



GUD Holdings Limited

A.B.N. 99 004 400 891

245 Sunshine Road,
Tottenham, Vic 3012
Australia.

PO Box 62 Sunshine,
Vic 3020 Australia.

Telephone: +61 3 9243 3333
Facsimile: +61 3 9243 3300
Email: gudhold@gud.com.au
Internet: www.gud.com.au

28 January, 2011

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

Dear Sir

**Half Year Ended 31 December, 2010
Results Briefing**

Attached is a copy of the Half Year ended 31 December, 2010 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', with a long horizontal flourish extending to the right.

Malcolm G Tyler
Company Secretary

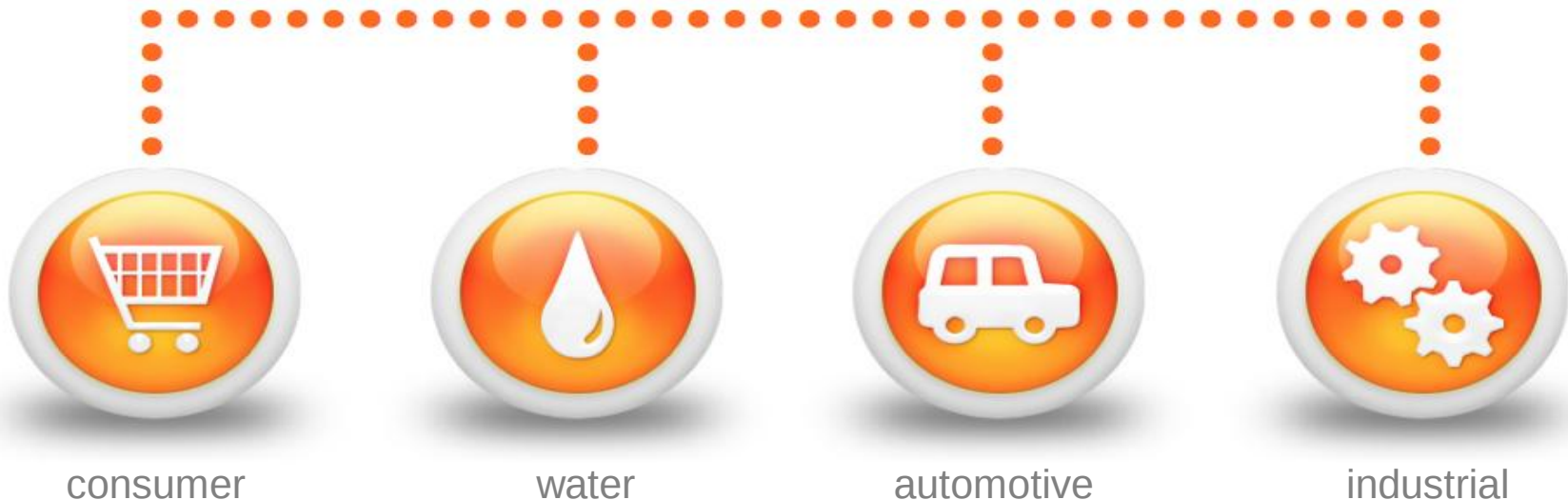
Att:

Half Year Results

year end 31 December 2010



Ian Campbell
Managing Director



Result key points



- ▶ Reported NPAT down 6% to \$23.3 million
 - Includes acquisition, integration and restructuring costs of \$5.1 million pre-tax
- ▶ Underlying NPAT up 11.2% to record \$27.5 million
- ▶ Underlying earnings per share at 40.6 cents, down from 41 cents previously
- ▶ EBIT up 3.4% to \$38.6 million
 - Underlying EBIT up 17% to \$43.6 million, underlying EBIT margin 14.5%
- ▶ Interim dividend increased 4% to 29 cents per share fully franked, from 28 cents pcpc
- ▶ Dexion contribution for four months:
 - Underlying EBIT contribution of \$1.1 million
 - Restructuring and integration costs of \$2.1 million
 - Reported NPAT contribution of (\$1.6 million)



