

**Boral Limited** 

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#### 7 October 2015

The Manager, Listings
Australian Securities Exchange
ASX Market Announcements
Exchange Centre
20 Bridge Street
Sydney NSW 2000

#### Dear Sir

We attach copies of slides on Boral's operations which are to be presented to members of the investment community in the UK on 7 October 2015.

We note that the presentation material is based upon information previously released to the market, with minor updates only.

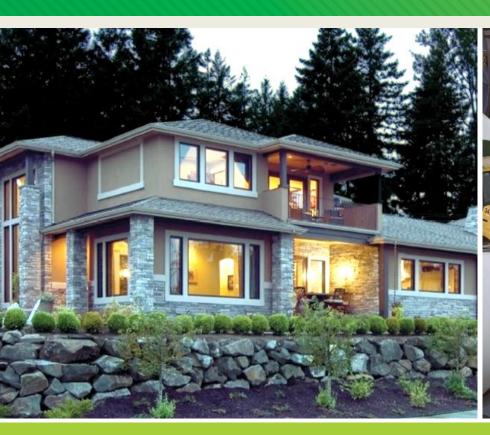
Yours faithfully

Dominic Millgate
Company Secretary



# **Boral Limited**

Presentation for UK Investor Roadshow, October 2015







## **About Boral**

## **Boral overview**

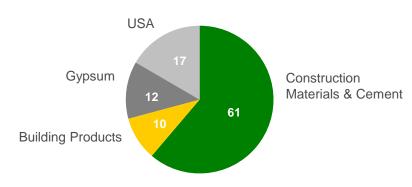


- Boral is an international building and construction materials group with operations in Australia, the USA and Asia
- S&P/ASX 100 company
- Operations across 13 countries<sup>1</sup>
- ~12,000 employees<sup>1</sup>

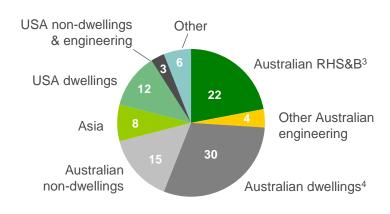
## Includes USG Boral joint venture operations. As at 30 June 2015

#### FY2015 external revenue<sup>2</sup>





by end-market, %



Gypsum revenue represents Boral's 50% share of underlying revenue from the USG Boral JV, which is not included in Group reported revenue

<sup>3.</sup> Roads, highways, subdivisions and bridges

Comprised of ~14% from detached housing, ~7% from multi-dwellings and ~9% from alterations and additions

## Boral's *Fix, Execute, Transform* program



Our goal is to transform Boral into a global building and construction materials company that is known for its world-leading safety performance, innovative product platform and superior returns on shareholders' funds.







2 years

4 years

6 years -

Fixing things that are holding us back

Improving the way we operate to be more efficient, disciplined and profitable

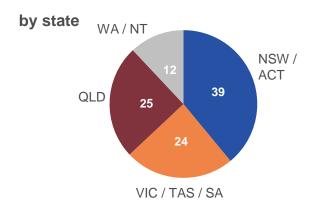
**Transforming Boral for** performance excellence and sustainable growth through innovation

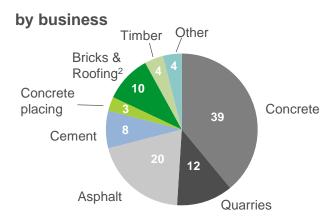


## Construction Materials & Cement and Boral Building Products



#### SHARE OF REVENUE<sup>1</sup>, %







- Based on FY2015 split of revenue across Construction Materials & Cement and Boral Building Products
- Includes masonry revenues
- Includes cement manufacturing plant, bagging plant and lime plant in NSW, a clinker grinding plant in Vic and a clinker grinding JV in Qld
- 4. Includes all Boral CSR JV plants on the East Coast
- 5. Includes 8 Boral Hardwood mills and 1 JV Softwood operation

## Boral is well positioned with strategic reserves and integrated downstream operations



#### **CEMENT**

~70% of needs from domestic manufacturing and ~30% from imports



~50-60% Cement volumes sold internally to Concrete

40-50% Quarry volumes sold internally to Concrete

#### **QUARRIES**

Aggregates and sand



5-15% Quarry volumes sold internally to Asphalt

#### **BITUMEN**

Bitumen Importers Australia (JV)



**Downstream** 

**Upstream** 

~35-55% Quarry

volumes sold externally

CM&C Revenue by business<sup>1</sup>

Concrete

Cement

Property,

Logistics,

placing

#### **ASPHALT**

Per tonne asphalt ~0.055t bitumen ~0.7t aggregates ~0.2t sand

~35% of plants supplied bitumen from 50/50 JV

#### CONCRETE

Per m<sup>3</sup> concrete ~0.3t cementitious material ~1.0t aggregates ~0.9t sand



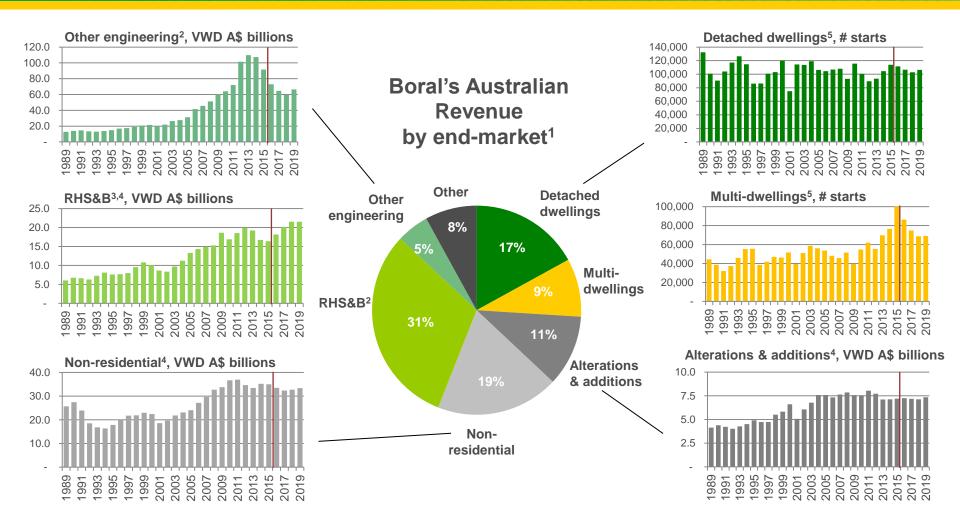
other 23% **Asphalt** Concrete

Quarries

14%

# Boral's Australian revenues are derived from a number of segments





<sup>1.</sup> Based on split of FY2015 revenues from Construction Materials & Cement and Building Products

- B. Roads, highways, subdivisions and bridges
- 4. Source: BIS Shrapnel and Macromonitor

