

# AGM2016



# Our purpose

To improve the lives of our customers and our people by striving for greatness every day.

Daily mantra

**Strive for greatness every day.**

# FY16 Major Activity

**Financial  
Performance**

**Customer**

**Leadership**

**Supply Chain**

**Technology**

**Branch  
Network**

# FINANCIAL PERFORMANCE



**Sales (\$m)**

FY15 - \$2,085

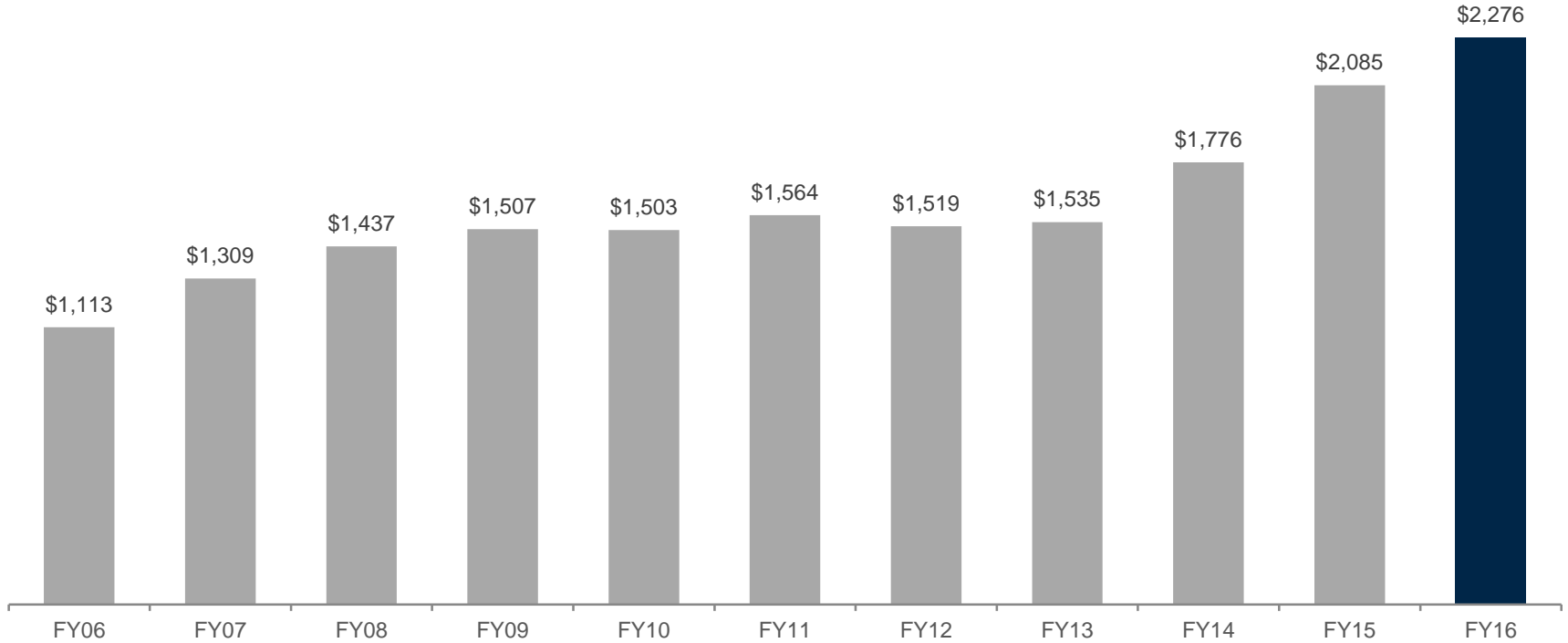
FY16 - \$2,276



9.2%

# Sales (\$m)

9.2%



**EBIT (\$m)**

FY15 - \$237

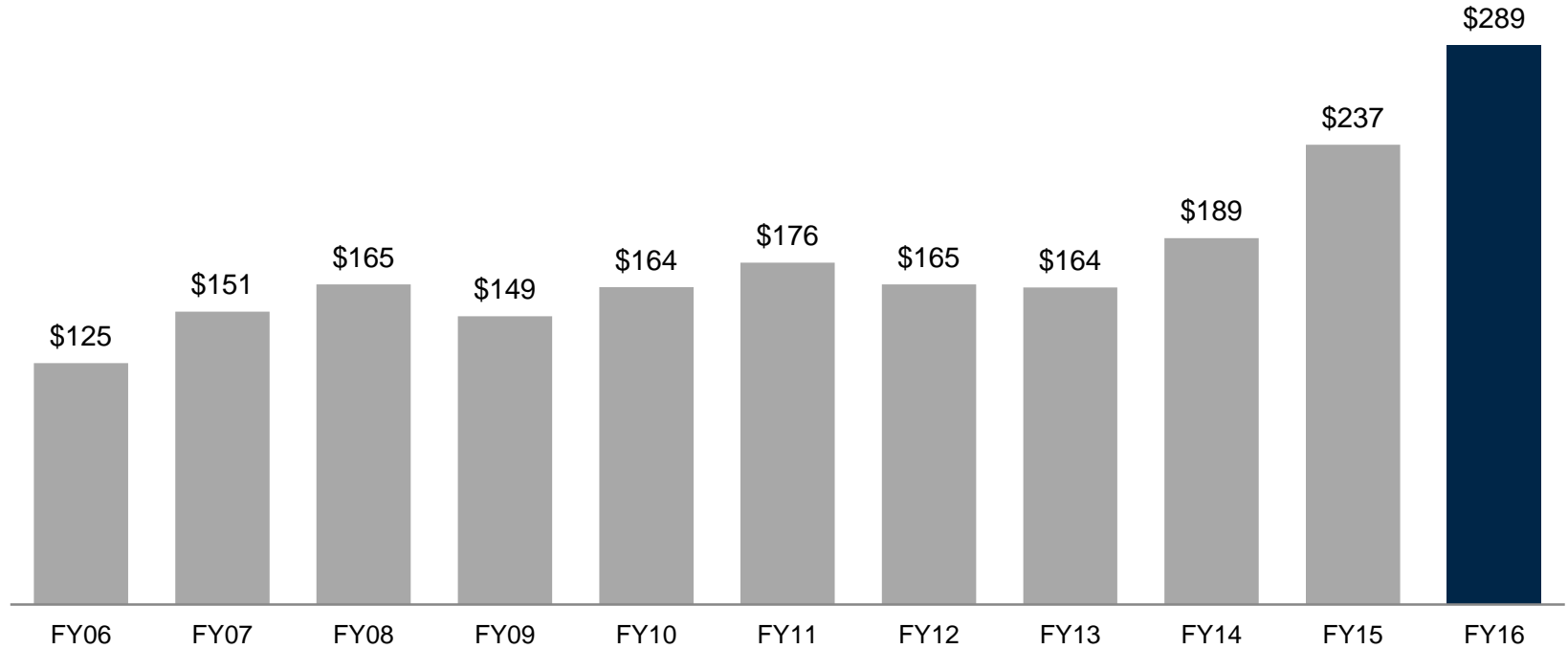
