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www.boral.com.au

### 3 November 2016

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

Dear Sir

### **AGM Slides**

We attach copies of slides being shown during the Addresses by the Chairman, the CEO & Managing Director and the Chairman of the Remuneration & Nomination Committee Chairman at the Company's Annual General Meeting which commences at 10:30 am today.

Yours faithfully

Dominic Millgate
Company Secretary







# **CELEBRATING70YEARS**

# Boral Australia Construction Materials & Cement and Building Products





 As at 3 November 2016. Includes Boral Australia JV operations. Cement includes manufacturing plant, bagging plant and lime plant in NSW, a clinker grinding plant in Vic and a clinker grinding JV in Qld. Timber includes 8 Boral Hardwood mills and 1 JV Softwood operation

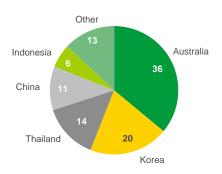
# **USG Boral**







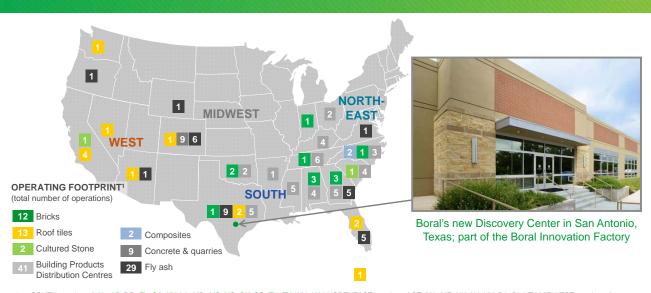
### Share of revenue by country<sup>3</sup>, %



- 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
  Based on split of FY2016 underlying revenue for USG Boral

Boral USA US operations (pre Bricks JV)





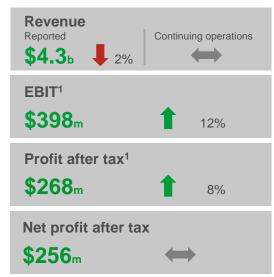
SOUTH consists of AL, AR, DE, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, WV, VA | NORTHEAST consists of CT, MA, ME, NH, NJ, NY, PA, RI, VT | MIDWEST consists of IA, IL, IN, KS, MI, MN, MO, ND, NE, OH, SD, WI | WEST consists of AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY.

States italicised in green are the states in which Boral operates.



## FY2016 financial results





Gearing, Net D/(Net D+E) 20% up from 19% Earnings per share<sup>1</sup> 35.8cents 12% Full year dividend **22.5**cents 25% ROFE<sup>1,2</sup> 9.0% from 8.2%

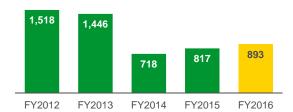
2. Return on funds employed as at 30 June

1. Excluding significant items

# Capital management





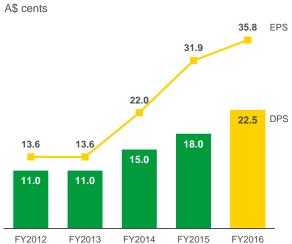


### Gearing, % (net debt / net debt + equity)



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

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



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# **Board of Directors**





**Dr Brian Clark** Non-executive Chairman



Kathryn Fagg Non-executive Director



Mike Kane CEO & Managing Director



John Marlay Non-executive Director



Catherine Brenner Non-executive Director



Karen Moses Non-executive Director



**Dr Eileen Doyle**Non-executive Director



Paul Rayner Non-executive Director

# **Executive Committee**





Rosaline Ng Chief Financial Officer



Joe Goss
Divisional Chief Executive,
Boral Australia



Frederic de Rougemont CEO, USG Boral



Mike Kane CEO & Managing Director

David Mariner President and CEO, Boral USA



Ross Harper Executive General Manager, Cement



Linda Coates Group Human Resources Director



Kylie FitzGerald Group Communications & Investor Relations Director



Dominic Millgate Company Secretary



Damien Sullivan Group General Counse



Michael Wilson Group Health, Safety & Environment Director

. .