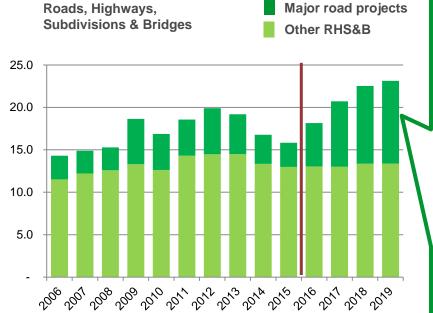
<sup>2.</sup> Source: BIS Shrapnel

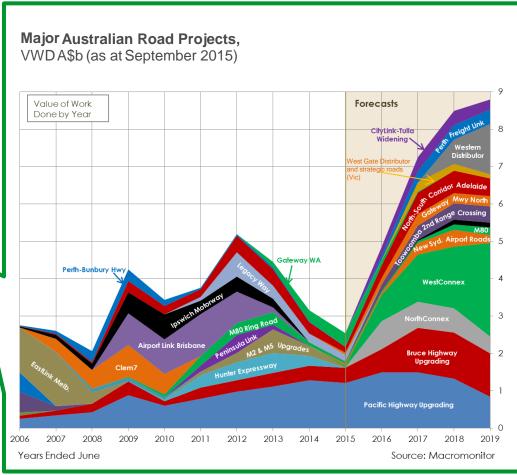
## Boral's largest segment in Australia is Roads, Highways, Subdivisions & Bridges (RHS&B)

Major road projects



A significant lift in Major Road Projects underpins forecast growth of ~25-30% in RHS&B VWD, over the next 4-5 years







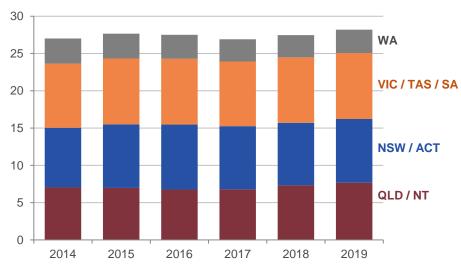
## Concrete demand in Australia

A proxy for construction materials volumes



## Industry concrete demand in Australia is forecast to stay at high levels of demand for the next five years

#### **Macromonitor Forecast Concrete Demand** across all Australian construction markets, million m<sup>3</sup>

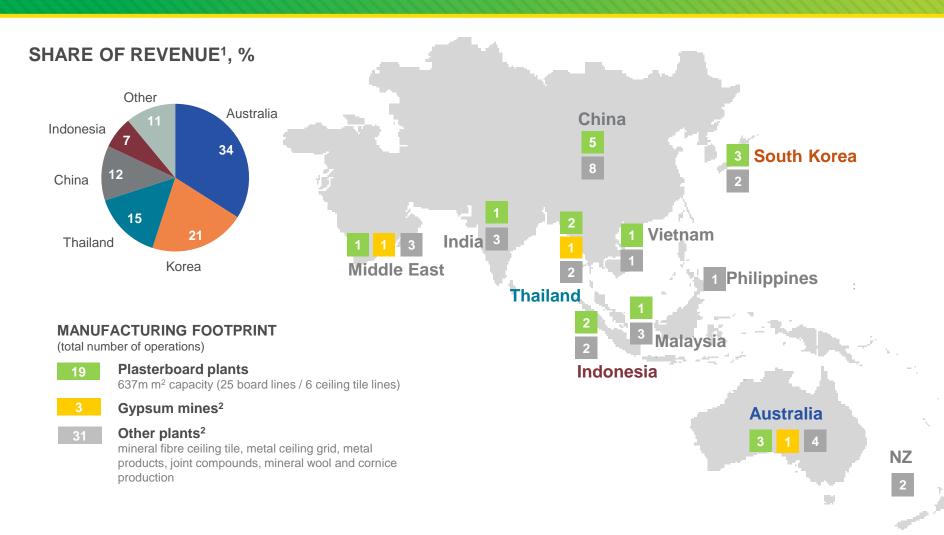


- ~1% CAGR in concrete volumes forecast from FY2014 to FY2019
- Growth in RHS&B activity and in nonresidential activity to offset decline in resources sector engineering work and softening in dwellings
- NSW to maintain high levels of activity
- Infrastructure investment in Victoria over time
- Queensland, WA and SA broadly steady





50%-owned joint venture in Australia, New Zealand, Asia & Middle East



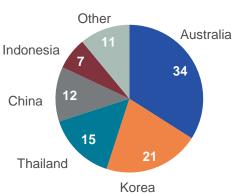
<sup>1.</sup> Based on split of FY2015 underlying revenue for USG Boral

<sup>2.</sup> Certain manufacturing facilities and gypsum mines held in JV with third parties | production of plasterboard and other products may be at the same physical location

# Operations in high growth countries as well as new products will underpin USG Boral's growth



#### SHARE OF REVENUE<sup>1</sup>, %





China	
GDP growth	7.4%
Population	1.4 bn
Population growth	0.4%
Urban population	54.4%
Rate of urbanisation	3.1%
5	

3 South Korea

Malaycia

## Korea 1 1 3 Middle East

#### MANUFACTURING FOOTPRINT

(total number of operations)

19 Plasterboard plants

637m m<sup>2</sup> capacity (25 board lines / 6 ceiling tile lines)

3 Gypsum mines<sup>2</sup>

Other plants<sup>2</sup>

mineral fibre ceiling tile, metal ceiling grid, metal products, joint compounds, mineral wool and cornice production

Thailand		
GDP growth	1.0%	
Population	67.7 m	
Population growth	0.4%	
Urban population	49.2%	
Rate of urbanisation	3.0%	

1	Philippines
2	1
$\sum_{i=1}^{N} 1$	rate in
2	

**Vietnam** 

	waiaysia	
	GDP growth	5.9%
	Population	30.1 m
	Population growth	1.5%
ì	Urban population	74.0%
	Rate of urbanisation	2.7%

Indonesia	
GDP growth	5.2%
Population	253.6 m
Population growth	1.0%
Urban population	53.0%
Rate of urbanisation	2.7%

Aus	stra	alia
3		4

NZ

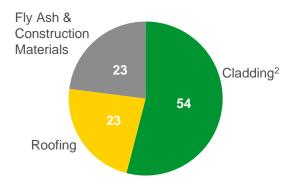
- 1. Based on split of FY2015 underlying revenue for USG Boral
- 2. Certain manufacturing facilities and gypsum mines held in JV with third parties | production of plasterboard and other products may be at the same physical location
- . GDP growth is real GDP growth rate 2014 | Population figures as at December 2014 | Population growth based on 2014 estimates | Urban population as a percentage of total population for 2014 | Rate of urbanisation based on annual rate of change between 2010 and 2015E Source: CIA World Factbook

