



# USA Investor Roadshow

February 2014



# Agenda



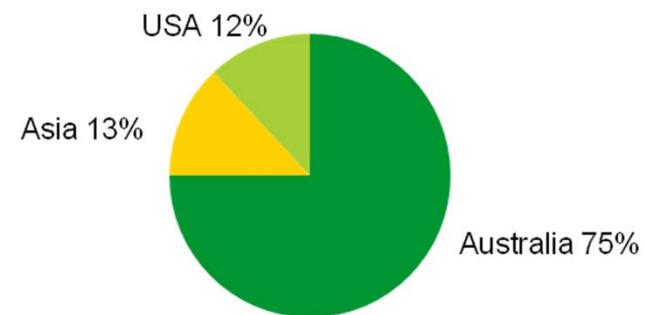
- Business overview
- Market activity
- 1H FY2014 Financial results
- Strategic priorities and Outlook

# Business overview

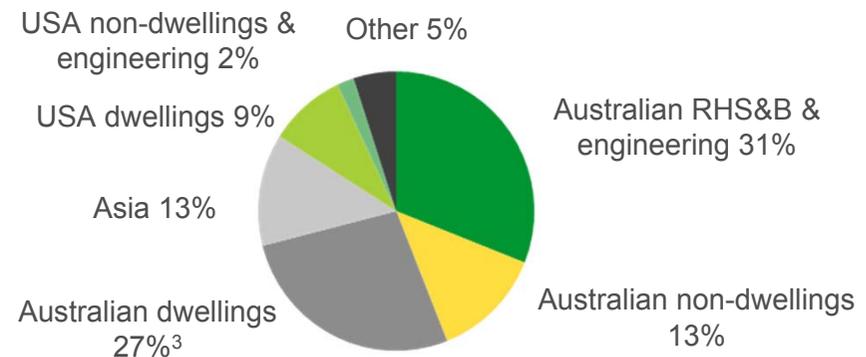


- Boral is an international building and construction materials group with operations in Australia, the USA and Asia
- A\$4.3b market cap (US\$3.9b)<sup>1</sup>
- S&P/ASX 100 company
- 568 operating sites across 10 countries
- 12,061 employees<sup>2</sup>

## Revenue by geography – 1H FY2014



## Revenue by end-market – 1H FY2014



**Total = A\$2.8b<sup>4</sup>**

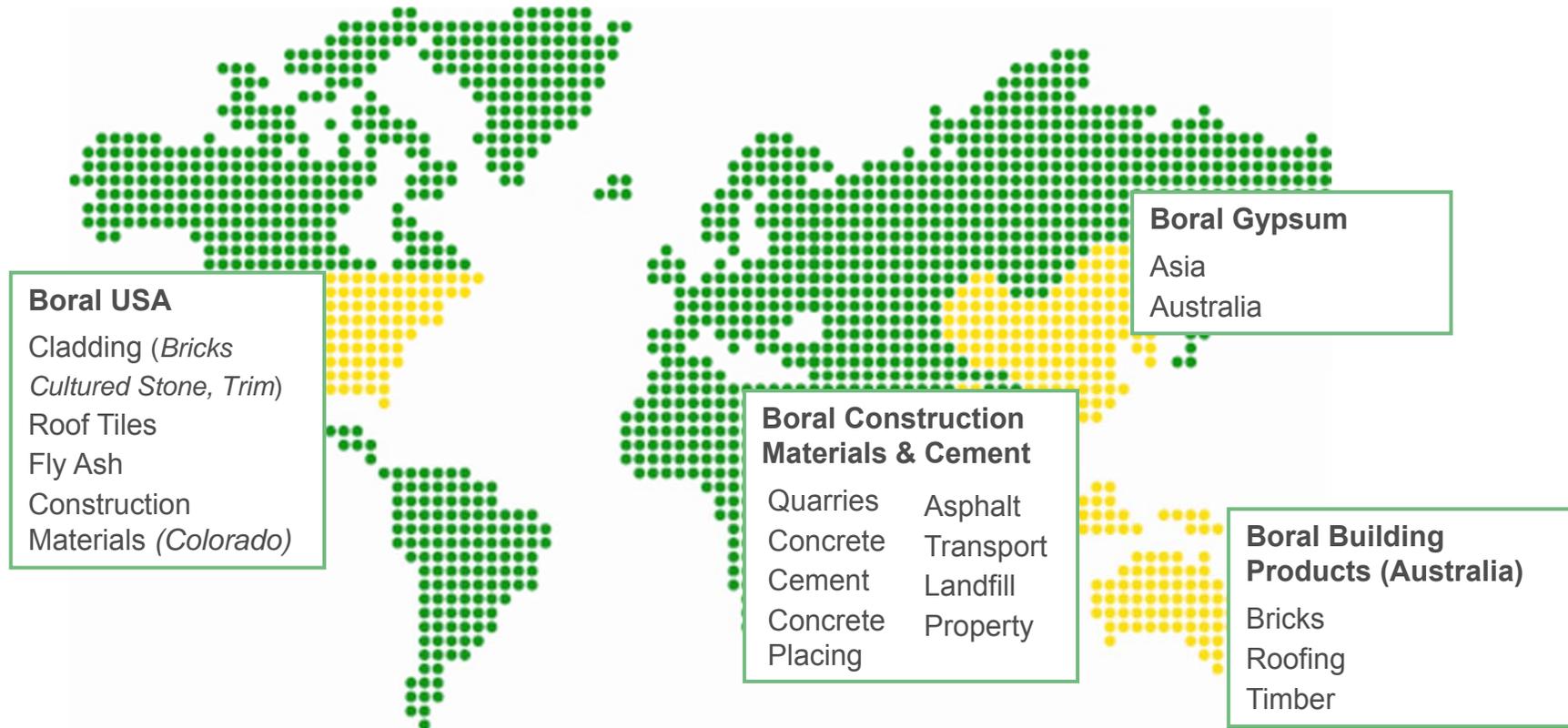
1. Based on share price and A\$/US\$ exchange rate as at 20 February 2014

2. As at 31 December 2013

3. Comprised of ~12% from detached housing, ~6% from multi-dwellings and ~9% from alterations and additions

4. For the half year ended 31 December 2013; revenue for continuing operations only

# Boral's divisional structure



# Agenda

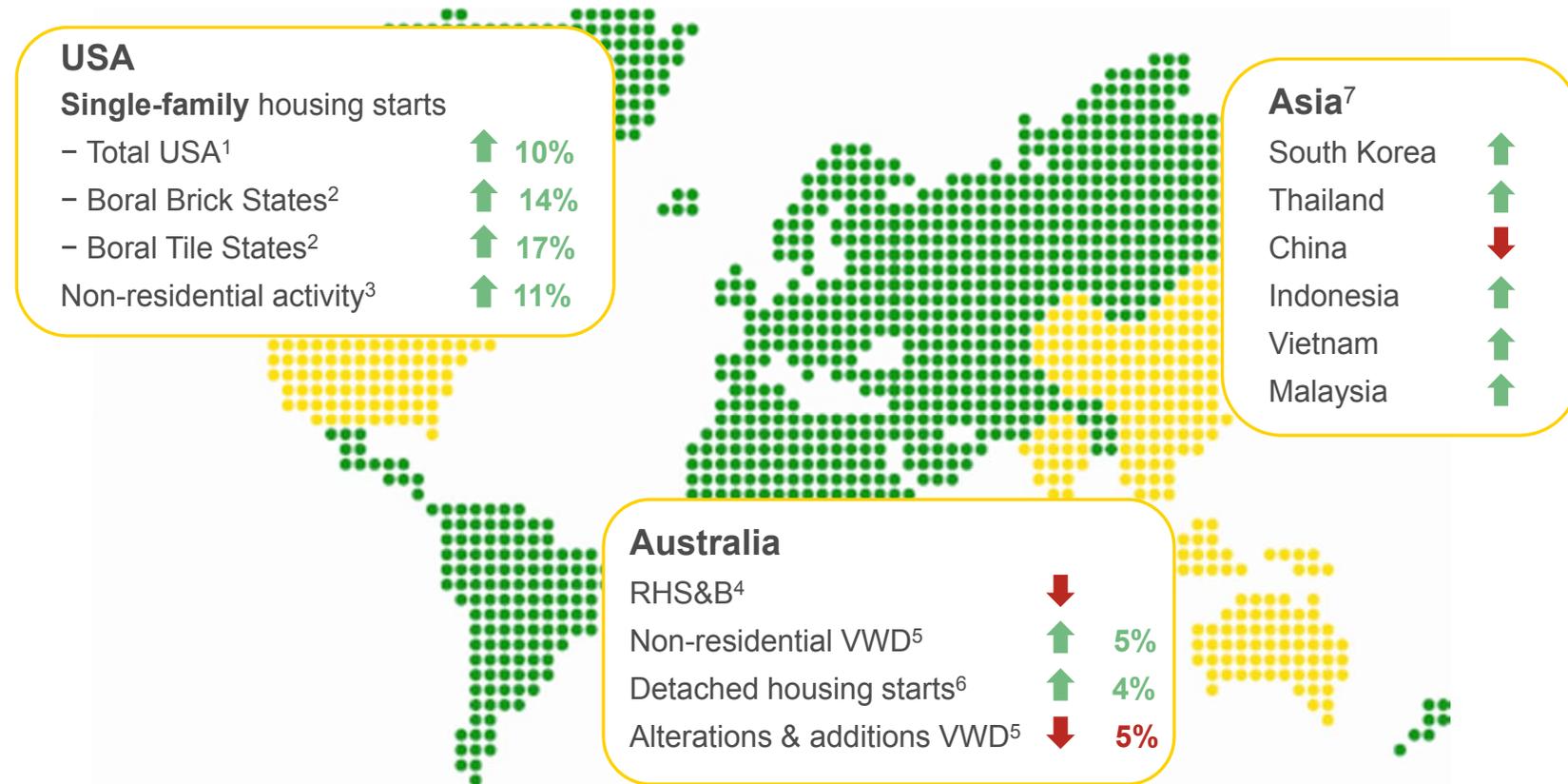


- Business overview
- **Market activity**
- 1H FY2014 Financial results
- Strategic priorities and Outlook



# Positive movements across most markets

1H FY2014 vs 1H FY2013



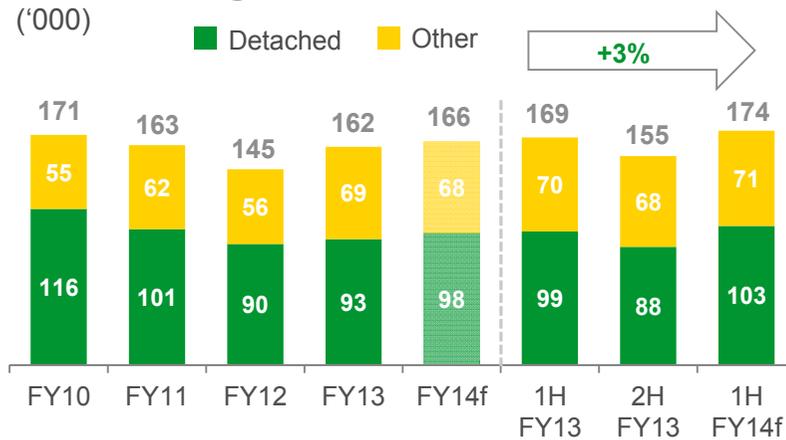
1. US Census seasonally adjusted data
2. Data from McGraw Hill/ Dodge. *Boral's Brick States* include: Alabama, Arkansas, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas. *Boral's Tile States* include: Arizona, California, Florida, Nevada.
3. McGraw Hill/ Dodge value of work completed. Forecast used for Dec-13 quarter
4. RHS&B refers to roads, highways, subdivisions and bridges and is forecast to be down by 7% in FY2014 based on average of BIS and Macromonitor
5. Value of work done (VWD) from ABS in 2011/12 constant prices. BIS forecast used for Dec-13 quarter
6. ABS original data. HIA forecast used for Dec-13 quarter
7. 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 Boral operates

# Australian residential activity improved

Housing starts estimated to be up 3% with detached starts up 4%  
A&A activity estimated to be down 5%

