUD Group
- Supply chain logistics in NZ exponentially more difficult than other Australian aftermarket business units
- Efficiencies in combined GUD NZ distribution centre starting to be realised

Highlights

- 84% Team Engagement – Great teamwork during COVID lockdown months
- 93% score – external EMA H&S Audit (March 31st)
- Winners – GUD H&S Business Award 2021
- Huge investment in wellness, particularly around Wellness and Wellchecks
- Training focus – health and safety; emerging and future leaders
- Product team growth – 2 new brand/product launches underway: Jelly Jets, and RainX brush ware
- Marine growth opportunity starting to take shape; attended the major marine shows for the first time
- Record order levels through GUD 3PL – Team targets on track



**Vision X:
Design, manufacture and deliver
the ultimate lighting solution**

Tony Georgitsis, President

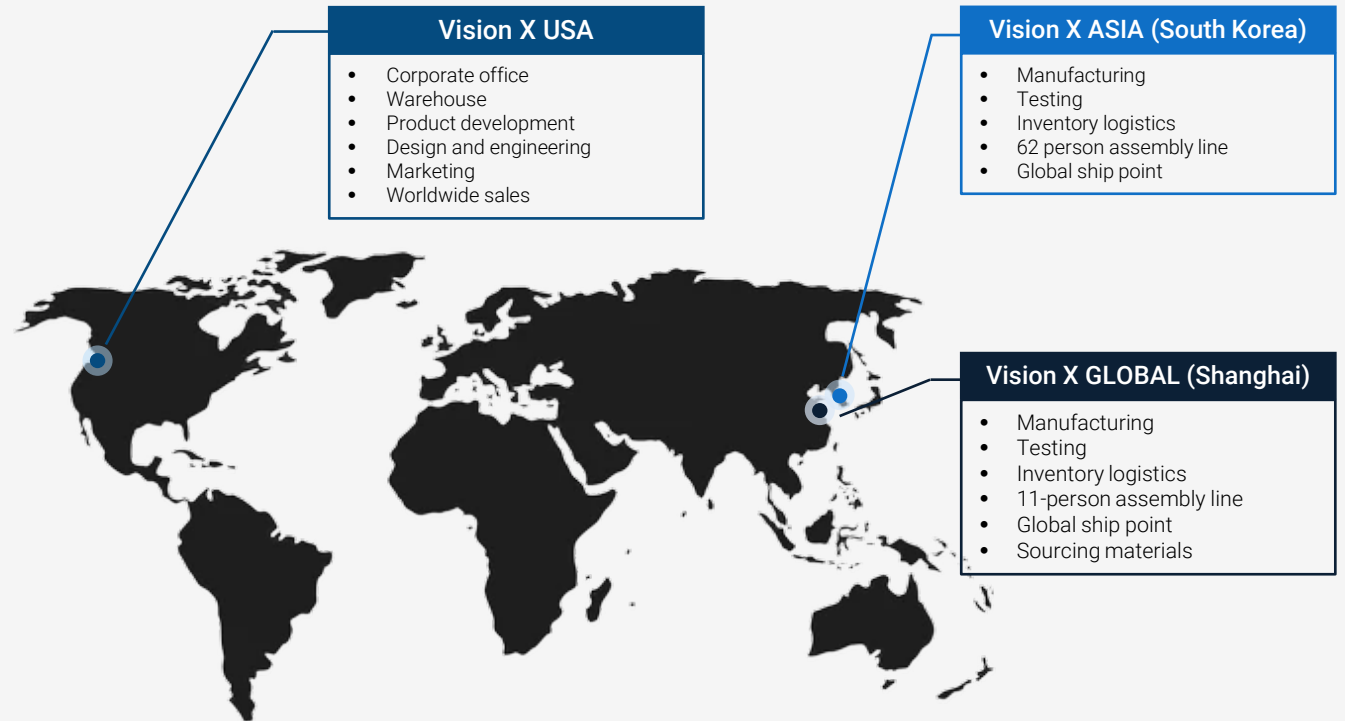


Vision X: engineered lighting solutions

Strong history of manufacturing and distributing high quality, specialist lighting

- Established in 1997, Vision X's specialist lighting products have built customer loyalty and brand equity by consistently performing in harsh environments and producing leading light output
- Strong brands supported by over 1,200 products and 500 trademarks, design and utility patents
- Established product development and manufacturing facilities based in Korea and China
- Marketing, sales, product development, warehouse, and specialised manufacturing facilities based in the USA
- Distribution extends to all continents with an emphasis on solution-based products used in Industrial, Commercial, and Off-road vehicle applications to both original equipment and after-market customers

Vision X is an important pillar in GUD's strategic imperative to grow a global niche leadership position in automotive lighting



1200
Over 1200 products

500
Issued patents worldwide

120
Days from concept to production

140
Employees

127
Vision X sold in 127 countries

Established product development and manufacturing facilities

Product Development

Design and Development capability

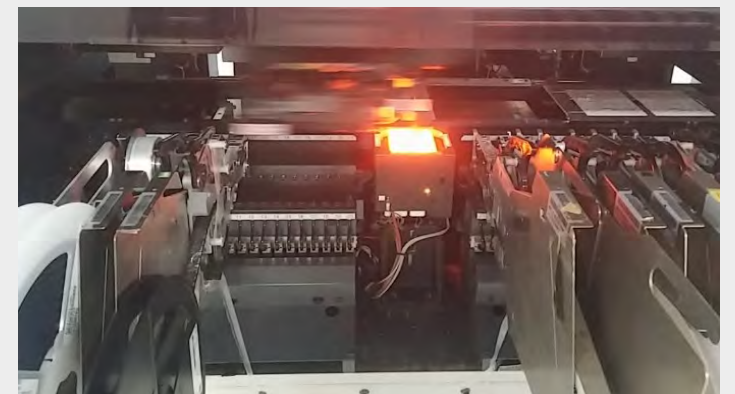
- In-house product specification
- In-house engineering
- In-house prototyping
- In-house testing

Patents / Design registrations / Intellectual Property

- 500+ trademark, design and utility patents
- LED Light Bar – Xmitter
- Extruded Work Lamp – Pitmaster
- Work Light Suspension – Hammerhead

Manufacturing

- End to end Self-manufacturing of electronics and lighting elements, and assembly activities. in three countries
- USA focused on typically low volume products requiring short lead times or made in USA requirements.
- Korea is the principal manufacturing site with a compelling product quality/sell price proposition well suited to the customer base. Manufacturing capacity of 2.5 million units/month (SMT, kitting, assembly, packaging)
- China is focused on component sourcing for USA and Korea; and manufacturing of lower price point and less technically complex products
- Manufacturing partnerships with suppliers in specialty areas such as plastic casings and mounting hardware
- No significant capex required to meet growth objectives



In-house SMT (surface-mount technology) lines in Korea



Primary market channels

Industrial

36%

of CY21 sales

The Industrial Channel includes LED lighting for mining equipment and vehicles, and underground work environments

Trusted end users and specifiers

LIEBHERR **KOMATSU**



CATERPILLAR



Automotive-Offroad

37%

of CY21 sales

The Automotive-Offroad Channel includes vehicle lighting for on and offroad applications, including automotive, commercial and fleet, and powersport



Channel Expert Partners

27%

of CY21 sales

Channel Expert Partners includes LED scene lighting and brow lighting for fire and emergency vehicles, and end-to-end solutions for key partners



MasterCraft



Portfolio of engineered solutions for specialised segments

Specific product catalogues

- Industrial applications
- Vehicle applications



Tailored fit out guides and product solutions

- Over 100 applications
- Application fit outs



Automotive-Offroad: Endurance and performance

Offroad and Racing



Off-road and Racing

- Dual Output/Function
- Customization
- Combo Lighting

Commercial Service Trucks



Commercial Service Trucks

- Low Failure Rate
- Safety Solutions
- Light Duty / Work Lights

Powersport



UTV/ATV/Motorcycle

- Slim Low Profile
- Small Pod Lighting
- Headlights

Overland



Overland

- Area Lighting
- Widespread Forward Lighting

Automotive



Automotive

- Vehicle Specific Kits
- Bolt-on DIY
- Street Legal (SAE , DOT)



Industrial: Engineered solutions

Mining



Mining

- Heavy Duty Brackets
- High Vibration Ratings
- OEM Replacements

Structural



Commercial (Structural)

- Large Area Lighting
- Linear Lights
- Energy Saving

Mobile Tower Plants



Mobile Tower Lighting

- Large Area Lighting
- Solar compatible
- Energy Saving

Maritime



Maritime

- Salt Water Resistant Coating
- Zero Electrical Interference (CISPR25)
- Copper Boards

Machine Vision



Machine Vision

- Precision Beam
- Smart Vision Solutions
- Camera Integration



Channel expert partners: Solution provider from design to delivery

Emergency



Fire-tech: Emergency

- Scene Lighting
- Light Towers
- D.O.T. Headlights
- Laser Lighting

Motorcycle



Denali: Motorcycle

- E-Mark Driving Lights
- SAE Fog Lights
- D.O.T. Headlights
- LED Marker lights

Automotive



Ashdown Ingram Great Whites: Automotive

- Driving Lights
- Off-road Lights
- Highway Transportation

Industrial



Various Industrial Partners

- Custom Industrial Solutions
- Machine Vision
- Paving and Construction

Maritime



Imtra: Maritime

- Recreational Marine
- Commercial Marine

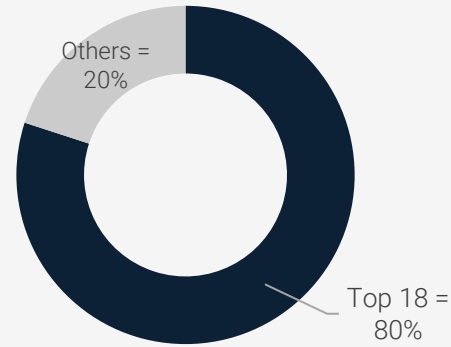


Strongly diverse customer base

Customer concentration is low, and most are new to GUD

- Top 18 customers represents circa 80% of revenue
- 80% of VX customers are new to BWI/GUD
- **Diversified customer base**
- Customer revenue extends to all continents with a concentration of US, Australasia and the Americas
- Products used in Automotive, Emergency, Mining, Commercial/Structural and Maritime applications to both original equipment and after-market customers
- Vision X delivers geographic diversification to BWI by establishing a beachhead in the USA and a distribution foothold in Europe; the two largest lighting markets globally

