# RESULTS

For the full year to 30 June 2016

24 August 2016



## Agenda

- Results Overview
   Mike Kane
- Financial Results
   Ros Ng
- Strategic Priorities & Outlook
   Mike Kane



Boral delivering concrete to a Sydney commercial building project

## Boral today - well positioned for growth

#### 1. Strengthened position in Australia

· Strong East Coast position including in NSW where conditions are very strong

#### 2. Demonstrated margin expansion ability, including price and cost benefits

- · Cost reductions, efficiency improvements and better pricing
- · A focus on operational excellence and commercial excellence

#### 3. Growth in key markets and across all geographies

- · Australia: 5-6 year growth trajectory for major roads and infrastructure
- · Asia: product penetration and economies with long-term growth
- USA: returned to profitability; ongoing market recovery

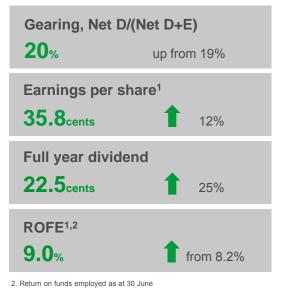
#### 4. Bringing innovative products to market

- Australia / Asia: Sheetrock® brand gypsum technologies
- USA: Boral composite technologies in trim and cladding

#### 5. Strong balance sheet and efficient capital management

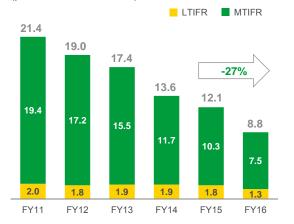
#### Full year results highlights Continuing to strengthen profitability





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



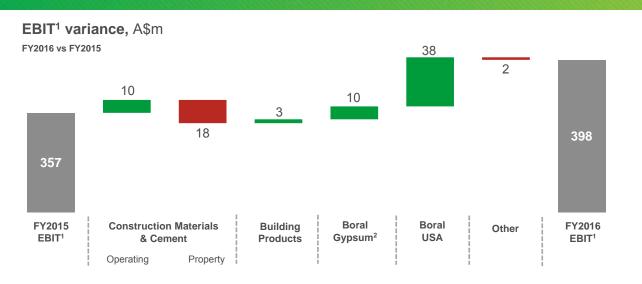


- Continuing to reduce injuries with a 27% decrease in RIFR<sup>1</sup> to 8.8
  - LTIFR reduced 28% to 1.3
  - MTIFR reduced 27% to 7.5
- Fatality free since December 2013; the • longest fatality-free period since 2002
- Increased engagement with senior line management teams to improve safety in broader workforce



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

## Stronger earnings performance Driven by operational cost improvements, lower fuel costs & pricing gains

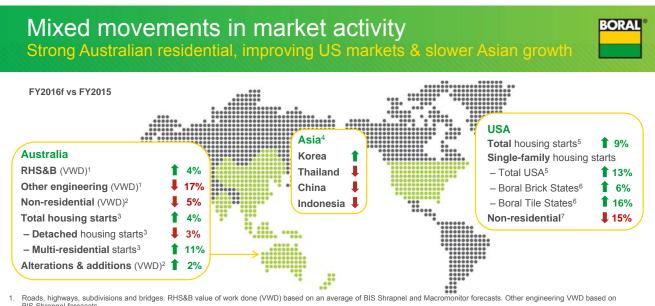


Excluding significant items Boral Gypsum EBIT represents Boral's 50% post-tax equity accounted income from the USG Boral joint venture

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Roads, nightways, subdivisions and bridges. KHOAB value of work done (VVD) based on an average of BIS Shraphel and Macromonitor forecasts. Other engineering VVD based on an average of BIS Shraphel and Macromonitor forecasts. WD from ABS in 2013/14 constant prices. Average of BIS Shraphel and Macromonitor forecast used for Jun-16 quarter ABS original data. Average of HIA, BIS Shraphel and Macromonitor forecasts used for Jun-16 quarter 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.

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 McGraw Hill / Dodge value of work completed. Forecast used for Jun-16 quarter 6.

7.



