

Results Presentation

Year Ended 31 May 2008

29 July 2008

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

Results consistent with guidance

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Financial Highlights

Net Profit

Earnings per share

Dividend per share

- Net profit before amortisation and significant items up 36.9% at \$72.3m
- Earnings per share before amortisation and significant items up 12.8% at 83.8cps
- Dividend per share at 67cps for the year – up 5.5%

Operational Highlights

Organic growth

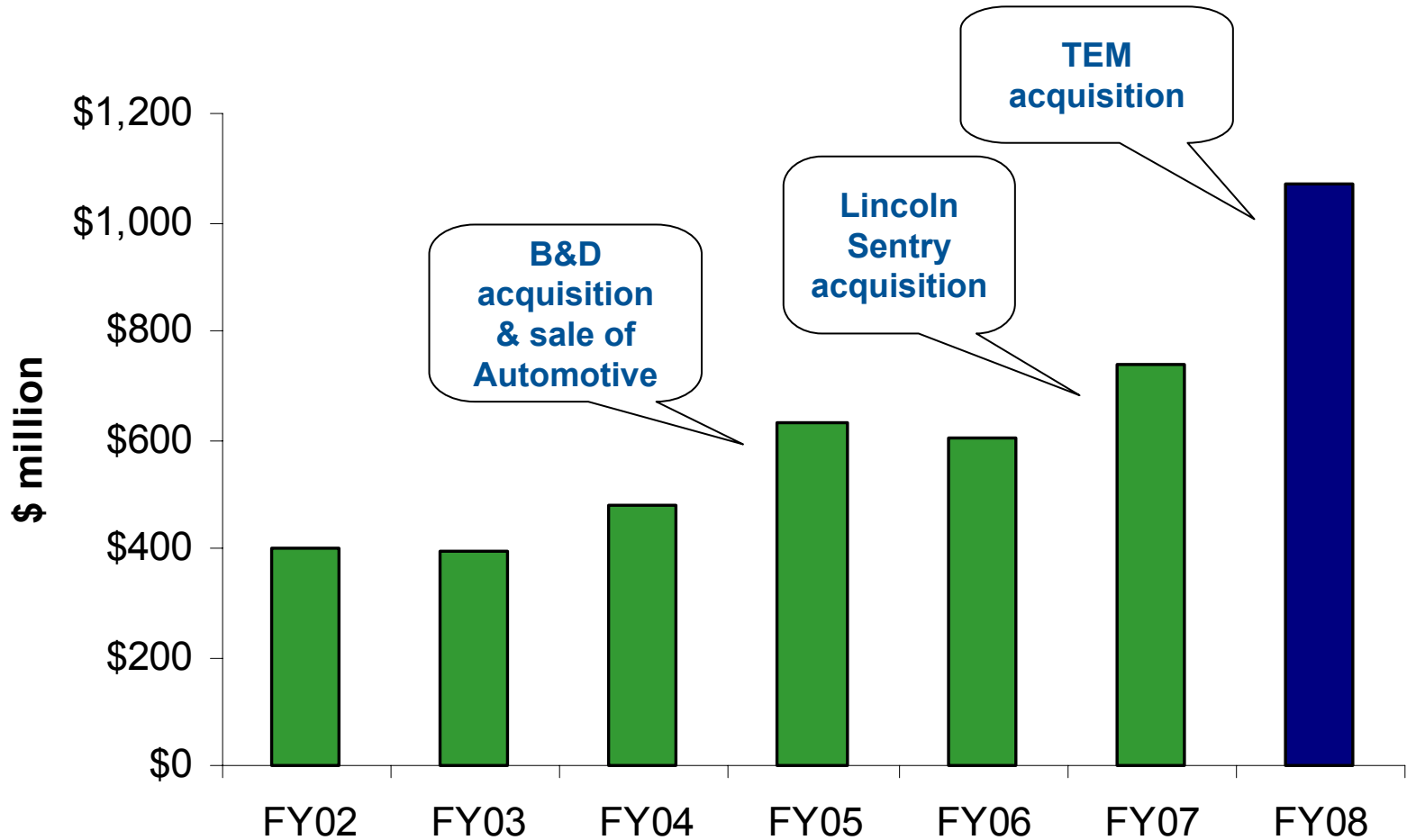
Growth by Acquisition

Restructuring Initiatives

- Scientific & Medical/Construction & Mining plus Lincoln Sentry exceeding expectations
- Full year impact of Lincoln Sentry and 10 months contribution from TEM
- \$10.1m significant item pre-tax
- Improved performance of B&D, reduced overhead in Parbury

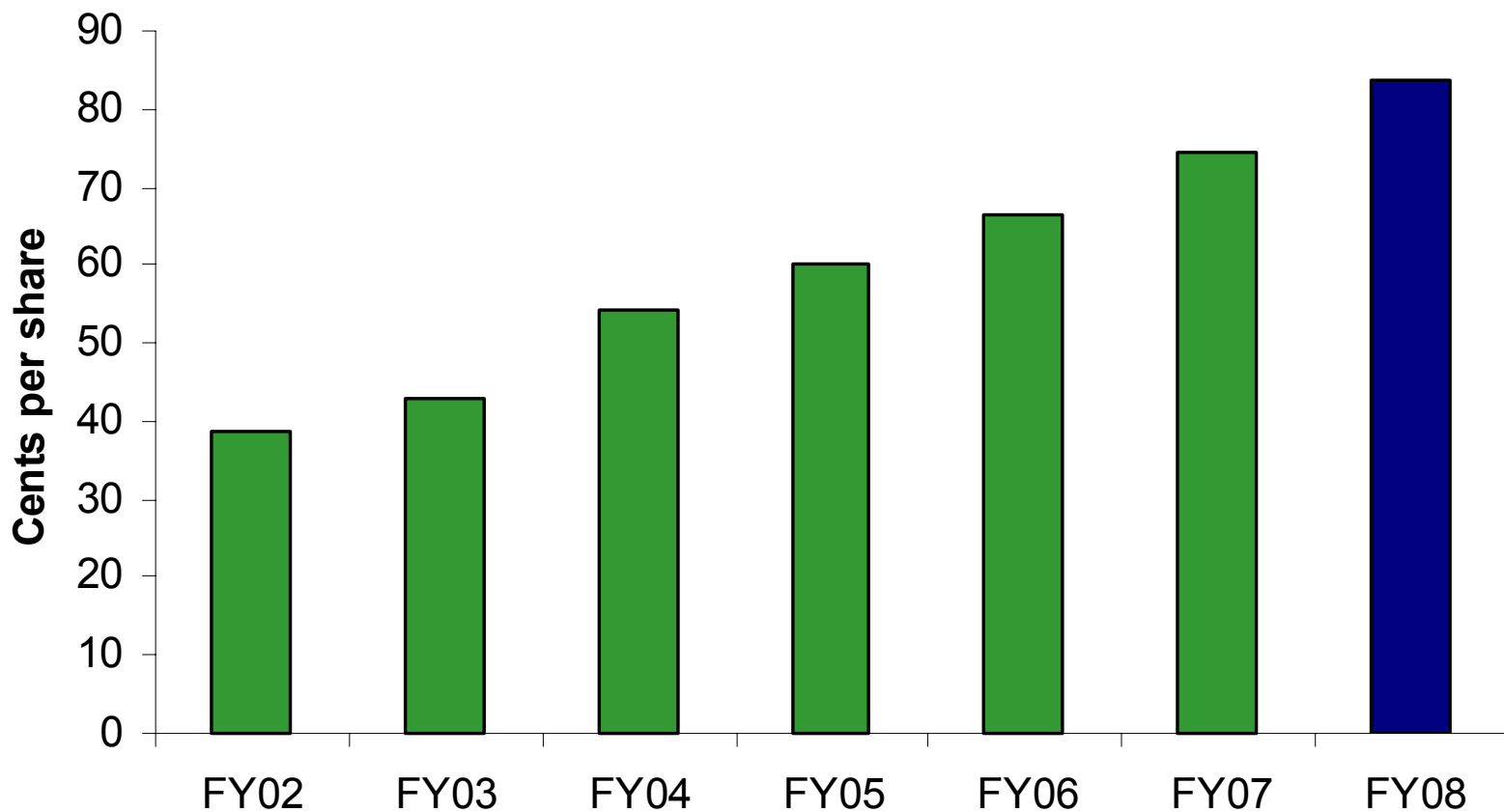
Revenue above \$1 billion for the first time