CEO'S ADDRESS Mike Kane



# 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

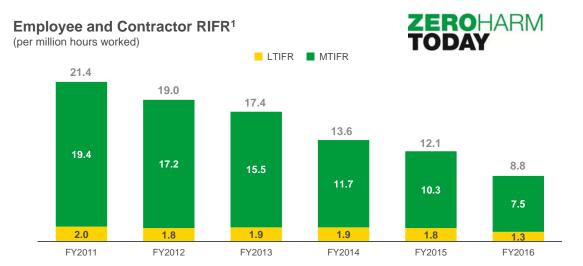
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# A strong safety culture



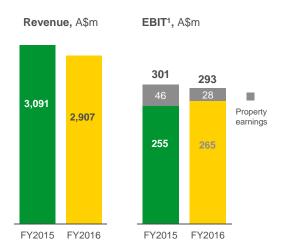


1. Recordable Injury Frequency Rate, which comprises Medical Treatment Injury Frequency Rate (MTIFR) and Lost Time Injury Frequency Rate (LTIFR). Includes employees and contractors in 100%-owned businesses and 50%-owned joint venture operations

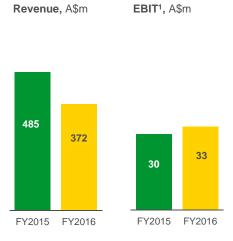
# Boral Australia



### **Construction Materials & Cement**



### **Building Products**

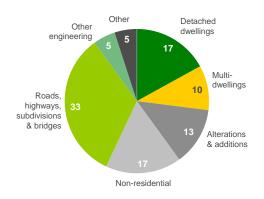


1. Excluding significant items 16

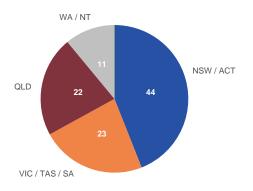
# Boral Australia revenue derived from various segments



### **Boral's Australian** revenue by end-market<sup>1</sup>, %



### **Boral's Australian** revenue by state<sup>1</sup>, %



1. Based on split of FY2016 external revenues from Construction Materials & Cement and Building Products

# Boral's Australian project pipeline As at October 2016



Projects committed/underway	Estimated completion
Perth Stadium, WA	Oct-16
Bringelly Road Stage 1, NSW	Jun-17
Mitchell Freeway, WA	Jun-17
Pacific Hwy Nambucca, NSW	Jul-17
Wheatstone, WA	Dec-17
Torrens to Torrens, SA	Feb-18
Gateway Upgrade North, QLD	Mar-18
Amrun Project, QLD	Dec-18
NorthConnex, NSW	Jun-19
Projects committed	Estimated commencing
Airport Link, WA	Apr-17
Northlink Stage 1, WA	Oct-16

<sup>1.</sup> Projects recently awarded to Boral are highlighted in grey

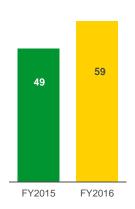
Projects under tender		Status
Pacific Hwy W2B, NSW		
Toowoomba Bypass, QLD		
Roe 8, Main Roads, WA		
Northern Connector, SA		
Northlink stages 2 & 3, WA		
Darlington Upgrade, SA		Currently tendering
Kingsford Smith Dr, QLD		Currently tendering
Cooroy to Curra Sect.C, QLD		
Sydney Metro City&SW, NSW		
Northern / Bringelly Rds, NSW		
Brisbane Airport Runway, QLD		
Western Distributor, VIC	_	
Melbourne Metro, VIC		
West. Sydney Stadium, NSW		Dec to a decide a
Sunshine Coast Airport, QLD		Pre-tendering
Westconnex (stage 3), NSW	_	

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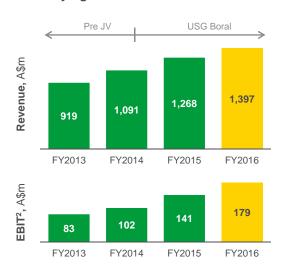


### Reported equity income<sup>1</sup>, A\$m



- 1. Post-tax equity income from Boral's 50% share of the USG Boral joint venture 2. Excluding significant items