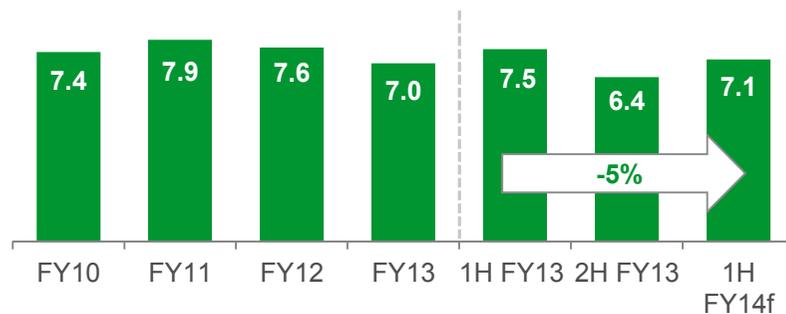


## Total housing starts<sup>1</sup>



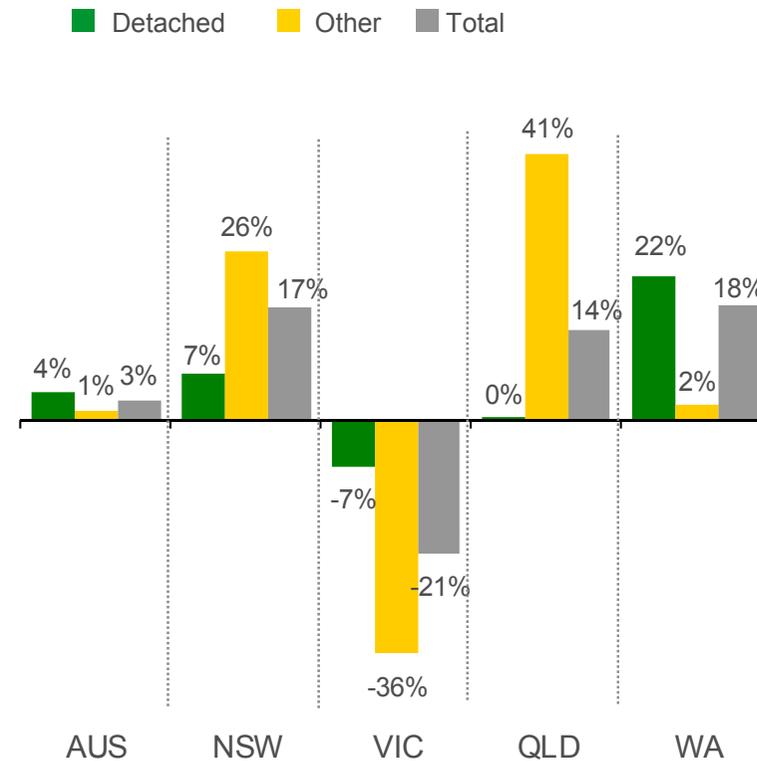
## Alterations & additions (A&A)<sup>2</sup>

(value of work, \$b)



## Housing starts – by state<sup>1</sup>

1H FY2014f v 1H FY2013



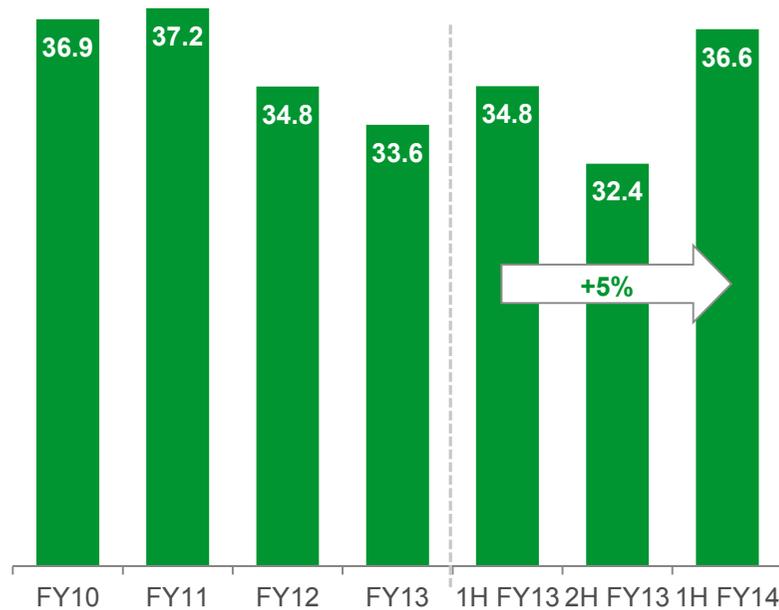
1. Original series housing starts from ABS to Sep-13 quarter, HIA forecast to Jun-14 quarter. Six monthly data annualised.  
2. Original series (constant 2011/12 prices) from ABS. BIS forecast for Dec-13 quarter. Half yearly data annualised.

# Australian non-residential activity strengthened

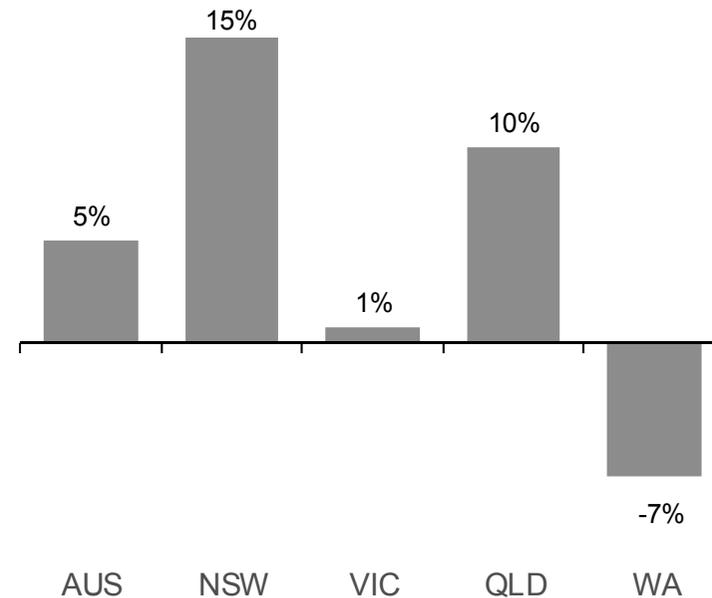
Non-residential activity estimated to be up 5%



**Non-residential<sup>1</sup>**  
(value of work done, \$b)



**Non-residential – by State<sup>1</sup>**  
1H FY2014f v 1H FY2013 (value of work done)



1. Original series (constant 2011/12 prices) from ABS. BIS forecast for Dec-13 quarter. Six monthly data annualised

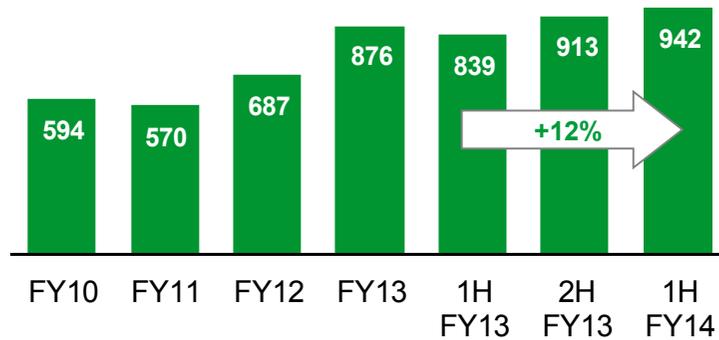
# US housing activity continues to strengthen

Total housing starts up 12% in 1H FY2014



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

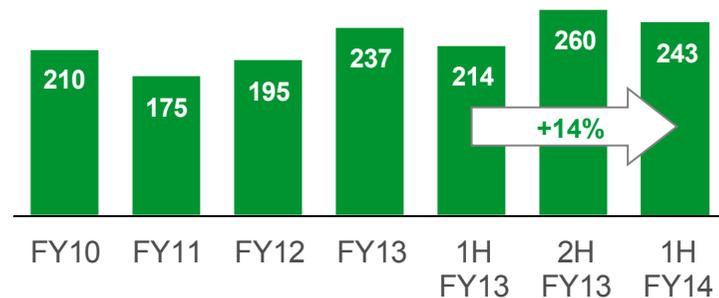
('000)



- US housing starts of 942k<sup>1</sup> in 1H FY2014, up 12% with detached starts up 10%<sup>1</sup>
  - But total starts remain 37% below long term average of 1.5m housing starts
- US single-family starts in Boral Bricks States<sup>2</sup> up 14% and in Boral Tiles States<sup>2</sup> up 17%
- US non-residential activity up 11%<sup>3</sup>

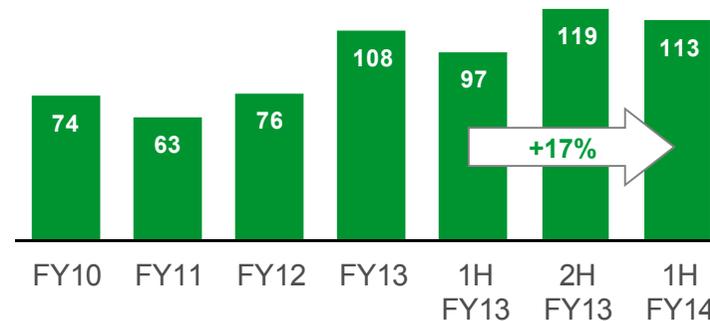
## US single-family housing starts

*Boral Brick States*<sup>2</sup> ('000)



## US single-family housing starts,

*Boral Tile States*<sup>2</sup> ('000)



1. Seasonally adjusted annualised data from US Census

2. 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 Dec-13 quarter

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# Results for 6 months ended 31 Dec 2013

A strong improvement in performance



**Revenue**  
**\$2.87** billion  4%

**Gearing, Net D/(Net D+E)**  
**29%**  from 30%

**EBIT<sup>1</sup>**  
**\$168** million  49%

**EPS<sup>1</sup>**  
**11.6** cents  71%

**Profit after tax<sup>1</sup>**  
**\$90** million  73%

**Half year dividend**  
**7.0** cents  40%

**Net profit after tax<sup>2</sup>**  
**(\$26)** million

**ROFE<sup>1,3</sup>**  
**5.9%**  from 4.2%

1. Excluding significant items

2. Including significant items that largely relate to a non-trading revaluation loss which will offset on completion of the Gypsum joint venture

3. Return on funds employed calculated on a moving annual total basis

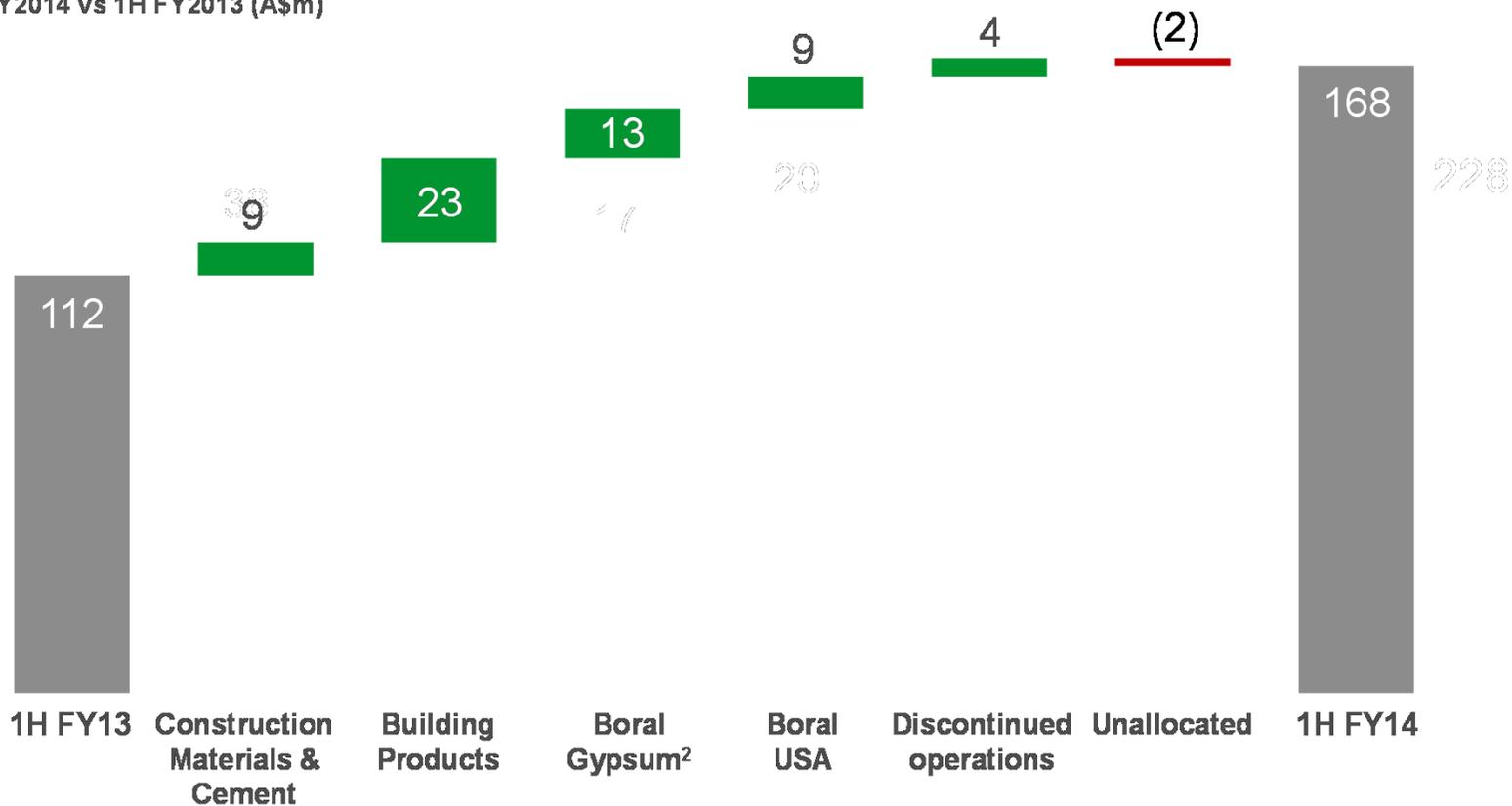
# Earnings increased across all divisions

with Building Products delivering the most significant improvement



## EBIT<sup>1</sup> variance

1H FY2014 vs 1H FY2013 (A\$m)



