

Skellerup Holdings Limited ASM CEO Address

Thank you, John.

Introduction

Today I will cover the cornerstones of Skellerup's business, review our FY26 performance, discuss the opportunities ahead, and introduce some of the people who have helped deliver our results and will be central to our future success.

The consistent theme across all of this is clear: Skellerup succeeds by designing and manufacturing specialised, high-performance products for demanding applications, supported by deep customer relationships and disciplined execution.

Cornerstones of Skellerup

As many of you will have heard before, and as reflected in the displays on the tables today, Skellerup designs and manufactures precision-engineered products that must perform reliably, often in highly regulated or technically demanding environments.

By doing this well, we earn long-term customer trust. That trust supports ongoing business, creates opportunities for new product development, and underpins the resilience of our financial performance.

Deep material expertise

Engineered polymers are the foundation of most of our products. Our material formulation and process expertise enable us to maintain consistent quality, innovate, and respond quickly to regulatory changes or geopolitical events that affect supply chains.

The Middle East conflict created significant challenges to sourcing materials during FY26. However, inventory planning, rapid action to secure alternative supply, and in-house formulation expertise meant we avoided any interruption to operations and customers.

Global presence

Our customers are global, more than 80% of revenue is earned internationally. Having key commercial and technical people based in our major markets is critical to our credibility with these customers. It also ensures our development activity is informed by committed customers and by our people's deep understanding of local market opportunities.

Focused and rapid development

Our in-market people work closely with our development centres, the largest of which are in New Zealand. Our development teams also engage directly with our customers' technical people. This ensures the solutions we develop are based on a clear understanding of need, allowing us to prioritise effectively and move quickly.

Scalable, international manufacturing

Our customers are supplied via our manufacturing facilities in New Zealand, Asia, the UK, Europe and the US. This international model has served us well and is something we continue to review to make sure we are best placed to continue to meet customer needs and deliver profitable growth. In recent

years we have increased capital expenditure, particularly in modernising our manufacturing capability to ensure it is efficient, flexible and ready for expansion into other markets if required.

FY26 Results

Profitable growth and sustained returns are paramount to shareholders. In that regard, we were very pleased to report another record result for FY26 in August.

We achieved our best-ever results for Group revenue, earnings before interest and tax, net profit after tax, and operating cash flow.

Sales revenue reached \$390.1 million, up 10% on the prior year, the result of broad-based growth from both the Industrial and Agri Divisions.

Normalised earnings before interest and tax (or EBIT) reached \$89.3 million, a 14% improvement over the prior corresponding period (pcp). This was our tenth consecutive record. At its simplest, that reflects the unrelenting focus of our global team on designing, manufacturing and delivering the products our customers need.

Normalised net profit after tax (or NPAT) was \$64.2 million up 18% on the prior record achieved in the pcp.

When I refer to normalised EBIT and NPAT, I am excluding a non-recurring gain as noted on the footnote to this slide, primarily comprising insurance proceeds related to an equipment fire at our Wigram facility. The fire affected part of an extrusion line used to manufacture tubing, and the equipment was damaged beyond repair.

Fortunately, no one was injured. We resumed production promptly on an alternative extrusion line, at higher utilisation, with no negative impact on customers. A replacement line is expected to be commissioned early in 2027.

I will now comment a little more on the EBIT results of each of our Industrial and Agri Divisions.

The Industrial Division recorded its sixth successive record EBIT of \$56.6 million in FY26, an increase of 17% on the pcp due to revenue growth and improved margins.

The USA delivered the strongest revenue growth in FY26, up 12% on the pcp. Sales into potable water and wastewater applications were well ahead of the prior year, including strong demand for pipe gaskets, where customers value the superior quality of our products and reliability of supply.

Demand from tapware manufacturers also strengthened, our vacuum systems continued to lead the market, and sales into HVAC flow-control applications and U-DEK® marine foam were ahead of the pcp.

Whilst the USA was most significant, revenue growth was also realised in the UK, Europe, Australia, Asia and NZ.

The Agri Division recorded its second successive record EBIT of \$39.6 million in FY26, an increase of 12% on the pcp.

Sales of essential consumables for the global dairy industry increased again in FY26, up 15% on the pcp. The US and European markets were key drivers, with increased sales of liners and tubing to OEM customers in both regions and through our Conewango distribution channel in the USA.

Revenue also increased in New Zealand, supported by the strength of the dairy industry and growth in sales of Thriver calf feeding teats.

