

JMI Wealth

21 September 2022

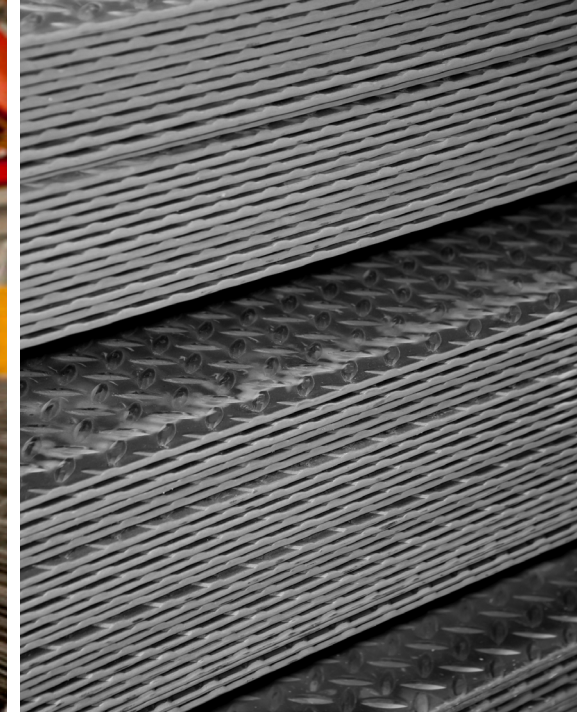
Agenda

About Steel & Tube

Performance &
Sustainability

Growth Strategy

Q&A



Steel & Tube

- One of New Zealand's leading providers of steel solutions
- A proud New Zealand company, with over 69 years of trading history
- We offer New Zealand's most comprehensive range of steel products, services and solutions
- Our stable of best-in-class businesses are some of this country's leading steel suppliers



**27 Sites
Nationwide**

Our business divisions

Distribution

Products sourced from preferred steel mills and distributed through our national network



Steel

Piping Systems

Chain & Rigging



Fastenings

Rural Products

Stainless Steel

Infrastructure

Products processed before sale, typically on a contract or project basis, including onsite installation services



Roofing

Coil Processing

Reinforcing



Purlins

ComFlor/ CFDL

Mesh

Primary product and service offering by participants

	Steel distribution	Plate processing	Coil processing	Stainless steel	Engineering steel	Reinforcing steel	Wire	Roofing	Fasteners
Steel & Tube	✓	✓	✓	✓	✓	✓	✓	✓	✓
Fletcher Steel	✓	✓	✓	—	✓	✓	✓	✓	—
Vulcan	✓	✓	✓	✓	✓	—	—	—	—
United Industries	✓	—	—	—	—	✓	✓	✓	—
Asmuss	✓	—	—	—	—	—	✓	—	✓
Summit Steel & Wire	—	—	—	—	—	✓	✓	—	✓
Wakefield Metals	—	—	—	✓	✓	—	—	—	—

Our journey

Our goal is to be the best in the sector, the preferred choice for steel products and solutions and a trusted partner for our customers.

FY18 - FY20

**Project Strive –
company wide reset
to refocus, reduce
costs and streamline
the business**

FY21 – FY22

**Embedded value.
Focus moving to
growth. Covid
headwinds**

FY23 onwards

**Value of turnaround
now apparent. Strong
focus on growth with
clear strategy in place**

FY22 demonstrated Steel & Tube's value

- **Record financial performance**
- **Robust operating model that will deliver through the economic cycle**
- **Clear focus on continuing to strengthen the core and investing in high value products, services and sectors**
- **Goal to deliver sustainable double-digit ROFE**

Record results with improvement in all key metrics

Results driven by strong sector demand, trading disciplines, customer service, operational performance and supply chain management

Revenue \$599.1m +24.6%	Volume 167,209t +5.7%	EBITDA \$66.6m +72.5%	EBIT \$47.6m +130.0%	NPAT \$30.2m +96.4%
Dividend FY22: 13.0 cps FY21: 4.5 cps	ROFE 14.6% FY21: 6.6%	Customer NPS 40 FY21: 34	eTRIFR 1.13 FY21: 1.86	Employee NPS 35 FY21: 19

