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Doors & Openers
THERE'S SO MUCH MORE BEHIND A B&D DOOR

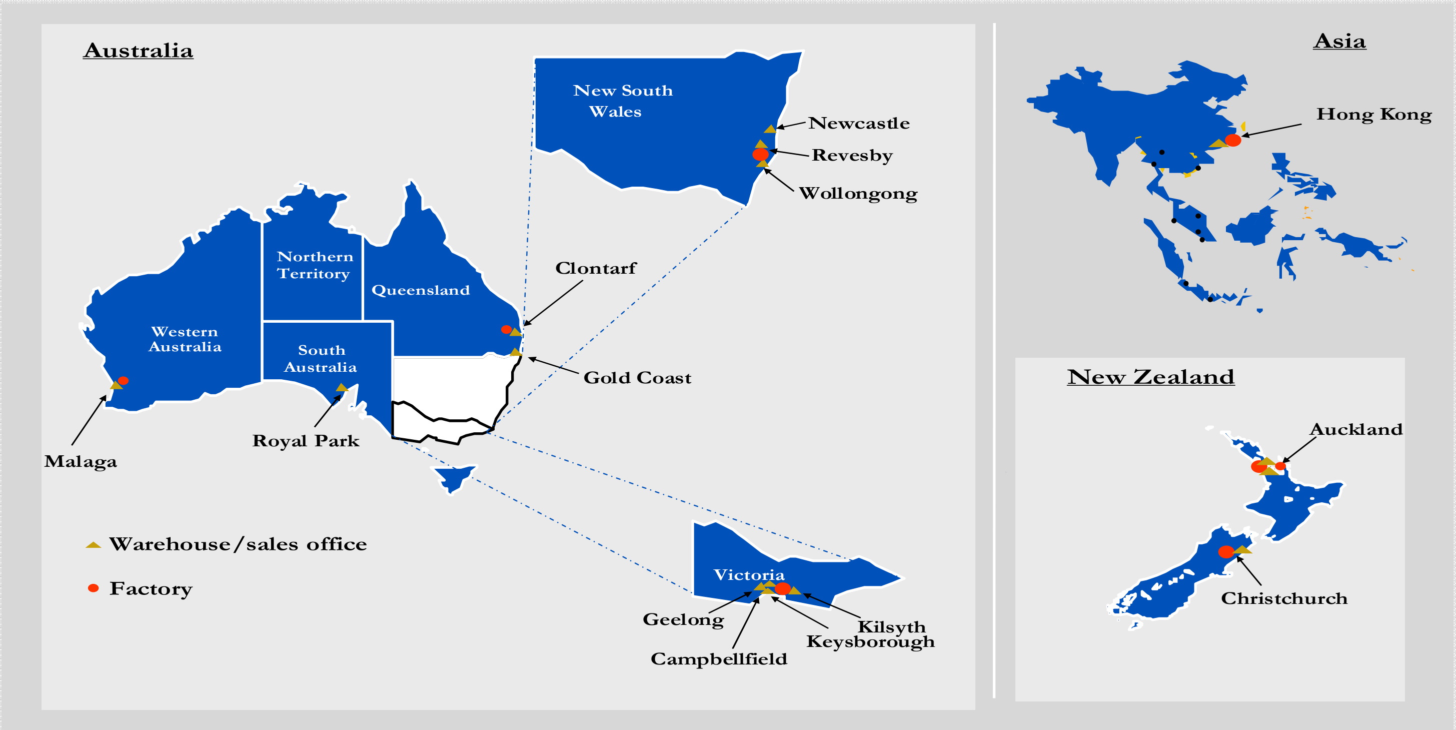
Investor Presentation

Garage Doors & Openers Division

8 February 2008

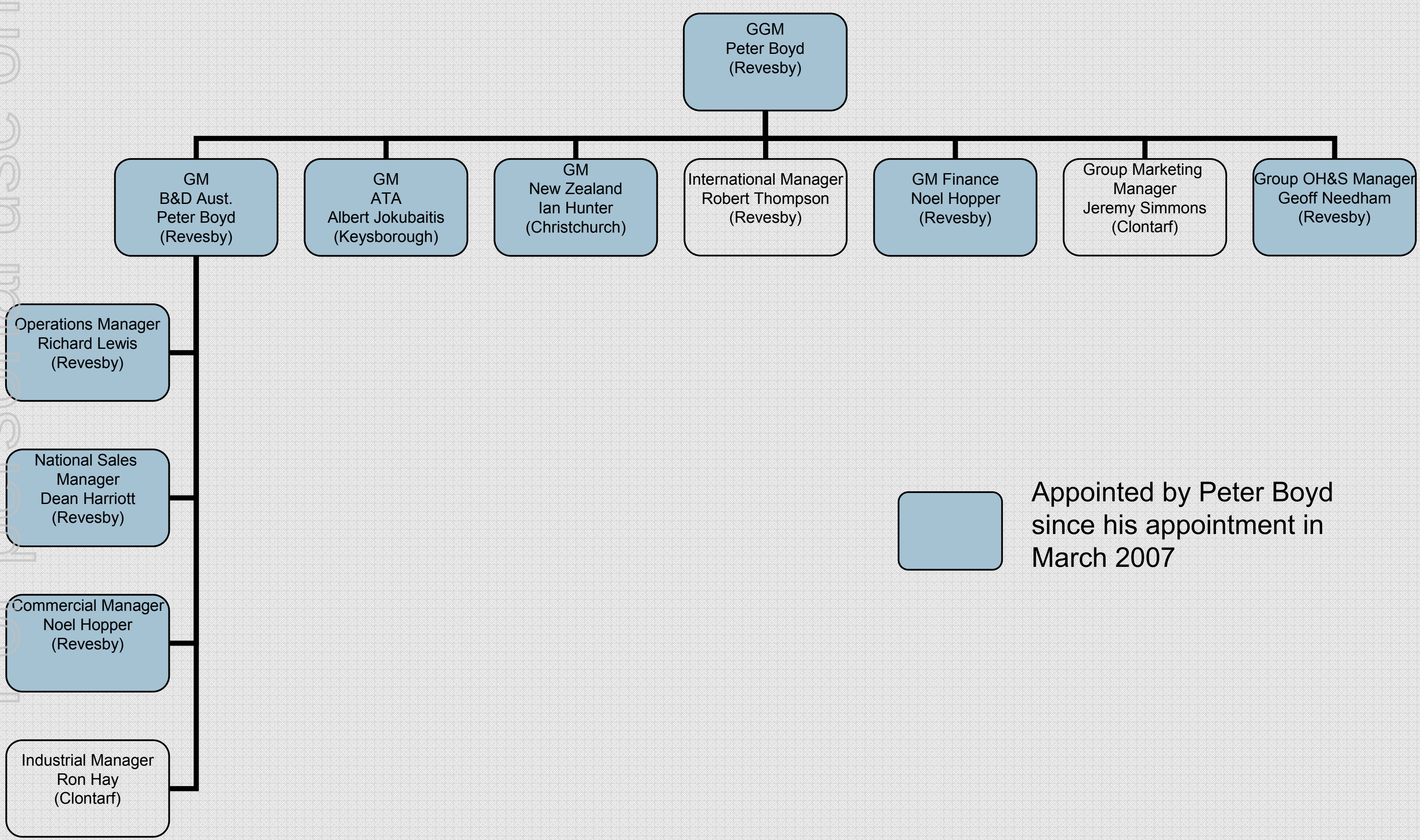
BUILDING PRODUCTS + CONSTRUCTION & MINING + GARAGE DOORS & OPENERS + SCIENTIFIC & MEDICAL + WATER PRODUCTS & SERVICES

Overview



- 8 manufacturing facilities (7 door plants and 1 opener plant)
- 15 sales/distribution facilities
- ~ 400 B&D accredited and non-accredited dealers across Australia
- ~ 80 Garador and Dominator dealers across New Zealand