Global demand for dairy milking liners and tubing resulted in record production levels at our New Zealand and UK facilities.

We have continued to invest in product development capability and manufacturing modernisation. These investments are already delivering returns through faster new product development and expanded capacity to meet growing demand efficiently.

Across both Divisions, but most notably Industrial, we were impacted by changes in tariffs in the USA. It is our largest market, accounting for 38% of Group FY26 revenue. The level of tariffs changed several times, however careful management of inventory ahead of (and during) their imposition, together with management of costs and gradual implementation of price increases, means we were able to offset the impacts in FY26.

Looking Ahead

Looking ahead, our strategy remains unchanged: to design and manufacture precision-engineered products for demanding applications. The diversity of applications and markets we serve, and the growth opportunities within them, provide an important counter to economic cycles.

We will continue to invest in people and equipment to create excellent value for customers and capture our fair share of that value. Our future success does not rely on a single hero product. Growth will come from serving existing customers well, winning more of their business, and pursuing new customers in applications where we understand the need and have proven technical capability.

Focusing on Agri, the investment in people and capability we have made in recent years has enabled us to innovate more quickly and extend our market and product ambitions.

We hold a strong position, both with OEM customers and our own branded products – most notably in the US, NZ and Australia but also in Europe and Asia. In late FY26, we established a technical sales team in China to grow sales of our dairy consumables, including taking on customers previously managed by a distributor. We believe that by getting closer to customers and demonstrating the performance of our products we can grow more quickly in what is already a sophisticated market which places value on quality, reliability and productivity. We also plan to increase sales into Europe and South America with a mix of our own and partner distribution capability.

We expect our focus on high-performance, productivity-enhancing product development to support strong revenue growth in the coming years. On-farm trial results with innovative milking liner systems in the US, New Zealand and China have demonstrated measurable lift in milk production. By also making these high-performance liners available in single-use recyclable shells means much shorter maintenance windows to change out liners on farm – a very attractive benefit, particularly to large-sized farms. Similarly, on-farm trials of our Thriver™ calf feeding range in the US have proved very successful, building our conviction that we can gain a substantial share of this market.

The products manufactured by our Industrial Division are used in a more diverse variety of applications, reflecting the potential in each market and the expertise we have.

Our largest market is the US. During FY26, we strengthened relationships with OEM customers, met increased demand for existing products, and launched new products. We have added extra technical sales resource to ensure we expand the already strong pipeline of new business opportunity. Potable water, wastewater and flow control continue to provide significant growth potential for our Group.

Sales into roofing and construction applications generated 24% of Industrial Division revenue in FY26. Most of these products are sold under our DEKS brand. Our historic focus has been on metal roofing systems. In late FY26, supported by committed customers, we expanded our range to include products for tile and shingle roofing systems in the US. We also launched a new lead-free product that eases installation and improves cable entry management for solar applications for the UK market. In addition, we have several new products poised for launch in the UK, US and Australian markets during FY27.

We have made a strong start to FY27. Earlier today we reported FY27 Q1 NPAT was up 15% on the same period last year. Demand across most the applications our products are used in continues to be strong, particularly for our Industrial Division. Whilst we are pleased with this start, we are cautious that continued geo-political unrest and resultant costs increases will impact demand. Accordingly, we project FY27 net profit after tax to be in the range of \$67 to \$72 million.

Your Team

The results achieved up to and including FY26, and the platform we have in place for FY27 and beyond, reflect the diligence, accountability, innovation and energy our people deliver every day. Our global team of almost 850 people brings deep technical expertise and a diverse international perspective.

Their work across product development, manufacturing, sales, operations and support functions underpins the critical products we provide to customers and the ten consecutive years of operating earnings growth we have achieved.

Some of the key people who have helped deliver these outcomes, and who will be critical to our future, are here today. I will introduce them shortly. Others cannot join us because they are based in international markets and are focused on growing our business this year and beyond. Please take the chance to talk to these people after the formalities today if you have not already.

Close

To close, I again express my appreciation to all the Skellerup team, our Board and you, our shareholders.

Our team is supported, and you as shareholders are represented, by an excellent Board. Our directors bring commercial nous, experience, leadership, energy and robust discussion to every interaction we have. Their engagement is invaluable and always available.

We remain committed to developing and improving our products and business so that we continue to deliver great value for customers and increasing returns for shareholders. We are well positioned to meet the challenges ahead, ambitious about the opportunities before us, and determined to build on the proud entrepreneurial history of Skellerup.

Thank you for investing in Skellerup and thanks for joining us today.