Financial summary



\$ million	FY10 H1	FY11 H1	% Change
Revenue	251.5	300.1	19%
Underlying EBITDA	42.8	51.2	20%
Depreciation	3.1	4.7	
Amortisation	2.4	2.9	
Underlying EBIT	37.3	43.6	17%
Net Finance Expense	2.7	3.8	
Profit before Tax	34.6	39.9	
Tax	9.8	12.3	
Underlying NPAT	24.8	27.5	11%
Acquisition & Restructuring	0.0	(4.2)	
Reported NPAT	24.8	23.3	-6%
EPS & Dividend - cents			
Underlying EPS	41.0	40.6	-1%
Reported EPS	41.0	34.4	-16%
Dividend	28.0	29.0	4%

Dexion contribution
\$65.8 million



Impact of stronger
currency and tight
cost controls



Acquisition and
restructuring costs
for Dexion and Water
Products businesses



Capital management



- ▶ Net debt at 31st December \$123.5 million
 - Includes acquired Dexion debt of \$32.5 million
 - Reflects acquisition funding for Dexion
- ▶ Capital raisings completed:
 - Share purchase plan \$14.9 million
 - Dividend reinvestment plan \$6.9 million
- ▶ Net debt to equity ratio at 31st December improved from 59% in 2009 to 50% in 2010
- ▶ Dividend reinvestment plan to remain in place
- ▶ Balance sheet remains strong; well positioned for further growth



EBIT analysis including and excluding Dexion



		FY11 H1 excl. Dexion	FY11 H1 incl. Dexion
\$ million	FY10 H1		
Consumer	17.1	22.7	22.7
Water	11.8	7.0	7.0
Automotive	10.4	13.7	13.7
Industrial	1.1	0.8	1.9
Unallocated	(3.1)	(1.7)	(1.7)
Underlying EBIT	37.3	42.5	43.6

- ▶ Industrial segment created comprising Dexion and Lock Focus
- ▶ Underlying group EBIT excluding Dexion up 14%
- ▶ FY10 Unallocated included costs associated with Breville bid



- ▶ Acquisition completed 1st September 2010
- ▶ Business comprises market leading positions across:
 - Dexion Industrial – racking and storage for warehouses and logistics facilities
 - Dexion Integrated Systems – automated warehousing systems
 - Dexion Commercial – storage products for offices and commercial applications
- ▶ Integration and restructuring activities already commenced:
 - New Zealand racking factory closed late 2010, product now sourced from Australia and China
 - Commercial operations at Bayswater Victoria merged with Sunshine facility
 - Product harmonisation program implemented between Australian, Chinese and Malaysian racking operations
 - Reduced head office costs
 - Scope for further profit improvement initiatives



Business unit summary



Consumer



EBIT up 33% to \$22.7 million



Water



EBIT* down 41% to \$7.0 million



Automotive



EBIT up 31% to \$13.7 million



Industrial



EBIT* up 69% to \$1.9 million



* Underlying EBIT

Consumer products



\$ million	FY10 H1	FY11 H1	% Change
Sales	132.5	128.2	-3%
EBITDA	20.5	26.4	29%
Depreciation	1.2	1.4	18%
Amortisation	2.2	2.3	4%
EBIT	17.1	22.7	33%
<i>EBIT/Sales %</i>	<i>13%</i>	<i>18%</i>	



- ▶ Tough retail conditions in Australia and New Zealand affected Sunbeam's sales
- ▶ Recently acquired cleaning chemicals business boosted Oates revenue
- ▶ Margins benefited from stronger currency and tight cost control
- ▶ Sunbeam maintained market leadership in Australia and New Zealand
- ▶ Focus continues on new product development and innovation



Water products



\$ million	FY10 H1	FY11 H1	% Change
Sales	70.9	57.4	-19%
EBITDA	13.2	8.2	-38%
Depreciation	1.1	1.1	-5%
Amortisation	0.2	0.2	-33%
Underlying EBIT *	11.8	7.0	-41%
<i>EBIT/Sales %</i>	<i>17%</i>	<i>12%</i>	