Organisational structure

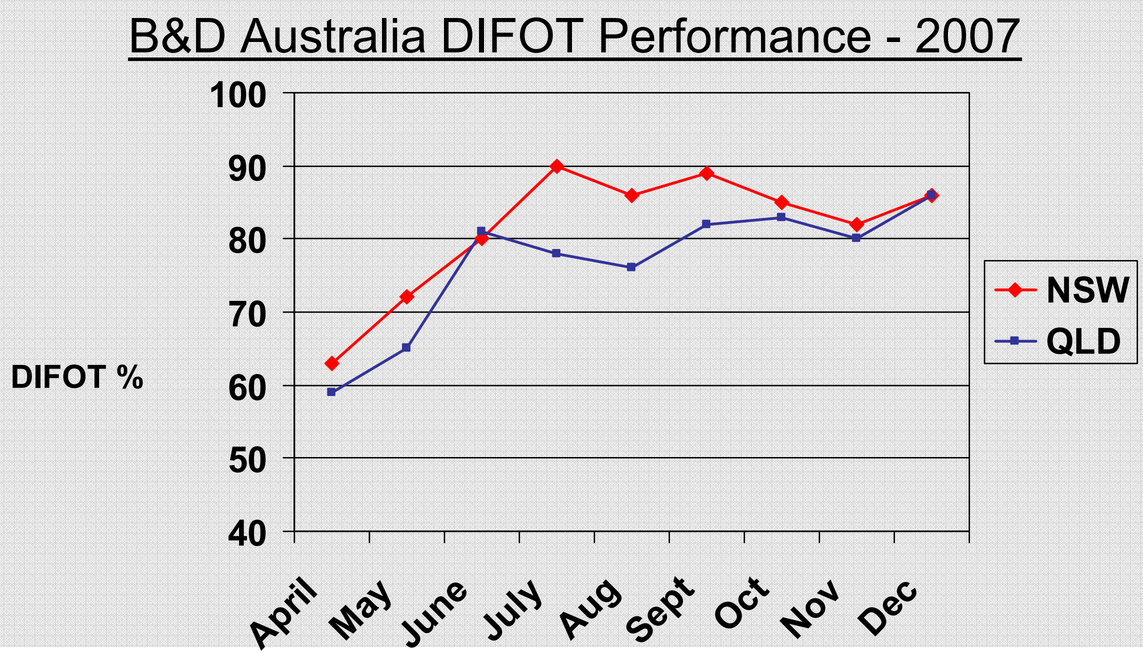


Key focus areas

- **Price** – realise price growth
- **Market share –** recapture in regions where share has declined
- **Plant costs** – improve productivity, safety performance and reduce steel wastage
- **Quality/Warranty costs -** reduce door warranty costs
- **Overhead costs** – reduce employee numbers and rationalise sites
- **ATA growth through innovation** – introduction of ATA sourced openers into B&D

Price

- Structured price increases in place
  - Australia: 7% in October 2007 and 5% in March 2008
  - New Zealand: 6% in August 2007
- 80/20 project completed and recommendations being implemented
- Implementation of a Pricing Margin Management (PMM) program to all regions



Market share

Volume drivers

Business	New housing	Renovations
Australia	40%	60%
New Zealand	70%	30%
ATA	40%	60%

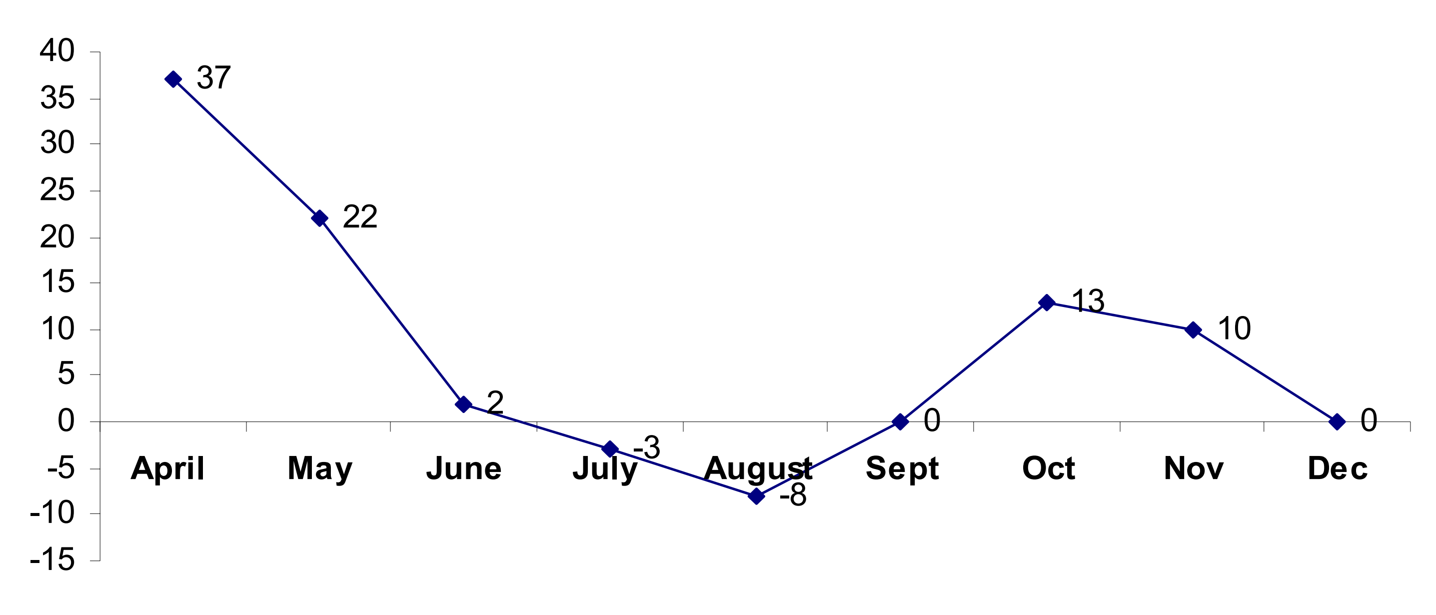
- B&D Australia door market share less than originally believed
  - Internally focused on SAP implementation during FY07
  - Poor service levels through FY07
  - Complacency – did not capitalise on growth regions
- Market share assessment completed – identification of low share regions completed
- Share decline arrested in 2H07 (calendar half)

