



30 August 2017

Tamawood Investor Presentation - August 2017

Please find attached the Tamawood Investor Presentation - August 2017.

Geoff Acton
Company Secretary



solar power



STEEL FRAMES AND TRUSSES

MORE4LESS 178.28% SINCE 1959

OVER 100 INDUSTRY AWARDS

SOLAR HOT WATER & PV SYSTEM

HOME TO OVER 80,000 AUSTRALIANS



QUALITY ASSURANCE

THIRD PARTY CERTIFIED TO ISO 9001:2008

6 STATUTORY BUILDING INSPECTIONS

20 ADDITIONAL BUILDING INSPECTIONS

15 COMPULSORY THIRD PARTY CERTIFICATE

35 ADDITIONAL THIRD PARTY CERTIFICATE

145.90%

129.87%

DIXON

STATUTORY

STRUCTURAL
50 YEAR LIMITED
+
7 YEAR LIMITED

STRUCTURAL
6 YEAR 3 MONTHS

NON-STRUCTURAL
17 MONTHS

NON-STRUCTURAL
12 MONTHS

ASK YOUR CONSULTANT



100%

OVER 2300 DESIGNS,

& PRICING ONLINE

97.20%

24/7 WEB ACCESS DURING & PRIOR TO CONSTRUCTION



TWD Investor Presentation

30th August 2017

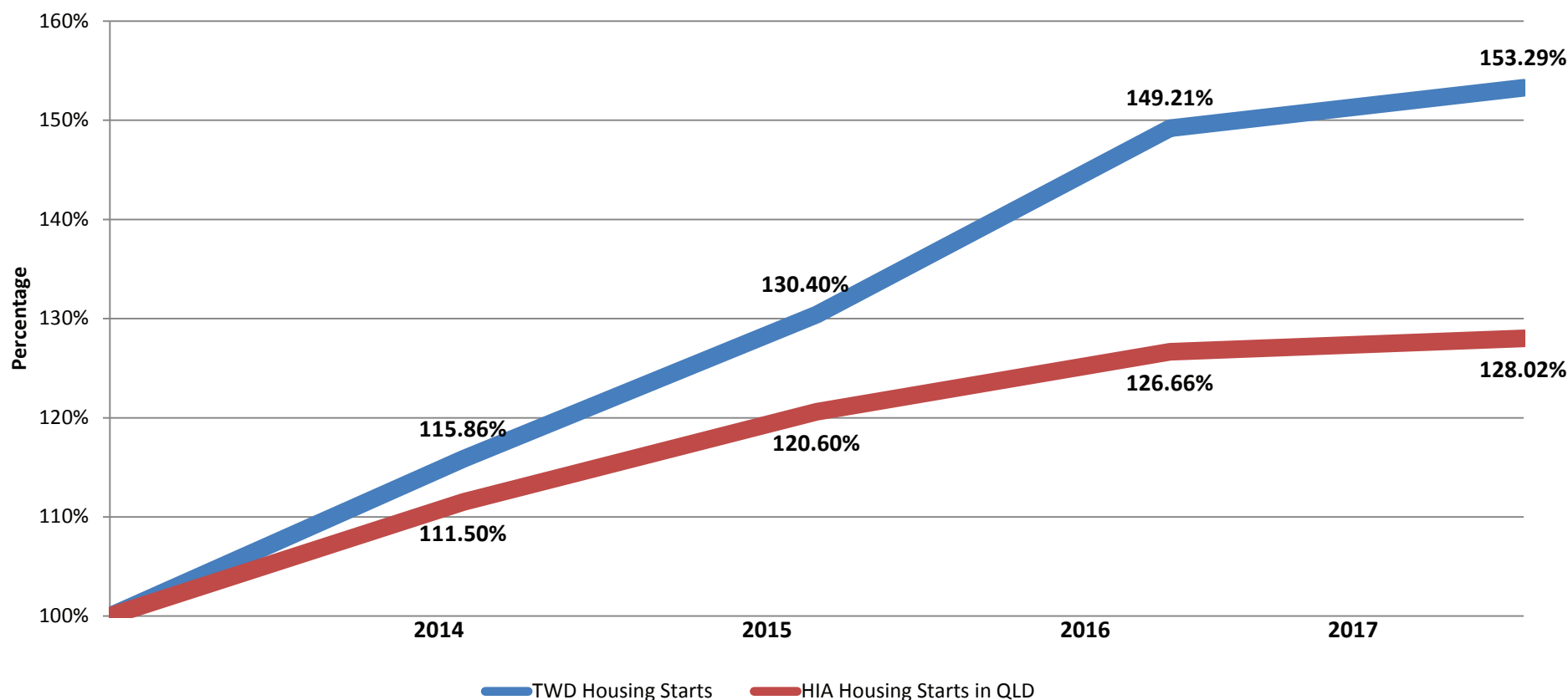
ITALIAN APPLIANCES

Shareholders - ASX listed parent company of **Dixon Homes**

ASK YOUR CONSULTANT FOR DETAILS

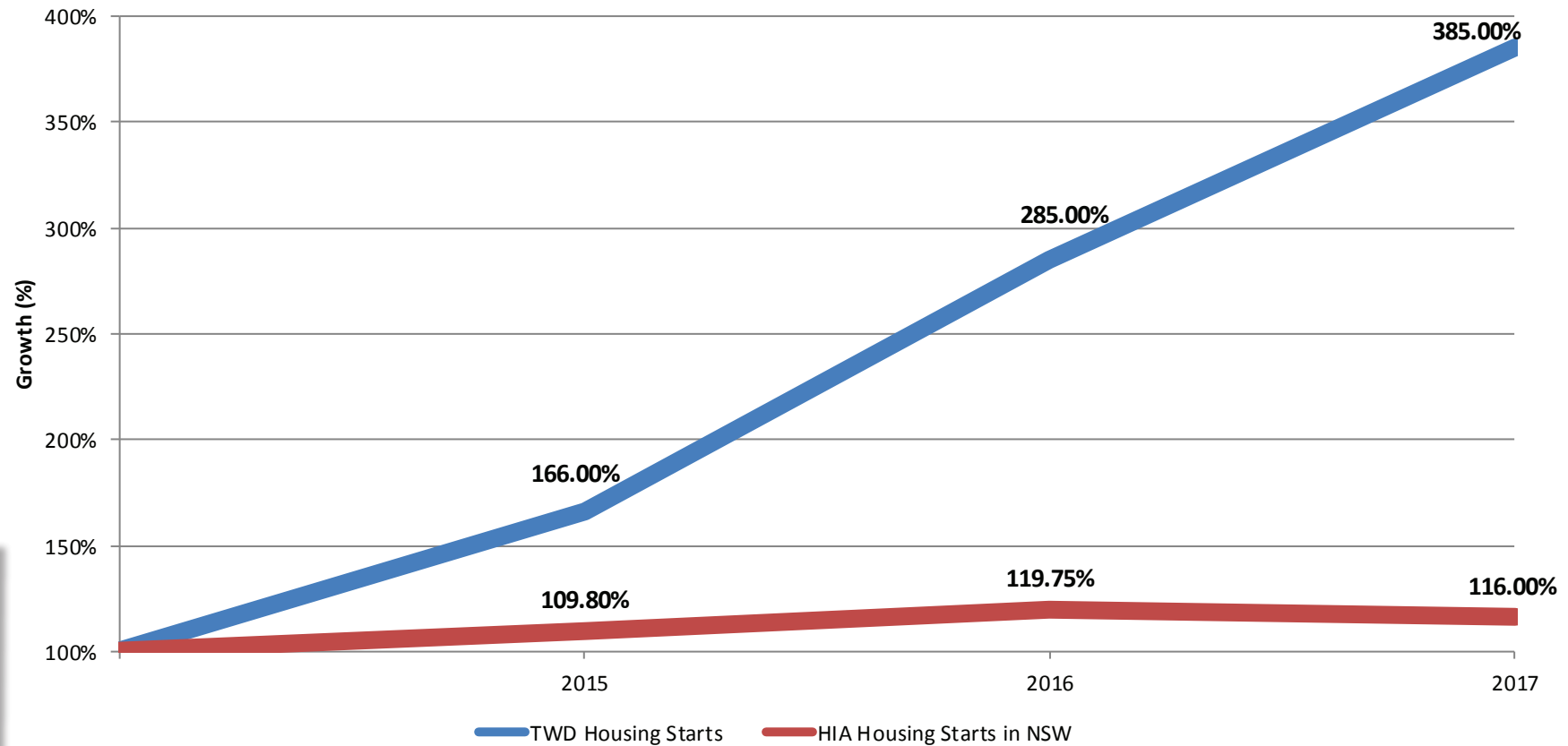
*Conditions apply

Growth in TWD Housing Starts as a % versus HIA Housing Starts in QLD as a %



- “Increase of 33% in FY17 sales whilst reduction in advertising spend by 35.6%.”
- “Strong recovery in approvals in last quarter of FY17 due to land supply recovering after Cyclone Debbie.”
- “Establishment of sales offices in Newcastle and Gladstone, office fitout also commenced in Port Macquarie.”