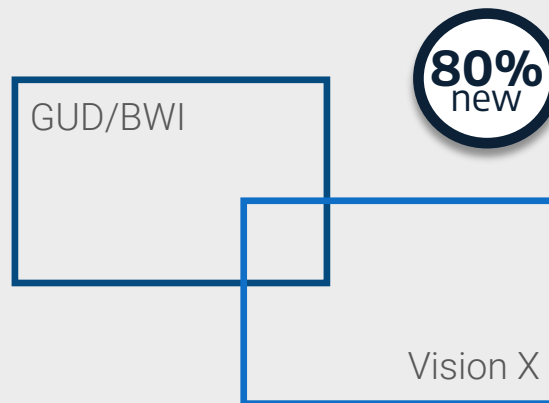
Customer concentration
Vision X



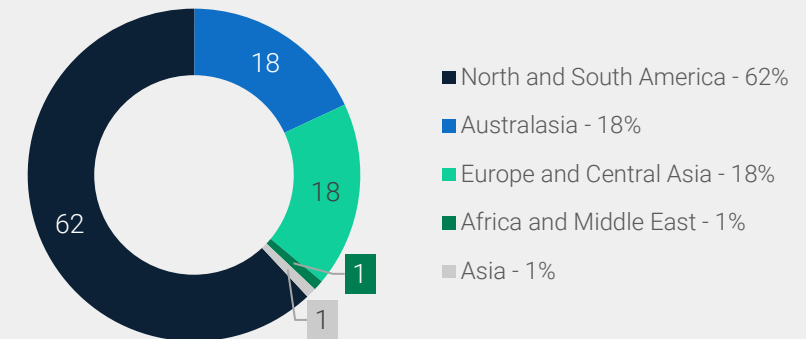
Top 10 resellers and distributors
Vision X

- Vision X Europe
- Ashdown-Ingram
- HiViz Lighting
- Tuscany
- Twisted Throttle
- Sunwest Supply
- APS
- Larson Electronics
- Custom Dynamics
- Interwest

Customer concentration
Vision X vs GUD/BWI



Revenue by region
Vision X, TTM to 31 May 2021



Portfolio of powertrain agnostic and EV ready products

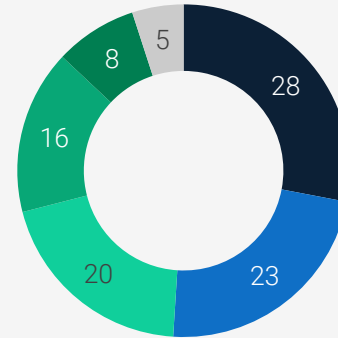
Over 1,200 products across 5 key specialised product segments

1. Automotive: vehicle lighting for on and offroad applications, including jeeps, trucks and motorcycles
2. Emergency: LED scene lighting and brow lighting for fire and emergency vehicles
3. Mining/Structural: LED lighting for mining equipment and vehicles in surface and underground work environments
4. Commercial and fleet: heavy duty vehicle LED lighting solutions for commercial indoor and outdoor applications
5. Maritime: LED lighting for commercial vessels, recreational boards, and seaports
6. Powersports: LED headlights and accessory lighting for motorcycles, UTV and ATV

100% ICE agnostic products

Self-manufactured products; circa 90% made in Korea, with the balance made in China. 97% of Printed circuit Boards are self-manufactured.

Revenue by segment
TTM to 31 May 2021



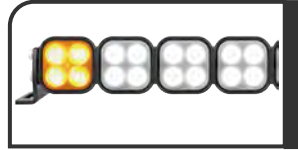
- Automotive - 28%
- Fire and emergency - 23%
- Industrial (Mining, Structural) - 20%
- Commercial and fleet - 16%
- Powersports - 8%
- Maritime - 5%



A very comprehensive portfolio of Go Forward product ranges



ADV Light Cannon
LED Driving Light



Unite Modular
LED Light Bar



BHB
LED Heavy Duty
Work Light



LSG
LED Structural
Lighting



CG2 Light Cannon
LED Driving Light



XPL
LED Light Bar



BLB
LED Medium Duty
Work Light



Vehicle ID Signs
LED Vehicle
Identification



VL-Driving
LED Driving Light



Shocker
LED Light Bar



Prospector
LED Medium Duty Work
Light



Mining Beacons
LED Medium Duty Work
Light



Overland Light
LED Area Light



Shocker X2
LED Light Bar



Duralux
LED Light Duty
Work Lights



Surface Mount
LED Scene lighting for
Emergency Services



VX Headlights
LED Headlights



XPR/XPR-S
LED Light Bar



VL-Series
LED Light Duty
Work Light



Smart Lighting
LED Vehicle
Integrated Solutions



Healthy pipeline of innovative products

Dual Output/Function Lighting Customisable Solutions

- Shocker Bar
- Unite Modular Light Bar



Combo Beam Lighting (Using Multiple Types of Optics or Reflectors)

- Adventure Series
- XPR Series



LIN Bus Light Control & CAN Bus Integrated Lights

- BG2
- Denali



Autonomous Vehicle Lighting & Machine Vision

- Camera Lighting
- Inspection Lighting

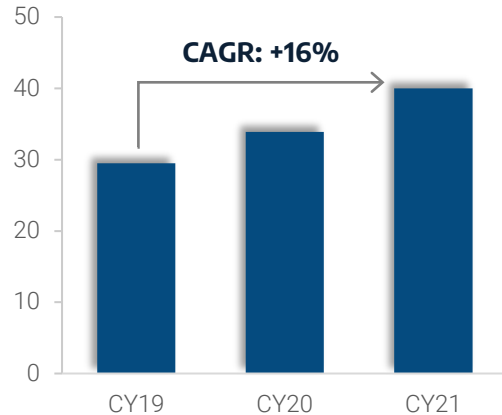


Strong historic financial health with future growth potential

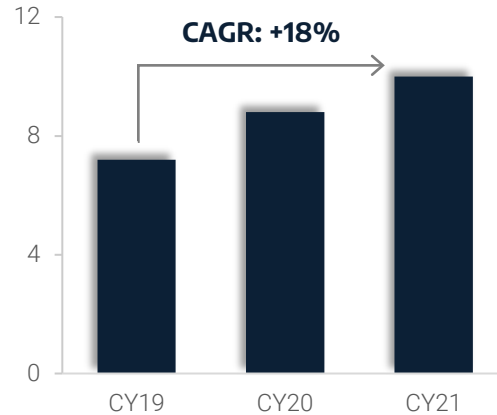
Solid growth in revenue and earnings

- Historic EBITA margins similar to GUD legacy automotive business units
- Positive expectations of future growth demonstrated by earn-out structure with a minimum 10% EBIT CAGR over a 3-year period

Revenue
in U\$m



EBITA
in U\$m



Medium term opportunities for organic growth

- **Machine Vision Lighting** – Camera integrated lighting used for quality control and material flow using AI software for documentation and operator alerts
- **Structural Lighting** – Harsh environment facility lighting where standard lighting lacks durability for long term operation, efficiency and employee safety
- **Maritime Lighting** – Commercial maritime lighting for ship and shore facilities
- **Commercial Lighting** – Lighting focused on commercial markets targeted at equipment fleets
- **Overland** – Outdoor living and adventure lighting targeting at enhancing the overall experience for consumers entering unknown landscapes
- **Construction** – Infrastructure equipment specific lighting designed to reduce additional lighting needed to safely light construction projects on the mobile equipment rather than fixed plants
- **Agriculture** – Implement specific lighting allowing for 24 hour harvesting and quality control
- **Ambulance** – First responder lighting making scenes safer and operators more effective



Integration and revenue synergy update

Integration is on track

- Dedicated integration resource proving successful
- Expanding operational fitness – use GUD’s current improvement tools (PCM EBIT by product and customer analysis, innovation process, high-performance culture) to boost performance in Vision X
- Starting to implement GUD “play to win” strategy framework

Synergies efforts progressing as planned

- Vision X provides a platform to sell BWI products to VX’s customer base in the US and Europe
- Most senior category management seconded into Vision X, based in the US to start to bring through further category channels that VX currently doesn’t service
- Recruiting key M&S leadership and installing sales management capabilities into VX to transfer and mirror some of the BWI best practice
- Potential to expand VX’s Australian revenue by leveraging BWI’s marketing and distribution capabilities
- Opportunity to utilise VX’s manufacturing to produce BWI lighting products with potential to improve margins over time
- Starting to review sourcing opportunities through VX Korean and Chinese manufacturing capability
- Early steps to leverage global product development for future products
- BWI role International Trade Manager role expanded to assist Vision X growth



Vision X complements BWI and opens up US and Europe

- ① **Portfolio of engineered powertrain-agnostic and EV ready products** – further reduces GUD’s exposure to internal combustion engines (ICE)
- ② **Large and growing addressable markets** – strong positions in automotive and non-automotive lighting segments
- ③ **Strongly diverse customer base** – customer concentration is low, and most are new to GUD
- ④ **Geographic diversification** – establishment of a beachhead in the USA and a distribution foothold in Europe; the two largest lighting markets globally
- ⑤ **Established product development and manufacturing facilities** – Korean and Chinese operations provide flexible sourcing and future expansion options
- ⑥ **Strong historic financial health with further value creation** – clear product and go-to-market opportunities leveraging the existing strong platform
- ✓ **Founders and key staff highly engaged and committed to success** – strong cultural alignment with founders and a clear vision of success linked to the 3-year earn out period



Company video (2:30 min)

Click button or copy/paste URL to your browser

<https://youtu.be/N-pXv7az6zw>



Strong product line up

<p>1200 new products in development driving incremental sales</p>	<p>500 trademarks, design and Utility patents</p>
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Balanced exposure to lighting segments

<p>37% Industrial</p>	<p>36% Automotive</p>	<p>27% Channel Experts</p>
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Positive customer diversification

<p>Top 18 customers contribute 80% of revenue</p>	<p>80% of customers are new to GUD</p>
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Strong growth continuing driven by new products

Business update

- Continued strong revenue growth in the US and export markets
- Global mining lighting demand returning to normal after Covid-19 related disruptions
- Recent factory shutdowns in Korea and China have had minimal impact on sales
- Successfully implemented price increases in response to inflationary environment with no negative impact to sales and very little key customer push back.