1. Excluding significant items

2. For statutory purposes Boral Gypsum has been reported as a discontinued operation

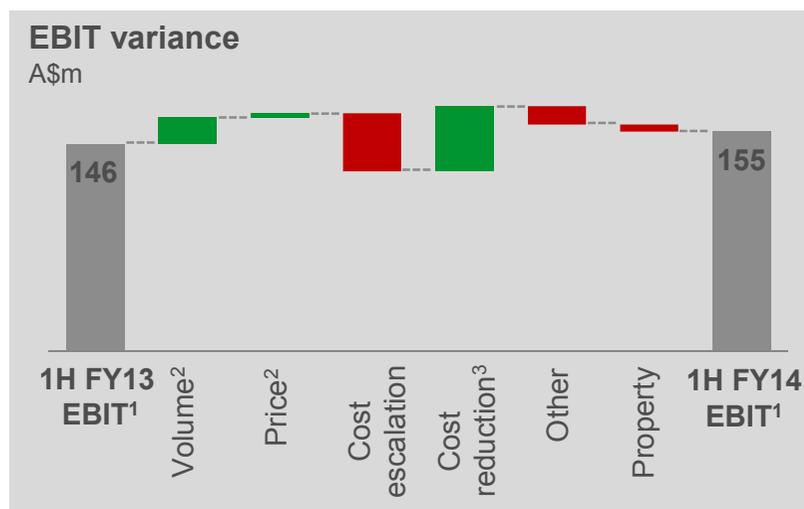


# Construction Materials & Cement

Improvement in Quarries, Concrete and Cement performance dampened by weaker Asphalt, Placing and Property contribution



A\$m	1H FY2014	1H FY2013	Var, %
Revenue	1,696	1,659	2
EBITDA <sup>1</sup>	237	237	-
<b>EBIT<sup>1</sup></b>	<b>155</b>	<b>146</b>	6
EBIT ROS, %	9.1%	8.8%	
Net Assets	2,225	2,257	(1)



1. Excluding significant items
2. Relates to Quarries, Concrete and Cement businesses only
3. Includes production volume leverage impact

## Revenue

**\$1.7b** ↑ 2%

## EBIT

**\$155m** ↑ 6%

- **Quarries, Concrete and Cement combined revenue growth of 9%**
  - Cement EBIT up \$21m from restructuring benefits and higher volumes
  - Improved Quarries & Concrete earnings from increased major project work and dry weather in NSW and QLD
- **Reduced earnings from Asphalt, Concrete Placing and Property**
  - Asphalt impacted by decline in RHS&B activity and competitive pressures
  - Property EBIT loss of \$3m in 1H FY2014 & not expected to be material in 2H FY2014
- **Cost reductions** include \$38m from cost saving initiatives; plus cost efficiency benefits from higher production volumes

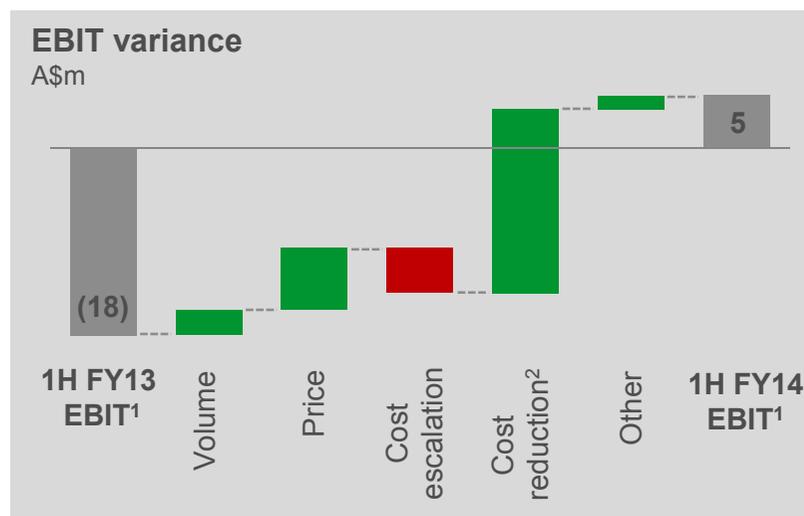


# Building Products

Achieved substantial turnaround to profitability



A\$m	1H FY2014	1H FY2013	Var, %
Revenue	248	249	-
EBITDA <sup>1</sup>	17	(1)	na
<b>EBIT<sup>1</sup></b>	<b>5</b>	<b>(18)</b>	<b>129</b>
EBIT ROS, %	2.1	(7.4)	
Net Assets	423	668	(37)



Revenue<sup>3</sup>

**\$248m** ↔

EBIT<sup>3</sup>

**\$5m** ↑ from (\$18m)

- **Delivered \$23m EBIT turnaround** reflecting restructuring and better market conditions
- Improved performance reflects:
  - Prior period **restructuring initiatives** including headcount reductions
  - Depreciation benefit from prior period asset impairment
  - **Better pricing outcomes**, particularly in Bricks East and Timber
  - **Higher volumes** in Bricks & Softwood
- Marked improvement in **WA Bricks** market
- **Roofing** volumes and prices broadly flat
- **Softwood** revenue growth offset lower Hardwood volumes

1. Excluding significant items

2. Includes production volume leverage impact

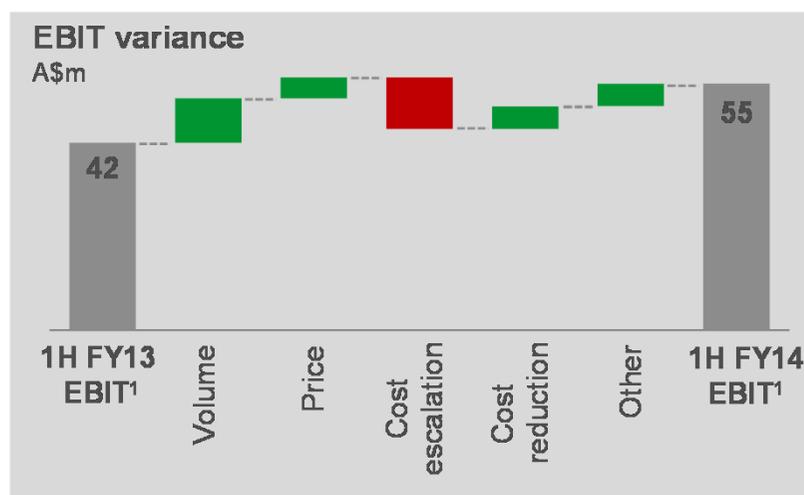
3. Excludes the Windows business sold in Nov-13 which has been classified as discontinued operations



Solid underlying volume growth delivering positive earnings momentum



A\$m	1H FY2014	1H FY2013	Var, %
Revenue	537	462	16
- Australia	182	173	5
- Asia	355	289	23
<b>EBIT<sup>1</sup></b>	<b>55</b>	<b>42</b>	<b>30</b>
- Australia	20	11	79
- Asia	35	31	13
Net Assets	1,462	1,447	10



### Revenue

**\$537m** ↑ 16%

### EBIT

**\$55m** ↑ 30%

- **Strong performance** benefited from 10% lift in board volume, and higher non-board revenue
- In **Australia**, EBIT benefited from:
  - board price increase in March-13
  - 4% growth in board volumes & 6% increase in non-board revenue
  - Lower operational, distribution & overhead costs
- **Asia** performance impacted by:
  - **higher market demand** in Korea & Indonesia
  - **growth in China** through Shandong plant
  - Currency driven cost escalation in Indonesia
- Gypsum production capacity of 595m m<sup>2</sup> at Dec-13 with capacity utilisation<sup>2</sup> at 73%

1. Excluding significant items  
 2. Based on available capacity as at 31 Dec-13

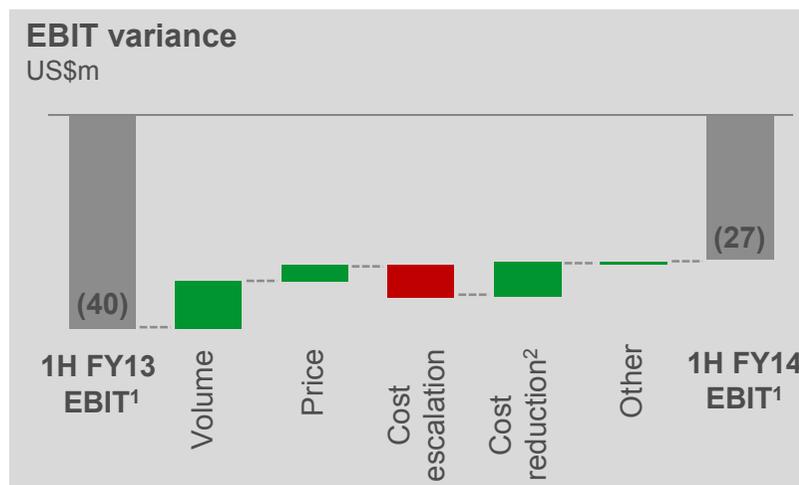


# Boral USA

Progressively reducing losses as US residential market continues to recover



A\$m	1H FY2014	1H FY2013	Var, %
Revenue	335	266	26
EBITDA <sup>1</sup>	(8)	(17)	52
<b>EBIT<sup>1</sup></b>	<b>(30)</b>	<b>(39)</b>	<b>23</b>
EBIT ROS, %	(8.9)	(14.5)	
Net Assets	743	690	8
Revenue (US\$m)	306	277	10
<b>EBIT<sup>1</sup> (US\$m)</b>	<b>(27)</b>	<b>(40)</b>	<b>32</b>



## Revenue

**A\$335m** ↑ 26%

## EBIT

**A\$(30)m** ↑ 23%

- **Improved performance** underpinned by continued growth in US housing starts
  - More custom builders re-entering market
- Underlying **US\$ Cladding revenue up 20%** and Roofing revenue up 18%
- **EBIT loss reduced by US\$13m** to US\$27m underpinned by:
  - **US\$9m benefit from volume gains**
  - Better production leverage
  - Solid price gains in Roofing
  - Divestment of Oklahoma concrete and sand operations
- Improved revenue and EBIT from Fly Ash & remaining Construction Materials operations

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

# Boral USA

The business has transformed through acquisitions, rationalisation and restructuring following a dramatic cyclical downturn in the US



	FY2005	FY2009	FY2013
<b>US housing starts</b> ('000)	2,016	646	877
<b>Revenue</b>	US\$611m	US\$406m	US\$569m
<b>EBITDA margin<sup>1</sup></b>	22%	(11%)	(4%)
<b>Product portfolio</b>	Brick Brick Accessories Pavers Roof Tile Fly Ash	<i>Added since FY04</i> Construction Materials	<i>Added since FY09</i> 50% MonierLifetile 50% Cultured Stone Trim Roof Components Stucco
<b>Brick capacity</b>	1.7b SBE <sup>2</sup>	1.9b SBE <sup>2</sup>	1.3b SBE <sup>2,3</sup>
<b>Roofing capacity</b>	7.0m squares	7.2m squares <sup>4</sup>	7.0m squares
<b>Employees</b>	2,679	1,511	2,233
<b>Revenue by business</b>			