Net Promoter Score (NPS): Measure of customer/employee satisfaction. Customer NPS industry average is 32 and Employee NPS industry average is 18

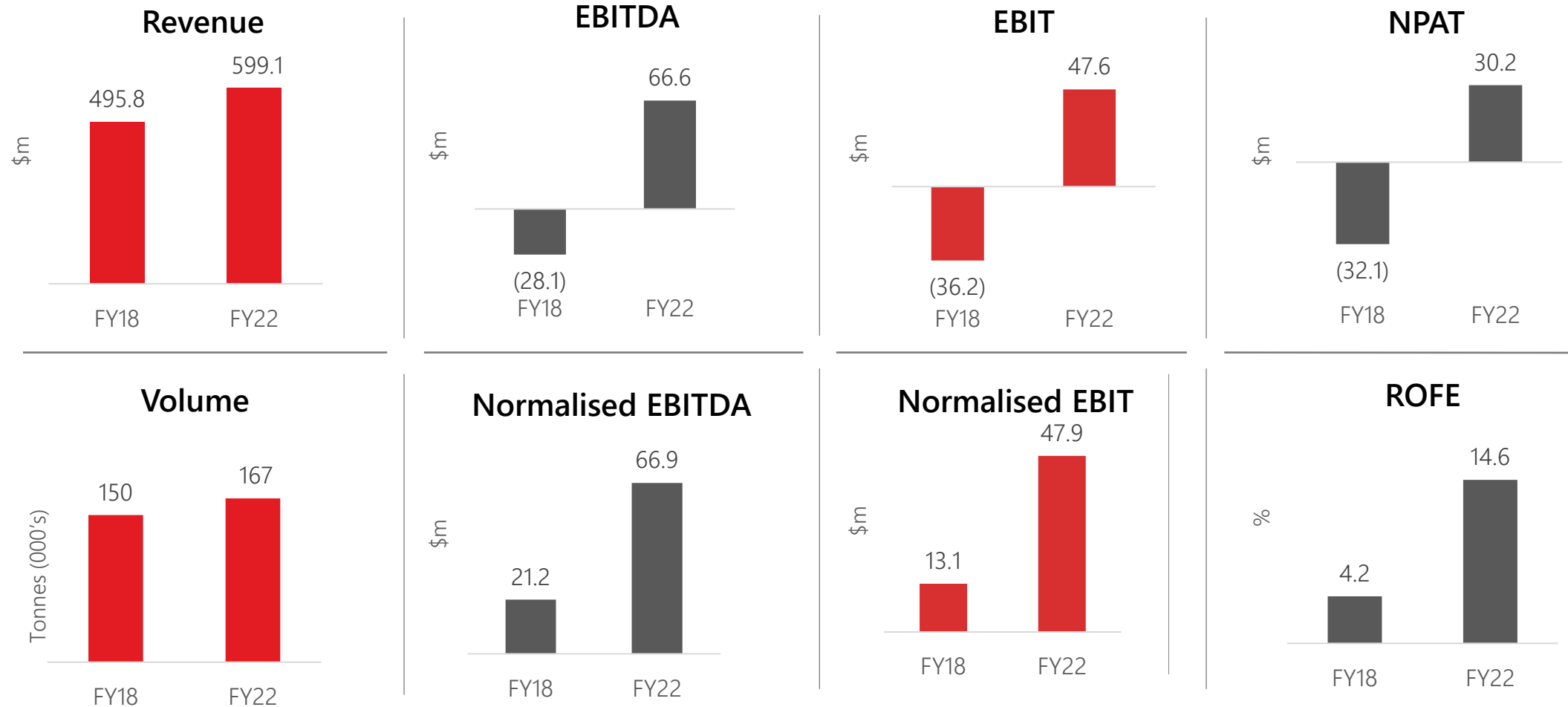
Employee Total Recordable Injury Frequency Rate (eTRIFR): Employee safety measure

Earnings Before Interest and Tax (EBIT), Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA), Net Profit After Tax (NPAT)

ROFE: Return on Funds Employed, calculated as Normalised EBIT over Average Funds Employed (Debt (including Lease Liability) + Equity)