Highlights

- Positive response from Vision X team members and customers to joining BWI/GUD
- Managing supply chain disruptions – Vision X worked with key customers on annual order forecasts to make sure there was no disruption in supply due to chip shortages, extended logistic times and supplier COVID shut-downs.
- New Key Products to be launched in each product family in 2022





Jason Kiesecker, CEO AutoPacific Group

4WD Accessories and Trailering



Build an integrated leader in 4WD Accessories and Trailering in ANZ with future export

We're ready to meet our customers' needs of tomorrow, today.

Our brands are future-ready; clever ideas turned into technical products and services that people count on every day. Our team are committed to making a positive impact and creating value for all stakeholders.

Strategic imperatives to build strength for today and unlock growth for the future



Build an integrated leader in 4WD Accessories and Trailering in ANZ with future export



Become a leader in the EV Aftermarket in ANZ



Grow a global niche leadership position in Automotive Lighting



Capture Undercar categories and leverage scale



Expand vehicle Power Management internationally



Optimise Powertrain profitability and invest in adjacencies

GUD 2025

GUD's automotive vision and Plan 2025

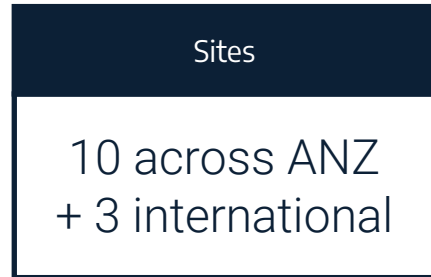


Build an integrated leader in 4WD Accessories and Trailering in ANZ with future export

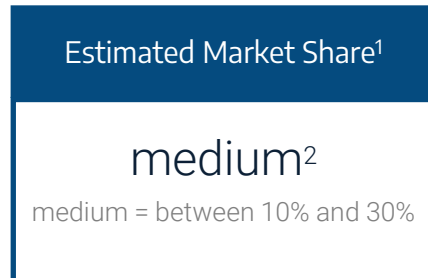
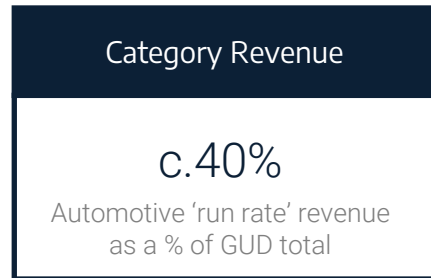
- The Australian and New Zealand accessories and trailering market is valued at \$2.4 billion (2021)¹
- 4WD Accessories and Trailering is driven by new vehicle sales of Pick-Ups and SUVs, which have higher accessory and trailering fitment rates
- Structural shift in demand continues; Pick-Up and SUV to represent >70% of new vehicle sales in Australia through to 2025 (up from 61% in 2018)²
- 4WD Accessories are strongly aligned to everyday work routines (infrastructure investment) and lifestyle and leisure trends in ANZ³
- Desire to expand APG/G4CVA with complementary products, customers and capabilities.

4WD Accessories and Trailering category

Footprint



Category metrics



Notes: 1. In respective categories we participate. 2. Share of towing only is high (> 30%); medium is a blend of all categories we participate in.

Our brands



Our brands

Our portfolio includes category leaders

- Towing: Hayman Reese, Best Bars, Parkside, Trailboss
- Functional accessories: East Coast Bullbars, Barden/ UneeK4x4, Kaymar, Parkside
- Cargo management: ROLA, Fully Equipped, CSM
- Trailering: Cruisemaster, Trojan, Christine Products



Not showing APG presence in China and Japan. Spatially inaccurate)

AutoPacific Group: A clear leader in 4WD Accessories and Trailer in Australia and New Zealand

Jason Kiesecker, CEO



APG is a clear leader in 4WD Accessories and Trailering in ANZ

- 1 **Large and growing addressable market** (largely Pick-Ups (PUs) and Sports Utility Vehicles (SUVs)) supported by positive structural tailwinds
- 2 **Undisputed market leader in towing with strong brands and market positions** across a diverse range of trailering, cargo and functional accessories that are 100% non-internal combustion engine (ICE)
- 3 **"Blue Chip" customer base with diverse and 'sticky' relationships** – APG's top five customers have an average tenure of 21 years¹
- 4 **"Best-in-class" R&D** with a demonstrated track record of innovation and category penetration
- 5 **Large scale, well invested manufacturing and distribution capabilities** across ANZ and Thailand
- 6 **Strong financial performance and future growth potential** driven by increasing market share, new product development and category expansion underpinned by solid market growth
- ✓ **Strong, proven and longstanding management team** that has scaled APG organically and integrated value accretive acquisitions with an average tenure of c.10 years



Leading market positions

#1 or #2

market positions across key categories

New product development & comprehensive coverage

122

new products currently in development, 35 driving incremental sales

c.95%

of vehicle car parc covered

High degree of revenue visibility

100%

win rate on recent OEM PU model launches

5-7 year

revenue visibility with OEM product cycle life



Company video (3 min)

Click button or copy/paste URL to your browser
<https://vimeo.com/gudholdings/autopacificgroup>

APG is the undisputed leader in the 4WD cornerstone towing category

1 Towing

~85%
market share¹



Brands



Selected products



#1 market position in ANZ¹ – Towing has the highest fitment rates^{2,3}

3 Trailering

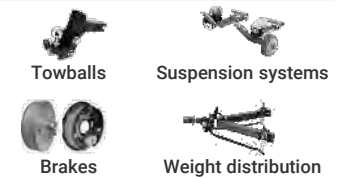
~15%
market share¹



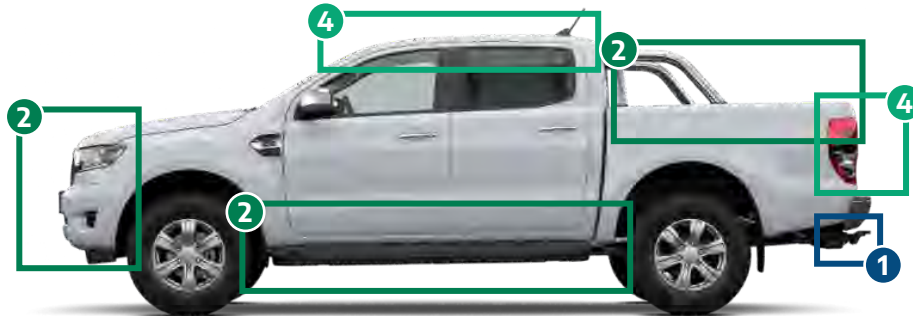
Brands



Selected products



#2 market position in ANZ¹



2 Functional accessories

~15%
market share¹



Brands



Selected products



#2 market position in ANZ¹

4 Cargo management

~5%
market share¹



Brands



Selected products



#3 market position in ANZ¹

1. A large, attractive, and growing addressable market

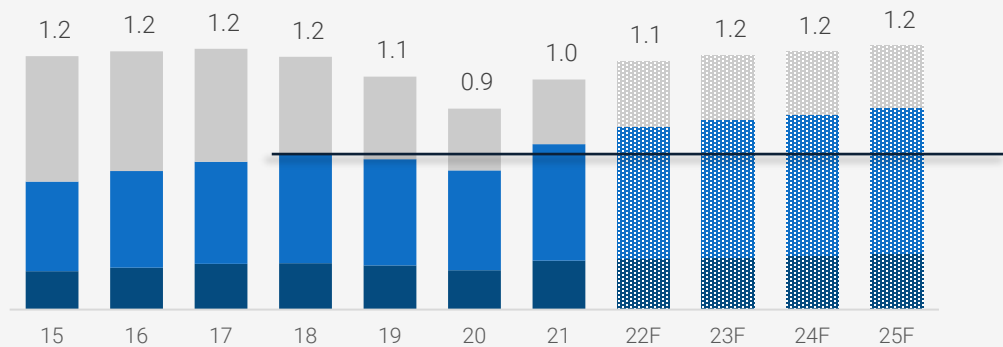
Addressable market of new Pick-Ups and SUVs at historic high

- Pick-Ups and SUV have the highest fitment rates of accessories and trailering products
- More than seventy per cent of APG revenues are tied to new PU/SUV sales
- The addressable market of PU/SUV sales in Australia continues to grow – CY21 volumes of 754k units sold surpasses historic high of 707k units in CY18
- Mar/22 YTD new vehicle sales showing +4,321 (+8.3%) PU and -475 (-0.3%) SUV sold pcp
- No evidence of a COVID-19 “bump”