1. EBITDA excludes significant items

2. Standard brick equivalents

3. Includes a mothballed clay paver plant

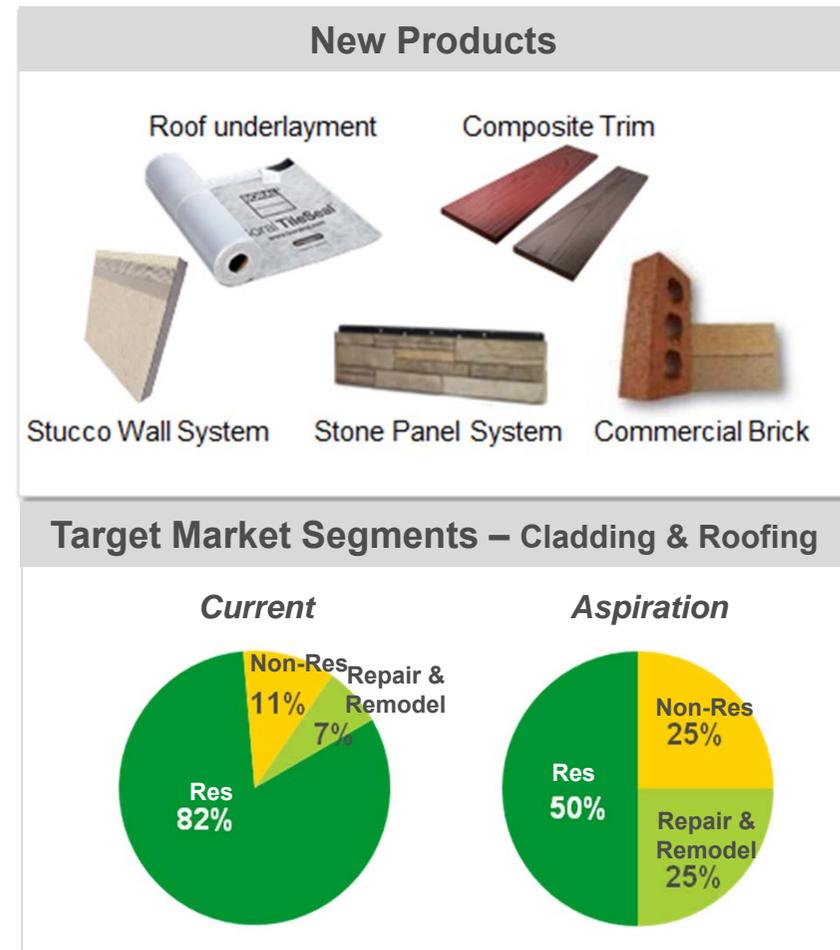
4. Roofing capacity peaked in FY2007 at 7.7m squares

5. MonierLifetile and Trinidad JV were equity accounted – Boral's share of revenue did not appear as revenue in the consolidated accounts but is included in the chart

# Boral USA's focus is to return the business to profitability as housing recovers



- **Product & Market Diversification** – Grow and diversify through increased sales in new geography, products, and markets
  - Geography
  - Products
  - Innovation
- **Price & Share Management** – Maximise price and maintain/grow share
- **Cost & Capital Management** – Continue to improve cost position by leveraging Boral Production System, rationalisation, and lowering SG&A as percentage of sales

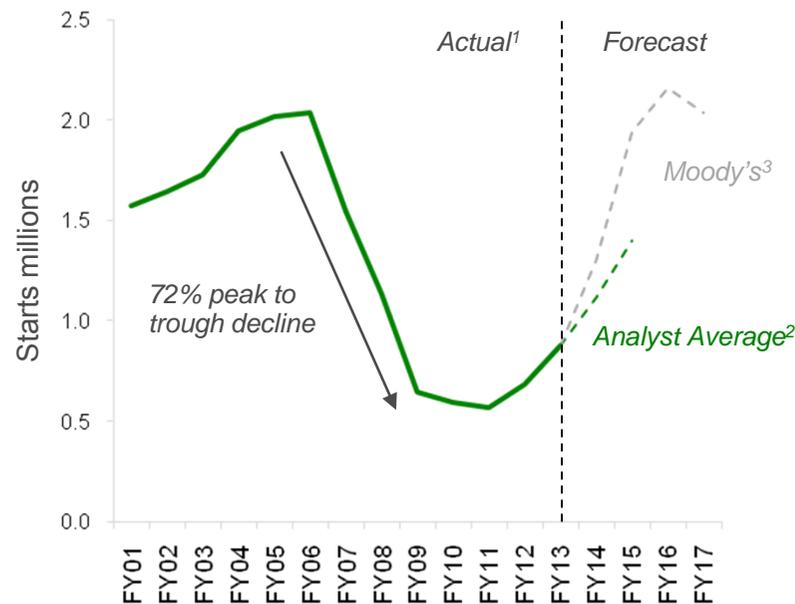


# Market outlook

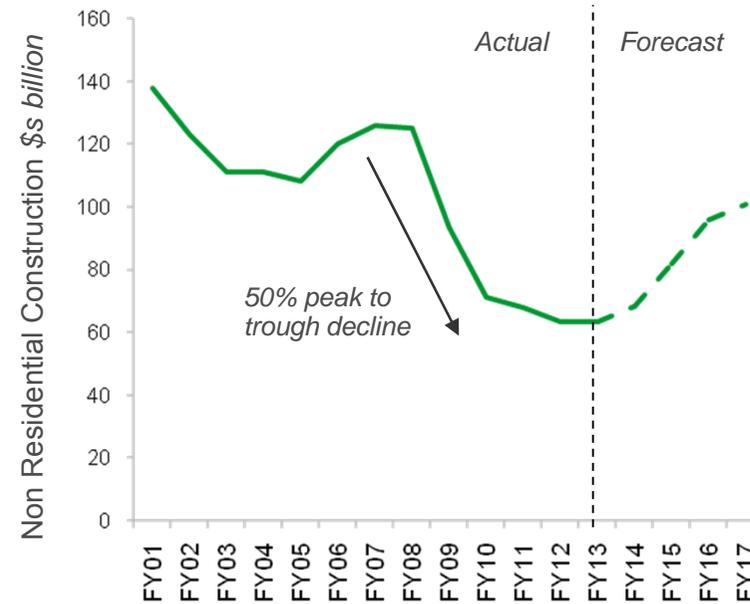
Residential momentum to continue and non-residential recovering in FY2014  
Both markets forecast for significant growth through next 3 to 5 years



New residential starts<sup>1</sup>



Non residential activity<sup>4</sup>



Analyst Average forecasting US starts at ~1.1m in FY2014, a ~27% increase from FY2013  
Expected growth of ~7% for the non-residential segment however weighted toward 2H FY2014

1. Historical Residential Starts: Census Bureau
2. Residential Forecast: Average of NAHB, MBA, Dodge, Wells Fargo, NAR, Fannie Mae, Freddie Mac
3. Moody's (Mark Zandi): Base Case Forecast
4. Non Residential Activity: McGraw Hill / Dodge – 1992 Value

# Strengthened financial performance

Delivered through stronger market conditions and business improvement initiatives



A\$m	1H FY2014	1H FY2013	Var %
<b>Revenue</b>	<b>2,874</b>	<b>2,774</b>	<b>4</b>
EBITDA <sup>1</sup>	307	264	16
Depreciation	(139)	(151)	
<b>EBIT<sup>1</sup></b>	<b>168</b>	<b>112</b>	<b>49</b>
Net interest	(47)	(50)	
Income tax expense <sup>1</sup>	(30)	(8)	
Non-controlling interests	(1)	(2)	
<b>Profit after tax<sup>1</sup></b>	<b>90</b>	<b>52</b>	<b>73</b>
Significant items (net) <sup>2</sup>	(117)	(77)	
<b>Net profit after tax</b>	<b>(26)</b>	<b>(25)</b>	
<i>Underlying tax rate<sup>1</sup></i>	24%	13%	

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 in the Results Announcement while details of significant items are provided in Note 6 of the half-year financial report. Non IFRS information has not been subject to audit or review.

1. Excluding significant items

2. Significant items largely relate to a non-trading revaluation loss that will offset on completion of the USG joint venture

(Figures may not add due to rounding)

# Cash generation improved



Cash flow , A\$m	1H FY2014	1H FY2013
<b>EBITDA<sup>1</sup></b>	<b>307</b>	<b>264</b>
Change in working capital	6	(59)
Interest & tax	(54)	(77)
Equity earnings less dividends	(4)	(1)
Non cash items	-	(1)
Restructuring costs paid	(24)	(18)
<b>Operating cash flow</b>	<b>231</b>	<b>107</b>
Capital expenditure		
SIB & growth	(114)	(164)
Divestment costs	(10)	-
Proceeds on disposal of assets	39	90
<b>Free cash flow</b>	<b>147</b>	<b>34</b>
Dividends paid – net DRP <sup>2</sup>	(25)	-
Other items	(8)	(1)
	<b>114</b>	<b>33</b>

- **Operating cash flow up \$124m to \$231m** due to:
  - increased earnings
  - improved working capital management
  - lower income tax payments
- **Total capex down 31%** on prior comparable period
- **SIB capex increased to \$76m** from \$61m, which was unsustainably low
- Proceeds on disposal of assets include:
  - proceeds from sale of Windows business
  - Cash received from property sales

1. Excluding significant items

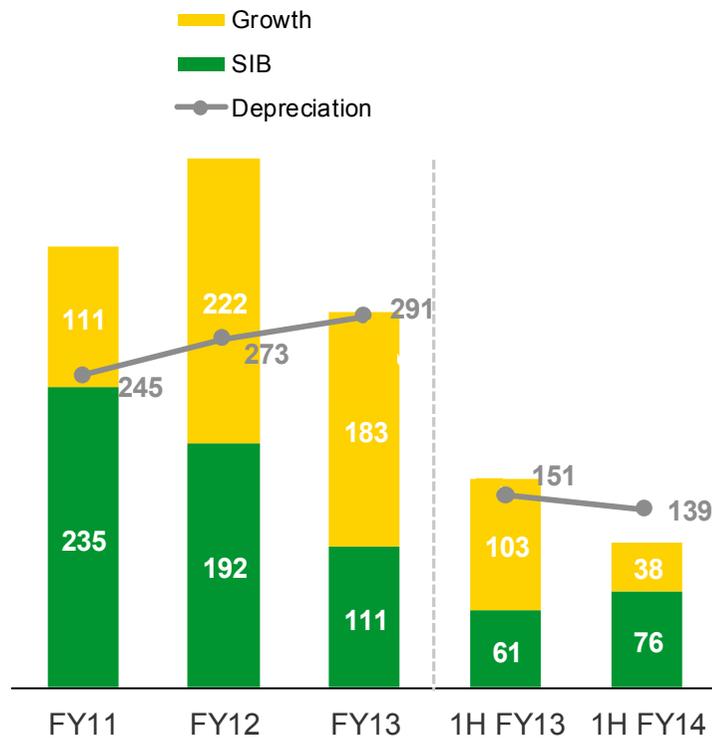
2. DRP underwritten in respect of dividend paid in 1H FY2013

(Figures may not add due to rounding)

# Capital expenditure remains constrained



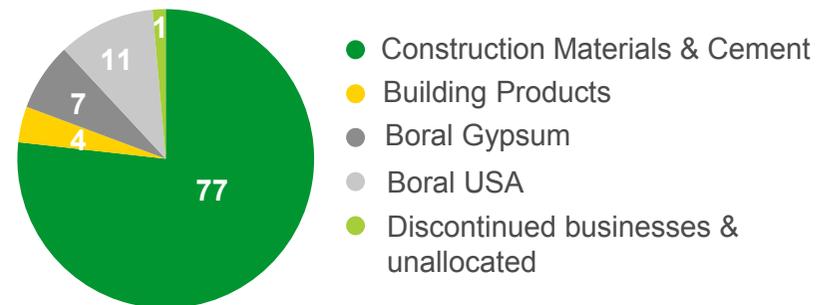
## Total capital expenditure A\$m



- SIB capex at 55% of depreciation
- Growth capex constrained to essential projects
- Total capex in FY2014 to decrease to ~\$270m

