

Sydney  
30 October 2018

# ANNUAL GENERAL MEETING 2018



## Board of Directors



**Kathryn Fagg**  
Non-executive  
Chairman



**Mike Kane**  
CEO & Managing  
Director



**Peter Alexander**  
Non-executive Director



**Catherine Brenner**  
Non-executive Director



**Dr Eileen Doyle**  
Non-executive Director



**John Marlay**  
Non-executive Director



**Karen Moses**  
Non-executive Director



**Paul Rayner**  
Non-executive Director



## Executive Committee



**Mike Kane**  
CEO & Managing  
Director



**Rosaline Ng**  
Chief Financial  
Officer



**Joe Goss**  
Divisional Chief  
Executive, Boral  
Australia



**David Mariner**  
President and CEO,  
Boral North America



**Frederic de  
Rougemont**  
CEO, USG Boral



**Ross Harper**  
Executive General  
Manager, Cement  
(reporting to Joe Goss)



**Kylie FitzGerald**  
Group  
Communications &  
Investor Relations  
Director



**Dominic Millgate**  
Company Secretary



**Damien Sullivan**  
Group General  
Counsel



**Michael Wilson**  
Group Health, Safety  
& Environment  
Director



**Linda Coates**  
Group Human  
Resources Director



**Tim Ryan**  
Group Strategy and  
M&A Director  
(reporting to Ros Ng)



## Other key executives attending AGM



**Wayne Manners**  
Executive General Manager  
WAN/T, Building Products



**Greg Price**  
Executive General  
Manager – NSW/ACT



**Lloyd Wallace**  
Executive General Manager  
– Southern Region



**Steve Dadd**  
Executive General  
Manager - Timber



**Dr Richard Strauch**  
Group Environmental Advisor



# Chairman's address

Kathryn Fagg



## FY2018 achievements

Delivering transformation and improved earnings

### FY2018 vs FY2017

EBITDA<sup>1,2</sup>

**\$1,056m**



**47%**

ROFE<sup>1,3</sup>

**8.4%**



from  
**9.2%**

NPAT before amortisation

**\$514m**



**47%**

Acquisition synergies

**US\$39m**



versus year 1  
target of  
**US\$30-35m**

Full year dividend

**26.5cents**



**10%**

Four-year synergy target

**US\$115m**



**15%**

1. Excluding significant items.

2. Excluding amortisation of acquired intangibles.

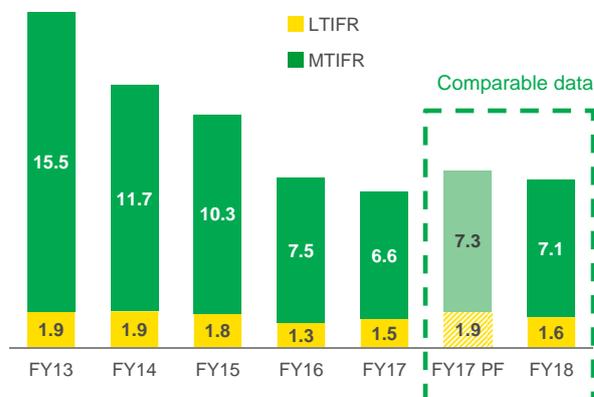
3. FY2017 Return on funds employed (ROFE) is based on average monthly funds employed to better reflect the impact of the Headwaters acquisition. Based on 30 June 2017 funds employed, ROFE for FY2017 would be reported as 5.9%.

## Safety performance

**Employee and contractor recordable injury frequency rate<sup>1</sup>**  
(per million hours worked)

### Employee and contractor RIFR<sup>1</sup>

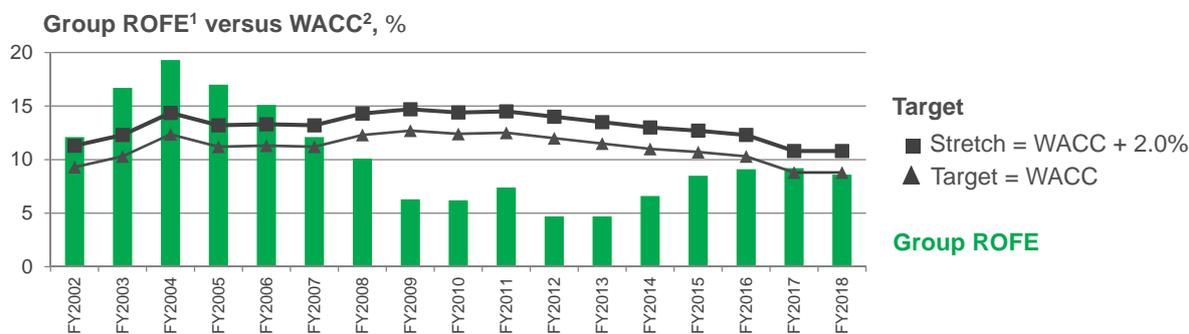
(per million hours worked)