New vehicle sales by type¹

in millions, Australia

■ Pick-Up ■ SUV ■ Other



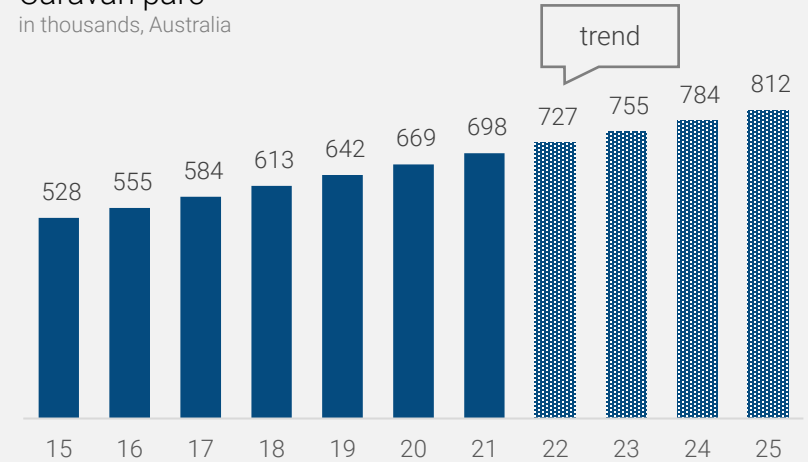
Historic (CY18) high surpassed in CY21

Trailering showing steady growth

- Trailer registrations did not step up significantly in CY21 - +4.3% on the pcp versus +4.0% 5 year CAGR (CY15-CY20)
- Steady growth expected as industry shores up supply to meet sustained and growing demand
- No evidence of a COVID-19 “bump” above mid-term trend growth

Caravan parc²

in thousands, Australia

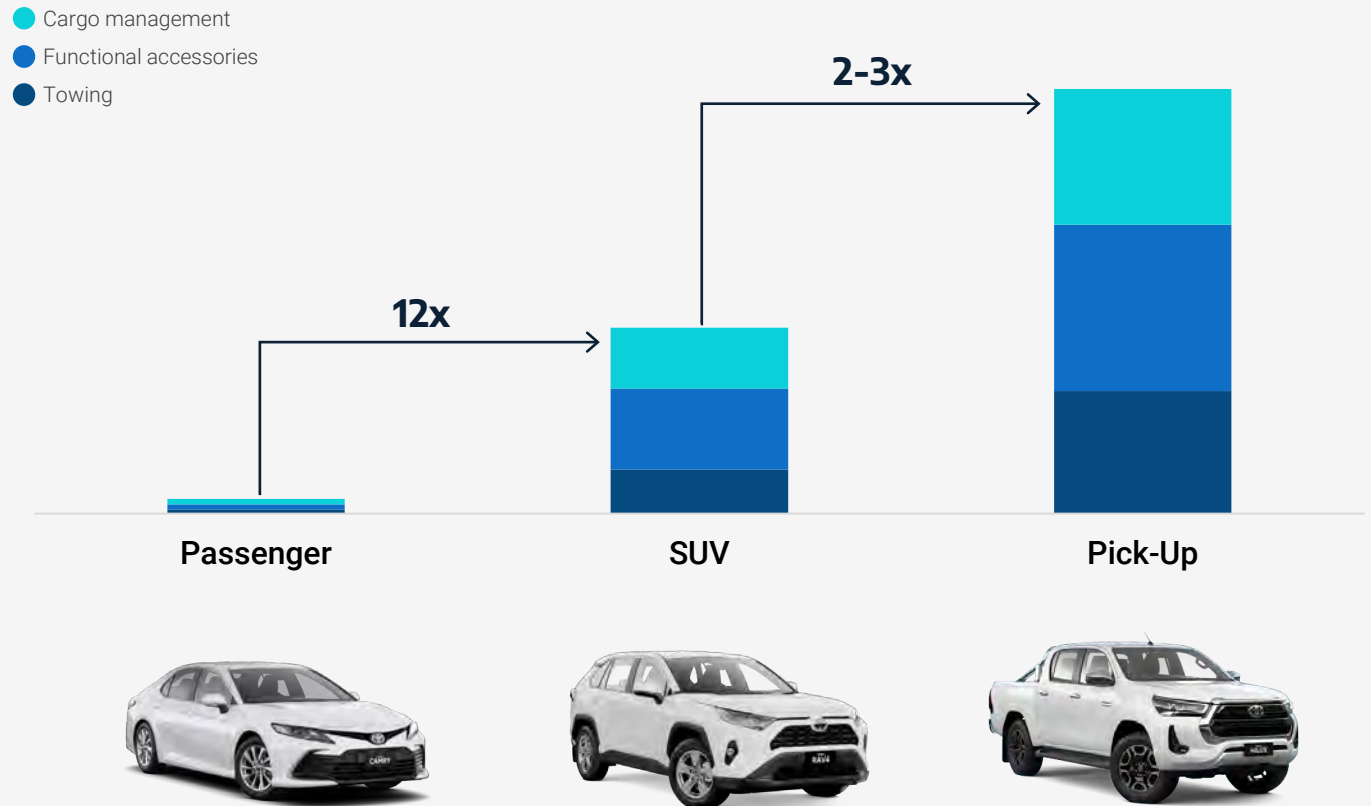


Shifts in vehicle type and accessorisation are driving compound growth

Pick-Ups and SUV have higher fitment rates that drive a multiplier effect for volumes and revenues

- Content opportunity of an SUV is about 12x that of a Passenger Motor Vehicle (PMV)
- With every consumer switch from PMV to SUV, incremental volume and revenue potential is released
- Pick-Ups have the highest content value per vehicle across all categories

Content opportunity by vehicle type
in average \$ per unit



2. APG has c.85% market share of the towing category in ANZ

1

Towing

c.85%
market share¹



Clear 1 market position in ANZ¹



Addressable market – c.\$170 million ANZ¹

Strong and defensible leadership position

Dealer and factory fit channels

- ‘Best-in-class’ engineering capability coupled with capacity to keep pace with all vehicle launches – APG capability and capacity exceeds that of its competitors
- High-volume, low-cost production facility in Thailand, co-located with major OEMs for factory-fit to Thai produced vehicles
- High-variety production capability in ANZ to provide the long tail and as an alternative to combat supply chain disruptions

Retail channel

- Market-leading brands with strong consumer pull through
- First-to-market with new SKUs, enabled by early access to vehicles and engineering capacity to keep pace with vehicle launches
- Solus exclusivity supply agreements with all major Australian resellers
- Superior quality, backed by in-house NATA-certified laboratory testing
- Full suite of vehicle wiring and coding solutions for every product

Ability to price

- Contracts extend the life of a platform (7-8 years), with mid-cycle refreshes that create opportunity to adjust prices to reflect operating environment
- Three price increases in CY21
- CY22 price increases communicated to recover sea freight escalation, effective July.

2. Leveraging the towing anchor to grow share of wallet

2 Functional accessories

c.15% market share¹



Brands	Selected products
	Bull bars
	Sports bars
	Tyre mount
	Nudge bars

#2 market position in ANZ¹



Addressable market: c.\$270 million¹

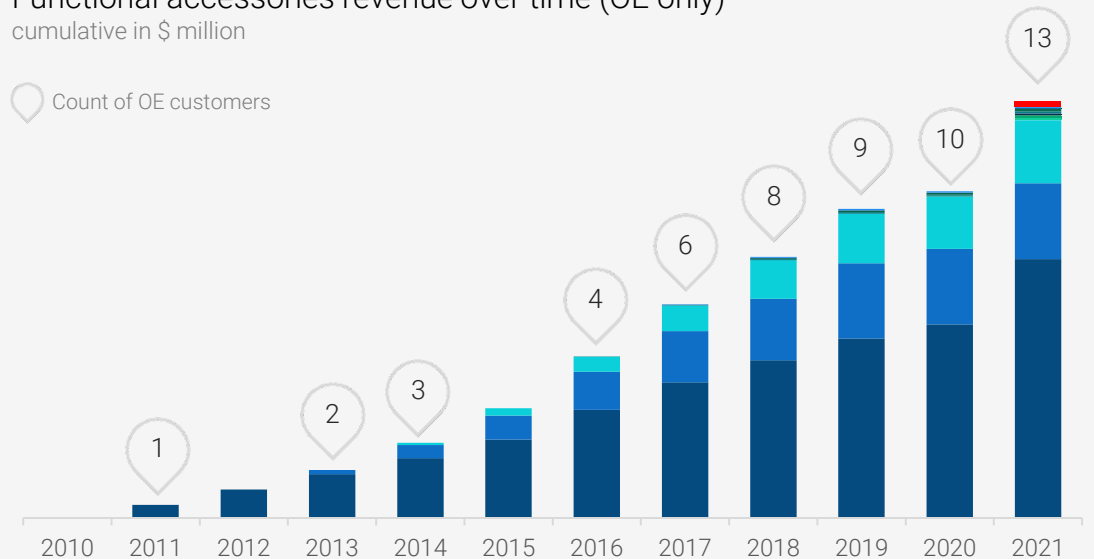
Sticky customer relationships with bluechip OEMs creates opportunities to grow beyond towing at factory fit

- Proven track record of expanding into functional accessories at factory fit – entered functional accessories in 2011, now the #2 player in the category (c.15% share CY21)
- Growth driven by customers' recognition of APG as a competent supplier with the added benefit of offering the ability for factory-fit for Thailand-produced vehicles
- Continued 'wins' in functional accessories suggest APG's credibility as a supplier of non-towing accessories is on the rise – recently launched Toyota Landcruiser 300 Series nudge bar and have since won another future Toyota functional accessory program

Functional accessories revenue over time (OE only)

cumulative in \$ million

Count of OE customers



2. Trailering showing strong supply and margin performance

3

Trailering

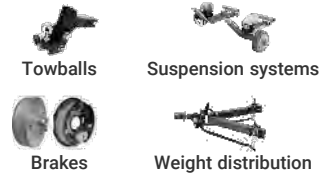
~15%
market share¹



Brands



Selected products



#2 market position in ANZ¹



Addressable market: c. \$590 million¹

Cruisemaster growing share through strong supply

- Consumer demand for trailers/caravans has increased, but supply has failed to meet the higher demand to date – caravan and trailer lead times have blown out as a result²
- Trailer growth in CY21 (+4.3% pcp) is consistent with historic CAGR (+4.0% CY15-CY20)^{2,3} registrations have not significantly stepped up
- Cruisemaster have gained share through stronger supply performance than their direct competitors
- Under APG's ownership (Cruisemaster was acquired in Jul/21), Cruisemaster's supply performance has further improvement resulting in higher demand from trailer and caravan manufacturers – further share gain in 2022 YTD