Strong returns and margin expansion despite lower project activity

A\$m	FY2016	FY2015	Var, %	Revenue
Revenue	2,907	3,091	(6)	<b>\$2.9</b> ₀ ↓
EBITDA <sup>1</sup>	480	485	(1)	
EBIT <sup>1</sup>	293	301	(3)	<ul> <li>Excluding Land projects<sup>3</sup>, revel</li> </ul>
EBIT ROS <sup>1</sup> , %	10.1	9.8		Excluding Pro
Net Assets	2,065	2,086		gains, operatio
ROFE <sup>1</sup> , %	14.2	14.5		- <b>Property</b> : \$28
		·····		<ul> <li>Concrete: stro projects; prices</li> </ul>
				• Quarries: stro



Revenue		
<b>\$2.9</b> ₀	<b>↓</b> 6%	

EBIT **\$293**m ↓ 3%

- dfill and reduced revenues from major nue at similar strong levels to FY2015
- perty, EBIT up 4% reflecting pricing nal cost improvements & falling fuel costs m EBIT in FY2016, down from \$46m in FY2015
- nger earnings; volumes down 2% on LNG up 2%, strength in SEQ & metro NSW
- Quarries: stronger earnings despite lower volumes due to weaker activity in regional Qld, WA & NT
- Asphalt: steady earnings despite weaker volumes from WA & Qld project activity
- Cement: revenue & earnings up on strong NSW activity, 2% higher average prices and cost improvements

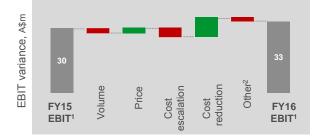
1. Excluding significant items 2. Includes restructuring costs and absence of Landfill in FY2016 3. LNG projects and Barangaroo, NSW

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## Building Products

#### Continued strength in housing market, cost savings & efficiency gains

A\$m	FY2016	FY2015	Var, %
Revenue	372	485	(23)
EBITDA <sup>1</sup>	42	50	(15)
EBIT <sup>1</sup>	33	30	11
EBIT ROS <sup>1</sup> , %	8.8	6.1	
Net Assets	347	328	
ROFE <sup>1</sup> , %	9.4	9.0	



#### Revenue \$372m ↓ 23%

EBIT

\$33m ↑ 11%

- Excluding impact of equity accounting for Boral CSR Bricks JV, **underlying revenue increased by 1%**
- EBIT up 11% with pricing gains in most products, cost savings, including energy & depreciation
- Boral CSR Bricks: Strong growth in underlying earnings with \$11.7m earnings contribution<sup>3</sup>, and \$5m synergies realised to date
- Bricks & Roofing: stronger earnings due to 1-4% price increases, lower energy and depreciation costs
- Timber: revenue up; 4% price increase in Hardwood, price pressure in Softwood due to import competition

#### 1. Excluding significant items

- Other includes redundancy costs and impact of equity accounting of Boral CSR Bricks JV
   Equity-accounted post-tax earnings from Boral's 40% interest in Boral CSR Bricks JV

## 📅 Boral Gypsum

#### Profit growth through new product penetration & strong cost management

A\$m		FY	2016	FY2	015	Var, %
Reported res	ult					
Equity incom	1,2		59		49	21
Underlying re	esult					
Revenue			1,397		1,268	10
EBITDA <sup>2</sup>			251		201	25
EBIT <sup>2</sup>			179		141	27
EBIT ROS <sup>2</sup> ,	%		12.8		11.1	
Net Assets			1,902		1,901	
ROFE <sup>2</sup> , %			9.4		7.4	
141 FY15	Volume	Price	Cost escalation	Cost reduction	Other <sup>3</sup>	179 FY16

Jnderlying revenue **51.4**b ↑ 10% Underlying EBIT \$179m ↑ 27%

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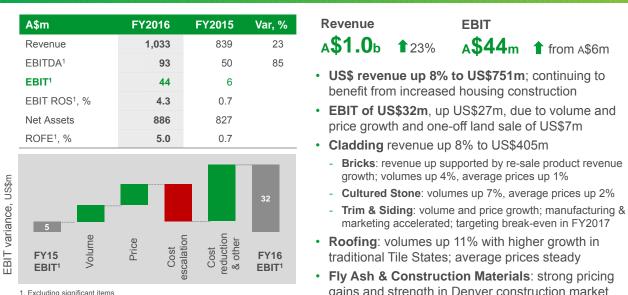
- Equity-accounted income<sup>1</sup> of \$59m, up 21%
- Earnings growth reflects continued Sheetrock<sup>®</sup> and adjacent product penetration, greater volumes in Australia and strong cost management
- Australia/NZ: board volumes up 13%, prices up 4%, non-board sales up; higher activity in all regions but SA
- Asia: earnings growth in Korea with stronger volumes offset by price competition; earnings growth in Thailand despite contracting domestic activity; decline in Indonesia on weaker market and lower margins; stronger earnings in China despite softer market activity

 1. Post-tax equity income from Boral's 50% share of the USG Boral JV

 2. Excluding significant items
 3. Other includes net foreign exchange impact
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## Boral USA

Strong profit growth; continuing to benefit from market recovery



Cost reduction & other includes production volume leverage and one-off land sale

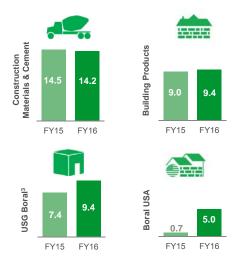
gains and strength in Denver construction market