FY16 - \$289



**21.6%**

# EBIT (\$m)

21.6%  
↑





**EBIT/Sales (%)**

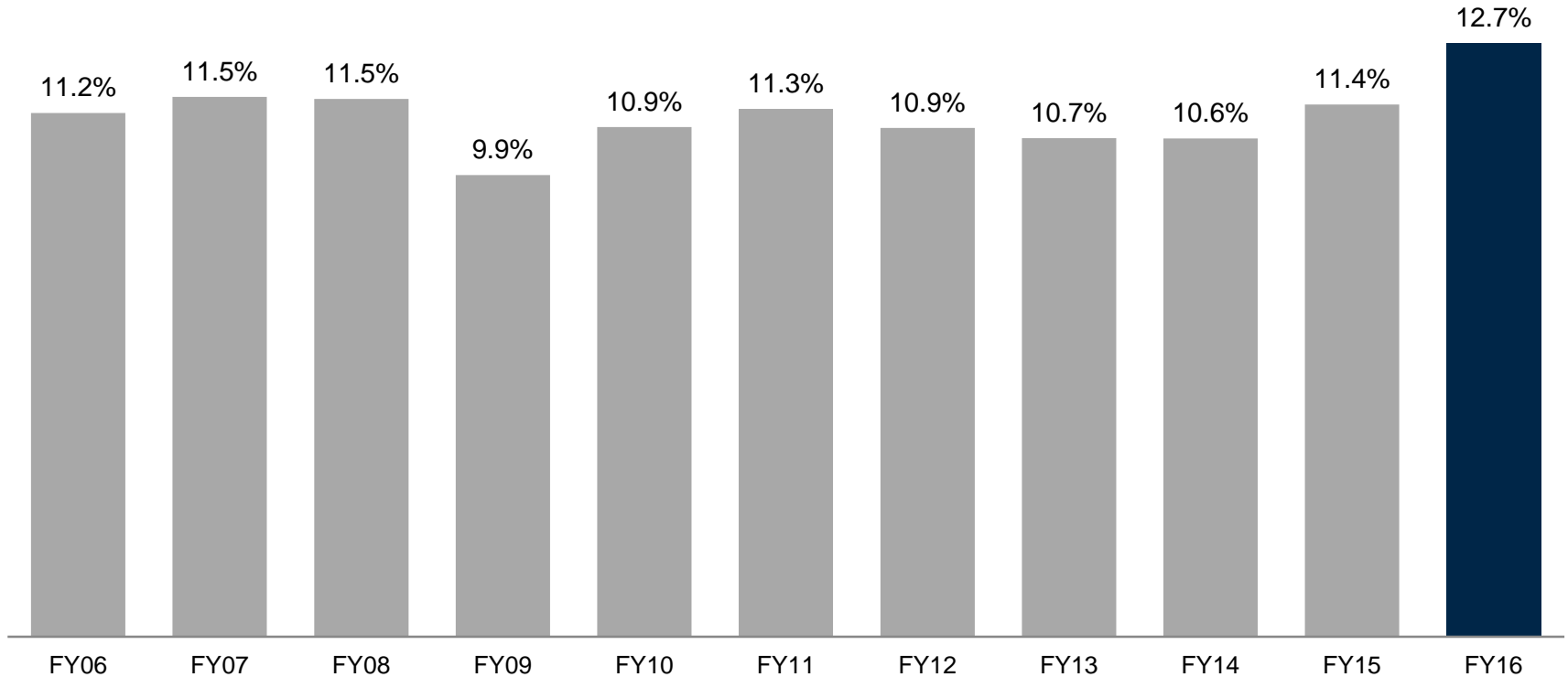
FY15 - 11.4

FY16 - 12.7



**130**  
**BPTS**

# EBIT / Sales (%)



**NPAT (\$m)**

FY15 - \$166

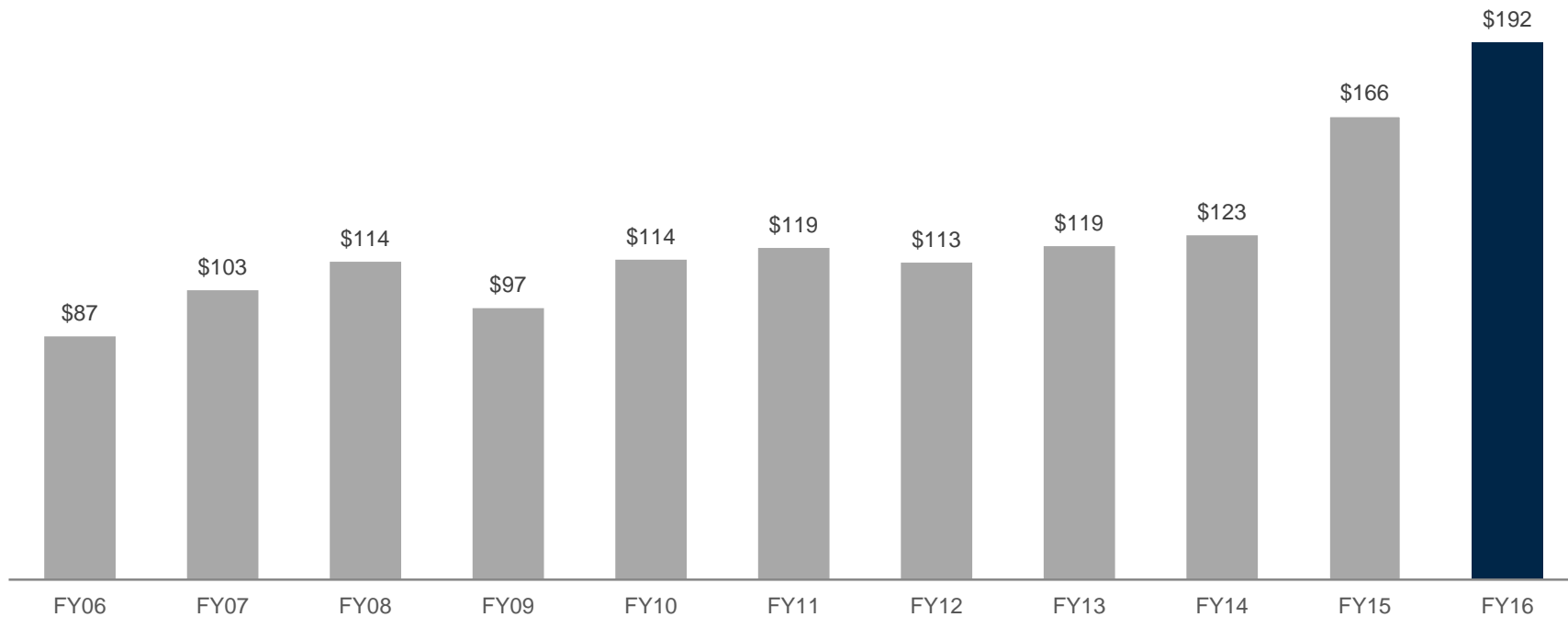