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13.9% compound annual growth rate in earnings per share¹

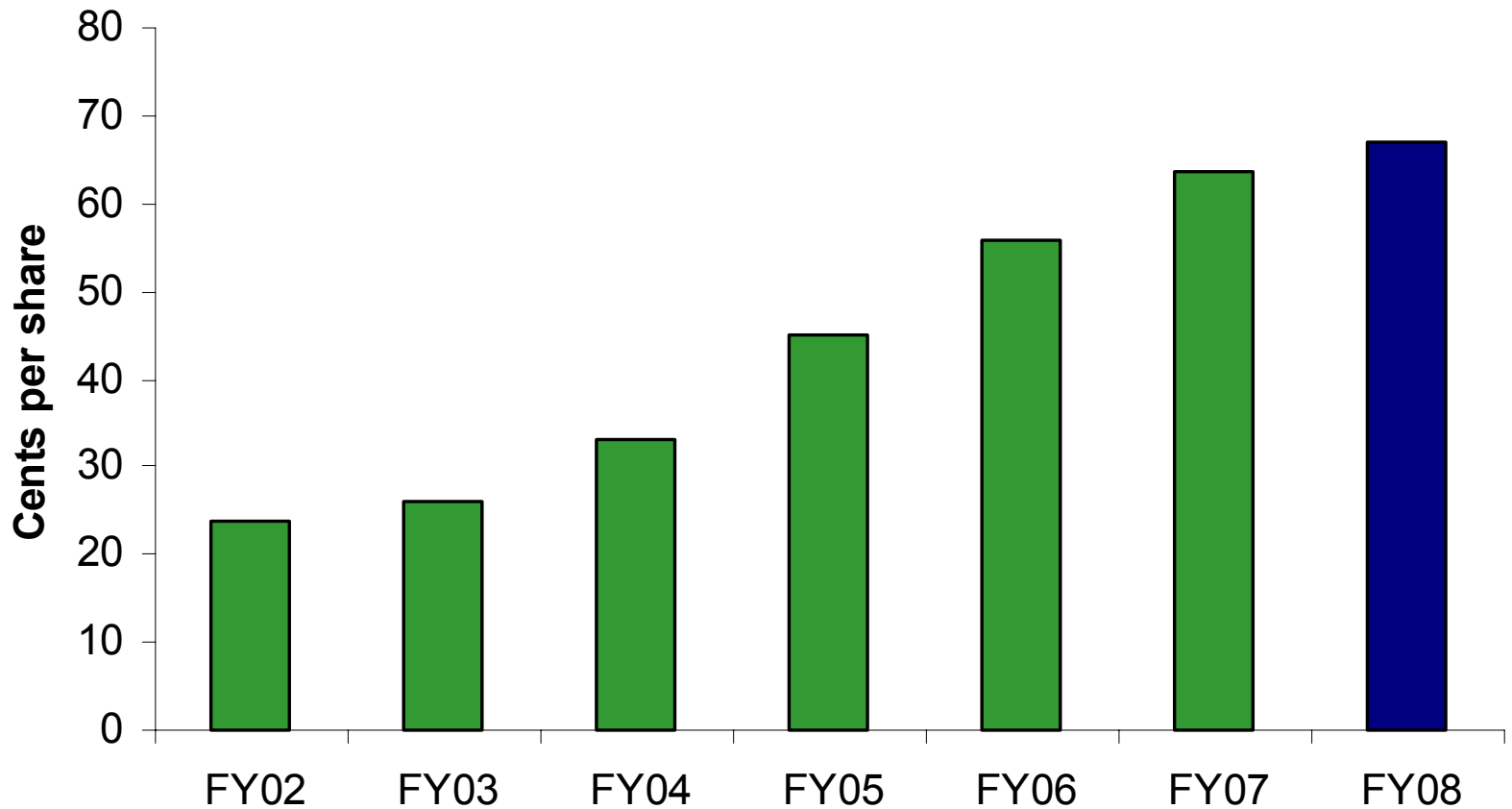
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1. Before amortisation and significant items

18.7% compound annual growth rate in dividends per share

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Macro economic factors creating future uncertainty

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Outlook

Industrial sectors

Renovation sector

New housing sector

Operating earnings

Earnings per share

Dividend per share

- Continuing strength in infrastructure
- Growing markets for environmental and water products & services
- Continuing growth
- Flat but increasing underlying demand pressures. Timing of recovery uncertain.
- Challenging to match FY08 record result
- Adverse impact of 2007 capital raising, higher tax rate and interest costs
- Annually progressive dividend policy