Growth in TWD Housing Starts as a % versus HIA Housing Starts in NSW as a %

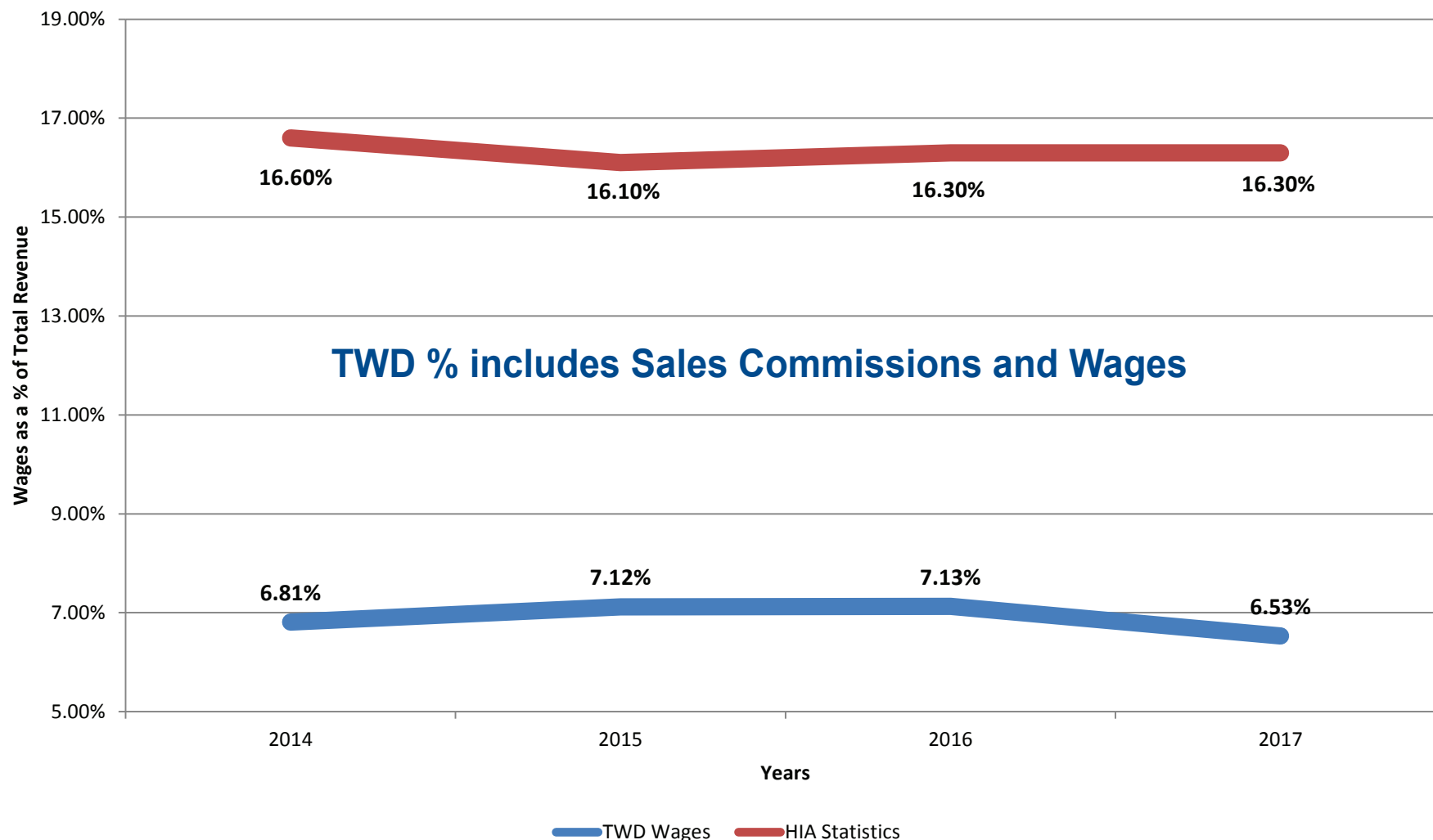


QUALITY ASSURED 6 STATUTORY BUILDING INSPECTIONS 20 ADDITIONAL BUILDING INSPECTIONS 15 COMPULSORY THIRD PARTY CERTIFICATES 35 ADDITIONAL THIRD PARTY CERTIFICATES