Five year transformation

Embedded value from turnaround programme; growth strategy now underway



FY22 Shareholder Returns

Steel & Tube delivers a high dividend yield

FY22 Dividend: 13.0 cps

Represents a dividend yield of 11.4%
(Based on share price of \$1.27 as at 30/06/2022)

Payment of 71% in line with Steel & Tube's
dividend policy of 60% - 80% of Adjusted NPAT

Earnings per share (cps): 18.3

Net Tangible Assets per share: \$1.22

Price earnings ratio: 6.9

Total Shareholder Return*: 19.1%

* TSR: Total Shareholder Return. This is calculated using (Closing share price – opening share price + dividends)/opening share price

5 year transition complete, now focused on growth and continuing to generate sustainable double-digit ROFE:

- Quality business with strong foundations embedded
- Leading supplier in a market with strong demand – well positioned to succeed through the economic cycle
- Delivered on turnaround strategy
- Attractive shareholder returns and value
- Clear forward strategy and growth opportunities
- Digital investment making a positive impact

Building a sustainable business

Our long term aim is to operate our business in a way that is financially rewarding for our shareholders and positive for our people, our customers and our planet.

Steel is one of the world's most essential and sustainable building products – permanent, forever reusable and the most recycled substance on the planet. On a cradle to cradle basis, steel's environmental performance compares favourably to other materials such as concrete and timber.