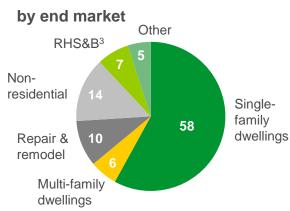




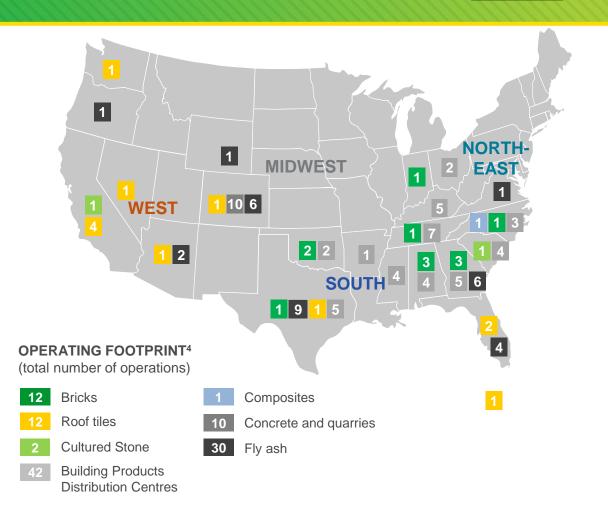
#### SHARE OF REVENUE<sup>1</sup>, %

#### by business





- 1. Based on split of FY2015 revenue for Boral USA
- 2. Includes Bricks, Cultured Stone and Trim revenues
- 3. Roads, highways, subdivisions and bridges



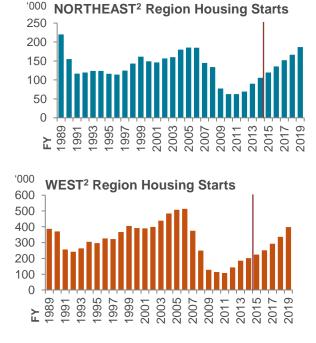
SOUTH consists of AL, AR, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, WV, VA | NORTHEAST consists of CT, MA, ME, NH, NJ, NY, PA, RI, VT | MIDWEST consists of IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI | WEST consists of AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY. States italicised in green are the states in which Boral operates and are included in Boral's US Revenue chart.

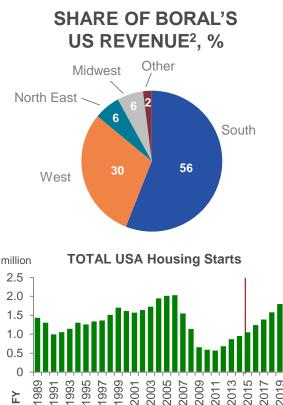


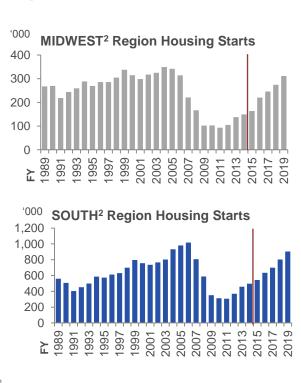
## In the USA, new residential construction is continuing to recover in all regions



Forecasters<sup>1</sup> currently expect an average of ~1.2m US housing starts in FY2016 and ~1.8m by FY2019, with all regions forecast to recover strongly







<sup>1.</sup> Housing starts forecasts based on the average of Dodge, Wells Fargo, NAR, NAHB, Fannie Mae, Freddie Mac and MBA analysts between May & July 2015

<sup>2.</sup> SOUTH consists of AL, AR, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, WV, VA | NORTHEAST consists of CT, MA, ME, NH, NJ, NY, PA, RI, VT | MIDWEST consists of IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI | WEST consists of AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY. States italicised in green are the states in which Boral operates and are included in Boral's US Revenue chart, which is based on FY2015 split of revenue with 'Other' including other states and sales outside of the USA

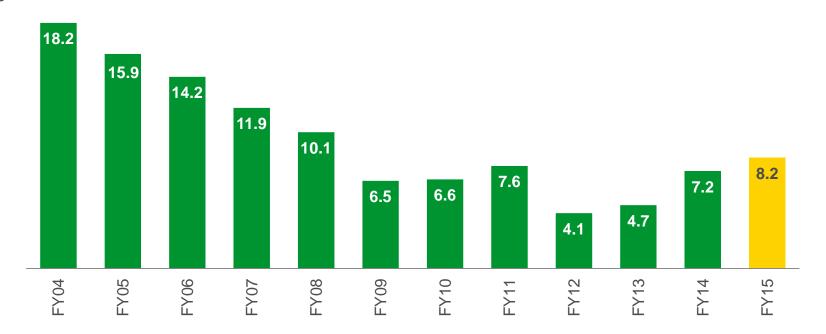
## Focus on improving ROFE in the long term



Driven by improved USA, Building Products and Property earnings, and portfolio restructuring

## EBIT to funds employed (ROFE<sup>1</sup>)

%



Focused on ongoing disciplined management of COSTS, CASH and CAPITAL

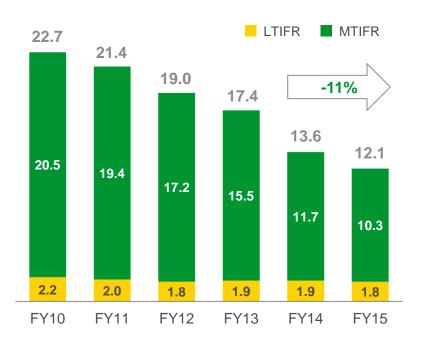


## Safety performance





## **Employee and Contractor RIFR**<sup>1</sup> (per million hours worked)



- Continuing to reduce injuries with **11%** decrease in RIFR to 12.1 in FY2015, from 13.6 in FY2014
  - LTIFR reduced 5% to 1.8 in FY2015
  - MTIFR reduced 12% to 10.3 in FY2015
- Fatality free since December 2013; the longest fatality-free period since 2002
- Increasingly monitoring leading indicators of safety, including hazard reporting and corrective action management

<sup>1.</sup> Recordable Injury Frequency Rate, which comprises Medical Treatment Injury Frequency Rate (MTIFR) and Lost Time Injury Frequency Rate (LTIFR). Includes employees and contractors in 100%-owned businesses and 50%-owned joint venture operations



# FY2015 Results

## FY2015 result highlights

Boral delivers significant profit improvements



#### Revenue

Reported

Continuing operations

\$4.4<sub>b</sub> 15%



\$4.3b \



Gearing, Net D/(Net D+E)