THIRD PARTY CERTIFIED TO ISO 9001

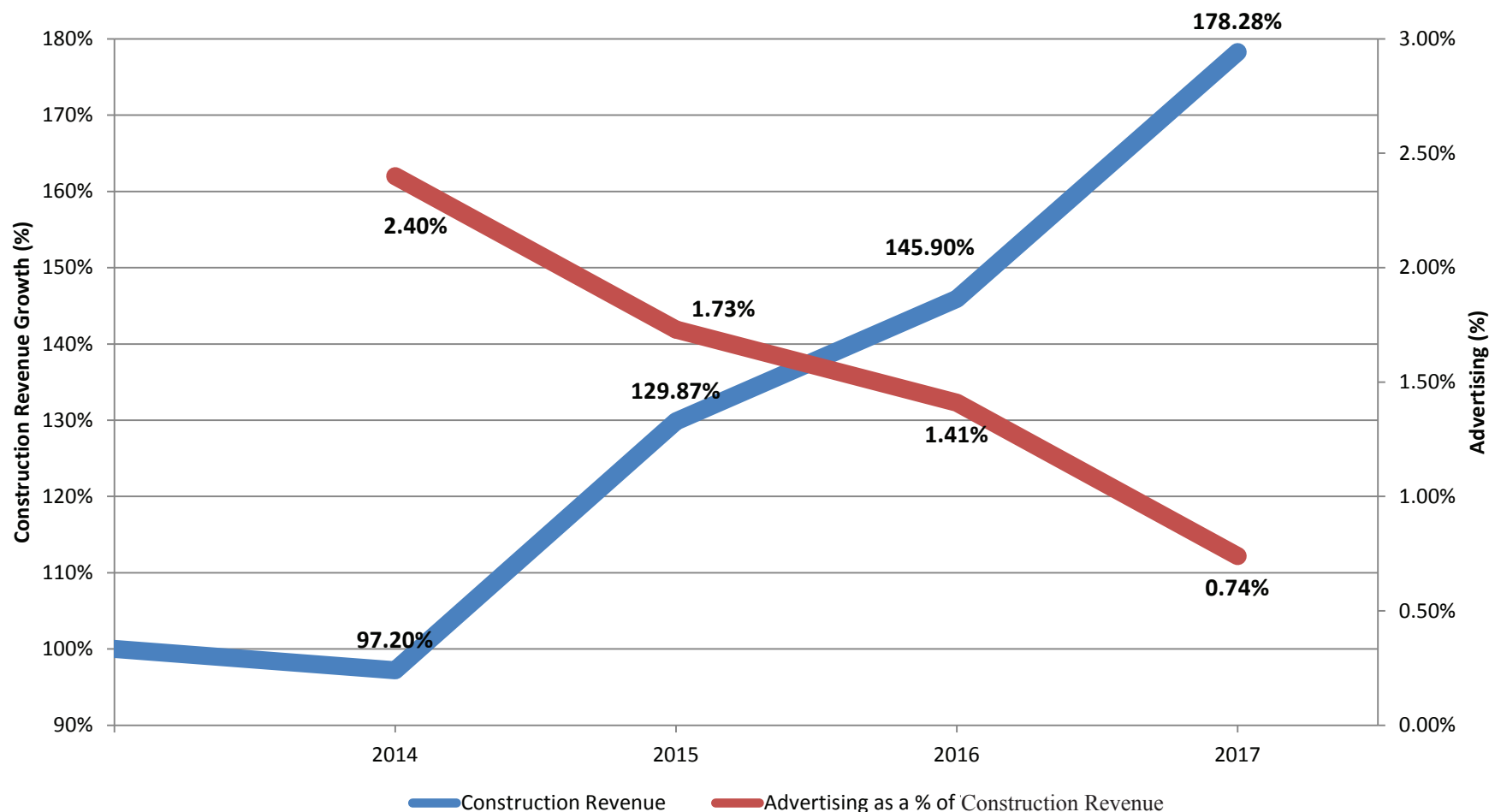
All quality assurance co-ordinator vehicles are gps tracked to ensure inspections are completed. Customers notified by sms at completion of inspection.

TWD Wages as a % of Total Revenue versus HIA Statistics



Tamawood continues to integrate further modules of the Senterprisys Ltd (TWD shareholding 23.44%) enterprise software in FY17. It is anticipated the integration will be complete in FY18 which will create further operating efficiencies for the group. These efficiencies are highlighted by the decrease in wages as a % of revenue to 6.53% (2016: 7.13%). Further efficiencies are expected as software is being continuously debugged and new modules are being added. Full benefit of the implementation expected to crystallise in FY19.

Advertising Spend as a % of Construction Revenue and Construction Revenue growth as a %