#### Focus on improving ROFE Aiming to achieve returns that exceed the cost of capital



Group EBIT to funds employed (ROFE<sup>1</sup>), %

**Divisional ROFE**<sup>2</sup>, %



Excludes significant items, calculated on funds employed as at 30 June Divisional EBIT return on 30 June divisional funds employed (segment assets less segment liabilities). EBIT excludes significant items Based on USG Boral's underlying EBIT return on funds employed at 30 June 2

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## **Financial Results**

Ros Ng – Chief Financial Officer



Group financial performance Focus on operational excellence, costs & productivity drive profit growth

A\$m	FY2016	FY2015	Var %
Revenue	4,311	4,415	(2)
EBITDA <sup>1</sup>	645	605	6
Depreciation and amortisation	(247)	(249)	
EBIT <sup>1</sup>	398	357	12
Net interest <sup>1</sup>	(63)	(64)	
Tax <sup>1</sup>	(67)	(44)	52
Profit after tax <sup>1</sup>	268	249	8
Significant items (net)	(12)	8	
Net profit after tax	256	257	-
Effective tax rate	20%	15%	

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 7 of the preliminary full year financial report. Non-IFRS information has not been subject to audit or review.

1. Excluding significant items

(Figures may not add due to rounding) 14

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## Significant items

Tax benefit offset by impairment of earnout receivable

A\$m	Earnings	Тах	PAT <sup>1</sup>
Impairment of USG Boral earnout receivable <sup>2</sup>	(51)	6	(45)
Finalisation of tax matters <sup>3</sup>		29	29
Other <sup>4</sup>	4		4
Significant items (net)	(47)	35	(12)

1. Profit after tax

Impairment of the three- and five-year earnout receivables recorded on commencement of the USG Boral JV. Despite underlying
performance being in line with expectations on a constant currency basis, the strengthening USD resulted in the USD denominated
earnout no longer being probable

3. Finalisation of a number of outstanding tax matters during FY2016 led to a benefit of \$29m being recorded

4. Additional proceeds from final working capital adjustments from sale on Indonesia Construction Materials in 2012

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 7 of the preliminary full 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)

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## Cash flow

Improved earnings drive strong operating cash flow

Cash flow, A\$m	FY2016	FY2015	
EBITDA <sup>1</sup>	645	605	
Change in working capital	40	37	
Share acquisition rights vested	(15)	-	
Interest and tax	(130)	(109)	
Equity earnings less dividends	(15)	(34)	
Other non-cash items	(13)	(38)	
Restructuring costs paid	(35)	(44)	
Operating cash flow	478	418	
Capital expenditure	(324)	(250)	
Proceeds on disposal of assets	56	194	
Free cash flow	210	363	
Share buy-back <sup>2</sup>	(115)	(116)	
Dividends paid	(154)	(129)	
Other items	7	-	
Cash flow	(52)	118	

Operating cash flow of \$478m, up 14%, reflecting:
improved earnings; and
higher dividends received from equity-accounted joint ventures;
offset by higher tax payments primarily from capital gains from Landfill sale
Total capex up 30% to \$324m
\$56m in proceeds on disposal of assets, mostly relating to property sales
Free cash flow of \$210m
\$154m paid out as dividends and
\$115m used for share buy-back program

1. Excluding significant items

2. On-market share buy-back program to buy back up to 5% of issued share capital over 12 months; completed September 2015

(Figures may not add due to rounding)

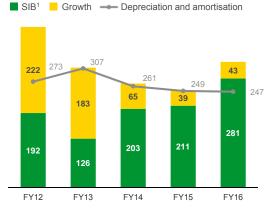
## Capital expenditure

#### Ongoing disciplined capital allocation

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## Total capital expenditure



1. Stay in business capital expenditure

- Total capex up 30% to \$324m, driven by increased SIB capex
- Growth capex constrained to essential projects
- Capital spend included:
  - Quarry upgrades at Deer Park (VIC), Orange Grove (WA) and Holton Morton (Denver, CO)
  - New and upgraded concrete plants

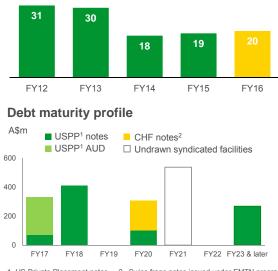
#### FY2016 capital expenditure, %



FY2017 capex to be maintained ~\$300-\$350m

#### Balance sheet Maintaining a robust financial position

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



- Net debt of \$893m at 30 June 2016, up from \$817m at 30 June 2015, due to completion of the share buy-back and foreign exchange impact
- Principal debt gearing covenant<sup>3</sup> of 30%, up from 29% at 30 June 2015 (threshold is less than 60%)
- Weighted average debt maturity of ~3.6 years
- · Net interest cover of 6.3 times, up from 5.6 times