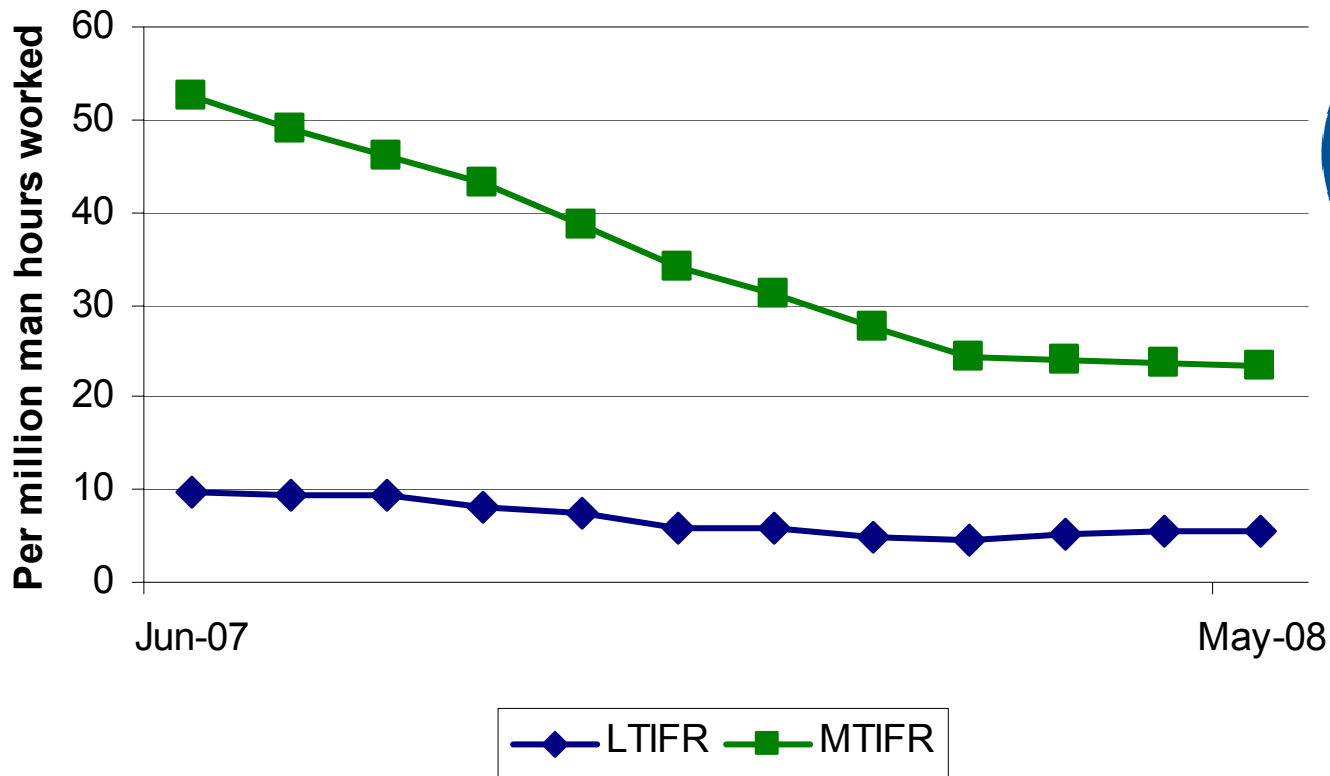
Strategy & Business Model

Consistent strategy delivering results



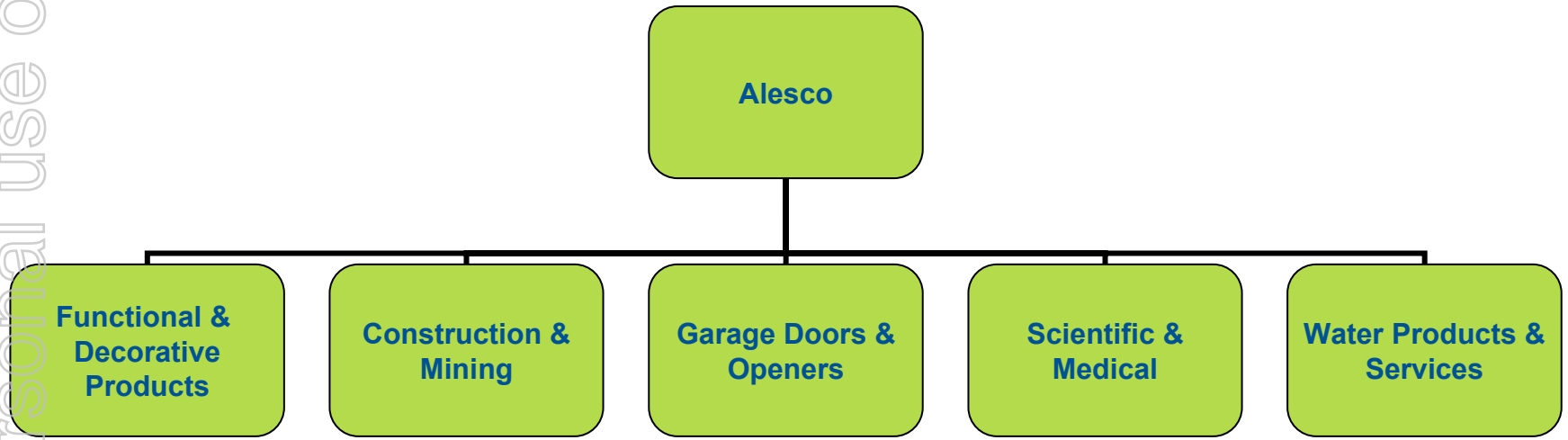
Safety is a core value and our target is Zero Harm

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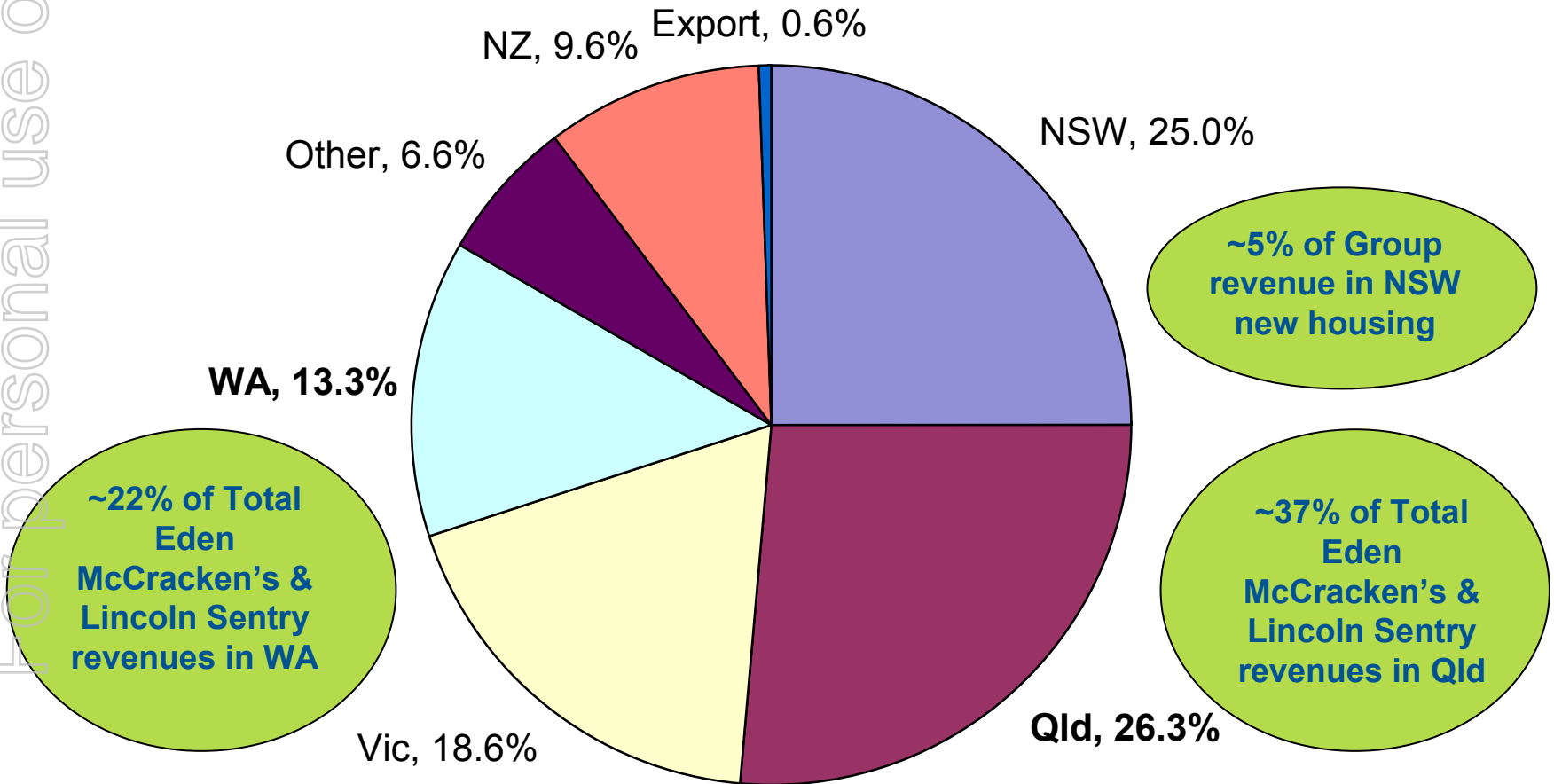
Five divisions comprising trade distribution networks