More designs

2000 Homes, Duplexes, multi-family and granny flats

More flexibility

Speedy modifications and costings - floor plans and elevations

More steel

Steel frames, trusses and Colorbond roof included

More concrete

Conventional footings and slab - 80% more than Waffle Pods

More glass

80% thicker than minimum, tinted window glass

More European inclusions

Premium Italian appliances and tapware

More advanced management systems

Third party quality assurance certification

More extensive warranties

50 year limited structural warranty

More homes built

Home to 80,000 Australians

More Building Industry Awards

Over 100 in total

More offices

11 offices / selection centres, 24/7 web-based information system

MORE
4
LESS

Less up-front costs

\$100 soiltest and survey fee, \$700 total deposit

Less expensive to buy

Best price guarantee for better value

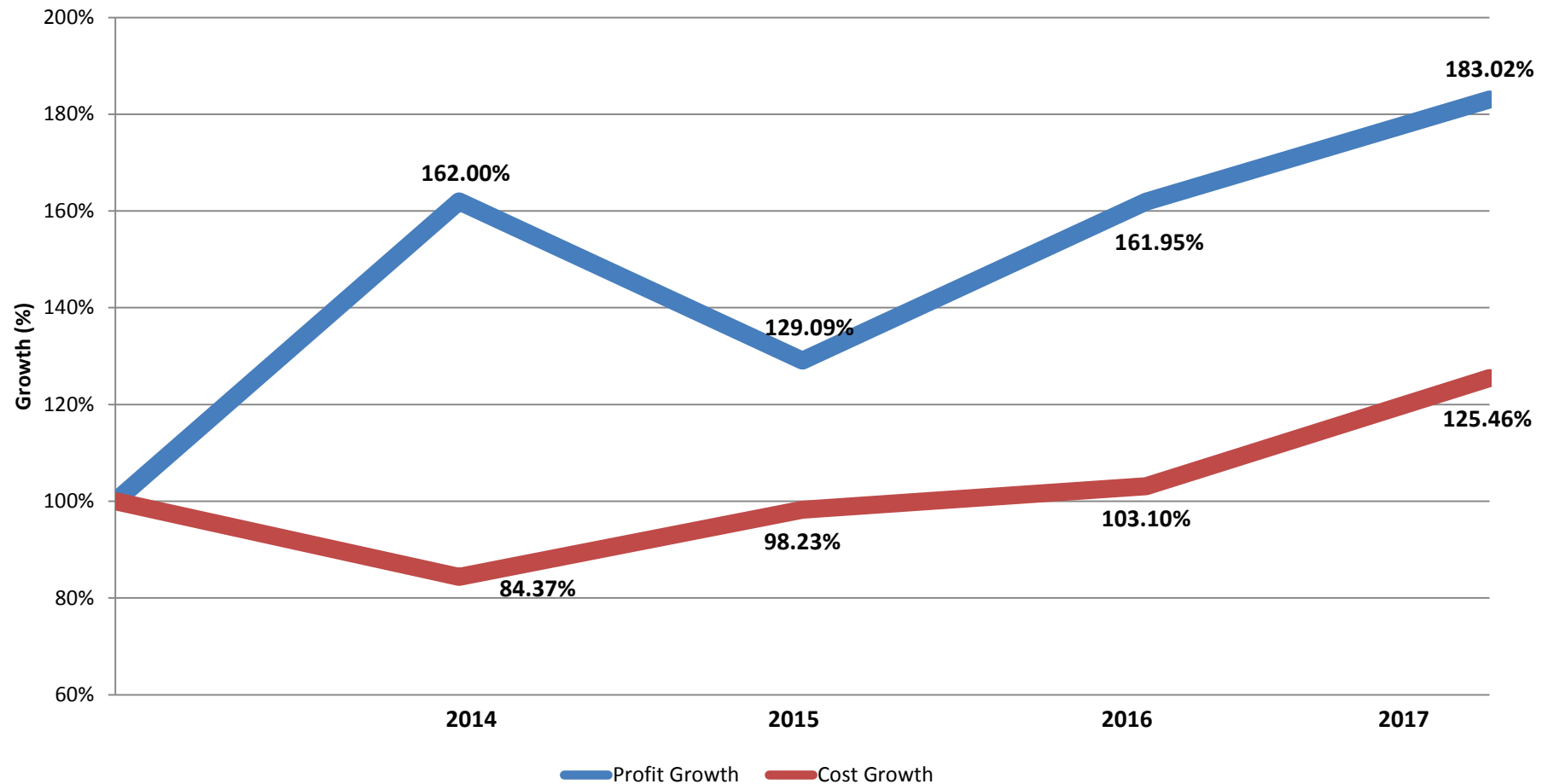
Less living costs

Solar power PV and solar hot water, 6 star Energy rating

Less risk

ASX Listed debt free Australian owned company

Growth in Profit as a % versus Cost growth as a %

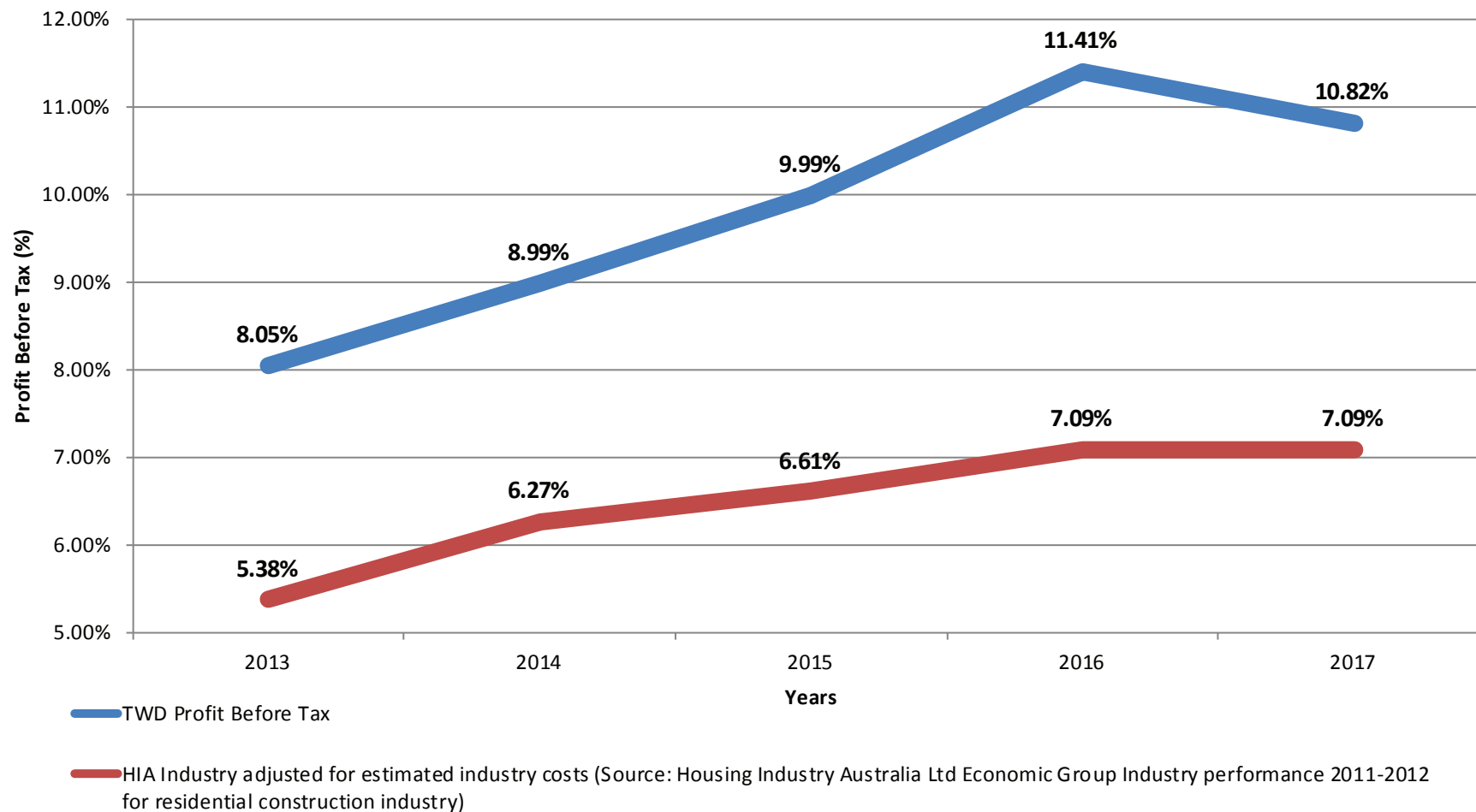


BEST PRICE GUARANTEE

We save you a minimum of \$5,000 for every \$100,000 on a home of a similar size & design with equal or better inclusions, or we will refund your preliminary fees in full, up to 30 days from paying preliminary fee or up to 5 days from signing contract.



TWD Profit Before Tax after Interest Expense as a % of Total Revenue versus HIA Industry Statistics