1. Recordable Injury Frequency Rate (RIFR) per million hours worked is made up of Lost Time Injury Frequency Rate (LTIFR) and Medical Treatment Injury Rate (MTIFR). FY18 and FY17PF include 100%-owned businesses including Headwaters and all joint ventures regardless of equity interest. Prior years include 100%-owned businesses and 50%-owned joint venture operations only.

## ROFE as an LTI metric

Comparison of WACC to historical ROFE between FY2002 and FY2018



Over the 17-year period, Boral's ROFE performance would have exceeded WACC seven times (41% of the time), and would have exceeded the stretch target five times (29% of the time)

1. For remuneration calculations ROFE is EBIT return on average funds employed excluding significant items, with funds employed calculated as the average of funds employed at the start and end of the year, except for FY2017, which was calculated on a monthly average funds employed basis, recognising the impact of the timing of the Headwaters acquisition. The graph is based on reported ROFE – no retrospective adjustments have been made to adjust for joint venture accounting.  
2. WACC calculated on a pre-tax basis, enabling direct comparison with pre-tax ROFE measures.

## Property earnings

Property EBIT contribution (\$m) since FY2001



Boral has recorded an average EBIT contribution from property of \$34 million per annum

## Building a sustainable business

Across each of our three divisions we are focused on maximising performance and delivering results



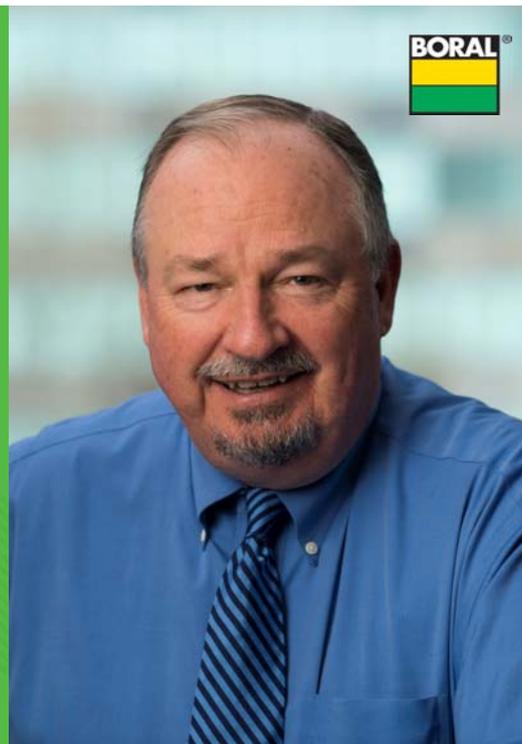
**Investment in innovation** across our three divisions continues to benefit customers



Responding to **external changes** by **managing risks** and **embracing opportunities**



**Managing transition** and **physical risks**, and **adopting recommendations** of the Financial Stability Board's Task Force on Climate-related Disclosures (**TCFD**)



# CEO's Address

Mike Kane

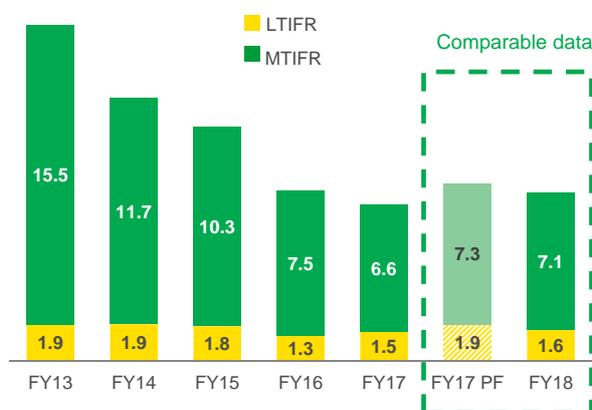


## Safety performance



### Employee and contractor RIFR<sup>1</sup>

(per million hours worked)