FY16 - \$192



**16%**

# NPAT\* (\$m)

16%<sup>↑</sup>



\*after unrealised gain on foreign exchange contracts

**Net Assets (\$m)**

FY15 - \$926

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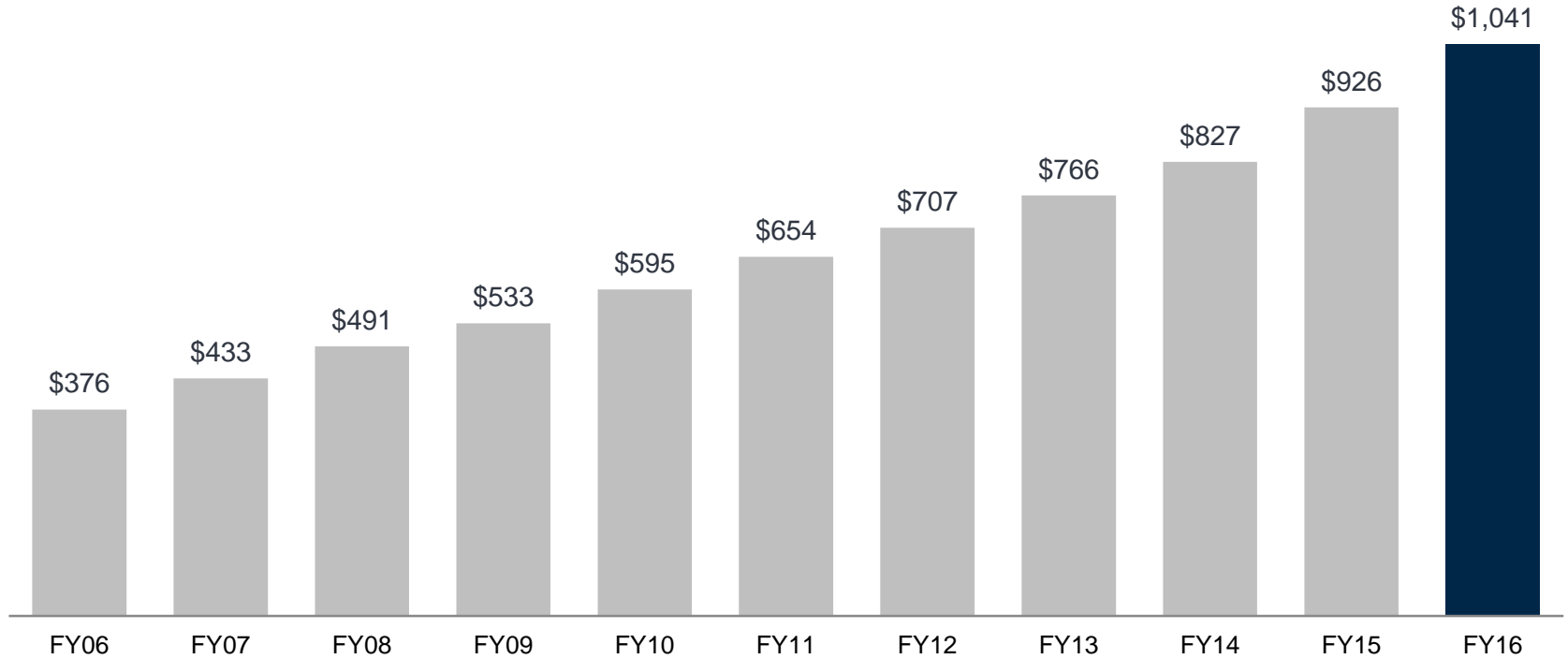
FY16 - \$1,041