### **Underlying results**

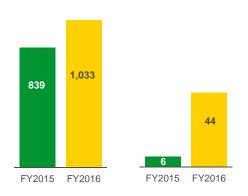


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# **Boral USA**

Revenue, A\$m

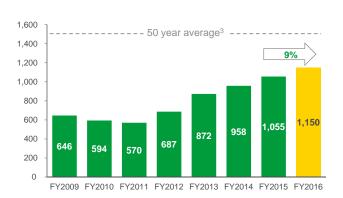




EBIT<sup>1</sup>, A\$m

- Excluding significant items
   Seasonally adjusted data from US Census
   50 year average to FY2010

### Total US housing starts<sup>2</sup>, '000s

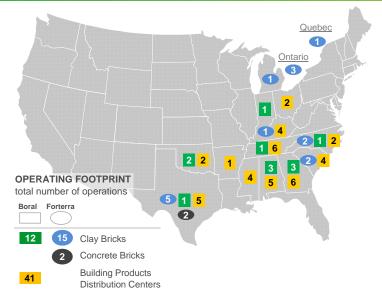




# North American Bricks joint venture with Forterra

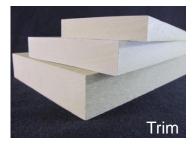


- · Combined manufacturing capacity of 2,639 million standard brick equivalent
  - 27 clay brick manufacturing operations (including 4 mothballed)
  - 2 concrete brick manufacturing operations (including 1 mothballed)
  - 41 Building Products Distribution Centers
  - ~1,380 combined employee base



# Boral TruExterior® Siding & Trim

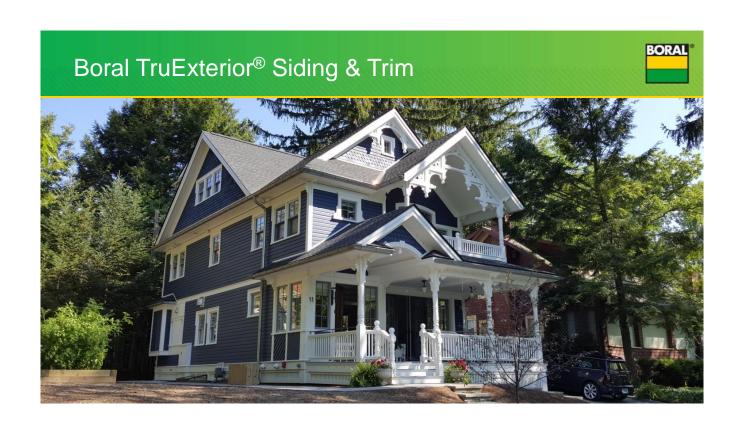






Siding

Boral's proprietary poly-ash technology is continuing to open new category opportunities





# Our strategic priorities

**Transforming Boral** 



### Our vision is to transform Boral for performance excellence and sustainable growth



### **Boral Australia**

- Maintain and strengthen our leading, integrated construction materials position and optimise returns across all businesses
- Benefits from significant pipeline of major roads and infrastructure work



### **USG Boral**

- Organic growth over the medium and long term through:
  - innovation
  - Asian economic growth
  - product penetration for interior linings and related products



- Growing earnings through cyclical market recovery and new product development
- Disciplined approach to assessing strategically aligned M&A opportunities

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# 1Q FY2017 Trading Update & Outlook



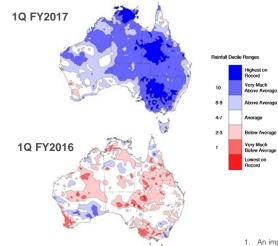




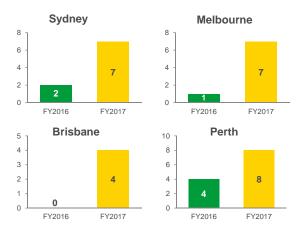
### More wet weather than seasonal averages in 1Q FY2017



### Volume of rainfall in 1Q (1 July - 30 Sept)



### Rain impacted work days<sup>1</sup> in 1Q



 An impacted day is defined as any working day with at least 2mm of rain recorded in metropolitan areas
and delivered concrete volumes at least 50% less than the average daily volume for the quarter in which the day falls (results adjusted for RDOs, public holidays and weekends)