**19**%

up from 18%

EBIT<sup>1</sup>

\$357m



21%

Earnings per share<sup>1</sup>

31.9<sub>cents</sub>



45%

Profit after tax<sup>1</sup>

\$249<sub>m</sub>



45%

Full year dividend

18.0cents



20%

Net profit after tax

\$257<sub>m</sub>



48%

ROFE<sup>1,2</sup>

8.2%



from 7.2%

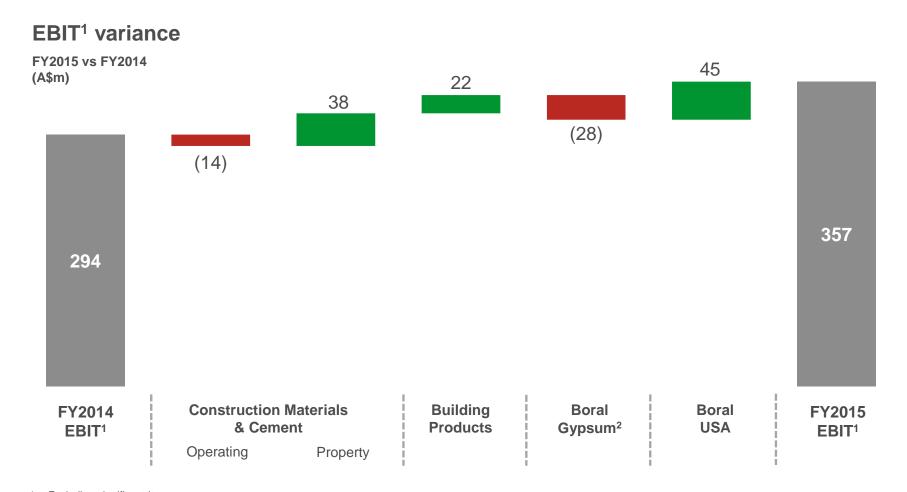
<sup>1.</sup> Excluding significant items

<sup>2.</sup> Return on funds employed as at 30 June 2015

## Strong earnings performance







<sup>1.</sup> Excluding significant items

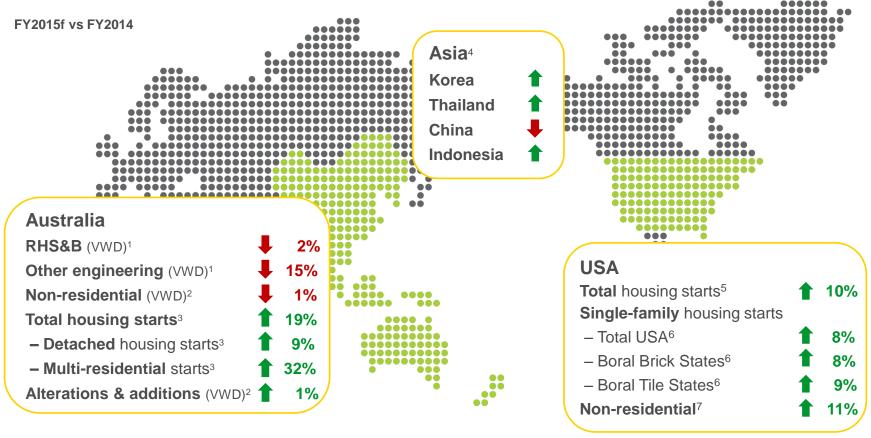
<sup>2.</sup> Boral Gypsum FY2015 EBIT represents Boral's 50% post-tax equity accounted income from USG Boral; FY2014 EBIT represents 8 months of 100% consolidated earnings and 4 months of 50% post-tax equity accounted income from USG Boral. Underlying USG Boral EBIT of \$141m in FY2015 is up 38% on FY2014.



## Mixed movements in market activity



Housing markets stronger with modest decline in Australian roads and continued slowdown in engineering construction



- 1. RHS&B refers to roads, highways, subdivisions and bridges. RHS&B value of work done (VWD) is forecast to decrease by 2% in FY2015f, based on an average of BIS and Macromonitor forecasts. Other engineering VWD is forecast to decline based on BIS forecasts
- 2. VWD from ABS in 2012/13 constant prices. Average of BIS and Macromonitor forecast used for Jun-15 quarter
- 3. ABS original data. HIA forecast used for Jun-15 quarter
- 4. Based on various indicators of building and construction activity in key markets in Boral's respective countries of operation. For China this is defined as the high-end market in regions in which USG Boral operates
- 5. US Census Bureau seasonally adjusted data
- Data from McGraw Hill / Dodge. Boral Brick States include: Alabama, Arkansas, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Boral Tile States include: Arizona, California, Florida, Nevada
- 7. McGraw Hill / Dodge value of work completed. Forecast used for Jun-15 quarter

## ROFE improvement across all divisions

All divisions reported positive ROFE for FY2015



#### **Construction Materials & Cement**

#### ROFE<sup>1</sup> %

#### Solid returns with further gains



- Strong NSW market and increased residential activity
- Focus on improvements and cost reduction
- Realignment of businesses to cyclical demand
- Larger contribution from Property earnings in FY2015

#### **Boral Gypsum<sup>2</sup>**

#### ROFE<sup>1,2</sup> %

#### Volume and price growth



- Strong earnings results from Australia, Korea, Thailand and Indonesia
- Successful launch of Sheetrock® Brand products
- Cost reduction program delivered significant benefits

#### **Building Products**

#### ROFE<sup>1</sup> %

9.0

FY15

#### **Strong earnings improvement**

- Improved housing activity in NSW, Qld, Vic and WA
- Pricing improvements across all products and markets
- Improved operational performance and production volume leverage

#### **Boral USA**

#### ROFE<sup>1</sup>%

2.0

FY14

#### Breaks through to profitability



- Leveraged to continuing housing market recovery
- Volume and price gains across most businesses
- Significant cost savings through restructuring and SG&A reductions
- 1. EBIT return on 30 June divisional funds employed (segment assets less segment liabilities). EBIT excludes significant items
- 2. Based on USG Boral's underlying EBIT return on funds employed at 30 June

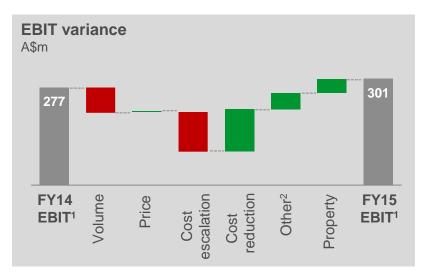


## Construction Materials & Cement

Maintaining profitability despite lower major road, infrastructure and engineering activity



A\$m	FY2015	FY2014	Var, %
Revenue	3,091	3,287	(6)
EBITDA <sup>1</sup>	485	445	9
EBIT <sup>1</sup>	301	277	9
EBIT ROS <sup>1</sup> , %	9.8	8.4	
Net Assets	2,086	2,172	
ROFE <sup>1</sup> , %	14.5	12.7	



- 1. Excluding significant items
- Other includes Asphalt and DMG contracting margins