- On a **comparable basis** (*proforma* FY2017) RIFR<sup>1</sup> of 8.7 down from 9.2 with LTIFR of 1.6 versus 1.9 last year
- RIFR<sup>1</sup> for **Headwaters** businesses **improved 27%** year on year to 10.7

1. Recordable Injury Frequency Rate (RIFR) per million hours worked is made up of Lost Time Injury Frequency Rate (LTIFR) and Medical Treatment Injury Rate (MTIFR). FY18 and FY17PF include 100%-owned businesses including Headwaters and all joint ventures regardless of equity interest. Prior years include 100%-owned businesses and 50%-owned joint venture operations only.

## Divisional performance

With three strong divisions, Boral is well positioned for growth and continued improved performance

<b>Boral Australia</b> 	<b>Boral North America</b> 	<b>USG Boral</b> 
<ul style="list-style-type: none"> <li>› A\$634 million EBITDA business</li> <li>› EBITDA margins 17.6% and ROFE of 17.5%</li> <li>› Continued to optimise networks, reinvest in quarries and grow volumes</li> <li>› Working to fully recover cost increases through price and strengthen margins</li> </ul>	<ul style="list-style-type: none"> <li>› A\$368 million EBITDA, compares to A\$111 million in FY2017</li> <li>› EBITDA margins 17.2% and ROFE 4.4%</li> <li>› Synergies of US\$39 million exceeded initial target of US\$30-\$35 million</li> <li>› Four-year synergy target increased 15% to US\$115 million</li> </ul>	<ul style="list-style-type: none"> <li>› A\$1.5 billion revenue business (100% of JV)</li> <li>› 50% share of post-tax earnings down 9% to \$63 million</li> <li>› EBITDA margins 17.0% and ROFE of 9.9%</li> <li>› Since formation of the JV in FY2014, EBITDA has grown by more than 80%</li> </ul>

## 1Q FY2019 trading update and outlook



Fly ash reclaim, Montour, Pennsylvania





## Boral Australia



### 1Q FY2019 trading update

- › **Infrastructure and commercial activity strong and growing; residential moderating** in some parts
- › **Dry September quarter** but some **project delays** and **Berrima outage**
- › **Record October rain** days in New South Wales and up through Queensland
- › **Improvement programs** progressing well and **prices positive in most markets**

### FY2019 outlook

- › **High single digit EBITDA growth in FY2019 excluding Property in both years**
- › Including Property in both years, expect EBITDA to be broadly in line with prior year
- › FY2019 Property earnings expected to be around \$20m
- › Strong skew to second half with plans to claw back current shortfall
- › Assumes favourable weather for remainder of the year, including drier March quarter relative to last year

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## Boral North America



### 1Q FY2019 trading update

- › **Adverse weather** causing significant delays in construction, including extremely high September rainfalls across Texas, Midwest and the Northeast
- › **Fly ash volumes** lower year-on-year with expected impact from Texas closures; volume growth to be delivered from second half 2019 with commissioning of reclaim project and imports progressing well
- › **Synergy delivery on track** with target of US\$25m in FY2019
- › **Operational improvements** progressing well and **price growth** continuing

### FY2019 outlook

- › **EBITDA growth<sup>1</sup> of around 20% or more in FY2019** (for continuing operations after divestment of Block business)
- › Strong skew to second half with plans to make up weather-related early shortfall
- › Assumes drier weather patterns than seen so far this year, with spring recovery from March 2019