WARRANTIES

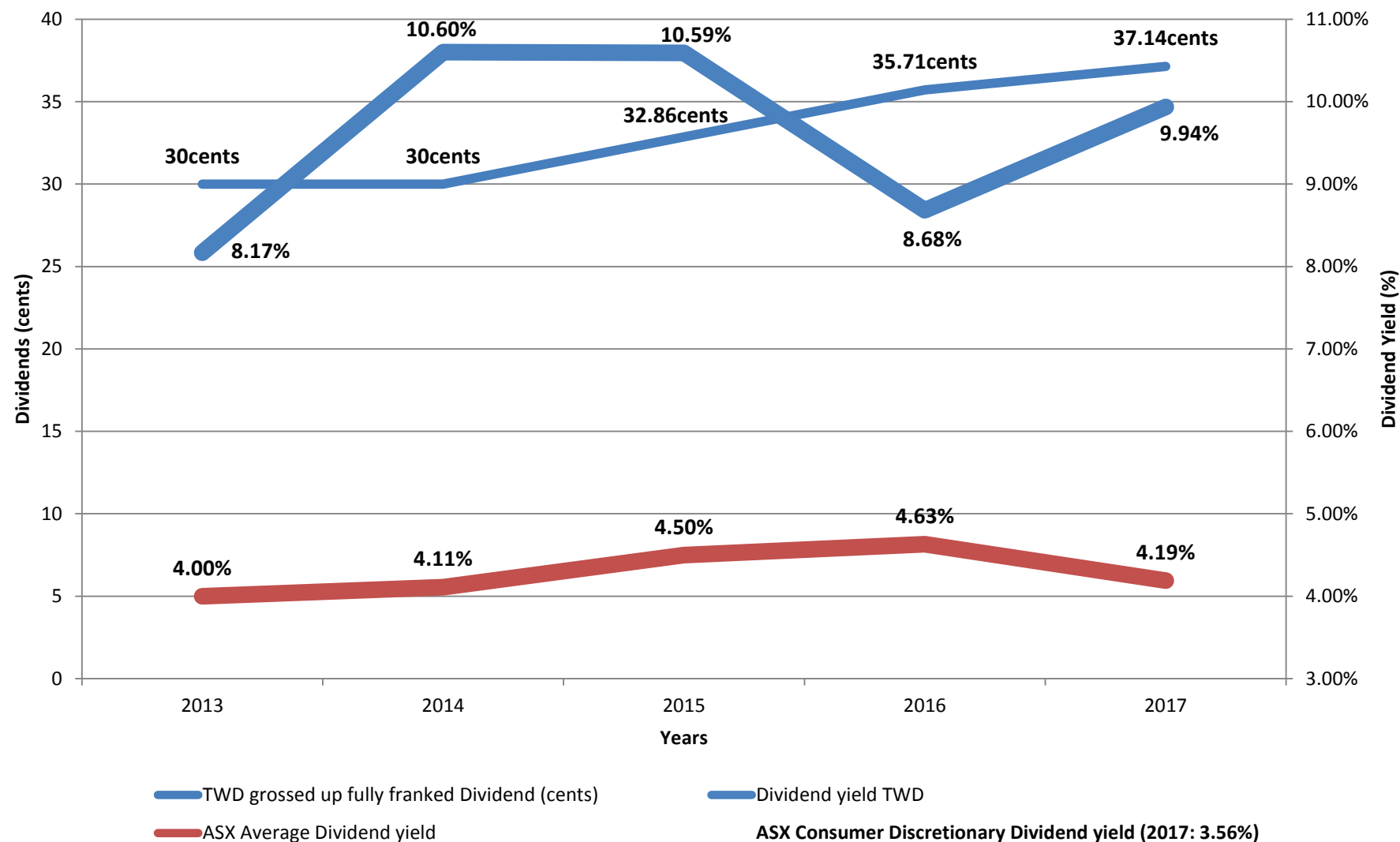
DIXON

STATUTORY

STRUCTURAL: **50 YEAR LIMITED** | NON-STRUCTURAL: **7 YEAR LIMITED** | MAINTENANCE PERIOD: **17 MONTHS**

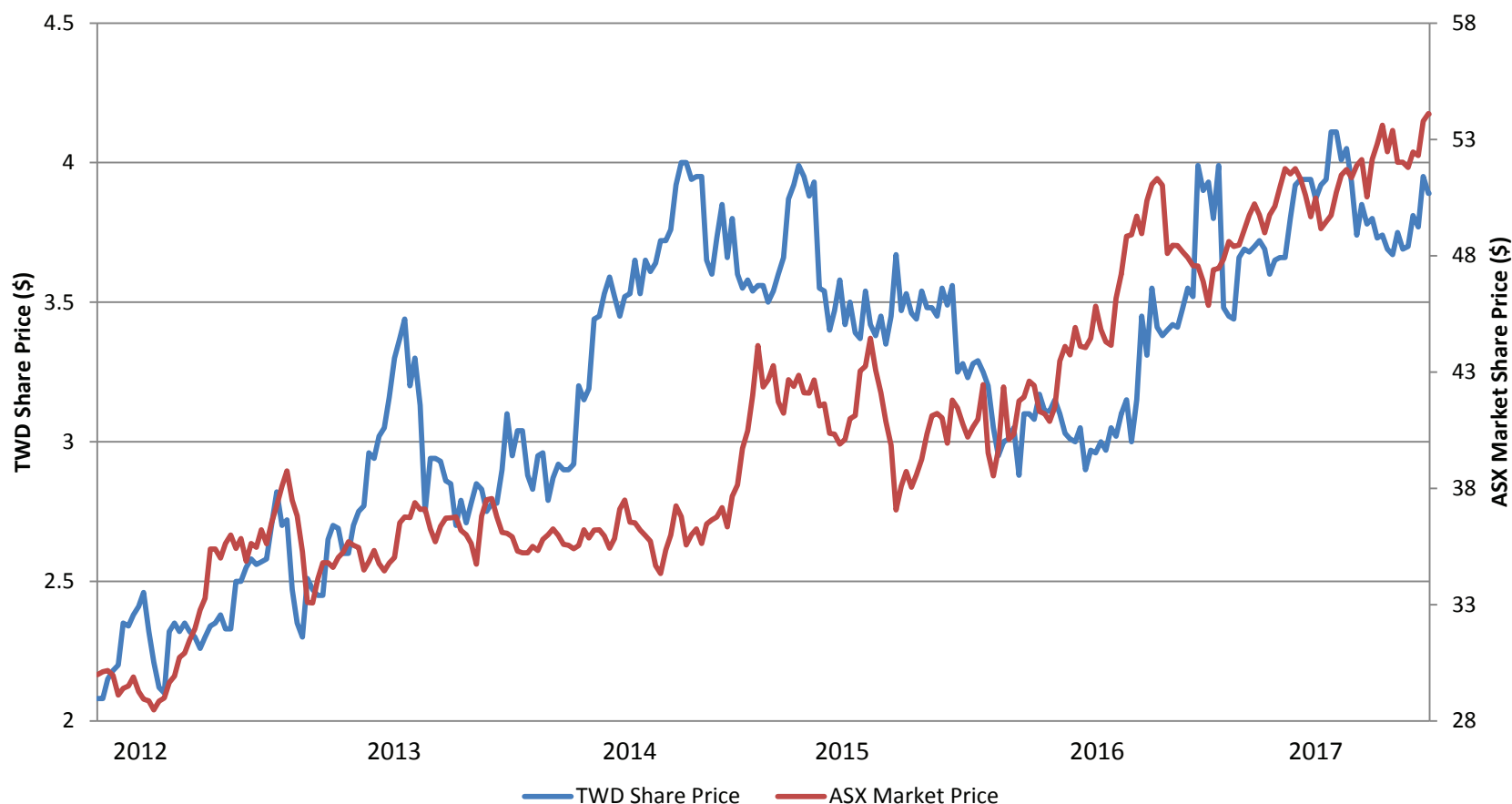
STRUCTURAL: **6 YEAR 3 MONTHS** | NON-STRUCTURAL: **12 MONTHS**

Grossed up Fully Franked Dividend Yield



- Tamawood listed in August 2000 at 50 cents. Debt free since 2012. Total grossed up dividend payments of \$4.28 since 2002.
- 8% increase in fully franked dividends for FY17 to 27 cents. The current payout ratio is 76.14%.

TWD Share Price



“We thank our shareholders by continuing our successful shareholder discount program that has been in place for a number of years. I believe this is also contributing to our increase in sales”

QUEENSLAND

ROCKLEA
1821 Ipswich Road, Rocklea QLD 4106

CHERMSIDE
992 Gympie Road, Chermside QLD 4032

PLAINLANDS
4424 Warrego Highway, Plainlands QLD 4341

GOLD COAST
1/50 Lawrence Drive, Nerang QLD 4211

SUNSHINE COAST
12a 189 Anzac Ave, Harristown QLD 4350

TOOWOOMBA
684 Nicklin Way, Currimundi QLD 4551

GYMPIE
2/5 River Road, Gympie QLD 4570

JIMBOOMBA
