



MARBLETREND GROUP LIMITED

Investor Presentation

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Presented by:

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Business Overview

- Manufacturer and Distributor of bathroom products to retailers incl: Bunnings, Tradelink and Reece.
- Record monthly sales October 2007, November 2007 and February 2008.
- New toilet range due for release 2008.
- Bought out Chinese Agency Agreement and now deal with 4 Chinese manufacturers directly.
- Sales (consumer non discretionary) de-coupled from economic cycle.

Capital Structure

Fully Paid Ordinary Shares on Issue	62,370,511
Share Price (11 March 2008)	\$0.11
Market Cap (11 March 2008)	\$6.9m
Substantial Share holdings	
1. Parmelia Pty Ltd (related to Peter Reilly – Director)	18.8%
2. Other Directors	3.7%
3. Retail	77.5%

FY 2008 H1 Financial Highlights

Underlying EBITDA – above forecast

\$ millions	H1 2008*	Prospectus Forecast (half year 2008)	Variance
EBITDA reported	\$1.97	\$1.83	+\$0.14
Non recurring items	\$0.27	-	\$(0.27)
EBITDA	\$1.70	\$1.83	\$(0.13)

* H1 2008 results are based on actual half-year performance as if the acquisition of Marbletrend had taken place at the beginning of FY 2008.

EBITDA Commentary

- Strong customer support underpinned 3% revenue growth against Prospectus forecast.
- Below budget performance of delivery of toilets and VIC/NSW sales offset by strong QLD and WA sales.
- Balanced mix of key customers with less reliance on any one customer.
- Increased growth in mining accommodation sector.

Marbletrend Category Overview

(i) Sales by Product Group

\$ million	H1	Budget	Variance
Baths	\$1.9	\$1.7	11.6%
Shower Systems	\$7.1	\$6.7	5.9%
Vanities	\$4.7	\$4.6	1.3%
Shower Bases	\$5.9	\$6.1	(3.2)%
Toilets	\$0.9	\$1.3	(30.7)%
Miscellaneous	\$1.0	\$0.5	100%
Total	\$21.5	\$20.9	3.2%

(ii) Sales by State Group

\$ million	H1	Budget	Variance
QLD	\$4.2	\$3.6	14.7%
SA	\$1.0	\$0.9	11.9%
WA	\$4.1	\$3.6	11.7%
NT	\$0.2	\$0.2	11.2%
TAS	\$1.5	\$1.5	1.2%
NSW	\$2.5	\$2.7	(6.3)%
VIC	\$7.9	\$8.2	(3.3)%
Export	\$0.1	\$0.1	0.0%
Total	\$21.5	\$20.9	3.2%

* H1 2008 results are based on actual half-year performance as if the acquisition of Marbletrend had taken place at the beginning of FY 2008.

Gross Profit Margins

\$ millions	H1 2008*	Prospectus (half year 2008)	Variance
Sales	\$21.5	\$20.9	+\$0.6
Gross Margin	\$8.9	\$9.0	\$(0.1)
GP	41.4%	42.2%	(0.8)%

** H1 2008 results are based on actual half-year performance as if the acquisition of Marbletrend had taken place at the beginning of FY 2008.*

Commentary of GP Margins

- Gross sales ahead of Prospectus forecast.
- GP margins in line with Prospectus forecast
 - likely to increase with new product releases (Apr'08)
- Additional resources in sales and marketing
- Focus on:
 - value added products
 - customer centric sales strategy
 - increased knowledge of key customers
 - better co-ordination amongst staff
 - greater knowledge of product margins

Selling Expenses – Tracking in-line

\$ millions	H1 2008*	Prospectus (half year 2008)	Variance
Selling and Marketing	\$4.0	\$3.8	(\$0.2)
% of sales	18.6%	18.2%	(0.4%)
Administration	\$3.3	\$3.4	+\$0.1
% of sales	15.3%	16.3%	+1.0%

** H1 2008 results are based on actual half-year performance as if the acquisition of Marbletrend had taken place at the beginning of FY 2008.*

Commentary on Overheads

- Overhead to sales percentages broadly in line with 2007
- Distribution expenses up as a percentage of sales.
 - Fuel costs
 - Increased emphasis on mining services
 - Increased rental costs
- Emphasis in second half will be on:
 - Distribution and administration expenses
 - Supply chain management
 - Warehousing requirements
 - IT platform

Balance Sheet / Funds Employed

\$ millions	Dec 2007
Working capital (trade debtors, stock less trade payables)	\$8.6
Plant & Equipment	\$2.2
Intangibles	\$7.7
Other Assets less provisions	\$(0.3)
Funds Employed	\$18.2
Funded by:	
Net Debt (borrowings less cash)	\$2.3
Total Equity	\$15.9

Commentary on Balance Sheet

- Gearing 12.6% (net debt: total funds employed)
- NTA 9.35 cents per share
- Working capital days stable, seeking further gains
 - WC cycle low December – February (higher stock levels), wind down stock to year end.
 - Emphasis on working stock levels harder.
- Agency buyout contributing to greater margins

Outlook

- New Product Releases and roll out of toilet range
- Customer centric sales and launch of new marketing strategy in April 2008
- NSW / VIC Sales focus (VIC sales improvement February 2008)
- Supply chain logistics and management
- On track for final 1 cent Fully Franked Dividend Jul'08
- Forecast 1 cent Fully Franked Interim Dividend Jan'09
- Focus on acquisition strategies
 - Enhance organic growth
 - Synergistic Business Opportunities
 - Low gearing