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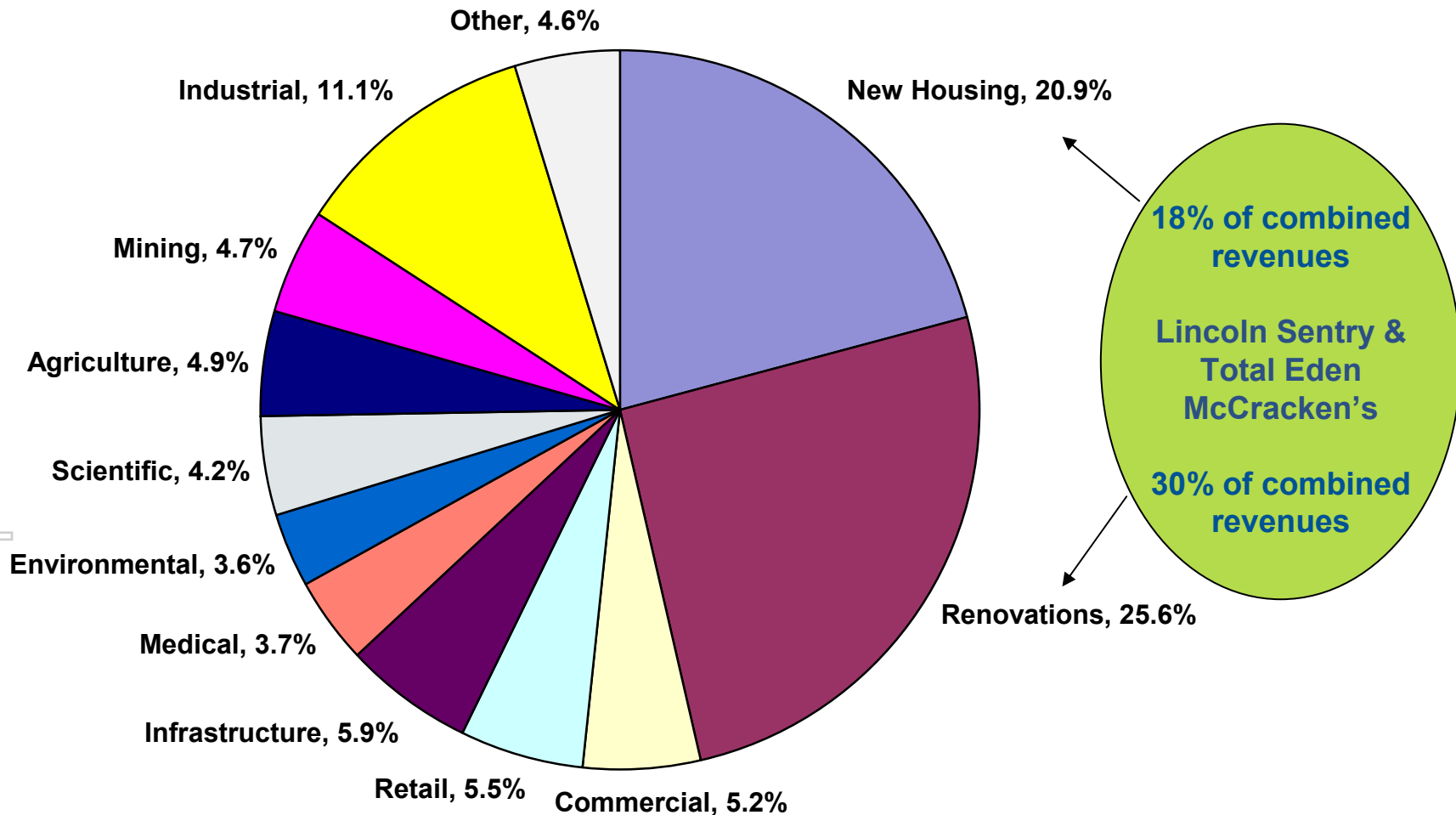
Recent additions to our portfolio continue to increase our exposure to resource rich states of Queensland and Western Australia

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..... and increase our diversity of end markets, however we are well placed to benefit from housing recovery

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Group Results

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

Financial Overview

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\$m	FY08	FY07	Chg
Sales	1,071.1	738.2	45.1%
EBITA ¹	123.5	88.0	40.4%
PAT ²	72.3	52.8	36.9%
PAT	58.0	44.0	31.8%
EPS (cents) ²	83.8	74.3 ³	12.8%
DPS (cents)	67.0	63.5	5.5%

1 Pre significant items

2 Pre amortisation and significant items

3 Rights adjusted

- Organic growth in Total Eden, Lincoln Sentry, Biolab environmental and Parchem

Revenue

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\$m	FY08	FY07	Chg
Functional & Decorative Products	312.7	193.0	62.0%
Construction & Mining	198.9	190.5	4.4%
Garage Doors & Openers	207.7	205.3	1.2%
Scientific & Medical	161.9	149.3	8.4%
Water Products & Services	189.7		n/a
Other	0.2	0.1	n/a
Total	1,071.1	738.2	45.1%

- Net revenue growth driven primarily by acquisitions

EBITA¹

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\$m	FY08	FY07	Chg
Functional & Decorative Products	36.4	23.3	55.9%
<i>% to sales</i>	11.6%	12.1%	-0.5%
Construction & Mining	27.9	25.2	10.8%
<i>% to sales</i>	14.0%	13.2%	0.8%
Garage Doors & Openers	26.5	30.2	-12.3%
<i>% to sales</i>	12.8%	14.7%	-2.0%
Scientific & Medical	20.3	17.6	15.3%
<i>% to sales</i>	12.5%	11.8%	0.7%
Water Products & Services	20.2		
<i>% to sales</i>	10.7%		
Other	-7.8	-8.3	
Total	123.5	88.0	40.4%
<i>% to sales</i>	11.5%	11.9%	-0.4%

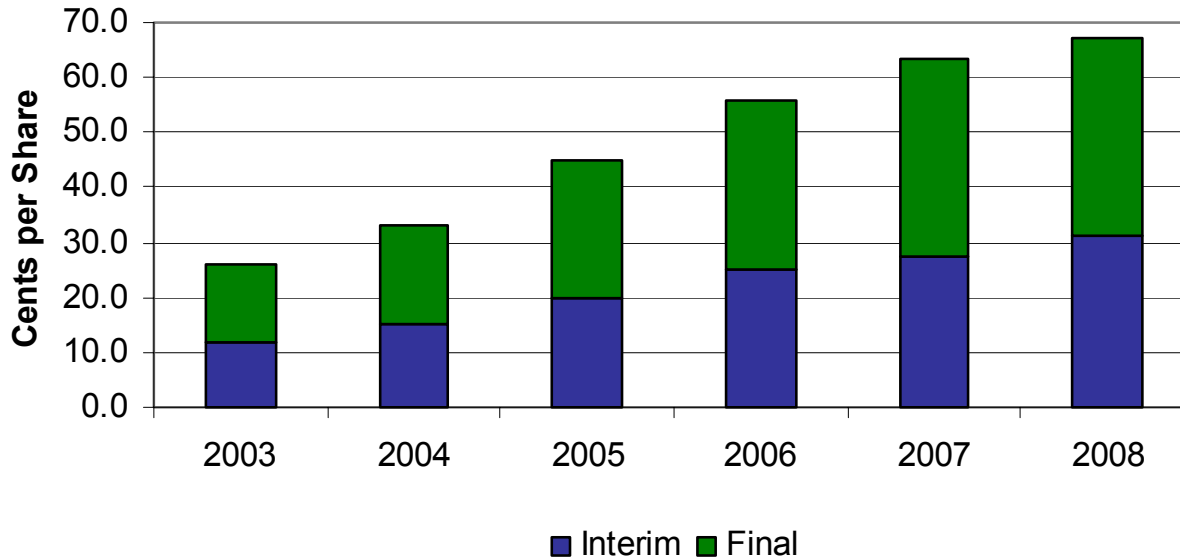
1. Pre significant items

..... with EBITA growth through a combination of acquisitions, cost reductions and organic growth