Unit 4/ 19 Tamborine St, Jimboomba QLD 4280

CAPALABA
14/ 39 Old Cleveland Rd, Capalaba QLD 4157

GLADSTONE
32 Latrobe St, Tannum Sands QLD 4680

NEW SOUTH WALES

COFFS HARBOUR
178 Pacific Highway, Coffs Harbour NSW 2450

BALLINA
2/10 Kerr St, Ballina NSW 2478

SYDNEY
Unit 3/142 James Ruse Drive, Rosehill NSW 2142

NEWCASTLE
137 Melbourne St, East Maitland NSW 2320

Coming soon

PORT MACQUARIE
2/141 Gordon St, Port Macquarie NSW 2444

ILLAWARRA

Franchisees

CAIRNS
172-174 Mulgrave Rd, Wescourt, QLD 4870

MACKAY
19c Juliet St, Mackay, QLD 4740

HERVEY BAY
42 Watson St, Pialba, QLD 4655

WESTERN DOWNS
Unit 7/17 Enterprise St, Toowoomba, QLD 4350

NEW ENGLAND
49 Roger St, Stanthorpe QLD 4380

NORTH-WEST NSW
46 Ring St, Inverell NSW 2360

DUBBO
14 Baird St, Dubbo NSW 2830

ACT
Unit 8/289 Canberra Ave, Fyshwick ACT 2609

MILDURA
75 Deakin Ave, Mildura VIC 3500

GIPPSLAND
Shop 1/43 Monash Rd, Newborough VIC 3825

MELBOURNE NORTH-WEST
113 Maribyrnong Road, Ascot Vale VIC 3032

BALLARAT
806 Wilsons St, Ballarat VIC 3350

Coming soon

SHEPPARTON/ALBURY/WODONGA
P.O.Box 1151 Sherrarton VIC 3632

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