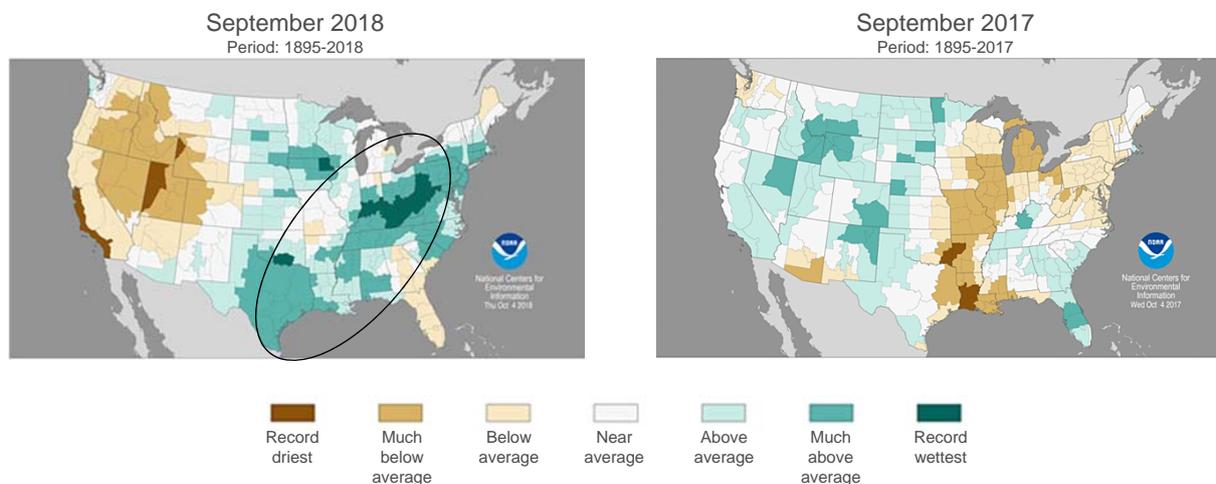
1. In US dollars.

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## September 2018 rainfalls

Significantly above average September rainfalls in Texas, the Midwest and the Northeast

### Divisional Precipitation Ranks



### 1Q FY2019 trading update

- › **Australia continuing to deliver strong results**, with residential activity holding up well
- › **South Korea** impacted by **adverse weather** and **changing competitive dynamics**
- › **Competitive pressures** continue in Thailand and Indonesia but demand growth expected in 2HFY19

### FY2019 outlook

- › **Profit growth of around 10% in FY2019**
- › Outlook reflects forecast moderation in residential construction in Australia and South Korea, and improvements in other countries including China, Indonesia, Thailand and India
- › Year-on-year increase in earnings expected to come through in the second half of FY2019
- › Strategic opportunities as we consider options triggered by Knauf's announced takeover of USG



# Outlook for FY2019 – largely unchanged



Boral Australia	<ul style="list-style-type: none"> <li>• <b>High single digit EBITDA growth in FY2019 excluding property in both years</b></li> <li>• Including Property in both years, expect EBITDA to be broadly in line with prior year</li> <li>• FY2019 Property earnings expected to be around \$20m compared with \$63m in FY2018</li> <li>• Volumes and margins expected to strengthen in FY2019 relative to FY2018</li> <li>• Expected growth in RHS&amp;B and non-residential demand, more than offsetting moderating residential construction market</li> <li>• <i>Strong skew to second half with plans to claw back current shortfall and assumes favourable weather for remainder of year, including a drier March quarter relative to last year</i></li> </ul>
USG Boral	<ul style="list-style-type: none"> <li>• <b>Profit growth of around 10% in FY2019</b></li> <li>• Outlook reflects forecast moderation in residential construction in Australia and South Korea, and improvements in other countries including China, Indonesia, Thailand and India</li> <li>• Year-on-year increase in earnings expected to come through in the second half of FY2019</li> <li>• Strategic opportunities as we consider options triggered by Knauf's announced takeover of USG</li> </ul>
Boral North America	<ul style="list-style-type: none"> <li>• <b>EBITDA growth of around 20% or more in FY2019 (for continuing operations after adjusting for sale of Block)</b></li> <li>• Further synergies of ~US\$25m and operational improvements</li> <li>• Underlying market growth expected: growth of ~5% in housing starts to ~1.31m, ~3% in repair &amp; remodel, ~2% in non-residential and ~6% in infrastructure (based on external market forecasts)</li> <li>• Fly ash volumes should increase at least in line with cement demand, reflecting efforts to increase available supply</li> <li>• Price growth for most products with margins improving or at least holding across all businesses</li> <li>• Meridian Brick JV delivering positive and improved earnings</li> <li>• <i>Strong skew to second half with plans to make up weather-related early shortfall; assumes a return to drier weather patterns than seen so far this year, with spring recovery from March 2019</i></li> </ul>