Dividends

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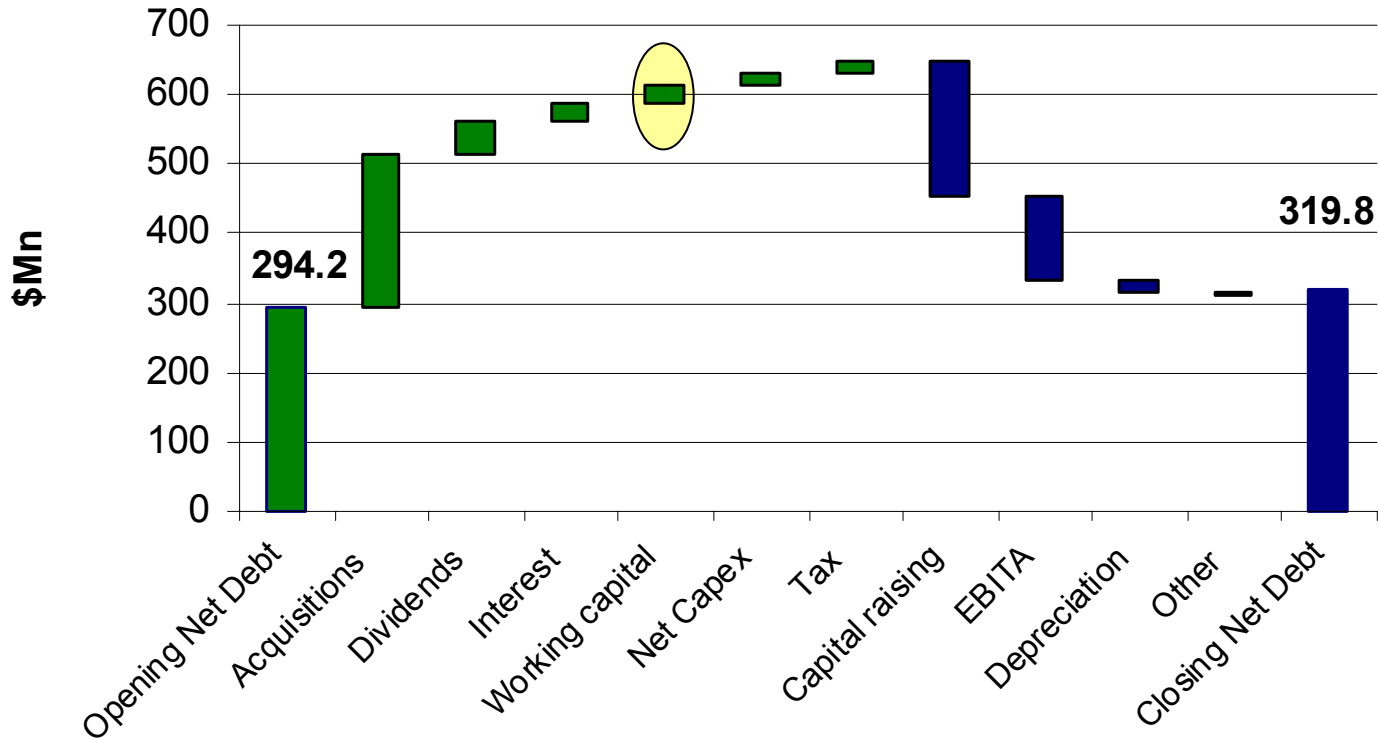
Alesco Dividend History



- Final dividend at 36cps and full year dividend at 67cps up 5.5%
- Dividend fully franked
- DRP continues with nil discount
- Record Date: 18 August 2008
- Payment Date: 1 September 2008

Cashflow

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- Capital raising to fund TEM acquisition
- Average trade working capital to sales – 21.6%, down slightly

Gearing

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\$m	FY08	FY07	Chg
Closing net debt (\$m)	319.8	294.2	8.7%
Closing book equity (\$m)	593.6	344.5	72.3%
Interest cover (EBITDA ¹ /Net Interest)	5.4	6.3	-15.2%
Net Debt/(Net Debt + Equity)	35.0%	46.1%	-24.0%

1. before significant items

- **Strong interest cover despite higher interest rate environment**
- **Reduced gearing due to capital raising**
- **\$80m of facilities extended for three years – no current maturities at year end**
- **Comfortably within banking covenants**

Divisional Results

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

BRANDS



NETWORK

38 sites across Australia and New Zealand



~860 employees

CUSTOMERS

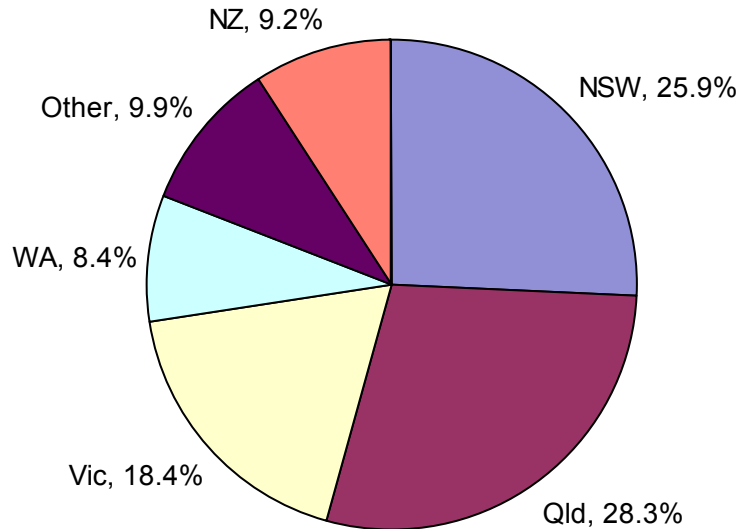
➤ 11,000 active trade accounts

- Cabinetmakers
- Specifiers
- Architects
- Window & door fabricators
- Security door manufacturers
- Shop & Office fitters
- Locksmiths
- Glaziers & glass cutters
- Balustraders
- Builders

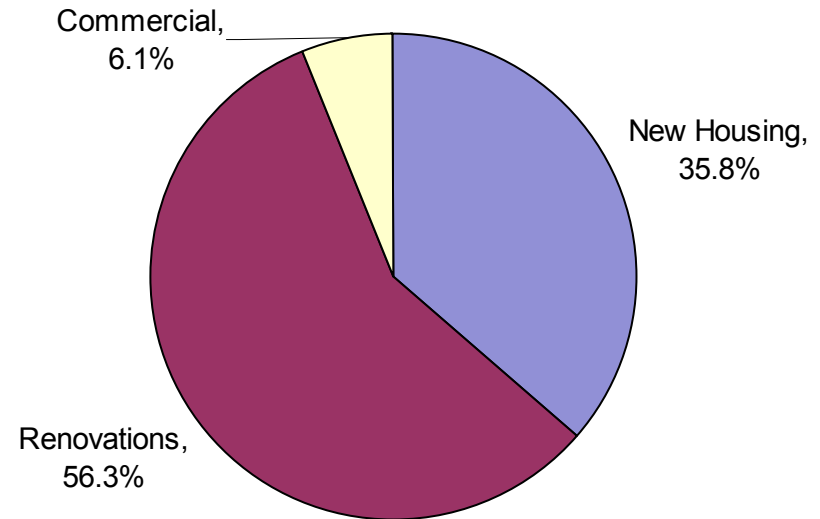
The Functional & Decorative Products division operates in Australia and New Zealand focussing on cabinet makers, builders and door/window fabricators

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Geographic Split
Growth opportunities in Qld and WA

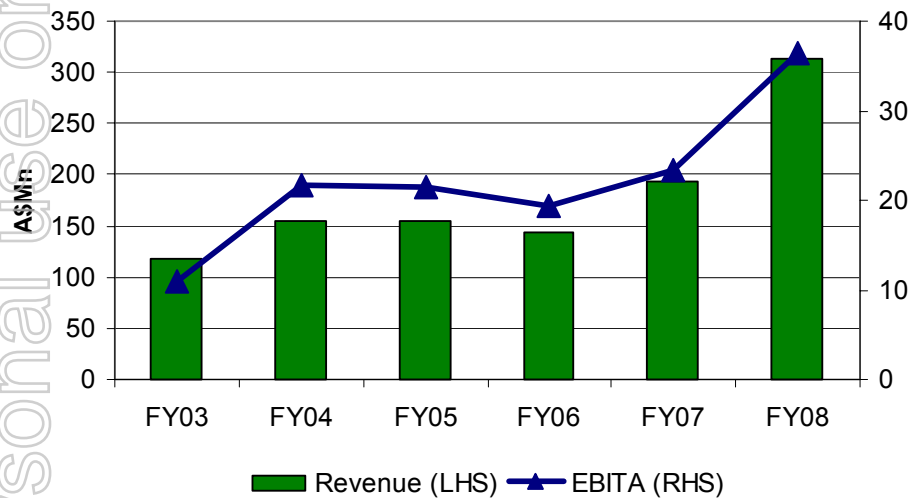


Sector Split
Skewed to renovations and exposure to commercial sector



The Functional & Decorative Products division has grown significantly in FY08 through the full year impact of the Lincoln Sentry acquisition

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- Divisional restructure
- Cross selling opportunities across unified network
- New product development across all business units
- Acquisition of Joinery Products
- Investment in new consolidated sites
- Improved warehouse management to improve efficiencies and reduce inventory
- Investigating further efficiency opportunities in New Zealand

