



## MBS Site Visit Presentation

December 2018

The information contained in this presentation is provided by Fleetwood Corporation Limited ACN 009 205 261 (**Fleetwood**) for informational purposes only and does not constitute an offer, invitation or recommendation to subscribe for or purchase any securities and neither this presentation nor anything contained in it shall form the basis of any contract or commitment. No party other than Fleetwood has authorised or caused the issue of this document, or takes responsibility for, or makes any statements, representations or undertakings in this presentation.

### Summary information

This presentation contains summary information about Fleetwood and its activities which is current as at the date of this presentation. The information in this presentation is of a general nature and does not purport to be complete nor does it contain all the information which a prospective investor may require in evaluating a possible investment in Fleetwood or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth). This presentation should be read in conjunction with Fleetwood's other periodic and continuous disclosure announcements lodged with the ASX, which are available at [www.asx.com.au](http://www.asx.com.au).

### Not investment advice

The information contained herein is not investment or financial product advice and has been prepared without taking into account the investment objectives, financial situation or particular needs of any particular person. The views, opinions and advice provided in this presentation reflect those of the individual presenters only.

### Cautionary statement concerning forward looking information

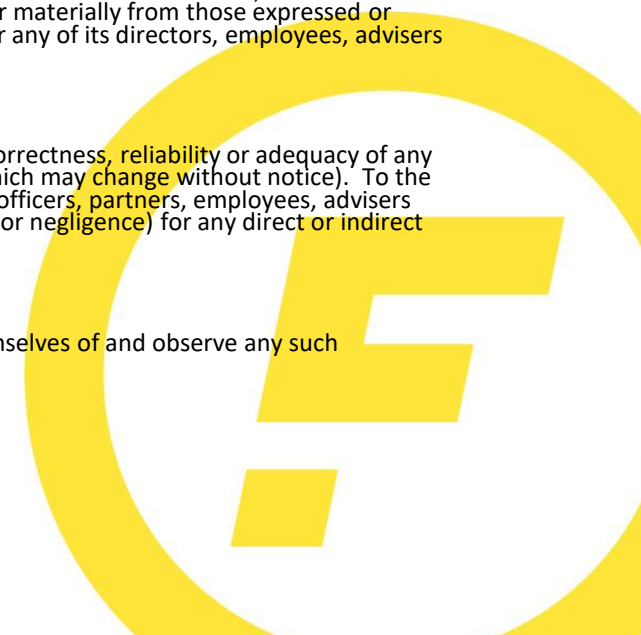
This presentation may contain certain forward looking statements. The words "anticipate", "believe", "expect", "project", "estimate", "forecast", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward looking statements. Forward looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about industry trends, which are based on interpretations of current market conditions. Indications of, and guidance on, performance of Fleetwood are also forward looking statements. Such forward looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Fleetwood, and its officers, employees, agents and associates, that may cause actual results to differ materially from those expressed or implied in such statements. You should not place undue reliance on forward looking statements and, to the full extent permitted by law, neither Fleetwood nor any of its directors, employees, advisers or agents assume any obligation to update such information.

### Disclaimer

This presentation has been prepared in good faith, but no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness, correctness, reliability or adequacy of any statements, estimates, opinions or other information, or to the reasonableness of any assumption or other statement, contained in the presentation (any of which may change without notice). To the maximum extent permitted by law, Fleetwood and its professional advisers and their related bodies corporate, affiliates and each of their respective directors, officers, partners, employees, advisers and agents and any other person involved in the presentation disclaim all liability and responsibility (including, without limitation, any liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use of or reliance on anything contained in, or omitted from, this presentation.

### Other jurisdictions

The distribution of this presentation in other jurisdictions may be restricted by law. Persons into whose possession this presentation comes should inform themselves of and observe any such restrictions.