## Boral Australia



### 1Q FY2017 trading update

Source: Australian Bureau of Meteorology

- East Coast housing activity remains strong and commencing a number of large road and highway projects
- 1Q FY2017 below our expectations, primarily due to:
  - WA market weaker than expected in 1Q
  - Significantly more wet weather in 1Q than seasonal averages
- Divested share of East Coast bricks JV, effective 1 November 2016

### **FY2017** outlook

- Stronger pricing and increasing infrastructure volumes should deliver benefits in 2H
- ~\$6.5m lower equity earnings in FY2017 than FY2016 due to divestment of 40% share of Boral CSR Bricks JV
- Taking into account lower earnings from Building Products, Boral Australia expected to deliver slightly higher EBIT in FY2017 compared with FY2016 (excluding Property in both years), assuming a return to more normal weather patterns
- Contribution from property in FY2017 still expected to be lower than FY2016
- Expect FY2017 result to be further skewed to 2H and 1H FY2017 to be lower than 1H FY2016 for Boral Australia due to softer major project and WA activity ahead of the ramp-up in infrastructure work, exacerbated by wet weather in Q1





### 1Q FY2017 trading update

- Results ahead of our expectations in 1Q FY2017
- Continued penetration of Sheetrock® with strong results in Australia and Korea, as well as in smaller country operations, like Vietnam
- Improved performance in Indonesia

### FY2017 outlook

Maintain expectations that USG Boral will deliver strong full year improvements in Asia and Australia through cost and synergy benefits, as well as volume and price growth in some markets

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### 1Q FY2017 trading update

- 1Q FY2017 below our expectations due to lower than expected housing activity
- Recent housing activity indicates housing starts are more likely to be closer to ~1.25 million for FY2017 (previously ~1.3 million<sup>1</sup>)
- 1Q FY2017 total US housing starts were 2% lower than 1Q FY2016<sup>2</sup> and 1Q FY2017 singlefamily housing starts were only up 2%2, which was below expectation
- As a result, only modest volume gains in building products businesses and pricing remains challenged at these levels of demand

### FY2017 outlook

- Continue to expect US housing market growth in FY2017, underpinning continued earnings growth from US businesses
- US Bricks and lightweight Trim & Siding businesses both expected to deliver results around break-even
- Average of analysts' forecasts (Dodge, Wells Fargo, NAR, NAHB, Fannie Mae, Freddie Mac, MBA) between June and July 2016
   US Census Bureau

## Outlook for FY2017



### FY2017 EBIT expected to be higher than FY2016

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Boral Australia	<ul> <li>Stronger pricing and increasing infrastructure volumes should deliver benefits in 2H</li> <li>~\$6.5m lower equity earnings in FY2017 than FY2016 due to the divestment of Boral's share of East Coast bricks JV in 1H FY2017</li> <li>Taking into account lower earnings from Building Products, Boral Australia expected to deliver slightly higher EBIT in FY2017 compared with FY2016 (excluding Property in both years), assuming a return to more normal weather patterns</li> <li>Contribution from property in FY2017 still expected to be lower than FY2016</li> </ul>
	<ul> <li>Expect FY2017 result to be further skewed to 2H and 1H FY2017 to be lower than 1H FY2016 for Boral Australia due to softer major project and WA activity ahead of the ramp-up in infrastructure work, exacerbated by wet weather in Q1</li> </ul>
USG Boral	Expected to deliver strong performance improvements in Asia and Australia through cost and synergy benefits, as well as volume and price growth in some key markets
Boral USA	<ul> <li>Recent housing activity indicates housing starts are more likely to be closer to ~1.25 million for FY2017 (previously ~1.3 million¹)</li> <li>Continue to expect US housing market growth in FY2017, underpinning continued earnings growth from US businesses</li> <li>US Bricks and Trim &amp; Siding businesses both expected to deliver results around break-even</li> </ul>

1. Average of analysts' forecasts (Dodge, Wells Fargo, NAR, NAHB, Fannie Mae, Freddie Mac, MBA) between June and July 2016

# Disclaimer



The material contained in this document is a presentation of information about the Group's activities current at the date of the presentation, 3 November 2016. 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.