Revenue: \$312.7m – up 62%

EBITA: \$36.4m – up 56%

RNOA: 21.5% - down from 23.7%

Avg TWC/Sales: 22.0% up from 21.2%

Significant item: \$1.5m post tax

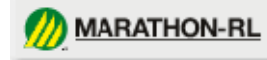
Construction & Mining



**MARATHON
TYRES**

BRANDS

FOSROC



NETWORK

40 sites across Australia and New Zealand



~550 employees

CUSTOMERS

➤ 7,000 active trade accounts

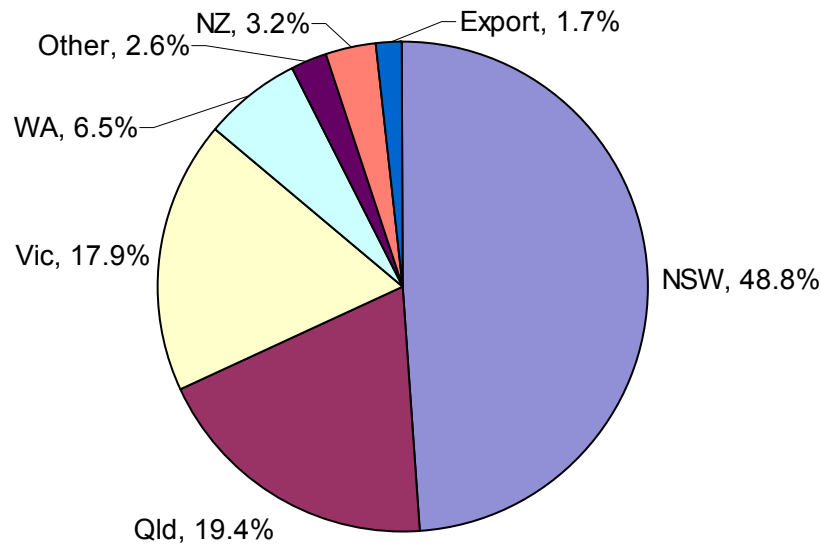
- Concreters
- Civil contractors
- Mining contractors
- Defence forces
- Equipment hire
- Concrete repairers
- Flooring contractors
- Waterproofing contractors

The Construction & Mining division operates in Australia and New Zealand focusing on concreters, civil contractors, builders, miners

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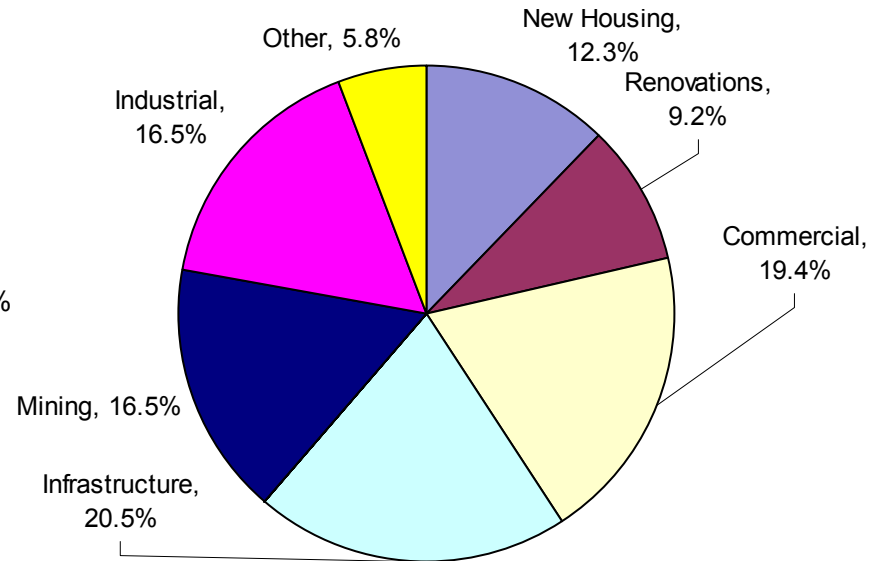
Geographic Split

Exposure to NSW & Qld driven by Marathon



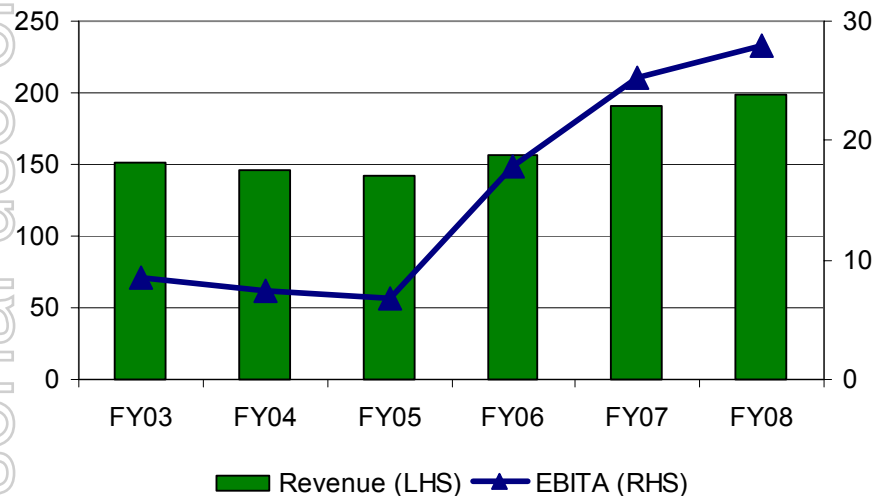
Sector Split

Very diverse customer base



The Construction & Mining division has demonstrated organic growth in Parchem Construction Supplies to offset the performance of Marathon

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Revenue: \$198.9.0m – up 4%

EBITA: \$27.9m – up 11%

RNOA: 24.5% - steady

Avg TWC/Sales: 22.9% down from 23.5%

- Significant organic growth in Parchem due to increase in infrastructure spend & new products
- Further consolidation within Parchem Construction Supplies
- SAP successfully implemented into Flextool
- New Flextool products introduced
- Marathon off highs in FY07 due to floods and port bottlenecks
- New Rubber Liner insert plant successfully commissioned at Marathon



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

BRANDS



autOMATIC
TECHNOLOGY
smart | simple | secure



Harris
doors

DOMINATOR®



NETWORK

12 company owned sites across Australia and New Zealand
~480 accredited and other dealers



~720 employees

CUSTOMERS

➤ 1,800 active trade accounts

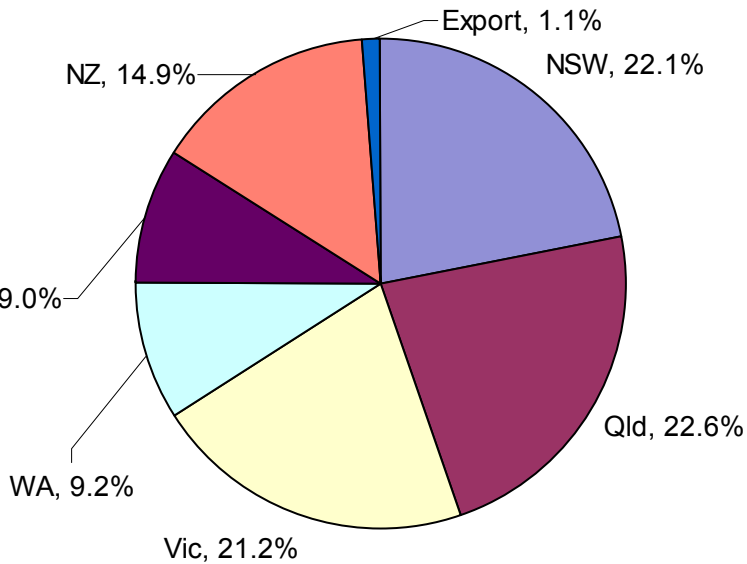
- Home builders
- Commercial builders
- Dealers/ Installers
- Home owners
- Shed manufacturers
- Retailers

The Garage Doors & Openers division operates across Australia and New Zealand into the new build and renovation/retrofit markets