# USG Boral strategic opportunities



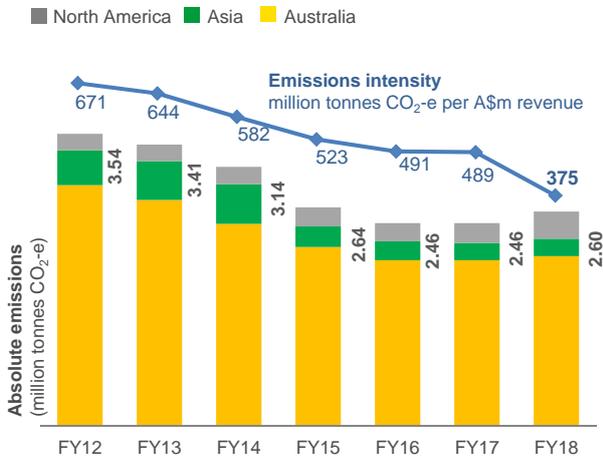
<b>USG Boral</b>	<b>50%-owned joint venture in Australasia, Asia &amp; Middle East</b>						
<ul style="list-style-type: none"> <li>• In June, JV partner USG Corporation and Knauf entered into definitive merger agreement</li> <li>• Triggers right for Boral to acquire USG's interest in USG Boral</li> <li>• Process to establish fair value underway – expect to finalise in early 2019</li> <li>• Discussions with industry players continue to assess full range of alternatives, including formation of an expanded JV</li> </ul>	<div style="text-align: center;"> </div> <p><b>Operating Footprint</b> (number of operating sites<sup>1</sup>)</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 20px; text-align: center; background-color: #4CAF50; color: white;">18</td> <td><b>Plasterboard plants</b> 617m<sup>3</sup> capacity<sup>2</sup> 23 board lines / 6 ceiling lines</td> </tr> <tr> <td style="width: 20px; text-align: center; background-color: #FFC107; color: white;">3</td> <td><b>Gypsum mines</b></td> </tr> <tr> <td style="width: 20px; text-align: center; background-color: #9E9E9E; color: white;">29</td> <td><b>Other plants<sup>3,4</sup></b></td> </tr> </table>	18	<b>Plasterboard plants</b> 617m <sup>3</sup> capacity <sup>2</sup> 23 board lines / 6 ceiling lines	3	<b>Gypsum mines</b>	29	<b>Other plants<sup>3,4</sup></b>
18	<b>Plasterboard plants</b> 617m <sup>3</sup> capacity <sup>2</sup> 23 board lines / 6 ceiling lines						
3	<b>Gypsum mines</b>						
29	<b>Other plants<sup>3,4</sup></b>						

1. As at June 2018. Certain manufacturing facilities and gypsum mines are held in joint venture with third parties.  
2. Excludes capacity under construction in India and Vietnam.  
3. Production of plasterboard and other products may be at the same physical location.  
4. Other plants include mineral fibre ceiling tile, metal ceiling grid, metal products, joint compounds, mineral wool and cornice production.

# Long-term performance and sustainability of Boral



## Boral's GHG emissions from operations<sup>1</sup>



- Absolute GHG emissions of 2.60m tonnes CO<sub>2</sub>-e pa (scope 1 & 2)

- ↑ 5% in FY2018 (largely due to Headwaters)

- ↓ 27% since FY2012

- Emissions intensity 375 tonnes CO<sub>2</sub>-e /A\$m revenue

- ↓ 23% in FY2018 (due to Headwaters)

- ↓ 44% since FY2012

- Target: a further 10-20% reduction in intensity by 2023

- Boral's fly ash in supply chain avoids ~5.2m T CO<sub>2</sub>-e pa

- Target: reduce supply chain emissions by a further 1.1-1.5m T CO<sub>2</sub>-e pa through increased fly ash supply<sup>2</sup>

1. For 100% owned operations and Boral's share of 50%-owned joint ventures. Excludes some JV's which in aggregate are deemed not to be material.  
 2. Based on target to increase net supply of fly ash by 1.5-2.0m tons pa over three years.



# Annual General Meeting 2018

Formal Business



## Item 1 – Financial Reports

To consider the Financial Report, the Directors' Report and the Auditor's Report for the year ended 30 June 2018.