* Before restructuring costs



- ▶ Demand across all products segments is down substantially due to unfavourable climatic conditions and low consumer sentiment:

- Spring wet affected demand for irrigation and water conservation products
- Mild conditions reduced demand for swimming pool and firefighter products
- Recent floods should lead to replacement cycle in future months

- ▶ International sales and margins impacted by strong Australian dollar

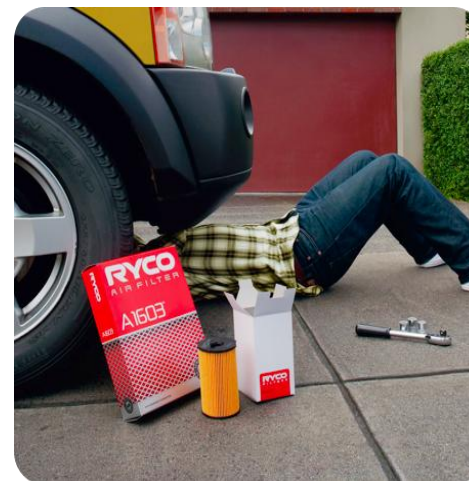
- ▶ Restructure of New Zealand spa products manufacturing to improve future earnings



Automotive products



\$ million	FY10 H1	FY11 H1	% Change
Sales	41.6	41.7	0%
EBITDA	10.7	13.9	31%
Depreciation	0.3	0.3	2%
Amortisation	0.0	0.0	
EBIT	10.4	13.7	31%
EBIT/Sales %	25%	33%	



- ▶ Momentum in Wesfil offsetting tight conditions in Ryco's distribution channels
- ▶ Currency benefit in margins ahead of emerging product cost pressures
- ▶ Goss integration benefits evident in margin improvement
- ▶ Additional promotional activities planned for second half to improve sales

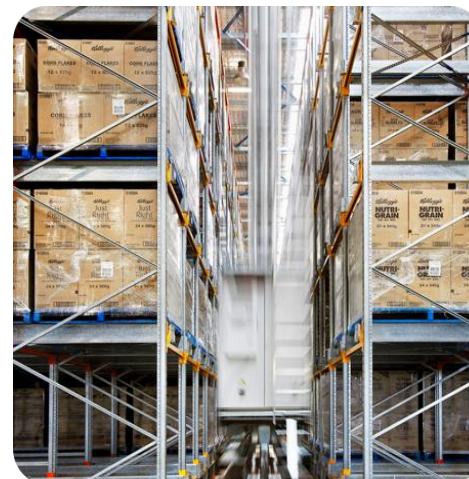


Industrial products



\$ million	FY10 H1	FY11 H1	% Change
Sales	6.6	71.5	991%
EBITDA	1.6	4.3	171%
Depreciation	0.5	1.9	321%
Amortisation	0.0	0.5	
Underlying EBIT *	1.1	1.9	69%
<i>EBIT/Sales %</i>	<i>17%</i>	<i>3%</i>	

* Before restructuring costs



- ▶ Dexion contributed \$65.8 million in sales and \$1.1 million of underlying EBIT
- ▶ Lock Focus sales affected by low activity levels in original equipment customer base
- ▶ Dexion constrained by dip in capital expenditure programs by businesses
- ▶ Dexion restructure benefits to boost margins



Outlook



- ▶ Increase in marketing and promotional activities to boost sales
- ▶ Secured currency position for the second half
- ▶ Some margin pressure in Consumer and Automotive expected in second half
- ▶ Uncertain timing of recovery in Water Products
- ▶ Early signs of improving capital expenditure cycle for Dexion
- ▶ Benefits to flow from Dexion restructuring activities
- ▶ Continued emphasis on product development and innovation in all businesses
- ▶ Group-wide emphasis on cost controls to continue
- ▶ Strong, clean balance sheet with capacity for bolt-on acquisitions