#### Revenue

\$3.1<sub>b</sub> ↓ 6%

**EBIT** 

\$301m **1**9%

- · Higher earnings from Property, Asphalt, **Cement and Concrete Placing, offset by** lower earnings in Concrete and Quarries
- Concrete volumes up 3% on stronger housing construction activity; like-for-like prices flat
- Quarries volumes down 2%, especially in SEQ and from reduction in regional infrastructure projects; aggregates like-for-like prices down 2%
- Asphalt impacted by continued weakness in RHS&B activity, but strong margin growth delivered despite lower volumes
- **Cement** earnings remained strong despite revenue decline from changed wholesale supply agreements
- **Property** contributed \$46m to EBIT, up from \$8m in FY2014

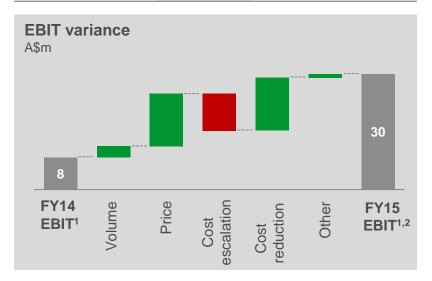


## Building Products

Increased housing activity and cost savings support improved profitability across all products



A\$m	FY2015 <sup>2</sup>	FY2014	Var, %
Revenue	485	487	_
EBITDA <sup>1</sup>	50	29	70
EBIT <sup>1</sup>	30	8	260
EBIT ROS <sup>1</sup> , %	6.1	1.7	
Net Assets	328	409	
ROFE <sup>1</sup> , %	9.0	2.0	



- 1. Excluding significant items
- Includes 10 months of 100% consolidated earnings from East Coast Bricks and 2 months of 40% post-tax equity accounted income from Boral CSR Bricks JV

Revenue **EBIT** \$485m **\$30**m **↑** from \$8m

- Revenue broadly steady, reflecting:
  - Price gains and stronger housing activity, offset by
  - Absence of 2 months of East Coast Bricks revenue following formation of Boral CSR bricks JV on 1 May 2015
- \$22m EBIT improvement reflects improved pricing, production volume leverage, and improved operational performance and costs
- **Bricks** volumes up 5% in line with strength in housing construction activity; average selling prices up 3%
- **Roofing** volume and price growth modest, driven by Victoria and SA
- **Timber** revenue down 3%; growth in Softwood partially offsetting decline in Hardwood

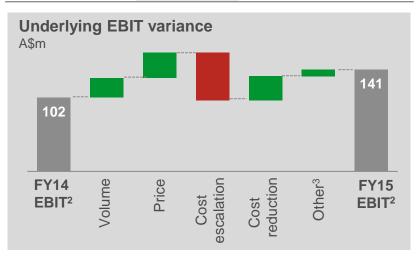


## Boral Gypsum (50%-owned USG Boral JV)



Strong price discipline, larger product range and market activity drive significant growth

A\$m	FY2015	FY2014	Var, %
Reported Gypsum r	esult <sup>1</sup>		
EBIT <sup>1,2</sup>	-	67	
Equity income <sup>1,2</sup>	49	10	
Underlying Gypsum	ı result		
Revenue	1,268	1,091	16
EBITDA <sup>2</sup>	201	148	36
EBIT <sup>2</sup>	141	102	38
EBIT ROS <sup>2</sup> , %	11.1	9.3	
Net Assets	1,901	1,665	
ROFE <sup>2</sup> , %	7.4	6.1	



**Underlying Revenue** 

\$1.3b **1**16%

**Underlying EBIT** 

\$141<sub>m</sub> ↑ 38%

- Margin expansion in all key regions driven by increases in board volumes and price, and increase in non-board product sales
- US\$24m in cost savings from restructuring and improvement initiatives
- Successful launch of Sheetrock<sup>®</sup> in Australia, Korea, Thailand, Indonesia and China attracting price premium above 5%
- Strong revenue growth in Australia and Asia
  - Australia: driven by increased housing market activity, particularly NSW and Victoria
  - Asia: reflects strong price gains and significant growth in non-board sales
- Roll-out of Sheetrock® technology on track to remain within 2-year capex of US\$50m

<sup>1.</sup> Gypsum consolidated results for period Jul-13 to Feb-14; post tax equity accounted income for period Mar-14 to Jun-15

<sup>2.</sup> Excluding significant items

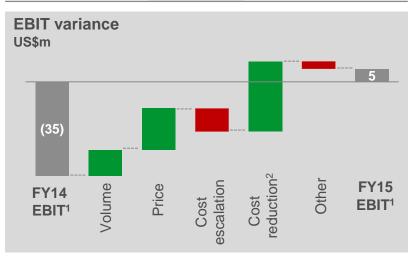
Includes foreign exchange impact and share of JV partners' profits/losses



## Breaks through to profitability with improved market activity and strong focus on costs



A\$m	FY2015	FY2014	Var, %
Revenue	839	681	23
EBITDA <sup>1</sup>	50	3	
EBIT <sup>1</sup>	6	(39)	
EBIT ROS <sup>1</sup> , %	0.7	(5.7)	
Revenue (US\$m)	695	622	12
EBIT1 (US\$m)	5	(35)	
Net Assets	827	664	
ROFE <sup>1</sup> , %	0.7	(5.8)	



- 1. Excluding significant items
- 2. Includes production volume leverage impact

Revenue EBIT **A\$839**m ↑ 23% **A\$6**m ↑ from (A\$39m)

- Strong growth in Cladding, Roofing and Construction Materials; benefits from increased housing activity across key regions
- US\$40m EBIT improvement driven by volume and price gains, production volume leverage and US\$20m in cost savings
- Cladding revenue up 16% to US\$374m
  - **Bricks**: volumes up in line with market growth and stronger commercial sales
  - Cultured Stone: broke through to profitability, helped by operational cost savings
  - **Trim**: close to break-even; continued market penetration and geographical expansion
- Roofing revenue up 14% on price and volume growth
- Fly Ash and Construction Materials revenue steady; both increased in profitability

## Group financial performance





A\$m	FY2015	FY2014	Var %
Revenue	4,415	5,204	(15)
EBITDA <sup>1</sup>	605	556	9
Depreciation and amortisation	(249)	(261)	
EBIT <sup>1</sup>	357	294	21
Net interest <sup>1</sup>	(64)	(83)	
Tax <sup>1</sup>	(44)	(37)	
Non-controlling interests	-	(3)	
Profit after tax <sup>1</sup>	249	171	45
Significant items (net)	8	2	
Net profit after tax	257	173	48
Effective tax rate	15%	17%	

Non-IFRS information – Earnings before significant items is a non-IFRS measure that is reported to provide a greater understanding of the financial performance of the underlying businesses. Further details of non-IFRS information is included on slide 43 while details of significant items are provided in Note 4 of the Financial Statements within the Boral Annual Report 2015. Non-IFRS information has not been subject to audit or review.