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# Net Assets (\$m)

12.4%



# CUSTOMER HIGHLIGHTS



# Customer Highlights

**Strong  
customer  
NPS**  
(net promoter score)

**New  
innovative  
products**

**Improved  
online  
experience**

**Growing  
the Reece  
Brand**



# LEADERSHIP HIGHLIGHTS



# Leadership Highlights

**Increased  
staff  
engagement**

**Refreshed the  
Reece Way**

**Revised  
performance  
appraisal  
process**

# / THE REECE WAY

Create customers for life



Discover your best



Innovate big and small



Grow as a team



Try. Try. try.



Own it



Keep it simple



Do the right thing



Be humble



Write the next chapter



# SUPPLY CHAIN HIGHLIGHTS



# Supply Chain Highlights

Perth  
Distribution  
Centre fully  
operational

Sydney  
Distribution  
Centre near  
completion

DC  
Strategy  
Complete

# TECHNOLOGY HIGHLIGHTS



# Technology Highlights

## Improved customer experience

Actrol and  
Metalflex system  
integration  
complete

Launched  
delivery app

Enhanced  
business  
information

# BRANCH NETWORK





**577**  
**OUTLETS**

**+6**



SUSTAINABILITY





# Solar Energy



reece

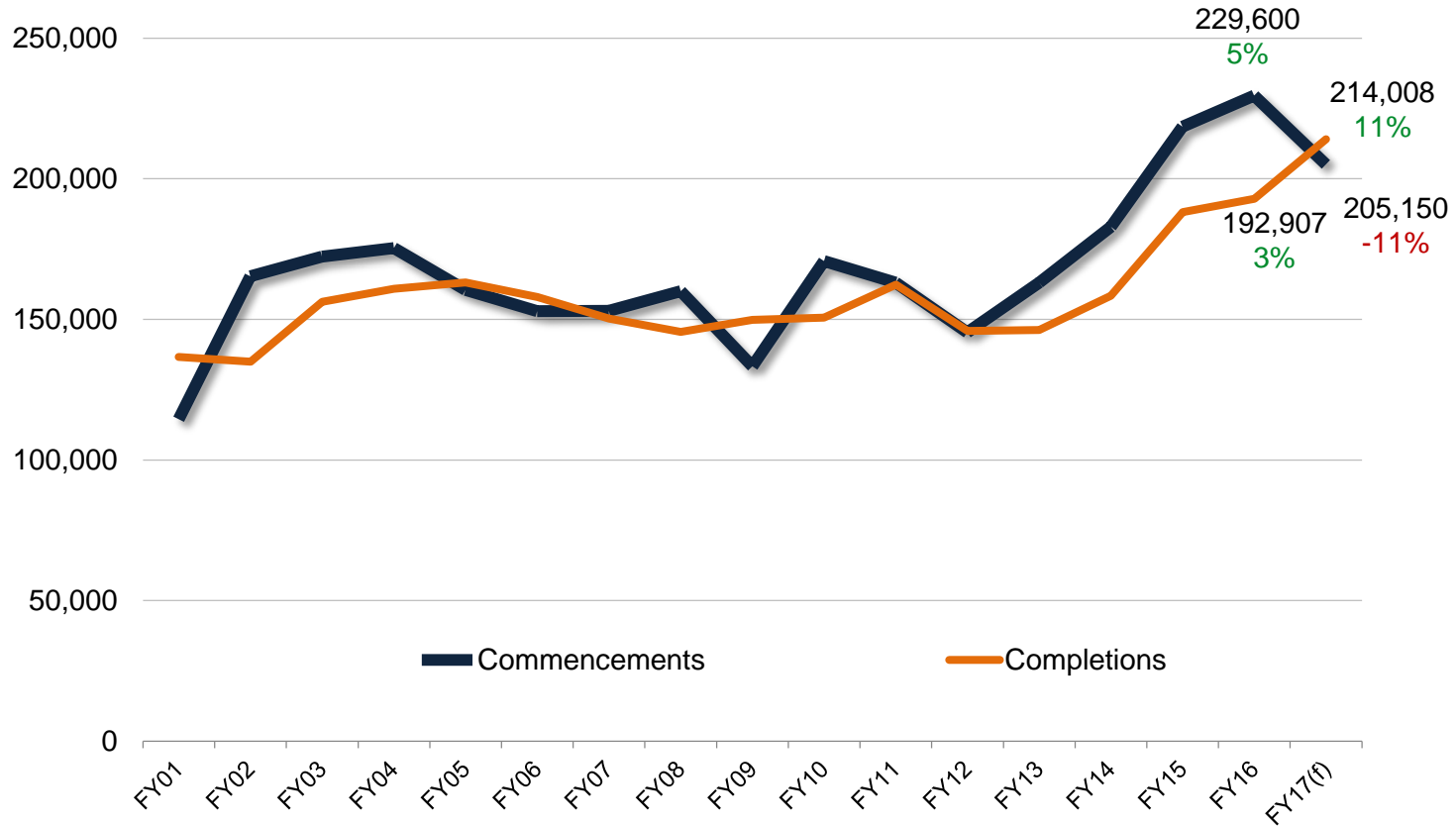
# REECE GRANT

A community  
water initiative

# FY2017 OUTLOOK

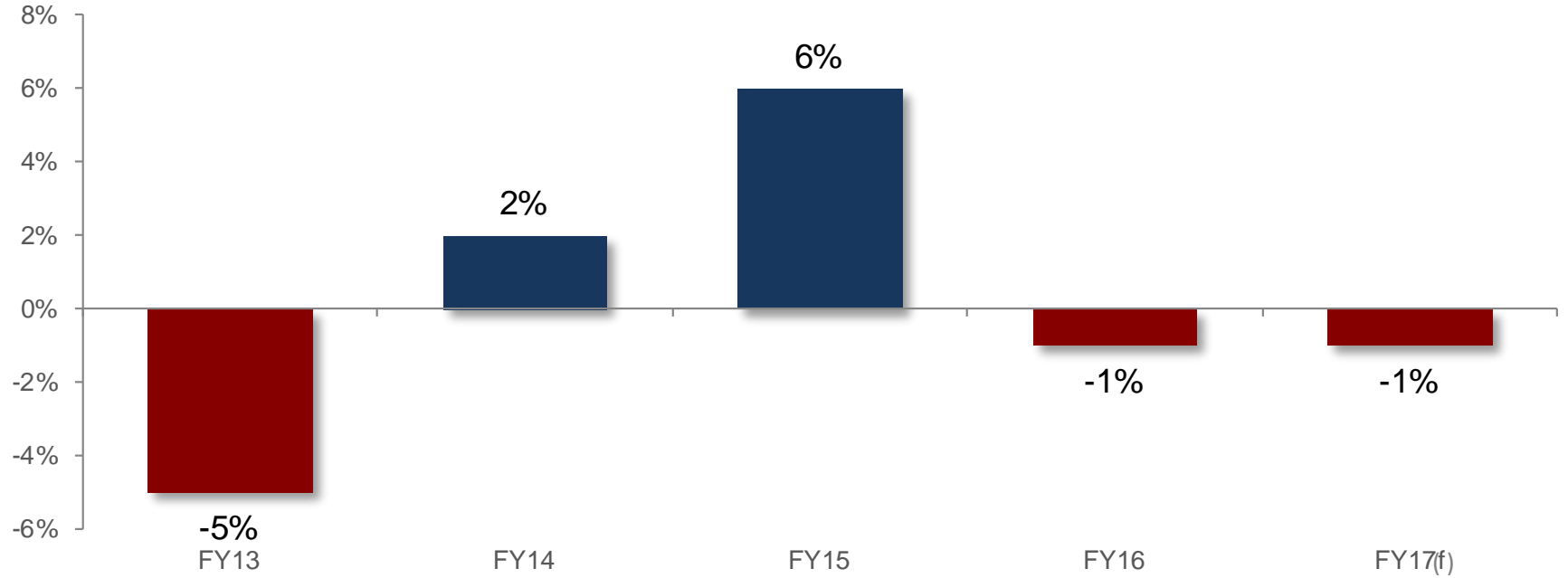


# National Housing Market

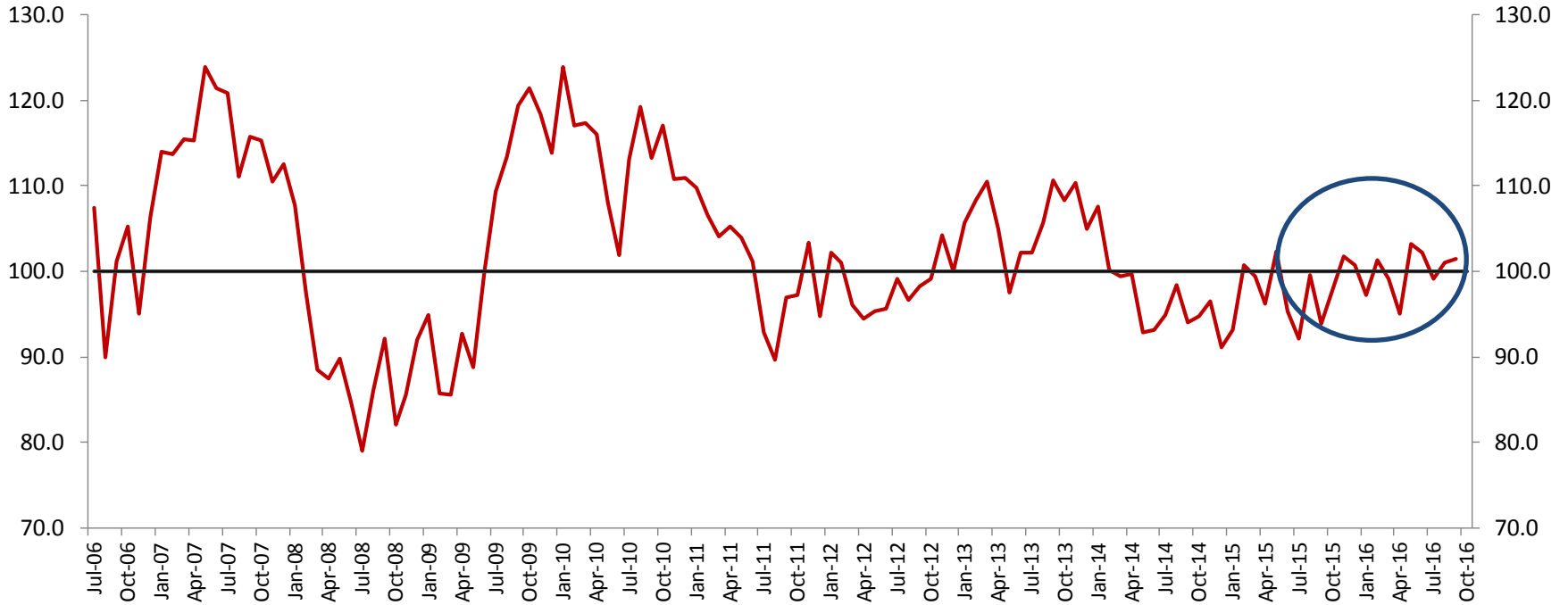


# Alterations & Additions

Annual Growth %



# Consumer Sentiment





# FY16 SUMMARY

**Reece is in  
a strong  
position**

**Bouyant  
housing  
market**

**Continuing to  
invest in the  
business**

**Deliver on our  
new purpose**

# AGM 2016