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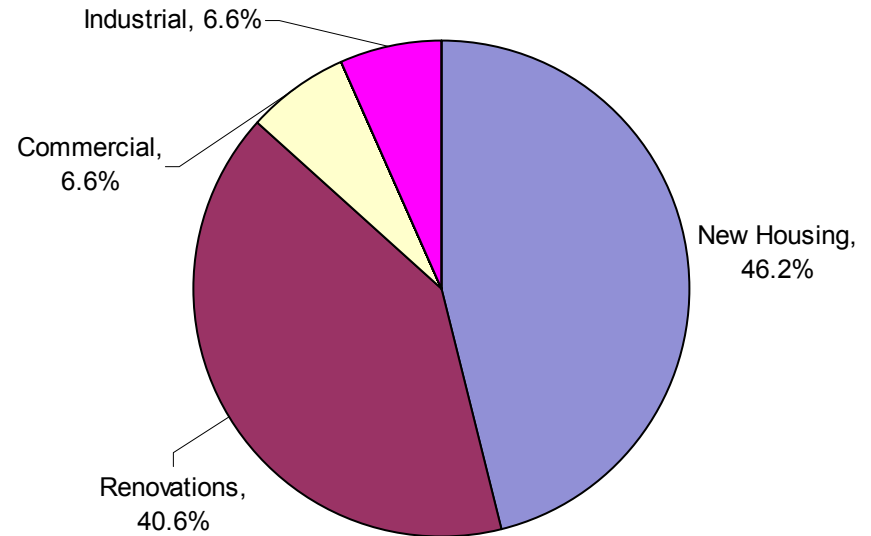
Geographic Split

Increasing importance of Qld and Vic as NSW and NZ markets decline



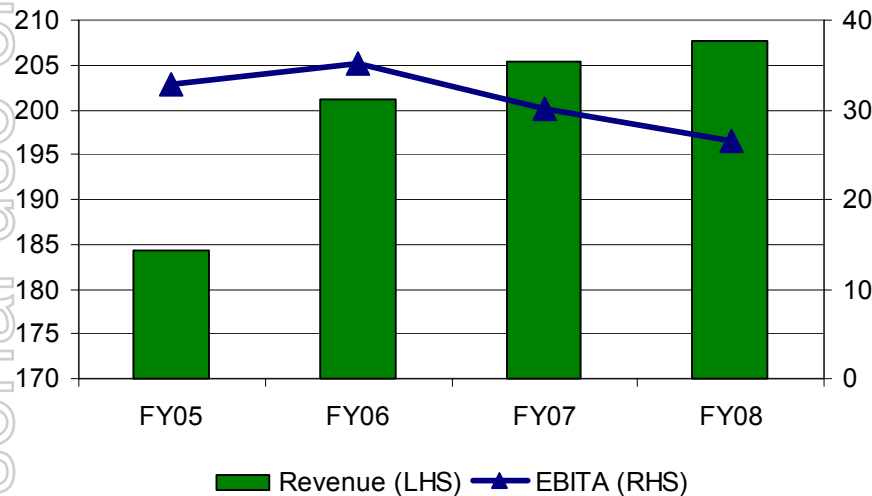
Sector Split

Strong brand awareness in renovation/retrofit markets



The Garage Door & Openers division has consolidated its position in FY08 to meet the challenges ahead in FY09

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Revenue: \$207.7M – up 1%

EBITA: \$26.5m – down 12%

RNOA: 9.5% - down from 10.7%

Avg TWC/Sales: 21.7% down from 22.4%

Significant item: \$6.0m post tax

- **Improved 2nd half performance against pcp and 1st half**
- **Improved operational performance in Australia**
 - Restructuring and reduced headcount
 - Price increases
- **New opener products successfully launched**
- **NZ operations being restructured to meet challenging market conditions**
 - Exited specialty doors
 - Reduced number of sites
 - Investigating further restructuring opportunities

Scientific & Medical

BRANDS

NETWORK

CUSTOMERS

24 sites across Australia and New Zealand



~410 employees

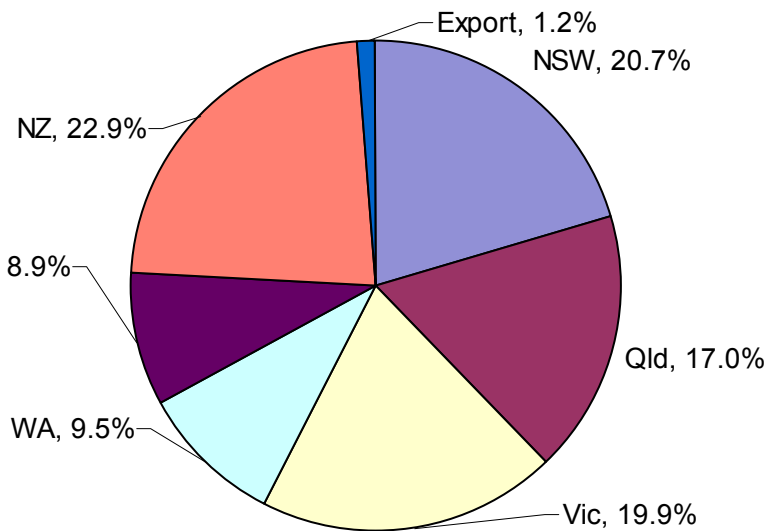
➤ 20,000 active trade accounts

- Hospitals
- Aged care facilities
- Medical centres
- Government & utilities
- Food and Pharma industry
- Educational & Research facilities
- Mining sector

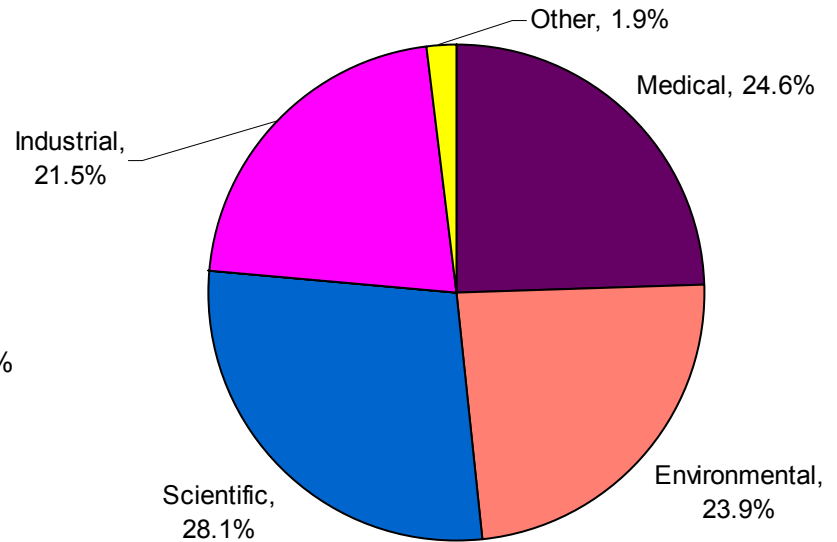
The Scientific & Medical division operates across Australia and New Zealand across 4 main areas, Medical, Environmental, Scientific and Industrial

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Geographic Split
Recent bolt-on activity has been focussed on Australian market

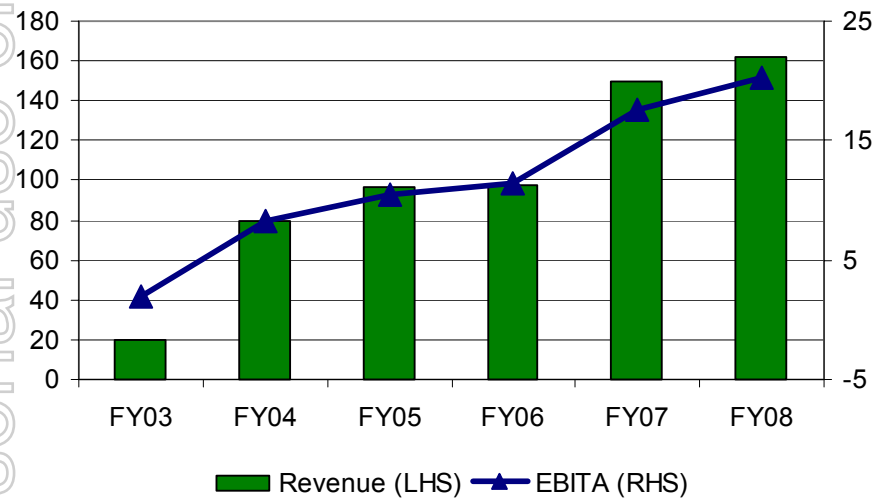


Sector Split
.... and has been in the medical and environmental sectors



The Scientific & Medical division has consolidated its recent acquisitions around medical and environmental sectors