<sup>1.</sup> Excluding significant items

## Significant items

Gains from sale of Western Landfill offset by impairments and further business restructuring



A\$m	FY2015	Notes
Gain on disposal of Western Landfill	115	1
Impairment of Building Products businesses	(73)	2
Construction Materials & Cement restructure	(31)	3
Boral CSR Bricks joint venture costs	(8)	4
Other	(1)	
Earnings before tax	2	
Income tax benefit	6	5
Significant items (net)	8	

#### Notes:

- In February 2015 Boral sold its Western Landfill business for net cash proceeds of \$139m and generated profit before tax of \$115m
- Impairments resulting from ongoing review of Building Products; namely \$31m for West Coast Bricks business, \$30m for Roofing & Masonry, and for Hardwood, a \$9m asset impairment and \$3m of restructuring costs
- Construction Materials asset portfolio review in response to changing market conditions, resulting in \$13m of asset impairments and \$18m of restructuring costs
- Restructuring and stamp duty costs following formation of joint venture, and net loss on disposal upon entry of East Coast Bricks business into joint venture with CSR
- 5. Includes recovery of capital tax losses

Non-IFRS Information – Management has provided an analysis of significant items reported during the period. These items have been considered in relation to their size and nature and have been adjusted from the reported information to assist users to better understand the performance of the underlying businesses. These items are detailed in Note 4 of the Financial Statements within the Boral Annual Report 2015 and relate to amounts that are associated with significant business restructuring, business disposals, impairment or individual transactions.

## Cash flow

## Continuing to generate strong cash flows



Cash flow, A\$m	FY2015	FY2014	
EBITDA <sup>1</sup>	605	556	
Change in working capital	37	91	
Interest	(63)	(79)	
Tax	(46)	14	
Equity earnings less dividends	(34)	(28)	
Profit on sale of assets	(41)	(15)	
Other non-cash items	4	3	
Restructuring costs paid	(44)	(34)	
Operating cash flow	418	507	
Capital expenditure	(250)	(268)	
Investments	-	(48)	
Proceeds on disposal of assets	45	37	
Proceeds on disposal of entities <sup>2</sup>	149	555	
Free cash flow	363	782	
Dividends paid – net DRP <sup>3</sup>	(129)	(57)	
Share buy-back <sup>4</sup>	(116)	-	
Other items	-	(4)	
Cash flow	118	721	

- Operating cash flow of \$418m reflects:
  - strong EBITDA despite absence of consolidated Gypsum earnings, partially offset by USG Boral JV dividends;
  - lower interest payments;
  - higher tax payments due to timing and a higher instalment rate in FY2015; and
  - FY2014 benefits of inventory reductions, cash receipt from Forestry Corporation NSW, receipt of insurance proceeds from Qld floods not repeated in FY2015
- Total capex down 7% on FY2014
- \$194m in proceeds on disposal of assets and entities, including \$139m from sale of Western Landfill to TPI
- Free cash flow of \$363m
- \$129m paid out as dividends and \$116m used for share buy-back program
- Excluding significant items
- 2. Excludes cash disposed in FY2014 of \$79m
- 3. DRP suspended following FY2014 interim dividend
- 4. On-market share buy-back program announced 18 March 2015 to buy back up to 5% of issued share capital over 12 months

## Capital expenditure remains constrained

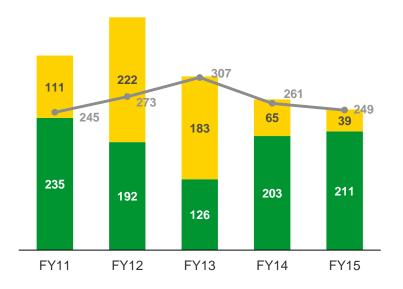
Increasing proportion of stay in business capital spending



## Total capital expenditure

A\$m





- SIB capex at 85% of depreciation, up from 78% in FY2014
- Growth capex remains constrained to essential projects
  - Preliminary works for quarry upgrades
  - New Versetta Stone® line at Napa, CA
  - Various projects by Boral Composites in the USA

### FY2015 capital expenditure



<sup>1.</sup> Stay in business capital expenditure

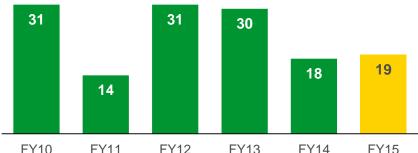
<sup>2.</sup> FY2013 restated to reflect adoption of AASB Interpretation 20 relating to the reclassification of stripping expenditure at quarry sites

## Balance sheet

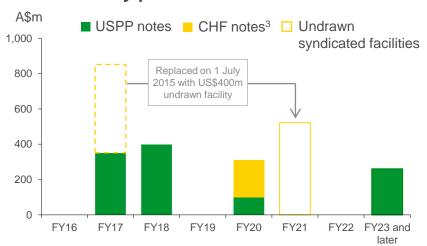
## Strong balance sheet and maintaining debt at lower levels







#### **Debt maturity profile**



- Net debt / (net debt + equity)
- 2. Gross debt / (gross debt + equity intangibles)
- 3. Swiss franc notes issued under EMTN program

- Net debt up to \$817m from \$718m due to foreign exchange impact
- Principal debt gearing covenant<sup>2</sup> at 29%; up from 26% at 30 June 2014 (threshold is less than 60%)
- Weighted average debt maturity ~4.5 years
- Net interest cover of 5.6 times, up from 3.5 times in FY2014
- Committed undrawn bank debt facility of A\$500m was replaced on 1 July 2015 with US\$400m undrawn facility

Net debt reconciliation, A\$m	FY2015	
Opening balance	(718)	
Cash flow	118	
Non cash (FX)	(217)	
Closing balance	(817)	



# Strategic Priorities & Outlook

## Boral's Fix, Execute, Transform program









2 years

4 years

6 years -

Started

Fixing things that are holding us back

- ✓ Streamlined organisation
- ✓ Portfolio realignment
- √ \$213m cumulative cost reduction benefits<sup>1</sup> in FY2015
- √ \$251m cash from divestments & land sales in first 2 years
- ✓ Net debt of \$817m at historically lower levels
- ✓ Capital expenditure < \$300m

Improving the way we operate to be more efficient, disciplined and profitable

- ✓ People engagement and safety first
- ✓ Levers of change LEAN, Sales & Marketing, Innovation
- ✓ Responding to external challenges
- ✓ Capacity utilisation up

**Transforming Boral for** performance excellence and sustainable growth through innovation

- ✓ Product innovation
- ✓ Gypsum technology roll-out commenced
- ✓ Lowering fixed cost exposures through the cycle