APG's scale supports strong margin performance; synergies on track⁴

- Cruisemaster benefits from accessing APG's supplier base in Asia to source quality components are more competitive cost – underway
- Transfer of production of high-volume items from Brisbane to Thailand to realise cost benefits of scaled manufacture – underway
- Moving supply of Cruisemaster's Victorian-based customers to just-in-time delivery ex APG's Melbourne facility to save on freight and packaging – underway

Significant upside for growth in ANZ market in existing and new categories

ANZ markets have significant untapped potential

- APG has grown the functional accessories category to c.\$40m pa from a zero base ten years ago; significant upside remains
- Manufacture of functional accessories is a highly-fragmented market; production capability and capacity of APG are unmatched in ANZ
- Growth potential via all channels: factory-fit through specification at OEM level, dealer-fit through existing relationships, and via aftermarket brands like Kaymar and East Coast Bullbars sold through all major resellers
- GUD has a presence in c.\$1.9b categories of a c.\$2.4b market; the untapped potential of new categories and available share in existing ones estimated at c.\$2.0 billion¹

Addressable market in ANZ c.\$2.4 billion¹
GUD market share estimates



4WD Accessories and Trailering addressable market: c.\$2.4 billion¹

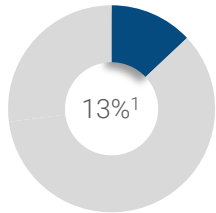
Untapped potential in ANZ^{1,2}
in categories where GUD has 0-30% combined estimated share



Total untapped potential in ANZ: c.\$2.0 billion¹

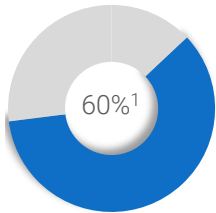
3. Longstanding 'sticky' relationships with Bluechip OEMs and national retailers

APG is well positioned across all channels to market



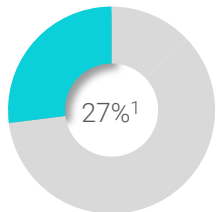
Factory fitted

- Single supplier agreements tend to be exclusive and remain for the lifecycle of the model
- Trend towards high-spec pick-up trucks to have the towbar fitted as standard on the production line (e.g., Ford Ranger XLT), thus growing the towbar market size



Dealer fitted

- Relationship is typically at the OEM, with either local offices or regional base
- Supply purchased in bulk by the car companies and stored at a central warehouse for dealership network



Aftermarket/Retail and Specialist Fitters

- Products offered by national retailers, 4WD specialist fitters, trailer specialists and service centres
- Retailers procure in large volumes from a variety of suppliers for branded and white-labelled products

Ford
Toyota
Mitsubishi
Isuzu

Ford Mazda Isuzu
Toyota Mobis Nissan
Mitsubishi SsangYong New Age
Mazda VW JB Caravan
Subaru Ateco Jayco

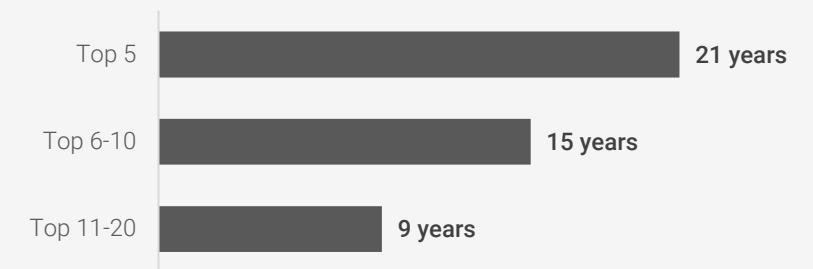
Repco Arrow
Supercheap BCF
ARB Mercury Mufflers
Anaconda



Longstanding and diverse relationships underpinned by brand, quality and trust

- APG's top 5 customers have an average tenure of 21 years²
- Original Equipment (OE) sales are typically contracted for the life of the vehicle platform (c. 7-8 years)
- 100% retention of OE customers over the last 5 years²
- 6 new OE/OES customers won in the last two years²
- 11 new aftermarket customers won in the last two years²

Tenure of Top 20 customers



Top 10 represent less than 50% of revenue³



APG is a partner of choice for many OEM and aftermarket resellers

APG is a partner of choice for OEM/OES

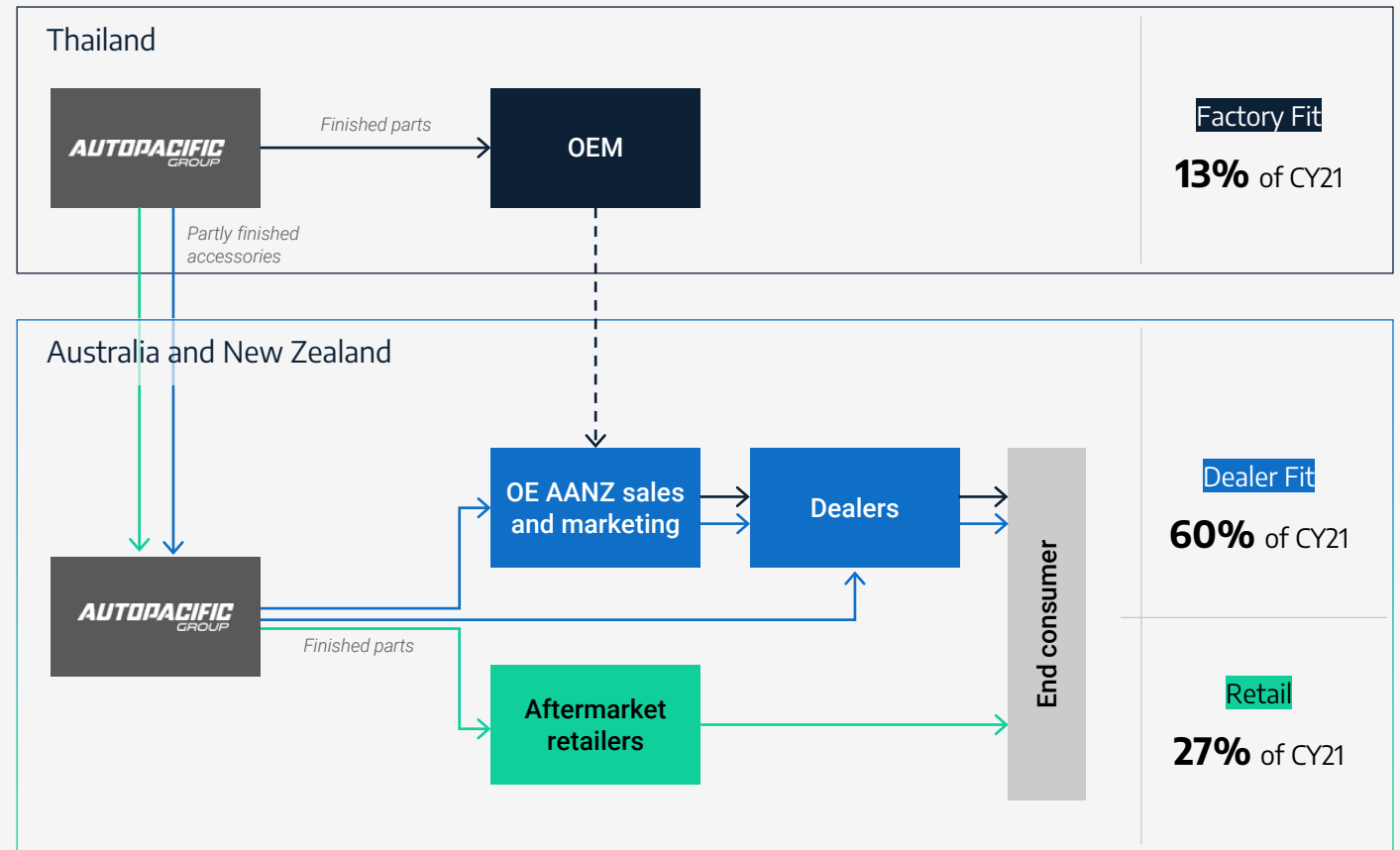
- Longstanding, sticky relationships with 5-7 year revenue visibility with OEM cycle plans
- 100% retention of EO customers over the last 5 years
- No other ANZ towbar manufacturers have the same depth and history of OEM relationships, nor the engineering and manufacturing capability in both ANZ and Thailand
- Since acquisition, APG have secured more than 30 business awards representing c.\$7m+ in revenue, of which c.\$6m+ (86%) is incremental (new) revenue, and circa one-third of incremental business is in functional accessories

APG is a partner of choice for aftermarket resellers

- #1 in towing across reseller network with solus exclusivity arrangements in place
- 11 new aftermarket customers won in the last two years
- APG is not a 4WD accessories retailer and installer; we design, manufacture, and wholesale products to all major 4WD resellers
- Some resellers may design and source some of their own accessories, but are non-competing product with APG
- APG/G4CVA's aftermarket brands succeed by creating compelling value for the end consumer (pull-through) and complementing resellers' own offering with high-quality, first-to-market accessories and a long-tail of SKUs