## 1H FY2014 capital expenditure

%



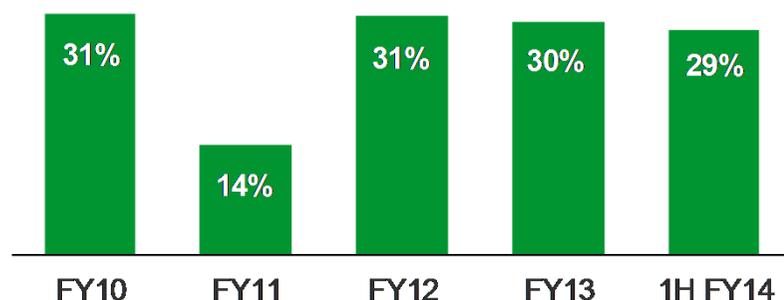
Total = \$114m

# Balance Sheet

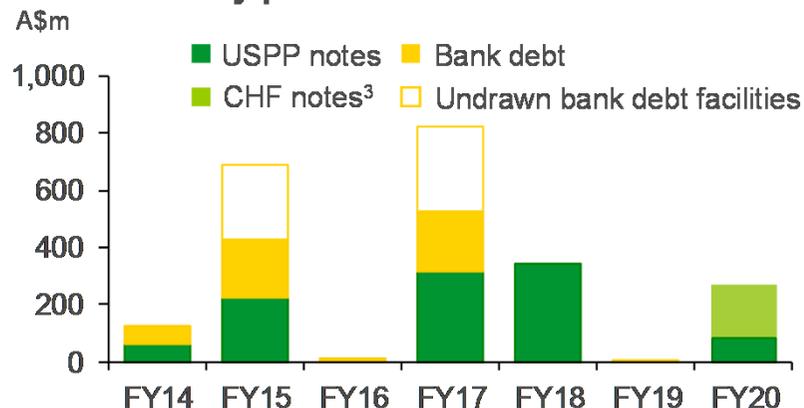
Benefiting from disciplined cash management



## Gearing<sup>1</sup>



## Debt maturity profile



- Net debt reduced by \$57m since 30 June 2013 to \$1,389m
- Principal 'bank gearing' covenant at 39%; threshold is <60%<sup>2</sup>
- Weighted average debt maturity ~ 3.3 years
- Weighted average cost of debt ~ 6.1% p.a.
- Committed undrawn bank debt facilities of \$565m

Net debt reconciliation A\$m	1H FY2014	1H FY2013
Opening balance	(1,446)	(1,518)
Cash flow	114	33
Non cash (FX)	(58)	27
<b>Closing balance</b>	<b>(1,389)</b>	<b>(1,458)</b>

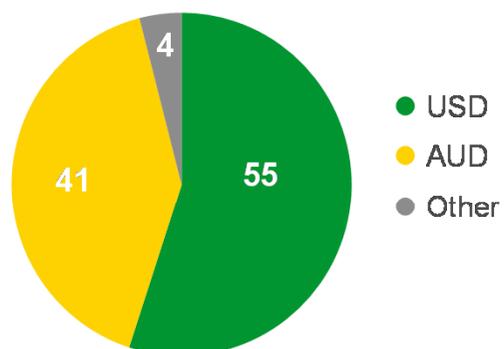
1. Net debt / (net debt + equity)  
 2. Gross debt / (gross debt + equity - intangibles)  
 3. Swiss franc notes issued under EMTN program  
 (Figures may not add due to rounding)

# Debt Profile



## Gross debt currency exposure

As at 31 Dec-13



Total = A\$1,652m

- CHF 150m notes (A\$186m) under EMTN program & US\$225m fixed rate USPP notes (A\$251m) swapped to AUD floating rate via cross currency swaps

(Figures may not add due to rounding)

Debt facilities	Ccy	1H FY2014 A\$m	1H FY2013 A\$m
US senior notes	USD	1,023	884
Syndicated term credit facility	USD	155	147
CHF notes	AUD	186	-
Syndicated term credit facility	AUD	200	500
BGA facilities	Multi	65	99
Other loans/ finance leases	Multi	23	14
<b>Gross debt</b>		<b>1,652</b>	<b>1,644</b>

USD debt	1H FY2014 US\$m	1H FY2013 US\$m
Notional amount	1,025	1,040
Cross currency swaps	(225)	(225)
Net USD debt exposure	800	815

# Debt Profile continued



- Debt reduction and earnings growth have been key areas of focus
  - circa A\$450m of debt is forecast to be repaid from the US\$500m JV sales proceeds
- US\$1b EMTN programme established in November 2012
  - To lengthen debt maturity profile and provide further funding diversification
  - Debut CHF150m 7 year bond issued in January 2013
- Boral's debt maturity profile is well spread with no significant maturities until May 2015 (USPP US\$200m)

# Credit ratings



- Boral is publicly rated by both S&P and Moody's
- Our target ratings are S&P BBB and Moody's Baa2
- Our current ratings are S&P BBB (Negative outlook) and Moody's Baa3 (stable outlook)

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# Boral's Fix, Execute, Transform program

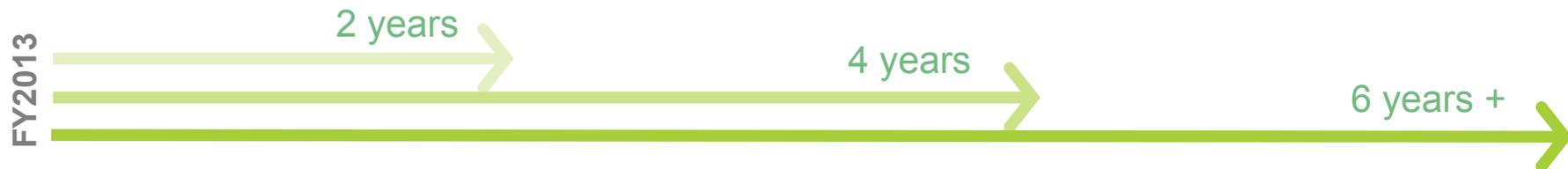


Our goal is to transform Boral into a global building and construction materials company that is known for its **world-leading safety performance, innovative product platform and superior returns on shareholders' funds**

## FIX

## EXECUTE

## TRANSFORM



Fixing things that are holding us back

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

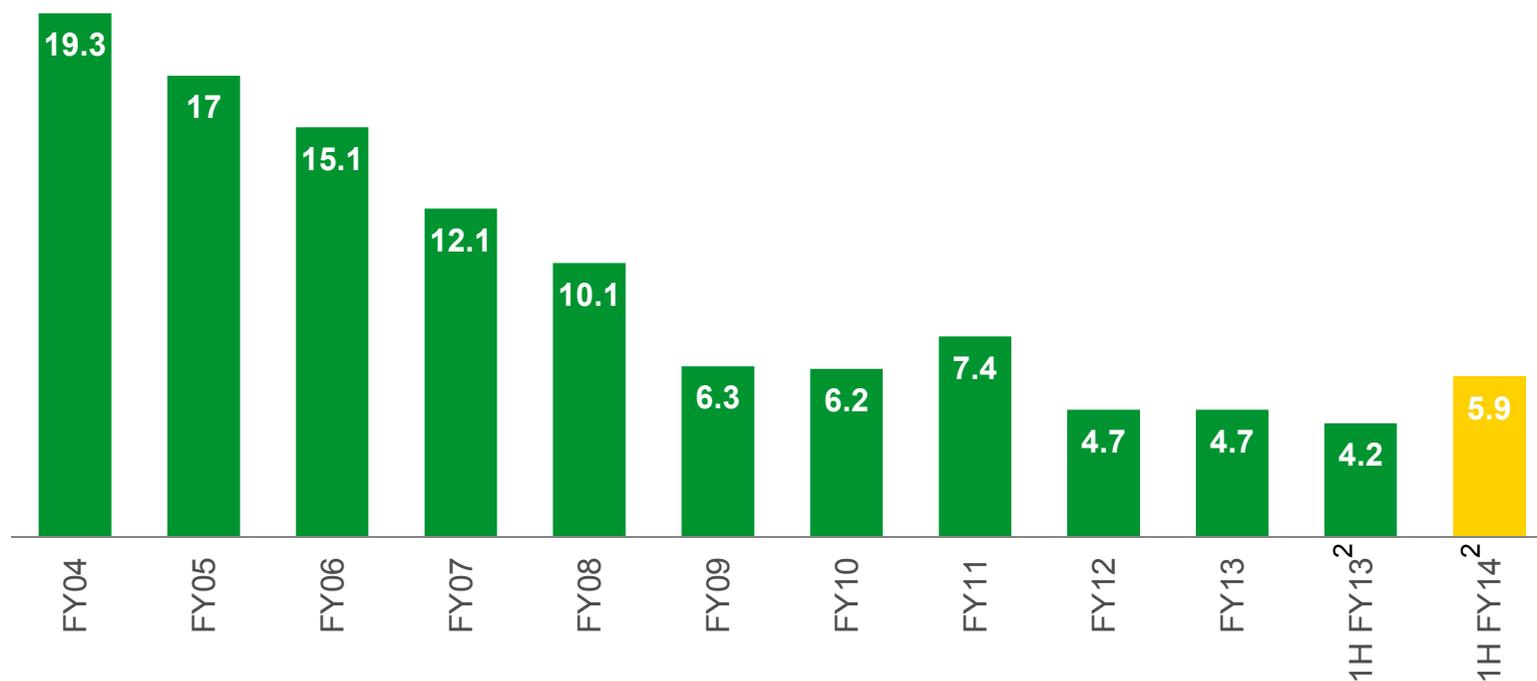
**Transforming Boral for performance excellence and sustainable growth through innovation**

# Focus is on improving ROFE to 15%



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

%



1. Excludes significant items

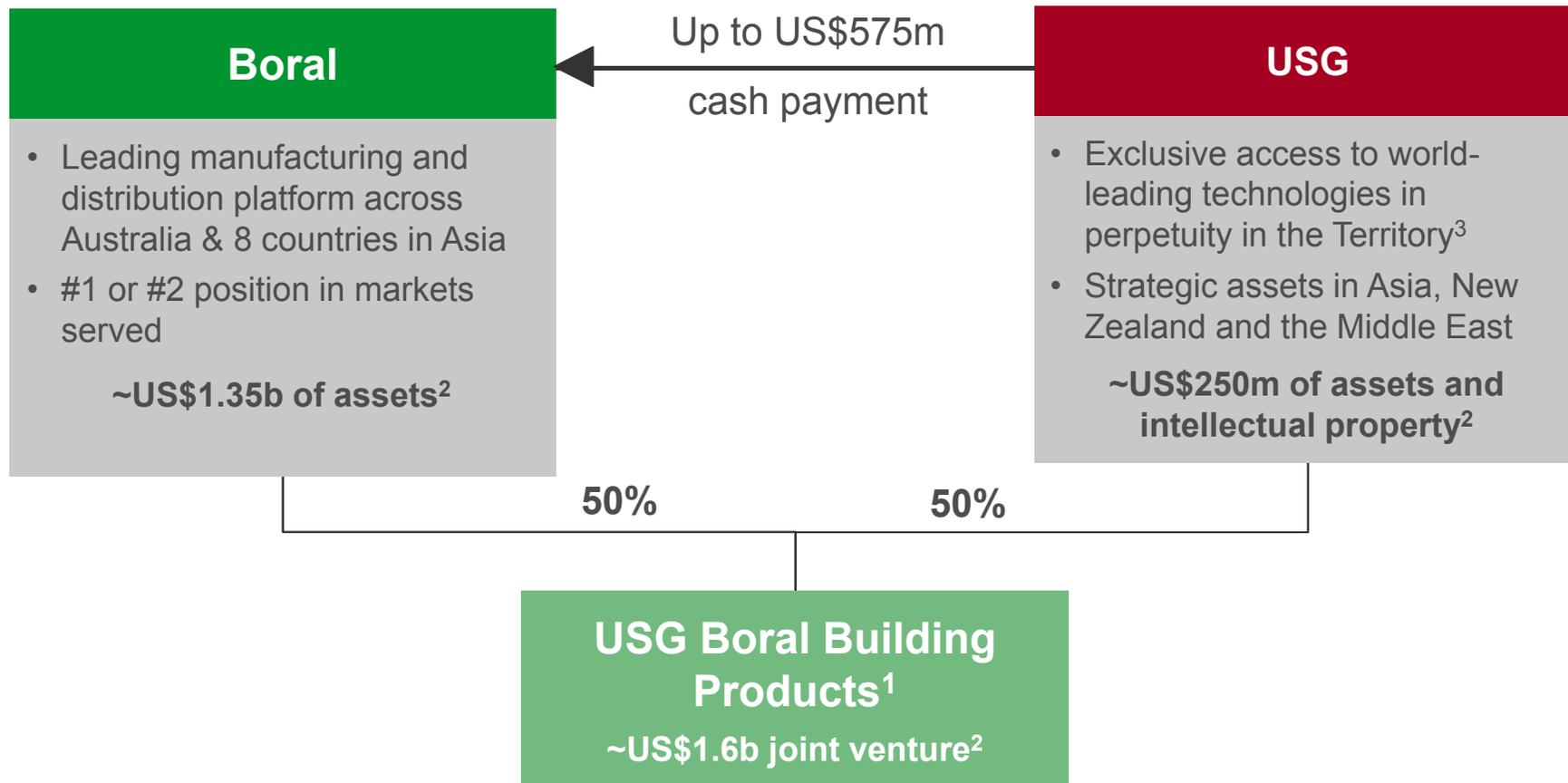
2. 1H FY2013 and 1H FY2014 on a moving annual total (MAT) basis

# Solid progress made in delivering immediate **FIX** priorities



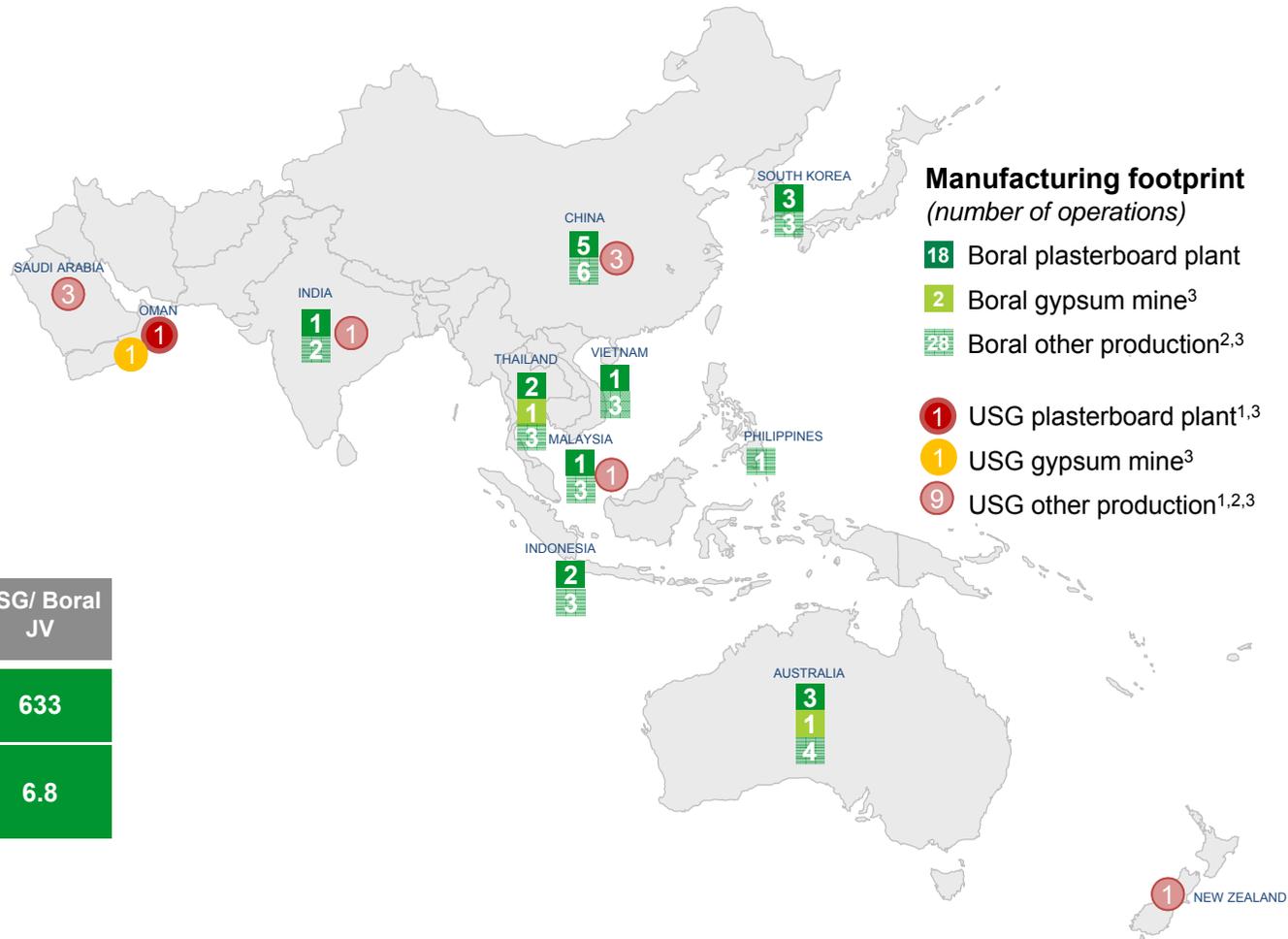
	OBJECTIVES	PROGRESS
<b>Manage costs down</b>	<ul style="list-style-type: none"> <li>In FY2014 reduce costs by:                             <ul style="list-style-type: none"> <li>\$105m through prior period headcount reductions &amp; rationalisation initiatives</li> <li>further \$25m through new initiatives largely in contractor spend</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>✓ Realised \$60m in cost reductions from cost down programs in 1H FY2014</li> <li>✓ Expect to deliver \$130m in savings in FY2014</li> </ul>
<b>Maximise cash generation</b>	<ul style="list-style-type: none"> <li>Generate \$200-\$300m from divestments and land sales in FY2013 &amp; FY2014</li> <li>Apply disciplined approach to capex and manage capital assets to improve returns</li> </ul>	<ul style="list-style-type: none"> <li>✓ \$212m in cash proceeds from divestments &amp; land sales in 18 months to Dec-13</li> <li>✓ Capex down 31% in 1H FY2014</li> </ul>
<b>Reshape the portfolio</b>	<ul style="list-style-type: none"> <li>Rationalise portfolio to core essentials</li> </ul>	<ul style="list-style-type: none"> <li>✓ Sold Windows business</li> <li>✓ Ceased production at Berrima Colliery</li> <li>✓ Progress made to preferred course of action to improve returns in Australian Bricks business</li> </ul>

# TRANSFORMING Boral through strategic joint venture with USG



1. Actual structure will be via two JV legal entities  
 2. Asset values subject to finalisation of fair valuation, completion adjustments and final foreign exchange rates at the date of completion  
 3. Encompasses Asia, Australasia and the Middle East

# Joint venture has leading positions across Asia, Australasia and the Middle East



	USG/ Boral JV
Capacity (m <sup>2</sup> ) <sup>1</sup>	633
Capacity (BSF) <sup>1</sup>	6.8

1. Production either online or expected to be online in CY2014
2. Production may be at the same physical location. Other production includes ceiling tile, metal ceiling grid, metal products, joint compounds, mineral wool and cornice production
3. Certain manufacturing facilities and gypsum quarries held in joint venture with third parties

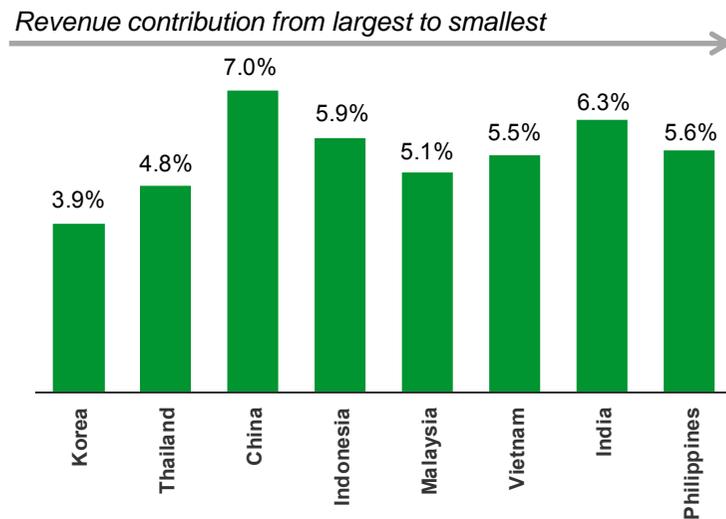
# Asian markets represent strong growth potential for JV building products



## Real GDP growth – Asian countries<sup>1</sup>

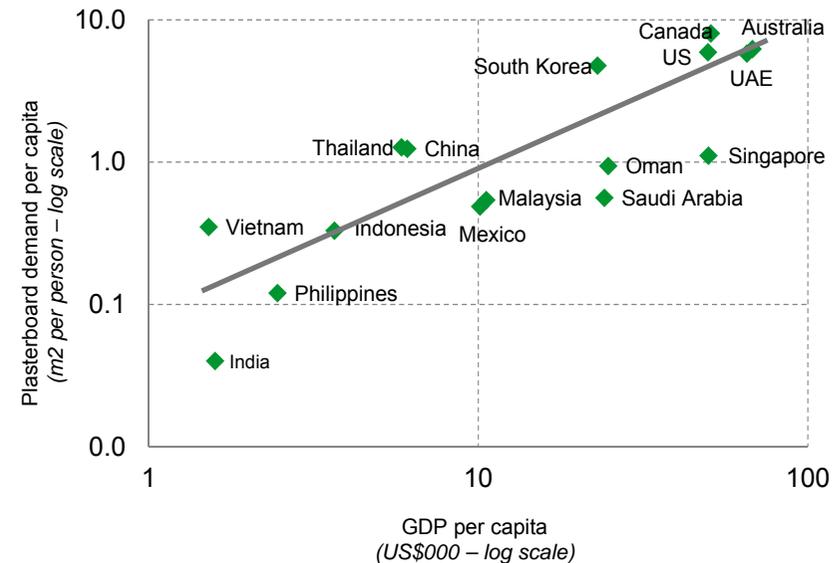
- Strong economic growth forecast across most Asian markets
- Increasing commercial projects expected to drive growth in non-residential construction
- Increasing urbanisation will drive growth in residential new build

## Forecast real GDP growth – 5 year CAGR to 2018<sup>1</sup>



## Plasterboard demand/GDP per capita<sup>2</sup>

- Historically plasterboard use starts in ceilings then moves to walls, and starts in commercial then moves to housing
- Lightweight, flexible and easy to install characteristics make plasterboard the interior lining product of choice
  - USG technology expected to enhance this attribute
- Asia expected to become world’s largest plasterboard market by 2015



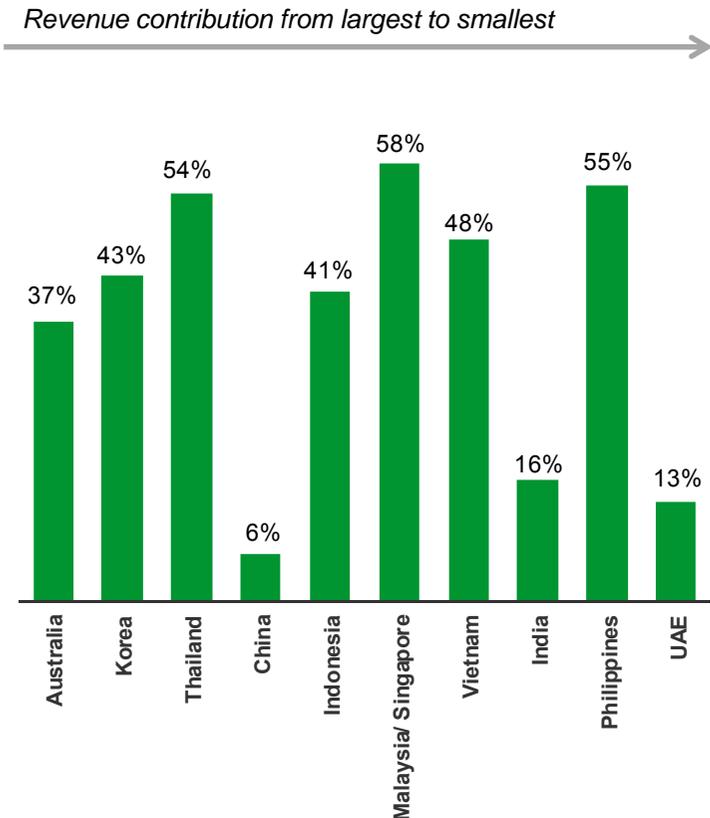
1. Source: IMF data at October 2013  
 2. Boral management estimates for plasterboard demand. GDP per capita and population based on IMF 2013 forecast data

# Joint venture market positions



- **Asia expected to become world's largest plasterboard market by 2015<sup>1</sup>**
- Size of plasterboard market in JV region is >2,250m m<sup>2</sup>
  - Asia market size ~2,100m m<sup>2</sup>
  - Excluding China, Asia market size ~500m m<sup>2</sup>
- Strong economic growth forecast across most Asian markets
  - real GDP growth of 4 to 7%<sup>2</sup>
- Increasing commercial projects expected to drive growth in non-residential construction
- Increasing urbanisation will drive growth in residential new build

## JV plasterboard market share 2013<sup>1</sup>



1. Based on management estimates  
2. Source: IMF data at October 2013

# Financial impact of USG JV

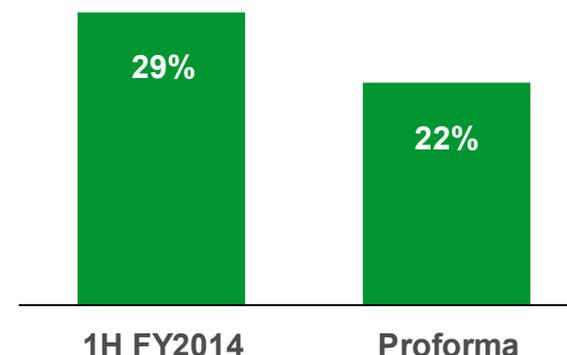
Expect much lower second half EBIT contribution from Gypsum as we move to 50% share and due to equity accounting impacts



## Half year ended 31 Dec-13 – Income Statement

A\$m	Boral Gypsum
EBIT <sup>1</sup>	55
Net interest	(2)
Income tax expense <sup>1</sup>	(14)
Non-controlling interest	(4)
<b>Profit after tax<sup>1</sup></b>	<b>35</b>

## Boral gearing impact<sup>2</sup>



### Key points:

- If Boral had sold a 50% share of the Gypsum business on 1 July 2013, Boral's equity accounted earnings in the half year would have been A\$17.5m (50% of \$35m) versus A\$55m for 100% consolidated earnings. The \$17.5m in equity accounted earnings would have been reported at the EBIT line
- **Expect lower EBIT contribution from Gypsum in 2H FY2014** based on two months of consolidated earnings for seasonally weak Jan/Feb and four months of equity accounted 50% contribution. Underlying improvement in business in 2H FY2014 expected to be offset by JV implementation costs
- Net interest savings will benefit 2H FY2014 following receipt of upfront payment of US\$500m with upfront **cash payment to be applied progressively to reduce Boral's debt by up to A\$450m**

1. Excluding significant items

2. Gearing defined as net debt / (net debt + equity) . Proforma gearing based on A\$450m of debt reduction

# Outlook for FY2014

Underlying performance of all four divisions expected to improve in 2H FY2014 on 2H FY2013



<b>Market activity - Australia</b>	<ul style="list-style-type: none"><li>• Overall <b>activity in Australia expected to be steady</b> with higher residential and non-residential activity offset by lower roads and highways activity</li></ul>
<b>Construction Materials &amp; Cement</b>	<ul style="list-style-type: none"><li>• <b>Underlying performance expected to improve</b> in FY2014 but will be offset by significant reduction in Property earnings</li><li>• Underlying earnings<sup>1</sup> in 2H FY2014 anticipated to be up on the prior year but down from 1H FY2014 due to seasonality and lower large project volumes</li></ul>
<b>Building Products</b>	<ul style="list-style-type: none"><li>• Expect to deliver <b>small profit in FY2014</b> driven by sustained cost improvement and stronger market demand with 2H FY2014 seasonally weaker than 1H FY2014</li></ul>
<b>Boral Gypsum</b>	<ul style="list-style-type: none"><li>• Expect <b>underlying earnings growth</b> in Australia and Asia in FY2014 but in 2H FY2014 growth will be largely offset by joint venture integration costs</li><li>• Lower 2H FY2014 contribution based on two months trading earnings and four months 50% equity accounted contribution following completion of JV</li></ul>
<b>Boral USA</b>	<ul style="list-style-type: none"><li>• Expect improved result in 2H FY2014 with break through to profitability in 4Q FY2014 assuming housing starts annualised run rate &gt;1.1m for 4Q FY2014</li></ul>

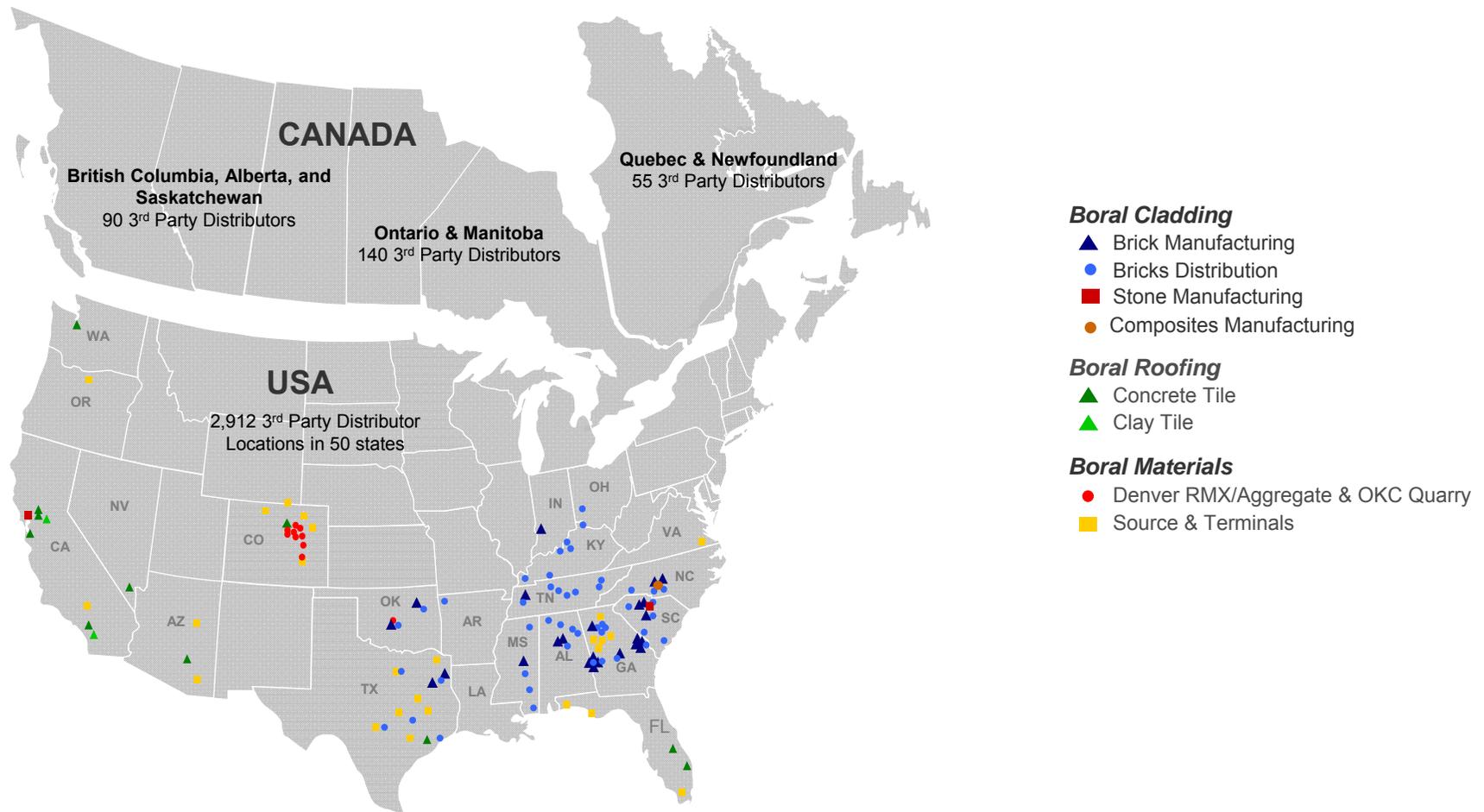
1. Underlying earnings defined as excluding Property earnings



# Supplementary slides

# Boral USA has an expansive footprint

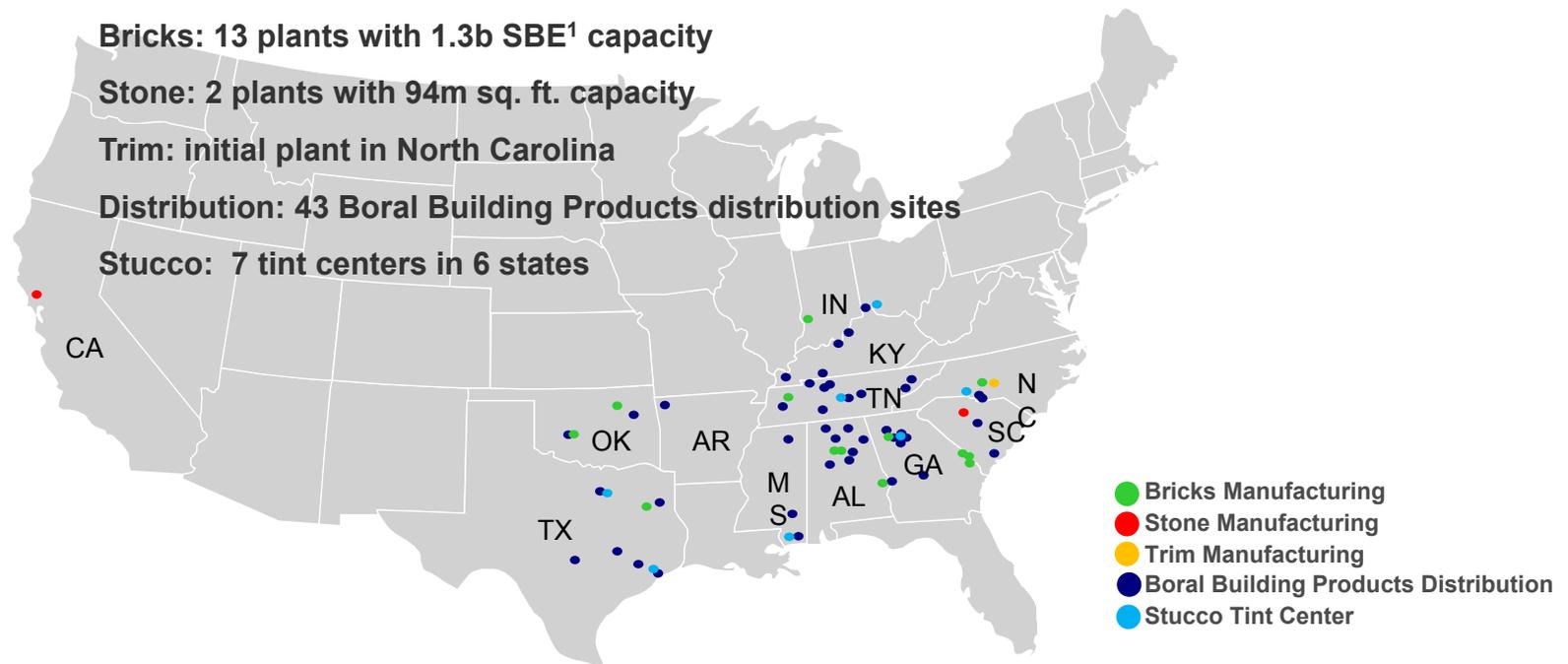
#1 in Brick, Clay Tile, Concrete Tile, and Stone Veneer, & #2 in Fly Ash in the USA  
#3 in Construction Materials in Denver, Colorado



Our distribution business, Boral Building Products, complements our leading bricks, concrete and clay tile, and manufactured stone veneer positions with 43 sales centers in 11 states