## Reshaping the portfolio and positioning to transform the business



#### **Boral Construction Materials & Cement**

- ✓ Landfill: Divested Western Landfill business in Melbourne
- ✓ Cement: Closed small specialty cement kiln at Maldon in Dec-14 and transferred production to Berrima
- ✓ Quarries: Peppertree Quarry commissioning on time and on budget
- Quarries: Ongoing strategic investment in quarry upgrades



#### **Boral Building Products**

- ✓ East Coast Bricks: Boral CSR Bricks JV commenced in May-15
- ✓ Timber: Strategic review undertaken, including review of external opportunities
- ☐ *Timber:* Structural improvement program, particularly for Hardwood: capital projects focusing on safety and operational improvements



## **Boral Gypsum**

- ✓ Sheetrock® Brand plasterboard introduced into Australia, Korea, Indonesia, Thailand, China and Vietnam
- ✓ Introduced USG adjacent products to portfolio
- On track for targeted US\$50m pa synergies within three years of technology roll-out



#### **Boral USA**

- ✓ Completed restructure of regional sales and operations
- ✓ Construction Materials: Divested limestone quarry in Oklahoma in Jan-15
- ☐ Bricks: Continuing to assess options for the US Bricks business

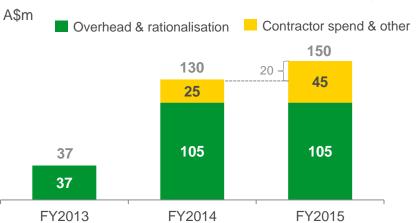


## Managing costs down

\$213m annualised cost benefits delivered in FY2015



#### \$150m of benefits from corporate-led programs



- \$20m of incremental cost reduction benefits in FY2015 from contract management initiatives
- \$150m of cumulative cost benefits in FY2015
  - annualised benefits of \$105m from major restructuring and rationalisation in FY2013;
  - annualised benefits of \$45m from contractor management program, commenced in FY2014

## ~\$63m of benefits to Boral from divisional restructuring and improvement programs

Construction
Materials &
Cement

\$11m of savings in FY2015 from resizing of Asphalt organisation (Vic & Qld) and support services; further \$11m of savings from primarily support services & administration redundancies; and \$2.5m of savings from redundancies with closure of speciality cement kiln at Maldon

**Boral USA** 

US\$20m of cost savings through a reduction of 70 positions through restructuring and consolidation of regional sales and manufacturing teams in Jun-14 and SG&A savings

**USG Boral** 

~US\$24m of cost savings¹ through a dedicated program in USG Boral JV to offset higher costs associated with the roll-out of new technologies & products

Boral's 50% share from USG Boral is included in the ~\$63m of total divisional benefits in FY2015

## Outlook for FY2016

(as announced at FY2015 results, 27 August 2015)



# Boral Construction Materials & Cement

- Focused on maintaining FY2016 EBIT broadly in line with FY2015, excluding Property. Property earnings contribution uncertain
- Restructuring and improvement initiatives and continued strength in Sydney market needed to offset depressed Queensland market, subdued RHS&B activity and further tapering off of LNG project volumes
- Pricing is challenging but committed to improving price and margin outcomes

## Boral Building Products

- Expected to maintain similar EBIT in FY2016 to FY2015 reported EBIT
- **Improvement initiatives** to offset housing activity coming off peak and earnings impact of 40% post tax equity accounted share of Boral CSR Bricks joint venture

## Boral Gypsum

- Expect further **underlying performance improvements**; Sheetrock® product volumes should continue to grow
- Synergies to strengthen in FY2016 and expected to exceed cash costs associated with expanded portfolio and technology roll-out

#### Boral USA

Expect further increase in earnings in FY2016 on increased housing activity; in line with projected increase to ~1.2m housing starts in FY2016<sup>1</sup>



# Supplementary slides

## FY2015 segment revenue and EBIT



	External revenue A\$m			EBIT <sup>1</sup> A\$m		
	FY2015	FY2014	Var, %	FY2015	FY2014	Var, %
Construction Materials & Cement	3,091	3,287	(6)	301	277	9
<b>Building Products</b>	485	487	_	30	8	260
Boral Gypsum <sup>2</sup>	_	691	(100)	49	77	(37)
Boral USA	839	681	23	6	(39)	115
Unallocated	_	_	_	(29)	(29)	_
Discontinued businesses <sup>3</sup>	_	58	(100)	_	(1)	(100)
TOTAL	4,415	5,204	(15)	357	294	21

<sup>1.</sup> Excluding significant items

<sup>2.</sup> Boral Gypsum FY2015 result represents Boral's 50% post-tax equity accounted income from USG Boral; FY2014 EBIT represents 8 months of 100% consolidated earnings and 4 months of 50% post-tax equity accounted income from USG Boral

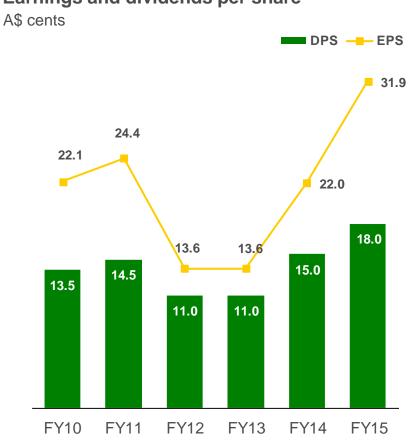
<sup>3.</sup> Discontinued businesses in FY2014 included the Windows business, which was sold in November 2013

## Earnings and dividends per share

Fully franked final dividend of 9.5 cents per share declared



## Earnings and dividends per share<sup>1</sup>



- Fully franked full-year dividend of 18.0 cents, up 20% on FY2014
  - fully franked final dividend of 9.5 cents
- Full-year dividend payout ratio of 56%, compared to historical range of 50-80%

<sup>1.</sup> Earnings per share, excluding significant items

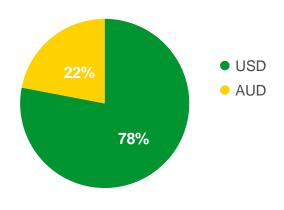
## Debt profile

## Debt levels maintained at historically lower levels



## **Gross debt currency exposure**

As at 30 June 2015



Total = A\$1,323m

Debt facilities	<b>FY2015</b> A\$m	<b>FY2014</b> A\$m
US PP <sup>1</sup>	1,105	913
CHF notes <sup>2</sup>	209	178
Other loans/ finance leases	9	10
Gross debt	1,323	1,101
Net debt	817	718

<sup>1.</sup> US Private Placement notes

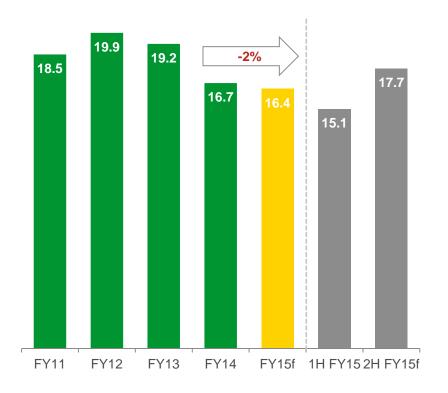
<sup>2.</sup> Swiss notes issued via EMTN program. Swapped to USD