Interplay between OEM and Aftermarket

● Factory fit ● Dealer fit ● Aftermarket



4. Highly complementary non-ICE products developed by best-in-class R&D

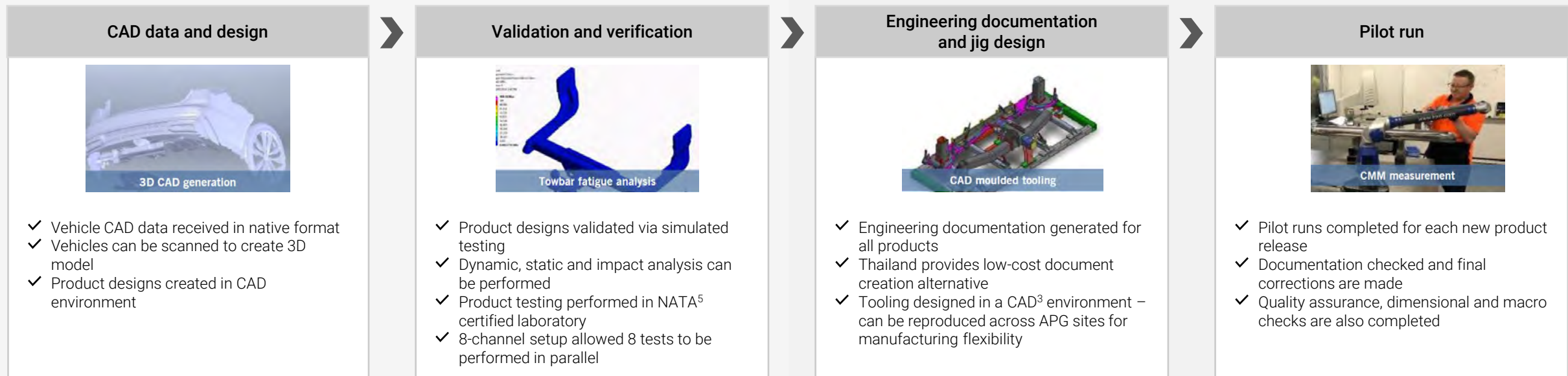
Complementary 100% powertrain-agnostic products

- APG products are suitable for all powertrains, from combustion to electric
- Minimal overlap with GUD's existing portfolio
- Lifts GUD's non-ICE automotive revenue from 65% to 78%¹

Long tail of SKUs and quality standards create a barrier to entry

- APG has broad coverage of the addressable car parc with over 4,000 SKUs
- Australian Design Rules (ADR) Standards are world-leading creating a potential barrier for import competition

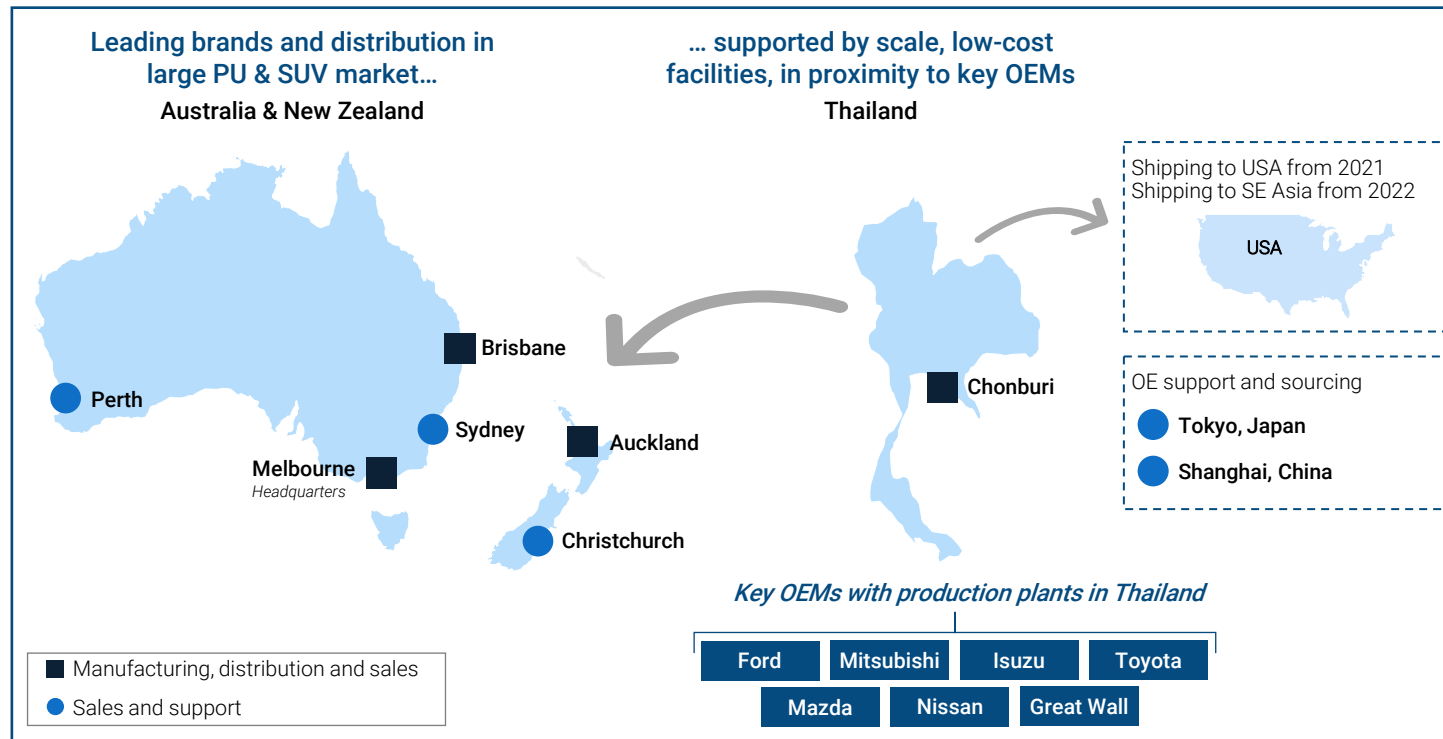
>4,000 SKUs (Unparalleled coverage of the car parc)	171 New SKUs released in CY20	182 OE/OES projects awarded in last 2 years ²
89 Tech and design team members	50+ CAD and FEA licenses	c. \$3m p.a. Consistent R&D investment



5. Large scale, well-invested manufacturing and distribution capabilities

High volume, low cost manufacturing in Thailand *and* low volume, high variety manufacturing in Australia and New Zealand

Creates flexibility and efficiencies in manufacturing



12 new and modern facilities

Key manufacturing infrastructure includes:

- Manufacturing centre of excellence in Chonburi, Thailand (c. 13,000 sqm)
- Towing centre of excellence in Melbourne, Australia (c. 27,000 sqm)
- Trailering centre of excellence in Brisbane, Australia (c. 6,500 sqm)
- Low-volume manufacturing for rapid new product introductions in Auckland, New Zealand (c. 7,500 sqm)

Well-capitalised with latent capacity

- Significant capex (c.\$17m)¹ invested over CY19A-CY21F
- Recent investment in four laser cutters, in particular, is expected to increase capacity and reduce cost
- No significant growth capex is required to support forecast growth profile



Facility tour and company video (3 min)

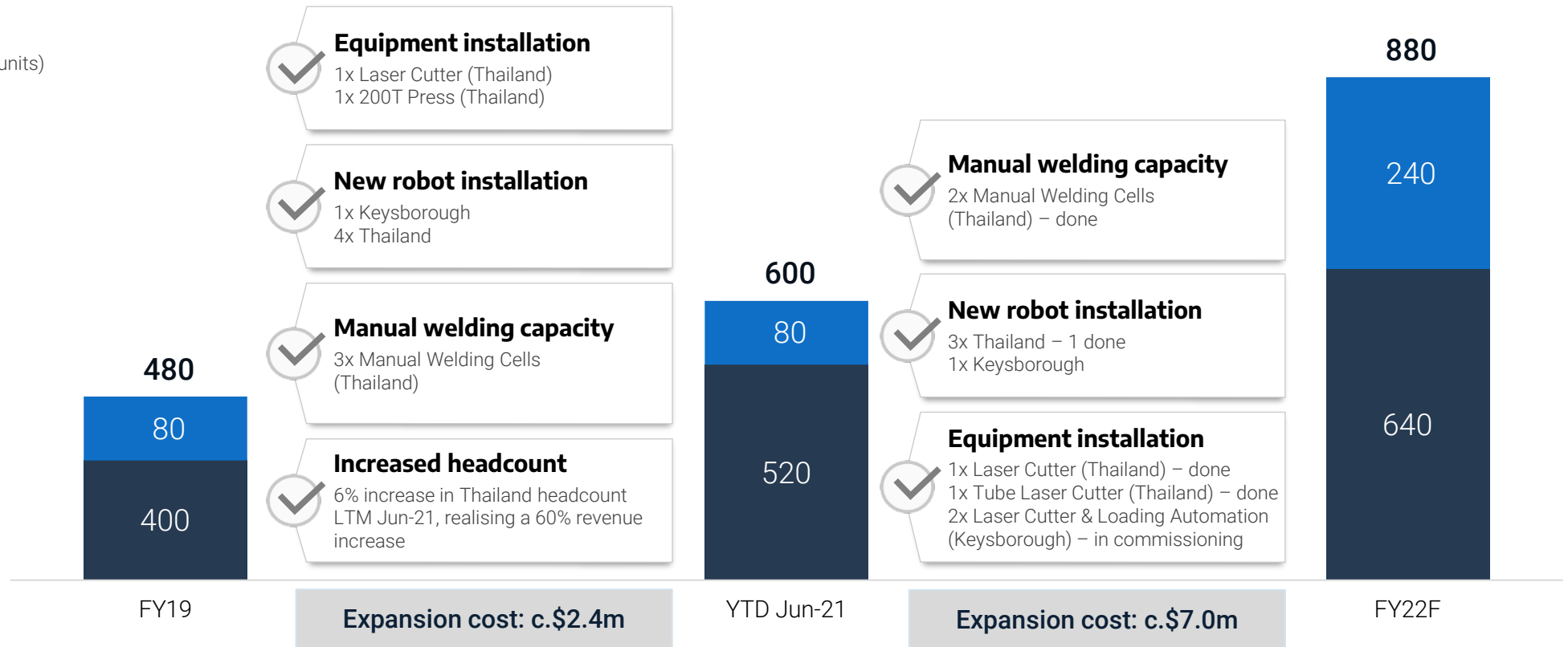
Click button or copy/paste URL to your browser
<https://vimeo.com/gudholdings/autopacificgroup>

Scaling efficiently and cost-effectively to meet demand

Investment in throughput capacity to capture growing demand in the cornerstone towing category and expanding functional accessories

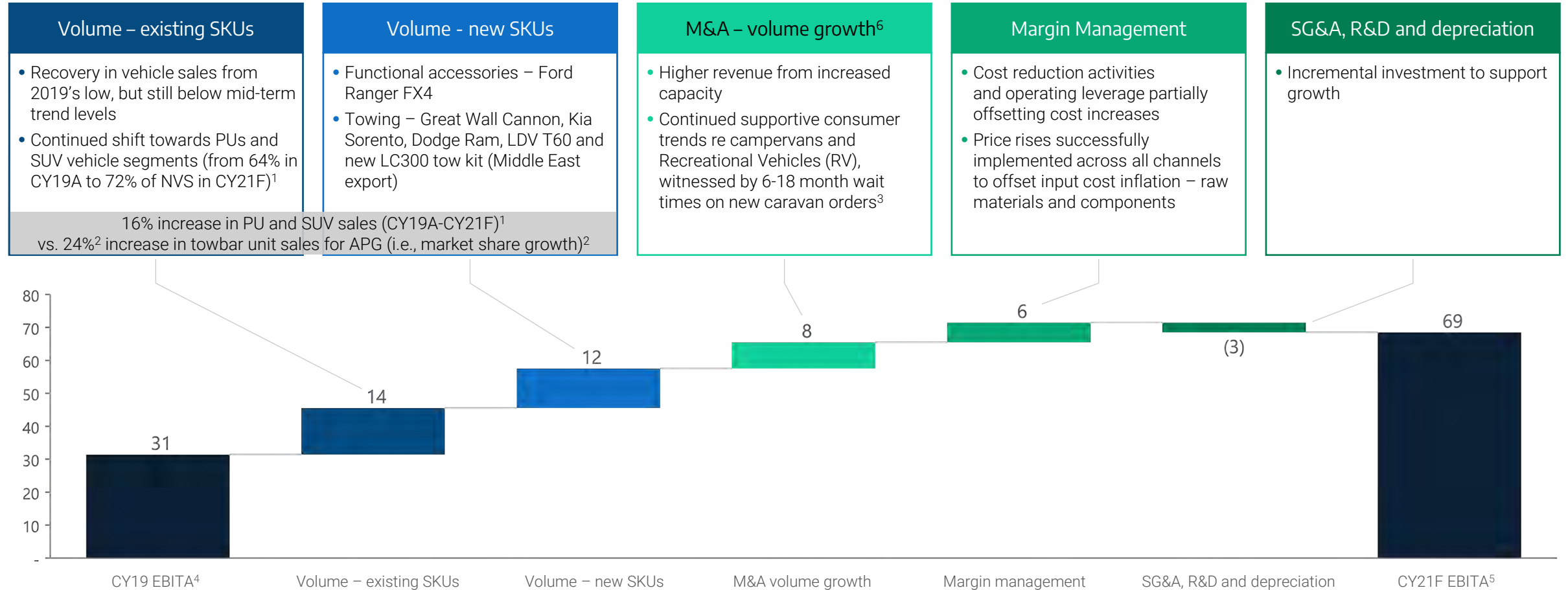
Capacity (000's units)

- Melbourne, Australia capacity (000's units)
- Thailand capacity (000's units)



6. Strong financial performance: CY19A to CY21F

Pro forma CY21F EBITA bridge (A\$m)

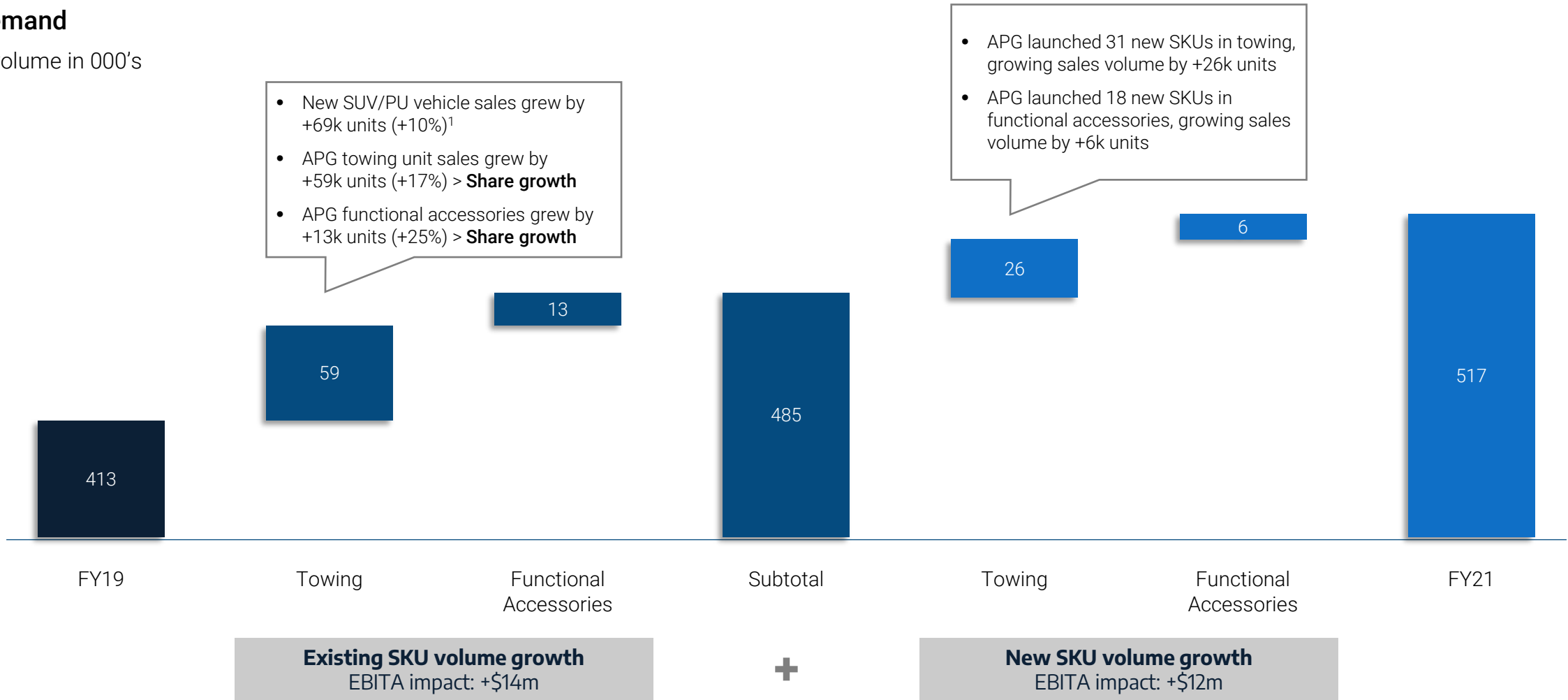


Notes: 1. Australian Automotive Intelligence: September 2021 forecast. 2. Driven by market share growth (e.g., won new contracts with Kia and Great Wall) and growth in factory fit rates (e.g., Isuzu D-MAX ex Thailand)
 3. Caravan Industry Association of Australia (2021) 4. CY19A EBITA includes Cruisemaster, Kaymar and Christine Products earnings for CY19A on a pro forma basis (\$4 million), before they were acquired by APG.
 5. CY21F forecast based on nine months of APG actual earnings plus a three month forecast. 6. Pro forma growth from acquisitions - Cruisemaster, Kaymar, and Christine Products.