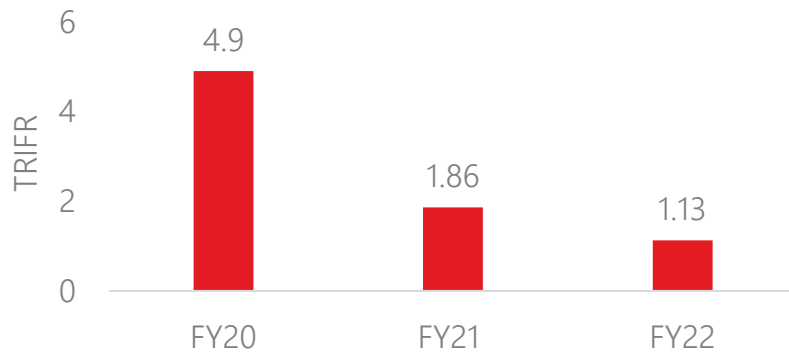


ESG Scorecard

Positive progress being made on all key metrics

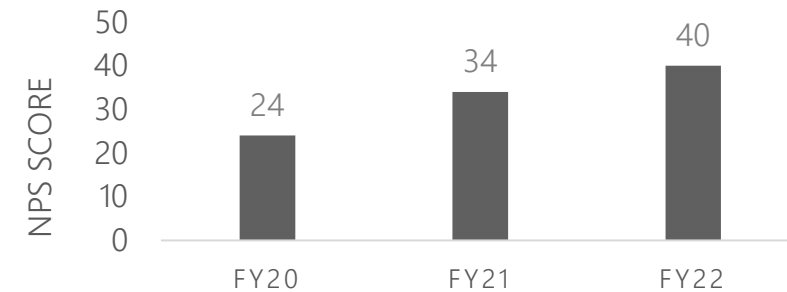
Employee Safety Measure

TRIFR 1.13 – substantially than industry standards*



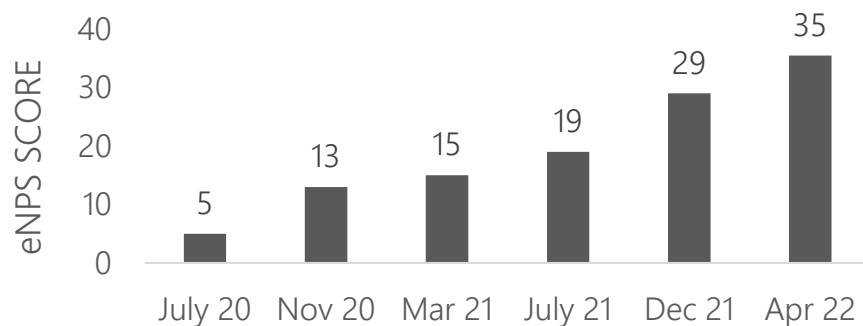
Customer satisfaction

NPS of 40 for FY22



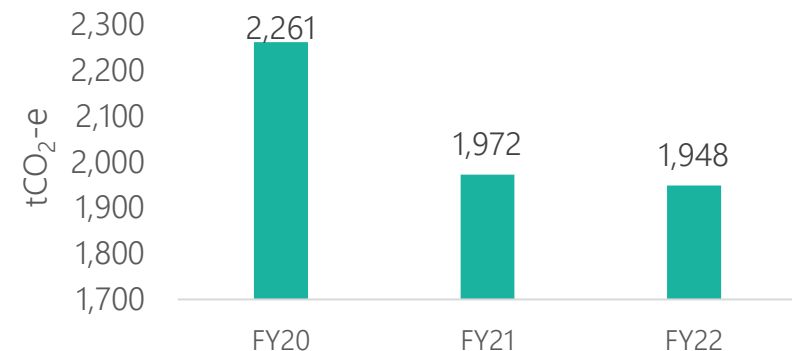
Employee Engagement

Employee Satisfaction Score 7.8/10



Carbon Reduction**

21% reduction of carbon emissions per \$1m revenue



Our purpose

To make life easier for our customers needing steel solutions

- Providing a one-stop-shop for the most essential steel products – from foundation to roof and everywhere in between
- Doing everything we can to make it easy for our customers to do business with us
- Always looking for ways to work smarter
- Using technology and great thinking to pull it all together and enable a better business
- Building one great team right across the Steel & Tube business



Strategic focus

Growth focused on strengthening the core and building higher value products, services and sectors to drive gross margin improvement – benefits expected from FY24 onwards

Continue to Strengthen the Core

- Continue to build best-in-class customer experience
- Leverage opportunities to cross sell a wide range of products and services
- Drive gross margin \$/tonne through dynamic pricing and product procurement
- Ongoing focus on operating model – warehouse operations, digitising supply chains and customer facing channels

Grow High Value Products, Services and Sectors

- Improving resilience of earnings through economic cycles
- Growth is targeted towards high value products, diversified materials and value-added services
- Continue to diversify customer segments and build scale and footprint in these areas
- Accelerate shift to digital sales
- Primary focus is organic investment, continue to review direct adjacent sectors

Expanded plate processing capability and offer

- Attractive value-added products
- Growing market sector
- Replacement of obsolete equipment with large, high capacity machinery
- Market leading – digitally enabled, automated cutting, optimises remnants
- Operational from June 2022, solid forward workload already in place
- Existing footprint has significant opportunity to expand



Kiwi Pipe and Fittings

- Symbolic of strategy to selectively invest in high value products and segments
- Niche strength – fire and water reticulation products
- Builds on Steel & Tube's existing offer
- Provides scale, market share growth and immediately earnings accretive



FY23 Outlook

Robust operating model, well positioned to deliver through the economic cycle

Trading conditions:

- Continuing volatility in global and local economies expected
- Steel pricing expected to remain elevated in the near term
- Shorter term strong demand likely to continue across most sectors
- Longer term, steel demand in some sectors will moderate off the recent extraordinary high demand levels, as is already being seen

Sector Outlook

- Significant rebuilding of Government investment in infrastructure (+56% over the next decade compared to last decade, particularly roading and water)
- Manufacturing (food & non-food) expanding
- Residential building consents have peaked although ongoing social housing and retirement village investment expected
- Commercial construction activity strengthening

A black and white photograph showing a row of metal weights, likely for a physics experiment, arranged on a wooden frame. The weights are cylindrical and have various numbers and markings on them, such as '220', '3667/10', '19', '210', '16', '18/12', and '163'. The word 'Discussion' is overlaid in large, white, sans-serif font in the center of the image.