## RHS&B activity forecast to decline

Value of work done forecast to decrease in FY2015

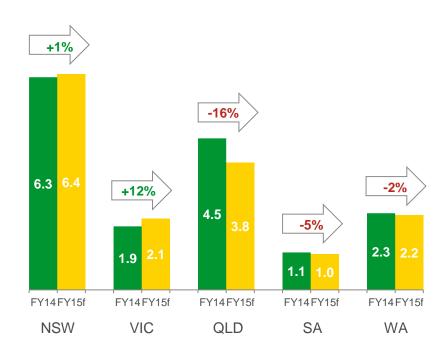


## Roads, Highways, Subdivisions & Bridges<sup>1</sup> (value of work done, \$b)



#### RHS&B - by state

FY2015f v FY2014 (value of work done, \$b)

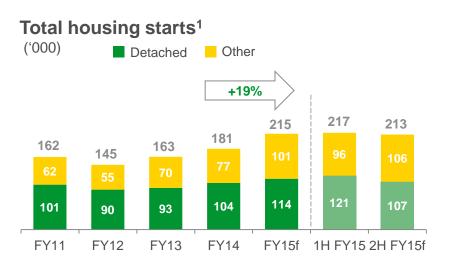


<sup>1.</sup> RHS&B refers to roads, highways, subdivisions and bridges. Original series data from ABS. FY11 to FY15F figures are an average of BIS and Macromonitor data. Six monthly data annualised and based on an average of BIS and Macromonitor forecasts

## Australian residential activity continues to grow

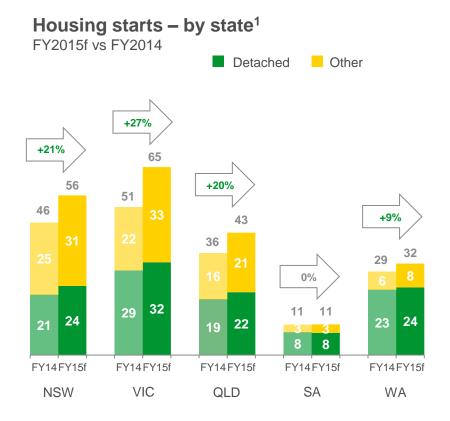
Housing starts growth driven by Victoria, NSW and Queensland





## Alterations & additions (A&A)<sup>2</sup> (value of work, \$b)





- 1. Original series housing starts from ABS to Mar-15 quarter, HIA forecast to Jun-15 quarter. Six monthly data annualised
- 2. Original series (constant 2012/13 prices) from ABS. Average of BIS and Macromonitor forecast for Jun-15 quarter. Six monthly data annualised

# Australian non-residential activity forecast to modestly decline



Non-residential activity estimated to be down by 1%

## Non-residential<sup>1</sup>

(value of work done, \$b)

# 37.0 34.7 33.4 35.2 35.0 36.6 33.3 FY11 FY12 FY13 FY14 FY15f 1H FY15 2H FY15f

#### Non-residential - by state<sup>1</sup>

FY2015f v FY2014 (value of work done)



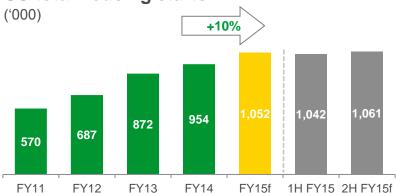
<sup>1.</sup> Original series (constant 2012/13 prices) from ABS. Average of BIS and Macromonitor forecast for Jun-15 quarter. Six monthly data annualised

## US housing activity continues to grow

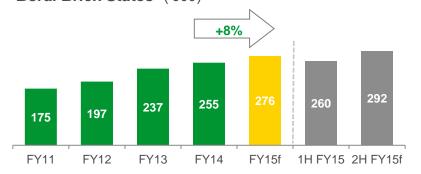
Total housing starts remain below long-term average



#### US total housing starts<sup>1</sup>



#### US single-family housing starts Boral Brick States<sup>2</sup> ('000)



- US housing starts of 1,052k<sup>1</sup> in FY2015, up 10% with single-family starts up 8%<sup>1</sup>
  - Total starts remain 30% below long-term average of 1.5m housing starts
- US single-family starts in Boral Brick States<sup>2</sup> and Boral Tiles States<sup>2</sup> up 8% and 9% respectively
- US non-residential activity up 11%<sup>3</sup>

#### US single-family housing starts, Boral Tile States<sup>2</sup> ('000)



- 1. Seasonally adjusted annualised data from US Census. Six monthly data annualised
- Data from McGraw Hill/ Dodge. Boral's Brick States include: Alabama, Arkansas, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas. Boral's Tile States include: Arizona, California, Florida, Nevada
- 3. McGraw Hill/ Dodge value of work completed. Forecast used for Jun-15 quarter

## Non-IFRS information



Boral Limited's statutory results are reported under International Financial Reporting Standards.

Earnings before significant items is a non-IFRS measure reported to provide a greater understanding of the underlying business performance of the Group.

Significant items are detailed in Note 4 of the Financial Statements within the Boral Annual Report 2015 and relate to amounts of income and expense that are associated with significant business restructuring, business disposals, impairment or individual transactions.

A reconciliation of earnings before significant items to reported statutory profit is detailed below:

(A\$ millions)	Earnings before significant items	Significant Items	Total	Continuing Operations	Discontinued Operations	Total
Sales revenue	4,414.7	-	4,414.7	4,297.6	117.1	4,414.7
EBIT	356.7	1.9	358.6	352.2	6.4	358.6
Finance costs	(63.7)	-	(63.7)	(63.7)	-	(63.7)
Earnings before tax	293.0	1.9	294.9	288.5	6.4	294.9
Tax (expense) / benefit	(43.8)	5.9	(37.9)	(45.1)	7.2	(37.9)
Net profit after tax	249.2	7.8	257.0	243.4	13.6	257.0

Boral Gypsum division commentary also includes a non-IFRS measure of underlying results excluding significant items, representing the 12 months trading results to assist users to better understand the trading results of this division despite changes in ownership during the year.

## Disclaimer



The material contained in this document is a presentation of information about the Group's activities current at the date of the presentation, 7 October 2015 unless otherwise stated. It is provided in summary form and does not purport to be complete. It should be read in conjunction with the Group's periodic reporting and other announcements lodged with the Australian Securities Exchange (ASX).

To the extent that this document may contain forward-looking statements, such statements are not guarantees or predictions of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are beyond our control, and which may cause actual results to differ materially from those expressed in the statements contained in this release.

This document is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor.