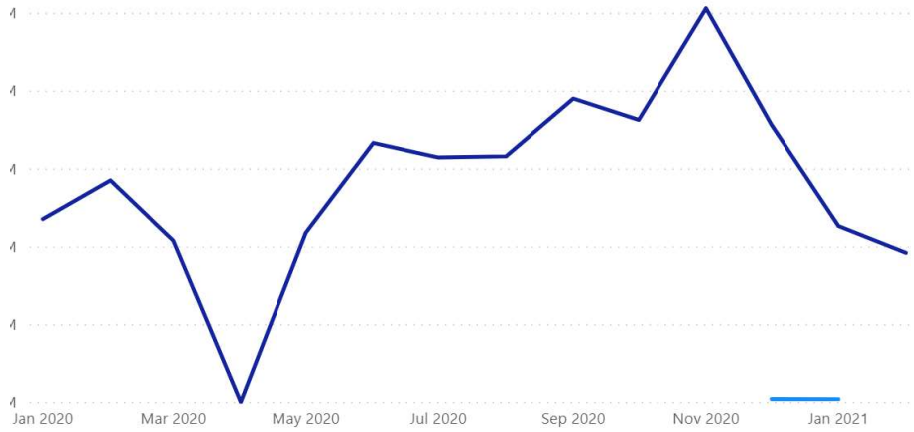


# Weathermaster Conference Queenstown

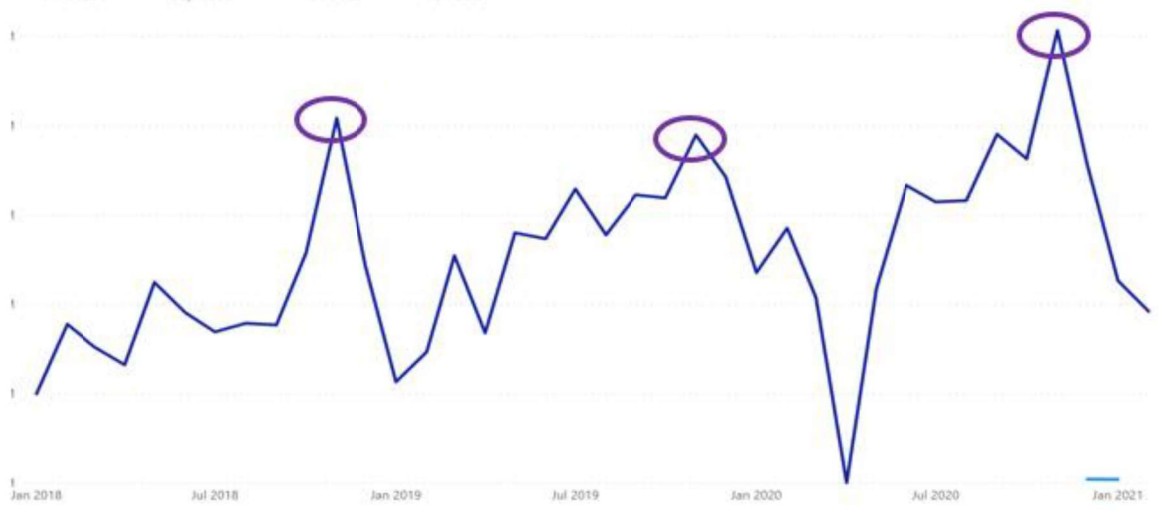
Pam Feeney

Weathermaster®

# Weathermaster Group Results 2020 - Sales



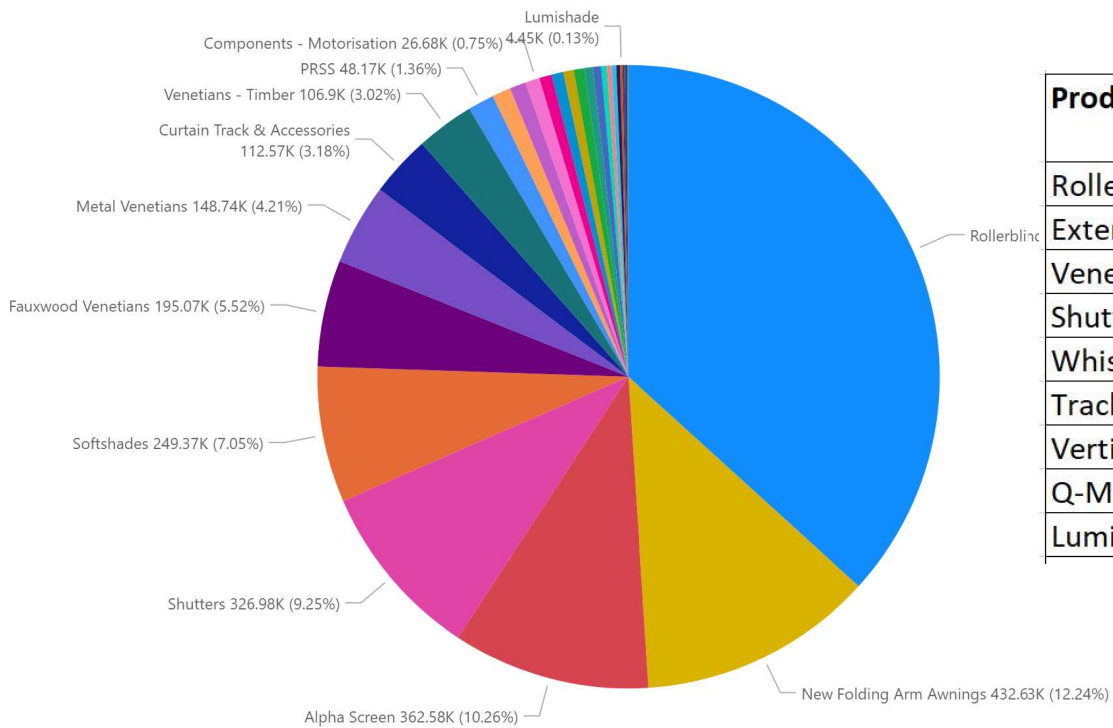
- 10% Growth over previous year
- 8/14 Distributors in Growth
- Historically highest invoice month is November



# Weathermaster Group Results 2020 - Sales

Distributor	LYTD % Variance
H.B. BLINDS & AWNINGS -TAUPO	249%
WAIKATO SHUTTERS & BLINDS LTD	83%
WEATHERMASTER AUCKLAND	18%
WEATHERMASTER SOUTHLAND	17%
FRAZERHURST CURTAINS & BLINDS	15%
WEATHERMASTER HOME PLUS 2018	14%
WEATHERMASTER CENTRAL AUCKLAND	11%
WEATHERMASTER NEW PLYMOUTH	6%
CONCEPT BLINDS & SHUTTERS	-2%
ACTIVE FURNISHERS LTD.	-5%
WEATHERMASTER CANTERBURY	-6%
WEATHERMASTER BOP LTD	-7%
H.B. BLINDS & AWNINGS -NAPIER	-17%
THE SHADE HOUSE 2016 LTD	-17%
<b>Grand Total</b>	<b>10%</b>

# Weathermaster Group Results - Mix of Business



Product	% Total Group Business	Active Distributors	Product Champion
Roller blinds	38.29%	ALL	Waikato Shutters & Blinds
External	24.78%	ALL	Waikato Shutters & Blinds
Venetians	13.89%	ALL	Waikato Shutters & Blinds
Shutters	9.64%	12	Weathermaster Auckland
Whispers	7.36%	13	Weathermaster Canterbury
Track	3.32%	7	Active Furnishers
Verticals	1.88%	12	Frazerhurst
Q-Motion	0.71%	3	Weathermaster Canterbury
LumiShade	0.13%	3	Weathermaster Auckland

# Weathermaster Group Results - Mix of Business

## Categories in Growth 6/9

External	+4%
Roller blinds	+7%
Shutters	+54%
Venetians	
Metal	+18%
Timber	+29%
Track	+24%
Q-Motion	+18%

## Categories in Decline 2/9

Soft Shades	-3%
Verticals	-19%

## New Category 1/9

Veri Shade XT

## Specialty Champions

External	22%
<b>Waikato Shutters &amp; Blinds</b>	
Soft Shades	23%
<b>WM Canterbury</b>	
Eclipse Shutters	63%
Veri Shade XT	78%
<b>WM Auckland</b>	