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Revenue: \$161.9m – up 8%

EBITA: \$20.3m – up 15%

RNOA: 21.2% - down from 21.9%

Avg TWC/Sales: 16.0% up from 15.6%

- **Significant outperformance in second half**
 - Strong environmental sector
 - Continuing growth in Labserv brand
- **Increased focus on in-house product development**
- **Expansion of Nutricia Advanced Medical Nutrition 3PL contract**
- **Consolidation of Melbourne sites – July/August 2008**
- **Margin improvement due to product mix and strong A\$**
- **Tight working capital control**

Water Products & Services

BRANDS



NETWORK

57 sites across Australia



~550 employees

CUSTOMERS

➤ 15,000 active trade accounts

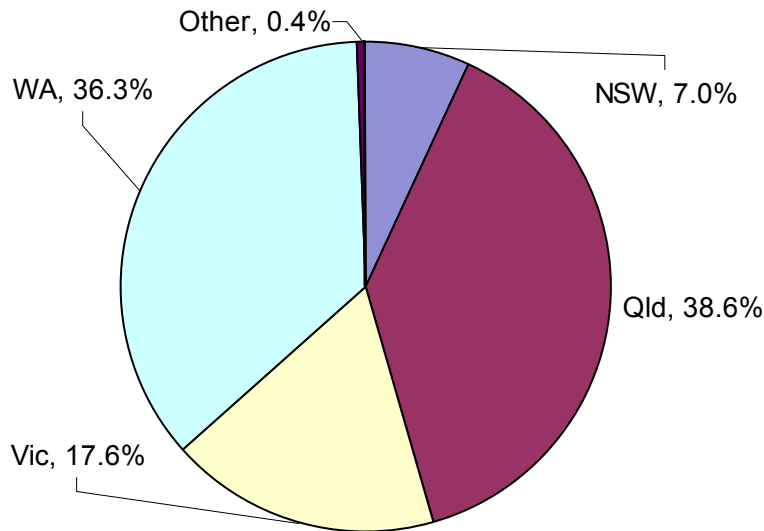
- Irrigators
- Domestic households
- Councils
- Plumbers & builders
- Industry
- Miners
- Sports grounds
- Landscapers
- Drilling contractors
- Graziers

The Water Products & Services division operates across Australia with a focus on Qld, WA and Victoria

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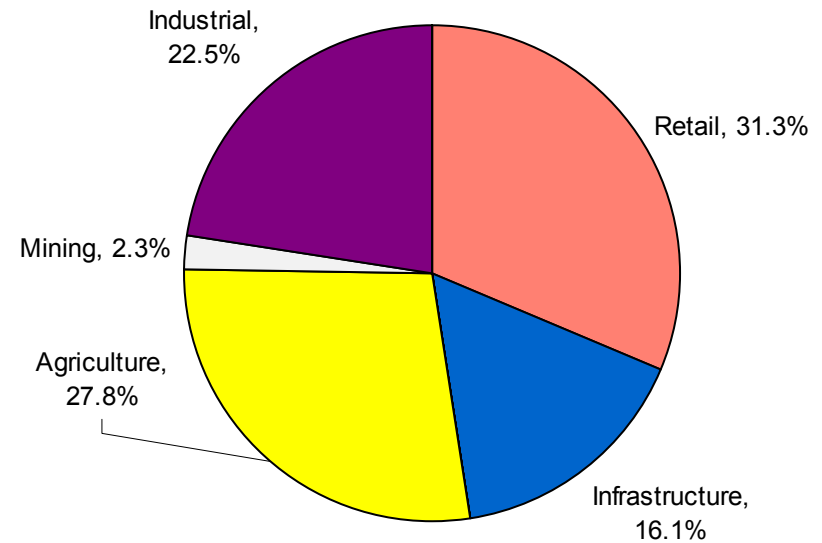
Geographic Split

Established businesses in WA and Qld with expansion opportunity in Vic and NSW



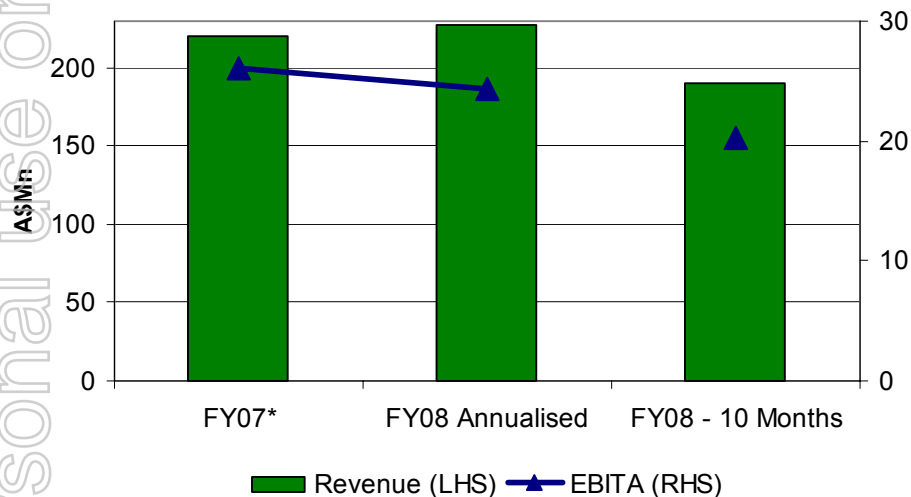
Sector Split

Opportunity in agricultural sector and increasing domestic markets



Performance below expectations but investment case remains intact

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Revenue: \$189.7m

EBITA: \$20.2m

RNOA: 10.1%

Avg TWC/Sales: 22.2%

- 10 months contribution in FY08
- Strong growth in Western Australia
- East coast affected by flooding in regional Queensland and NSW central coast
- Softening of discretionary spend affecting tank sales
- Integration of acquisitions progressing
- Planning for standard IT infrastructure
- Strengthened senior management team with new management structure

* Pro forma normalised results for year ended 31 March 2007

Outlook

Group Outlook

Environment

- Increasing input costs (steel, transport)
- Fragile discretionary spend environment
- Continuing growth opportunities in resource states
- Restructure and drive down costs
- Emerging bolt-on acquisition opportunities at attractive multiples

Outlook

- Challenging to match FY08 record result
- Adverse impact of 2007 capital raising and higher tax rate and interest costs
- Update at AGM

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Doors & Openers™

DOMINATOR

lincoln
GROUP

WILSONART
State of the Art Laminates

Parbury

lincoln
sentry
Best Service. Best Value. Best Advice.

BIOLAB

Jacobs
MEDICAL
AUSTRALIA
division of BIOLAB

parchem

Emer-Clad
WATERPROOFING
MEMBRANE SYSTEMS

DURAFLOOR
INDUSTRIAL FLOORING SYSTEMS

Flexstool

automatic
TECHNOLOGY

SILESTONE
by Loesertino

JP HARDWARE SUPPLIES

Robinhood

promedica

ENVIROEQUIP
Your Environmental Equipment Supplier

Garador

TREZZINI
Solid Surface Vener

Robinhood
easyiron

SUPERTUB
by Robinhood

TOTAL EDEN
water for life

PLASTIC PLUMBING & IRRIGATION SUPPLIES

McCRACKEN'S
WATER SERVICES
PUMPS AND IRRIGATION

TOTAL EDEN McCRACKEN'S GROUP
water for life

Sensor Technologies

FOSROC

Concrete
TECHNOLOGIES
Trade & Display Outlets

MARATHON
TYRES

MICHELIN

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