Plant costs

3 stage plan

- Plant labour costs – on track
- Plant productivity – improvement underway
- Steel utilisation – improvements expected from 1 June 2008

Plant FTEs (Comparison to Standard)



Quality/Warranty costs

- Daily review meetings with regional sales and operations managers
- Solutions in place/under development
  - Improved packaging, improved handling procedures, increased order-entry focus, re-training of installers and dealers

Overhead costs

Restructure of workforce

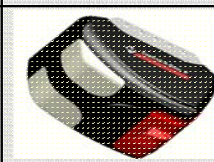
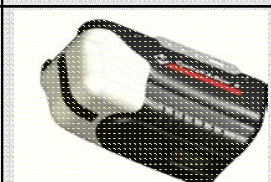
- Employee numbers have reduced by 75 (around 10% of total workforce) through redundancies and natural attrition (saving $2.5m pa)
- Vast majority of roles have been eliminated from overhead functions

Asset rationalisation

- Consolidated Revesby operations to one site completed Dec 07 (saving $380k pa)
- Further site rationalisation opportunities under investigation in New Zealand

ATA growth through innovation

- ATA supplies the trade network with a full range of opener products
- ATA supplying B&D (AUS and NZ) with its own sectional openers - February 2008
  - New features and benefits eg TriTran technology
  - Cost reduction program ex Asian plant being implemented

	Roller Openers		**Sectional Openers**	
automatic TECHNOLOGY smart | simple | secure	 GDO-6 EasyRoller®	 GDO-8 EasyRoller®	 GDO-7 SecuraLift® (AC)	 GDO-9 SecuraLift® (DC)
Doors & Openers® THERE'S SO MUCH MORE BEHIND A B&D DOOR	 Controll-A-Door® Diamond PD – Power Drive		 Controll-A-Door P®	 Controll-A-Door P® Diamond

Product launch Feb 08

Disclaimer

This presentation may contain forward looking statements, including estimated company earnings and potential growth of the company. Actual results may differ materially from those expressed or implied by these forward looking statements.

B&D Doors & Openers™

Garador™

DOMINATOR®

automatic TECHNOLOGY

TREZZINI® Solid Surface Veneer

WILSONART® State of the Art Laminates

SILESTONE by Cosentino

Robinhood easyiron

Parbury

blum®

JP HARDWARE SUPPLIES

SUPERTUB by Robinhood

lincoln sentry Best Service. Best Value. Best Advice.

LabServ®

Robinhood

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PPS PLASTIC PLUMBING & IRRIGATION SUPPLIES

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ENVIROEQUIP Your Environmental Equipment Supplier

Total Eden McCracken's Group water for life

Jacobs Medical Australia division of BIOLAB

DAVIDSON Leaders in Measurement and Calibration

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