# Business overview

For personal use only



- **8** manufacturing sites across Australia



- Over **250,000m2** of manufacturing capacity



- In house **design** function a key advantage



- **Turn-key installation** capability a key business strength



- **Recurring** education hire income







Net migration



Increased student enrolments



Stricter bail laws



Prison overcrowding



Aging population



Affordable housing



Global growth



Demand for WA commodities



# Modular Accommodation Management Team

## Shared Services Team

Finance



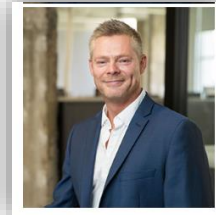
Greg Johnson

HR & HSEQ



Laura McCabe

Design



Brendan Pope

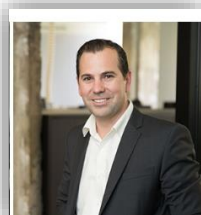
## General Managers

Western Australia



Mike Colling

Eastern Australia

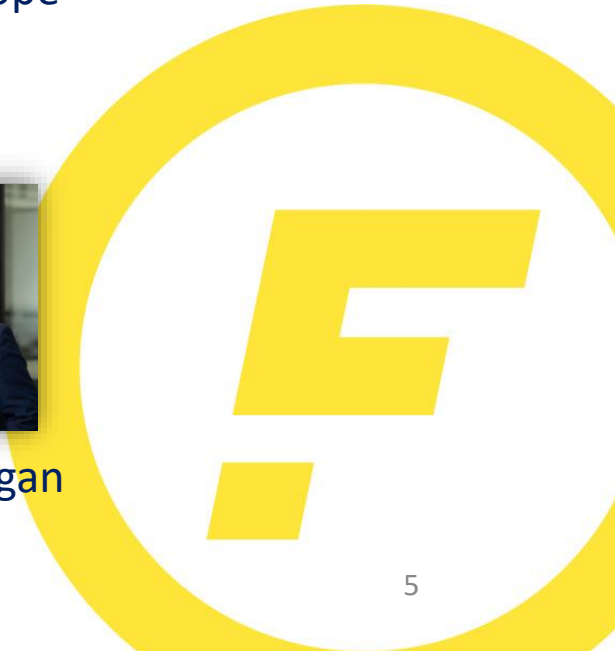


Eric Chandler

MBS



Lew Deegan



# MBS Site Management Team

**Murray Shaw** – Former founder and Managing Director: Murray has over 20 years experience and will remain in the business as a consultant with a focus on oversight, business development and innovation.

**Lew Deegan** – General Manager: Lew has over 25 years experience with a deep understanding of the building and construction industry. Lew is the day-to-day manager of the business.

**Danny Shaw** – Director of Operations & Facilities: Danny has over 15 years experience in the transportation and installation of modular buildings, including the installation of the bulk of the Sydney 2000 Olympic Village.

**Helanath Dissanayake** – Financial Controller: Helanath is a qualified financial controller with over 15 years experience.

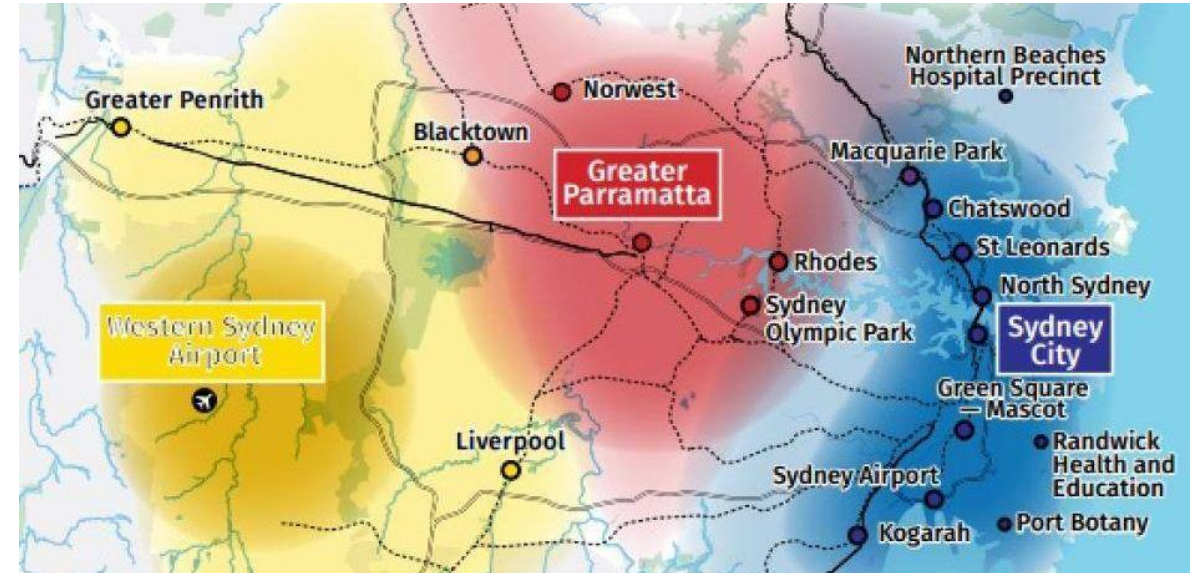
**Josh Chaplin** – Sales Director: Josh has been in the modular building industry for over 14 years. He has held various roles such as procurement, production, project management and sales. Josh has worked across all market sectors and successfully overseen a number of major projects.

## Strategic Rationale

- Provides a strong entry point into the key western Sydney growth corridor
- Industry diversification with near term modular prison cell pipeline in both NSW and other geographical locations
- Fundamental prison cell construction very similar to housing or classrooms

## Demand

- NSW government has announced \$3.8b in spend to increase capacity across overcrowded prisons. Current procurement contract shared amongst 2 suppliers
- NSW government has also announced \$6b spend on 170 new schools, 2000 classrooms to accommodate 44,000 additional students
- Fleetwood, together with MBS, is currently bidding for the first 2 pilot projects to be delivered November 2019



# Target Markets

## **Detention**

Modular building prison projects sourced from government. Contracts are generally large and standardised in nature

## **Education**

Modular building projects for independent schools as well as reoccurring projects for Catholic and Anglican diocese schools

## **Commercial**

Various commercial jobs for the construction, mining and leisure industries





## Detention

- Justice Infrastructure
  - Silverwater
  - Kempsey

## Education

- Various Catholic and Private education clients

## Commercial

- Various commercial clients building key sports infrastructure

# Work in progress



# Project Pipeline

## Detention

- Installation of prison cells in NSW
- NSW and interstate prison cell builds

## Education

- Schools Infrastructure NSW
- Private and Catholic schools

## Commercial

- Build for rental companies
- Western Sydney Airport
- Various mining opportunities



# Acquisition Synergies

- Frame CAD
- Manufacturing overflow
- Build knowhow, cells, hotels
- Civil contractor relationships
- Steel supply to support 2<sup>nd</sup> shift
- National procurement
- Labour and trade resourcing
- Client introductions
- Research & Development



# QUESTIONS