# Boral USA Cladding Footprint

Comprising 65 facilities, our reach is considered nationwide



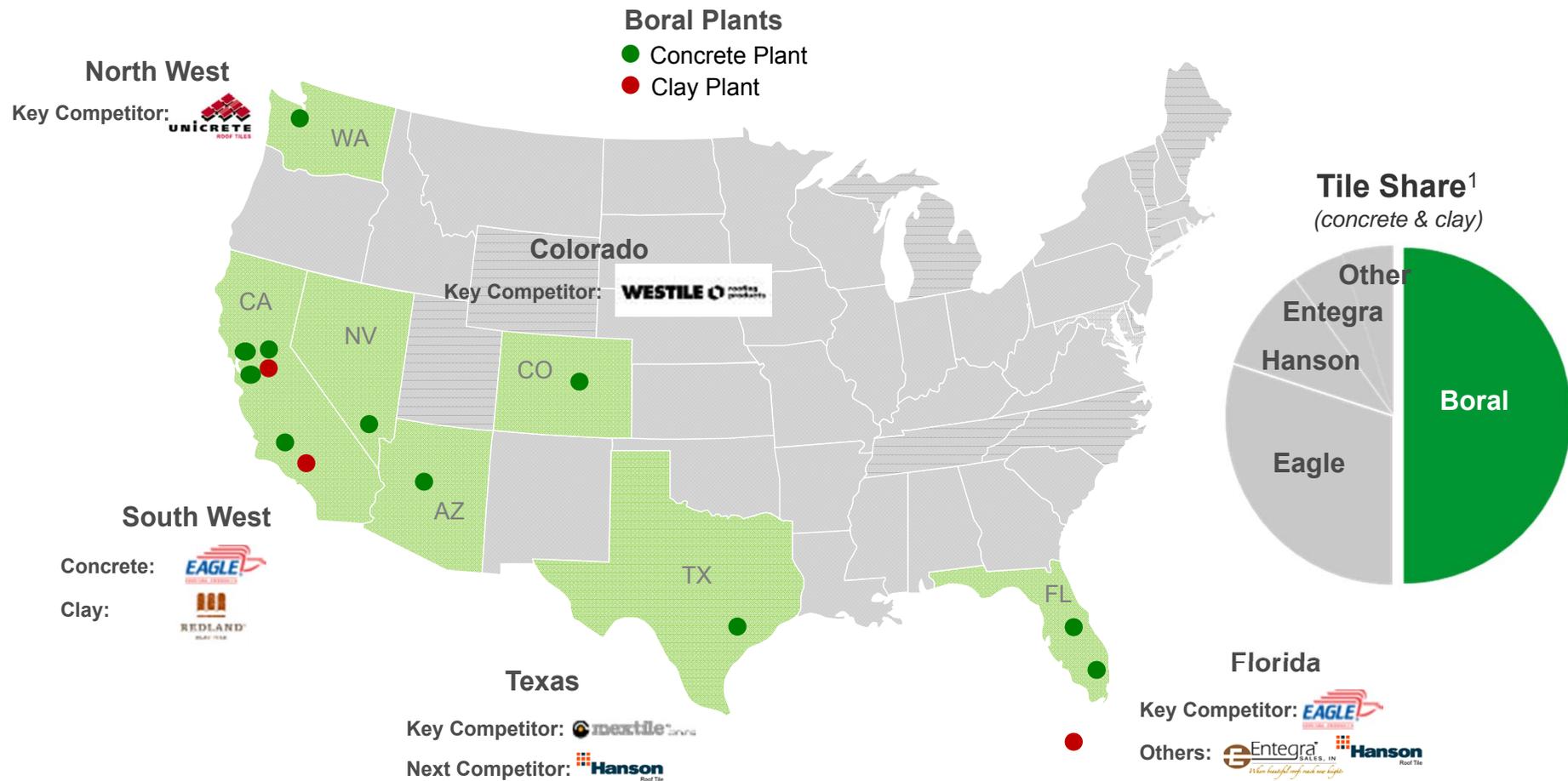
## **Bricks Capacity:**

- **Peak Network:** 23 brick plants with 1.86b SBE capacity, 1 paver plant with 0.05 billion capacity
- **Current Network:** 13 brick plants (5 mothballed) plus 1 mothballed paver plant; 11 permanently closed brick plants
- **Current Capacity:** 1.3b SBE, ~31% reduction from peak; 0.05 billion paver plant
- Repositioned portion of Bessemer, Salisbury, Henderson, and Smyrna plants to produce commercial brick

1. Standard Brick Equivalent

# Boral USA Roofing Footprint

11 concrete roof tile plants and 3 clay roof tile plants



1. Based on management estimates

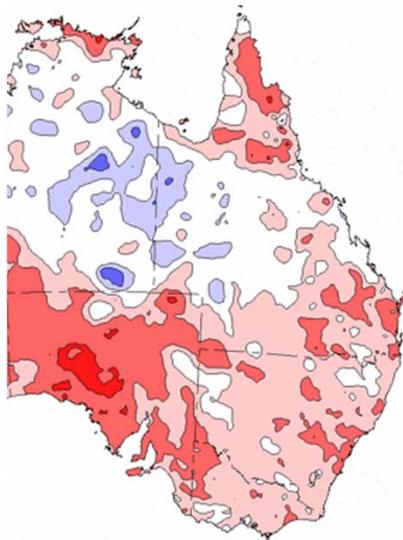
# Weather impacts in eastern Australia

NSW and Queensland experienced particularly dry weather

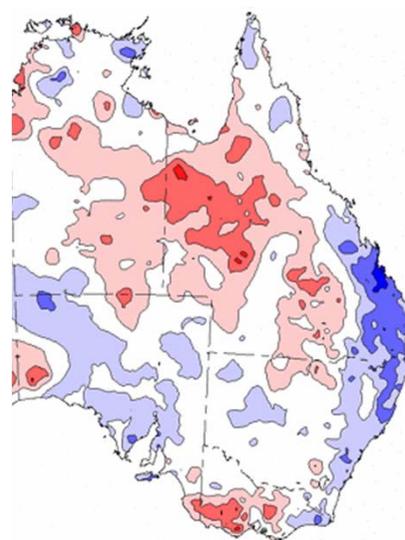


## Rainfall in Eastern Australia

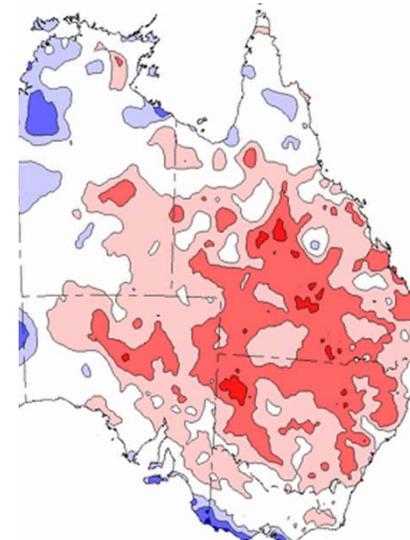
1H FY2013



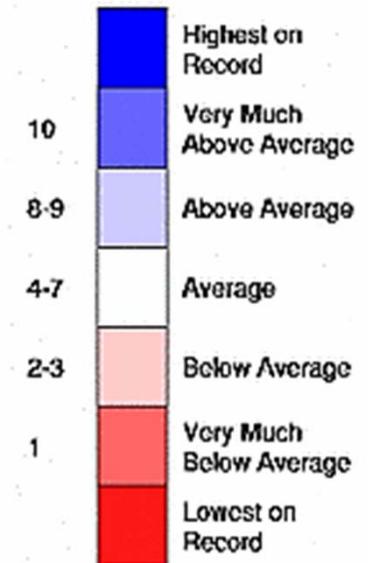
2H FY2013



1H FY2014



Rainfall Decile Ranges



# Significant items due to timing impact of Gypsum JV formation

Non-trading significant items to be offset on completion of JV



A\$m	1H FY2014
Revaluation of Gypsum "Held for Sale Net Assets" and costs of disposal	(115)
Loss on disposal of Windows business	(4)
<b>EBIT impact</b>	<b>(119)</b>
Income tax benefit	2
<b>Significant items (net)</b>	<b>(117)</b>

## KEY POINTS:

- As at 31 December 2013 the net assets of the Gypsum division have been reclassified on Boral's balance sheet as assets held for sale, resulting in a re-assessment of net assets at current exchange rates and comparison to the expected proceeds. The resulting gap is \$115m.
- Exchange gains currently held in the Foreign Currency Translation Reserve, which represent the foreign exchange movement since acquisition of the Gypsum assets in Asia (in December 2011) are unable to be recognised until completion of the USG Boral JV transaction.
- As at 31 December 2013, based on an exchange rate of AUD/USD of \$0.89, \$155m of foreign currency gains are held in the Foreign Currency Translation Reserve in relation to Gypsum assets.
- **Assuming a steady AUD/USD exchange rate of \$0.89, recognition of these \$155m exchange gains on completion of the JV will more than offset the \$115m revaluation loss recorded at 31 December 2013.**
- The final disposal entries will be calculated taking into account fair value calculations, working capital adjustments and FX rates as at the date of completion which is expected on 28 February 2014.

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 6 of the half year financial report and relate to amounts that are associated with significant business restructuring, business disposals, impairment or individual transactions.

(Figures may not add due to rounding)

# Segment Revenue and EBIT



	External revenue A\$m			EBIT <sup>1</sup> A\$m		
	1H FY2014	1H FY2013	Var, %	1H FY2014	1H FY2013	Var, %
<b>BCM &amp; Cement<sup>2</sup></b>	1,696	1,659	2	155	146	6
<b>Building Products</b>	248	249	-	5	(18)	129
<b>Boral Gypsum<sup>3</sup></b>	537	462	16	55	42	30
<b>Boral USA</b>	335	266	26	(30)	(39)	23
Unallocated	-	-		(17)	(14)	
Discontinued Businesses <sup>4</sup>	58	138		(1)	(5)	
<b>TOTAL</b>	<b>2,874</b>	<b>2,774</b>	<b>4</b>	<b>168</b>	<b>112</b>	<b>49</b>

1. Excluding significant items

2. Boral Construction Materials & Cement segment includes Boral Property Group EBIT loss of \$3m (EBIT profit of \$2m in 1H FY2013)

3. For statutory purposes, Boral Gypsum division has been classified as discontinued operations

4. Discontinued Businesses revenue of \$58m and EBIT loss of \$1m in 1H FY2014 reflects the trading results of the Windows business until its sale at the end of Nov-13  
(Figures may not add due to rounding)

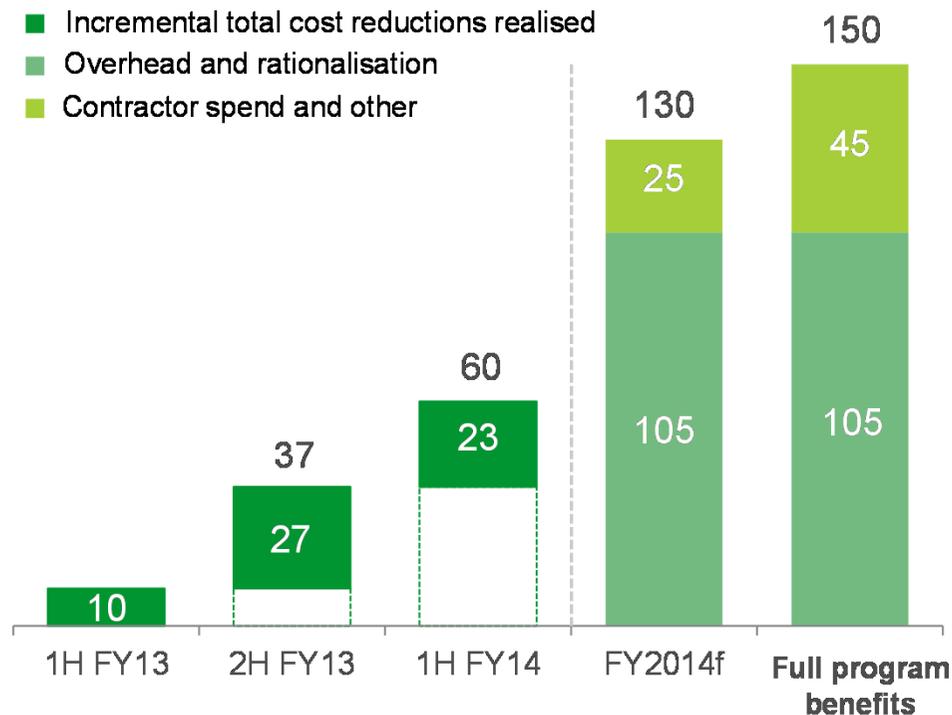
# Benefits from announced cost reduction programs



## Cost reduction benefits

A\$m

- Incremental total cost reductions realised
- Overhead and rationalisation
- Contractor spend and other



- **Jan-13** – announced overhead and rationalisation cost reduction program with expected full year benefit of **\$105m from FY2014**
- **Oct-13** – announced second phase of cost reduction program largely focused on contractor spend with **expected benefit of \$25m in FY2014** and \$45m from FY2015
- **\$60m cost reductions realised in 1H FY2014**
  - \$52.5m from overhead and rationalisation
  - \$7.5m from contractor spend and other

to be realised from FY2015

# Non-IFRS Information



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

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

Significant items are detailed in Note 6 of the half year financial report 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 from underlying operations before significant items to reported statutory profit is detailed below:

(A\$ millions)	Earnings before significant items	Significant Items	Total	Continuing Operations	Discontinued Operations	Total
<b>Sales revenue</b>	2,874.3		2,874.3	2,279.3	595.0	<b>2,874.3</b>
<b>EBIT</b>	167.9	(119.1)	48.8	113.8	(65.0)	<b>48.8</b>
<b>Finance costs</b>	(46.6)		(46.6)	(44.6)	(2.0)	<b>(46.6)</b>
<b>Earnings before tax</b>	121.3	(119.1)	2.2	69.2	(67.0)	<b>2.2</b>
<b>Tax (expense) benefit</b>	(29.5)	2.4	(27.1)	(13.6)	(13.5)	<b>(27.1)</b>
<b>Profit/ (loss) after tax</b>	91.8	(116.7)	(24.9)	55.6	(80.5)	<b>(24.9)</b>
<b>Non-controlling interests</b>	(1.4)		(1.4)	2.8	(4.2)	<b>(1.4)</b>
<b>Net profit / (loss) after tax</b>	<b>90.4</b>	<b>(116.7)</b>	<b>(26.3)</b>	<b>58.4</b>	<b>(84.7)</b>	<b>(26.3)</b>

The results announcement has not been subject to review or audit, however it contains disclosures which are extracted or derived from the half year financial report for the six months ended 31 December 2013.