Discussion

Non-GAAP Financial

Period ended 30 June \$000s	EBITDA		EBIT	
	FY22	Restated FY21	FY22	Restated FY21
Reported	66,598	38,614	47,636	20,707
Holiday Pay provision release	(854)	-	(854)	-
NZ IFRS 16 reversal of impairment	(527)	(1,546)	(527)	(1,546)
Gain on sale of properties		(1,215)		(1,215)
Software as a Service (SaaS) expenditure	1,645	1,760	1,645	1,760
Normalised	66,862	37,613	47,900	19,706

Non-GAAP financial information: Steel & Tube uses several non-GAAP measures when discussing financial performance. These include Normalised EBIT and Working Capital. Management believes that these measures provide useful information on the underlying performance of Steel & Tube's business. They may be used internally to evaluate performance, analyse trends and allocate resources. Non-GAAP financial measures should not be viewed in isolation nor considered as a substitute for measures reported in accordance with NZ IFRS.

Non-trading adjustments/Unusual transactions: The financial results for FY22 (12 months) include transactions considered to be non-trading in either their nature or size. Unusual transactions can be as a result of specific events or circumstances or major acquisitions, disposals or divestments that are not expected to occur frequently. Excluding these transactions from normalised earnings can assist users in forming a view of the underlying performance of the Group. The above reconciliation is intended to assist readers to understand how the earnings reported in the periods ended 30 June 2021 (12 months) and 30 June 2022 (12 months) reconcile to normalised earnings. Non-trading adjustments of \$(0.3) million are included in the FY22 (12 months) results.

Glossary of Terms

EBIT: Earnings / (Loss) before the deduction of interest and tax. This is calculated as profit for the year before net interest costs and tax

EBITDA: Earnings / (Loss) before the deduction of interest, tax, depreciation and amortisation. This is calculated as profit for the year before net interest costs, tax, depreciation and amortisation

ROFE: Return on Funds Employed. This is calculated as Normalised EBIT over Average Funds Employed (Debt (including Lease Liability) + Equity)

eNPS: Employee Net Promoter Score – assists in measuring employee satisfaction and loyalty within the organisation

NPS: Net Promoter Score – assists in measuring customer satisfaction and loyalty

Normalised EBIT/EBITDA: This means EBIT and EBITDA excluding non-trading adjustments and unusual transactions

eTRIFR: Employee Total Recordable Injury Frequency Rate – an important metric to assess safety performance

LTIFR: Lost Time Injury Frequency Rates - an important metric to assess safety performance

Working Capital: This means the net position after Current Liabilities are deducted from Current Assets. The major individual components of Working Capital for the Group are Inventories, Trade and other receivables and Trade and other payables. How the Group manages these has an impact on operating cash flow and borrowings

TSR: Total Shareholder Return. This is calculated using
$$\frac{(\text{Closing share price} - \text{Opening share price} + \text{Dividends})}{\text{Opening share price}}$$

Disclaimer

- This presentation has been prepared by Steel & Tube Limited ("STU"). The information in this presentation is of a general nature only. It is not a complete description of STU.
- This presentation is not a recommendation or offer of financial products for subscription, purchase or sale, or an invitation or solicitation for such offers.
- This presentation is not intended as investment, financial or other advice and must not be relied on by any prospective investor. It does not take into account any particular prospective investor's objectives, financial situation, circumstances or needs, and does not purport to contain all the information that a prospective investor may require. Any person who is considering an investment in STU securities should obtain independent professional advice prior to making an investment decision, and should make any investment decision having regard to that person's own objectives, financial situation, circumstances and needs.
- Past performance information contained in this presentation should not be relied upon (and is not) an indication of future performance. This presentation may also contain forward looking statements with respect to the financial condition, results of operations and business, and business strategy of STU. Information about the future, by its nature, involves inherent risks and uncertainties. Accordingly, nothing in this presentation is a promise or representation as to the future or a promise or representation that an transaction or outcome referred to in this presentation will proceed or occur on the basis described in this presentation. Statements or assumptions in this presentation as to future matters may prove to be incorrect.
- A number of financial measures are used in this presentation and should not be considered in isolation from, or as a substitute for, the information provided in STU's financial statements available at www.steelandtube.co.nz.
- STU and its related companies and their respective directors, employees and representatives make no representation or warranty of any nature (including as to accuracy or completeness) in respect of this presentation and will have no liability (including for negligence) for any errors in or omissions from, or for any loss (whether foreseeable or not) arising in connection with the use of or reliance on, information in this presentation.