Strong growth in demand paired with share gains

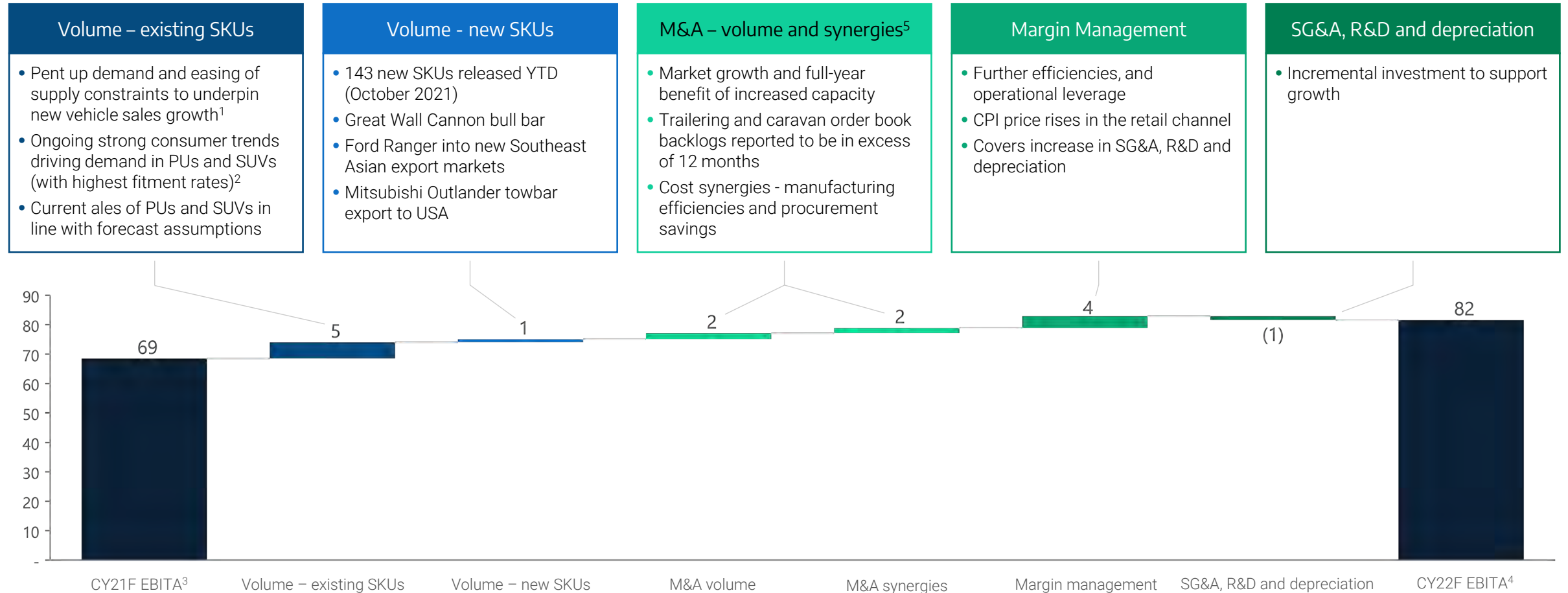
Higher demand

Unit sales volume in 000's



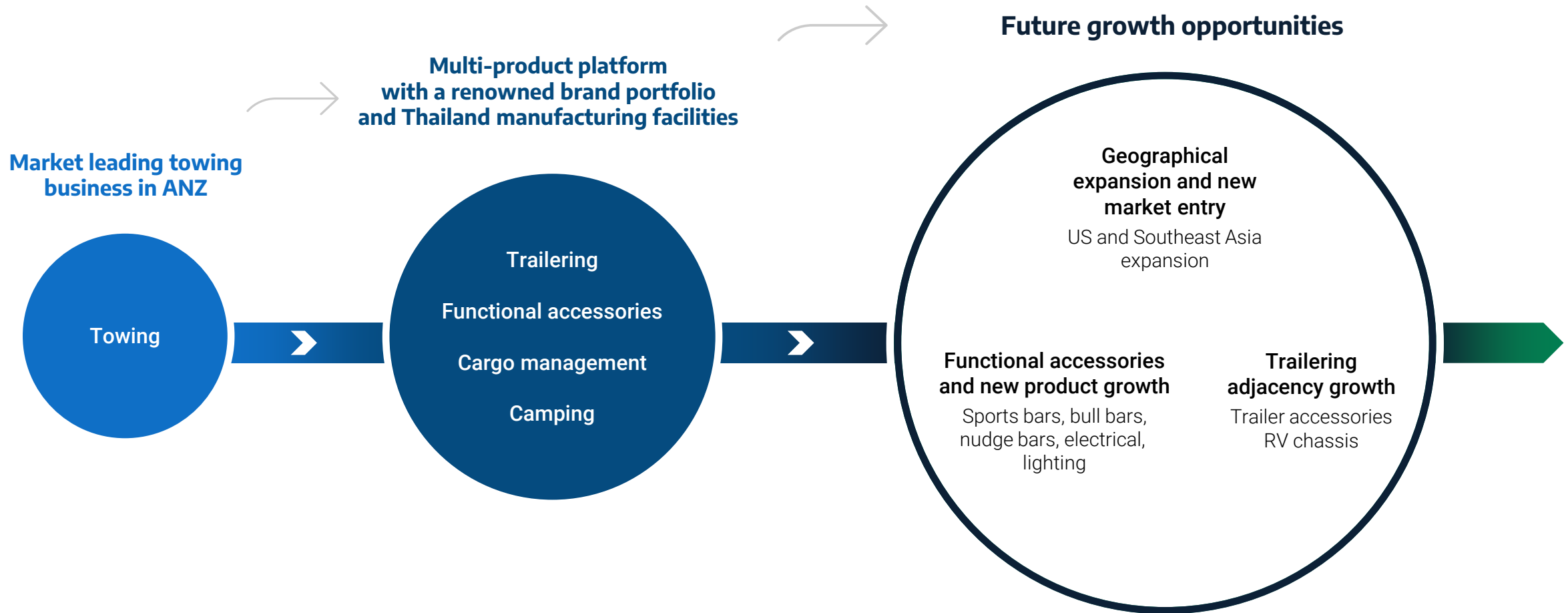
Future growth potential

Pro forma CY22F EBITA bridge (A\$m)



Notes: 1. Australian Automotive Intelligence: September 2021 forecast. 2. Management estimates based on industry expert interviews—e.g., towbar fitment rate for Pick-Ups 80-90%. 3. CY21F forecast based on nine months of APG actual earnings plus a three-month forecast. 4. Based on \$82 million of CY22F EBITA for APG, being the mid-point of the range of \$80 million to \$84 million EBITA expected to be generated by APG in that period. 5. Pro forma growth and synergies from acquisitions - Cruisemaster, Kaymar, and Christine Products

Significant headroom for further product and geographic expansion



APG has consistently expanded its addressable market through product and geographic expansion

APG will continue to apply a successful formula to drive growth

Executable growth initiatives leveraging existing capability and expertise

Maintain leadership

- Offer standard fitment of towbars to OE customers on Thai produced vehicles, and dealer direct delivery for ANZ vehicle importers
- Provide innovation in new product offerings – e.g., light weight/high strength steel solutions
- Develop aftermarket towbars for the widest range of vehicle, launching first to market with integrated wiring solution and vehicle coding capability
- Maintain largest stock holding of aftermarket towbars

Frontal protection growth

- Develop in house capability/ capacity to design products for crash events
- Invest in manufacturing capacity in advance of new program wins
- Develop lighting solutions which integrate with the front protection product – SUV/PU and heavy truck applications
- Utilise existing APG national BDM network to drive G4CVA sales in the aftermarket channel

Functional accessories growth

- Invest in product development capacity in advance of new program wins
- Invest in manufacturing capacity in advance of new program wins
- Offer standard fitment to OE customers on Thai produced vehicles – Hilux SR5
- Transfer Kaymar production to Thailand to increase availability

Trailer suspension growth

- Transfer Cruisemaster production to Thailand to increase capacity
- Offer just-in-time supply to Melbourne-based customers
- Offer chassis module supply with integrated wiring solutions
- Offer low-cost sourced, touring suspension solutions

International opportunities

- Leverage existing customer pull demand from the US for Kaymar, Cruisemaster brands
- Understand market opportunities, develop specific solutions for US applications
- Invest in Thailand capacity to support growth

The first 90 days: Integration and synergy update

Integration is slightly ahead of expectations

- Dedicated integration resources at executive level (Bob Pattison) and finance level
- 90-day integration actions addressed without issue, including:
 - G4CVA businesses reporting to 4WD Category leader completed and well accepted
 - Alignment to GUD reporting processes completed
- Starting to implement GUD “play to win” strategy framework

On track to deliver synergy targets

- Relocation of idle APG on track for Q4 with benefits to positively impact H1 FY23
- Thai manufacturing synergies for ECB and Uneek 4x4 in train for H1 FY23
- GUD freight consortium helping to mitigate container freight increase in FY23
- APG actively assisting in sales, marketing and channel management for the G4CVA businesses
- Access to manufacturing labour assisted by ECB long-term experience with 457 visas
- APG assisting Uneek 4x4 and ECB with new product development capability

Synergy target of c.\$7 million p.a. to be realised over three years

01 Manufacturing efficiencies

- Relocation of idle APG equipment to G4CVA to increase capacity and address demand
- Leveraging manufacturing synergies to reduce costs and increase utilisation

02 Procurement/supply chain

- Container freight cost increase avoidance
- Efficiencies in procurement practices by leveraging APG relationships for G4CVA (and vice versa)

03 Greater capacity and channels

- Enhanced ability to serve existing customer relationships and increase share of wallet
- Opportunity for G4CVA to access APG channels (and vice versa)

04 Upside potential

- Cross sell of BWI products through APG channel
- Further economies of scale in procurement
- Harmonisation of IT with G4CVA

Integration is slightly ahead of expectations

Positive start to the GUD relationship

Business update

- Volatility in new vehicle supply, but positive segmentation (absolute number of PU/SUV sold in Australia at all-time high in CY21 despite supply challenges)
- Omicron challenged staff levels in January, impacting production, increasing backorders. Catch-up up in February and March 2022, reducing backlogs
- Planned capex commissioning in Australia and New Zealand on schedule increasing capacity to support new programs won
- Further escalation in steel and freight costs driven by supply chain disruptions - price increases communicated to customers

Highlights

- Positive reaction from staff to APG joining GUD
- Successful launch of Ford Ranger
 - Towbar standard fit across the range from XLT model and above
 - Three sports bars
 - Nudge bar
 - Incremental volume from factory towbar option on XL and XLS models (not on previous model)
- Since acquisition, APG have secured more than 30 new business awards representing c.\$7m+ in revenue, of which c.\$6m+ (86%) is incremental (new) revenue, and one-third of incremental business is in functional accessories
 - Toyota Landcruiser nudge bar
 - Won second functional accessory with Toyota for launch in 2024
- Integration of G4CVA businesses with APG/4WD Accessories and Trailering category progressing well with clear line of sight to realising strategic synergies



GUD Holdings Limited

Guided tour

Australian Auto Aftermarket Expo



AAA Expo

The Australian Auto Aftermarket Expo¹

The Australian Auto Aftermarket Expo is the nation's only comprehensive exhibition for Australia's \$25B aftermarket industry. The show showcases over 250 of the country's leading brands



Hosted by the Australian Automotive Aftermarket Association (AAAA), the Expo showcases the latest vehicle repair and servicing equipment, parts, tools and accessories, new technology and trends, plus a comprehensive training and education program.

Guided tour

GUD executives will host delegates on a guided tour of the AAA Expo to give a visceral impression of the industry's leading brands

GUD's 300 Series Landcruiser (right) will be on display



2022 Toyota Landcruiser 300 Series packed with GUD accessories (video)

Click button or copy/paste URL to your browser

<https://youtu.be/RbSbAAoH3Ck>

1. www.autoaftermarketexpo.com.au/

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Financial data

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