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## Item 2 – Election and Re-election of Directors

Item 2.1 To elect Peter Alexander as a Director

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

**“That Peter Alexander, who retires in accordance with clause 6.3(h) of the Company's Constitution, being eligible, be elected as a Director of the Company”.**

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# Peter Alexander

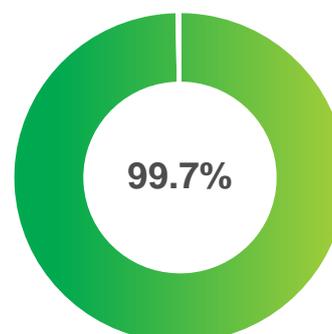


## Item 2.1

To elect Peter Alexander as a Director

Proxies	
For	750,668,530
Open	5,398,445
Against	423,299

% to be cast FOR the resolution\*



\* On basis open proxies in favour of the Chairman of the Meeting are voted FOR



## Item 2 – Election and Re-election of Directors

Item 2.2 To re-elect John Marlay as a Director

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

**“That John Marlay, who retires in accordance with clause 6.3(b) of the Company’s Constitution, being eligible, be elected as a Director of the Company.”**

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John Marlay

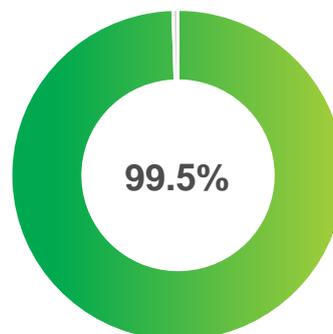


## Item 2.2

To re-elect John Marlay as a Director

Proxies	
For	749,859,111
Open	5,231,937
Against	1,485,361

% to be cast FOR the resolution\*



\* On basis open proxies in favour of the Chairman of the Meeting are voted FOR

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## Item 3

Remuneration Report

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

**“To adopt the Remuneration Report for the year ended 30 June 2018”.**

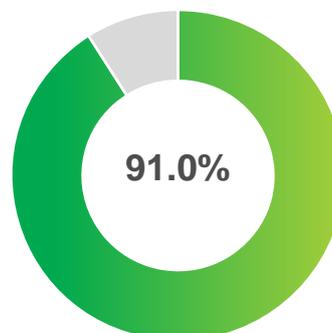
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## Item 3

Remuneration Report

Proxies	
For	669,914,411
Open	5,009,371
Against	64,400,654

% to be cast FOR the resolution\*



\* On basis open proxies in favour of the Chairman of the Meeting are voted FOR

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## Item 4

Award of LTI and deferred STI Rights to Mike Kane, CEO & Managing Director

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

**“That approval is given for the award to Mike Kane, the CEO & Managing Director, of rights to fully paid ordinary shares in the Company on the terms described in the Explanatory Notes to the Notice of Meeting”.**

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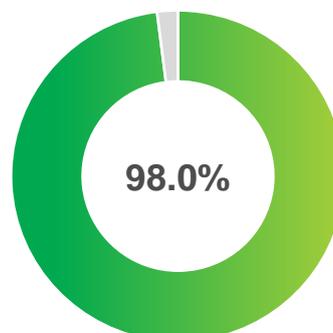


## Item 4

Award of LTI and deferred STI Rights to Mike Kane, CEO & Managing Director

Proxies	
For	737,280,189
Open	4,905,744
Against	13,412,789

% to be cast FOR the resolution\*



\* On basis open proxies in favour of the Chairman of the Meeting are voted FOR

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## Item 5

Proportional Takeover Approvals Provisions

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

**“That the proportional takeover approval provisions contained in Schedule 5 of the Constitution of the Company be renewed for a further period of three years from the date of this Meeting convened by this Notice of Meeting”.**

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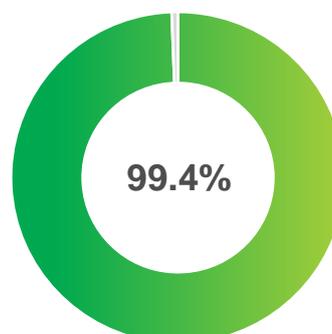


## Item 5

### Proportional Takeover Approvals Provisions

Proxies	
For	748,179,662
Open	5,145,294
Against	2,170,824

% to be cast FOR the resolution\*



\* On basis open proxies in favour of the Chairman of the Meeting are voted FOR

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## Disclaimer

The material contained in this document is a presentation of information about the Group's activities current at the date of the presentation, 30 October 2018. 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.

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Sydney  
30 October 2018

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