Net debt reconciliation, A\$m	FY2016
Opening balance	(817)
Cash flow	(52)
Non cash (FX)	(24)
Closing balance	(893)

1. US Private Placement notes 2. Swiss franc notes issued under EMTN program 3. Gross debt / (gross debt + equity - intangibles)

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# **Strategic Priorities & Outlook**

Mike Kane - CEO & Managing Director



## Our strategic priorities Transforming Boral

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



Our goals are to deliver:

- World class health & safety outcomes based on Zero Harm
- Returns that exceed the cost of capital through the cycle
- More sustainable growth

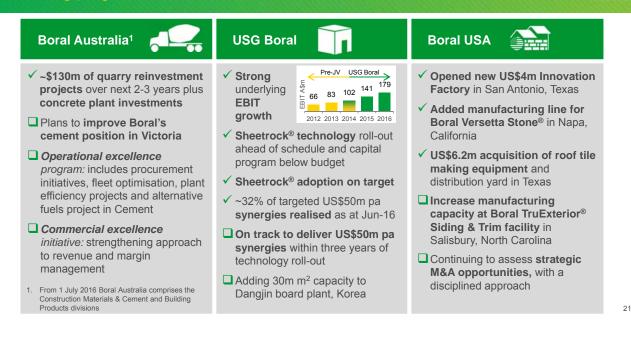
Boral Australia <sup>1</sup>	USG Boral	Boral USA
<ul> <li>Protect and strengthen our leading, integrated construction materials position and optimise returns across all businesses</li> <li>Benefits from significant pipeline of major roads and infrastructure work</li> </ul>	<ul> <li>Organic growth over the medium and long term through:         <ul> <li>innovation</li> <li>Asian economic growth</li> <li>product penetration for interior linings and related products</li> </ul> </li> </ul>	<ul> <li>Growing earnings through cyclical market recovery and new product development</li> <li>Disciplined approach to assessing strategically aligned M&amp;A opportunities</li> </ul>

1. From 1 July 2016 Boral Australia comprises the Construction Materials & Cement and Building Products divisions

## Our strategic priorities

Making progress in all divisions

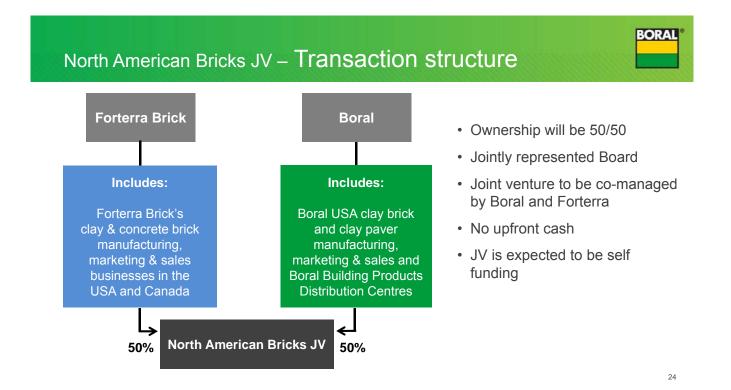
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#### BORA North American Bricks JV – Joint Venture Operations Quebec · Combined FY2017 annual proforma 1 EBITDA of ~US\$25-\$30 million Ontario • 2,639 million SBE (standard brick 3 equivalent) manufacturing capacity - 2,291m SBE in current operation - 348m SBE mothballed 27 clay brick manufacturing 2 2 operations (including 4 mothballed operations) **OPERATING FOOTPRINT 5** 1 5 · 2 concrete brick manufacturing (total number of operations) 2 operations Boral Forterra (including 1 mothballed operation) 41 Building Products Distribution 12 15 Clay Bricks Centres **Concrete Bricks** 2 **Building Products** ~1,380 combined employee base 41 **Distribution Centres** 22

## North American Bricks JV – Strategy and Rationale

- Create a more efficient and better positioned business to compete in the broader cladding market through the cycle
- Optimise combined manufacturing capacity and leverage distribution network to better serve customers
- Deliver cost synergies, which are expected to be ~US\$25 million+ p.a. by year 4 through:
  - Plant network optimisation
  - Improved utilisation of freight and distribution
  - Streamlined selling, marketing and administration costs
  - Procurement cost savings



## North American Bricks JV – Summary

1

JV will help deliver efficiency improvements and create a more competitive bricks business within a broader cladding market

2

Opportunity to deliver more efficient manufacturing, freight and distribution networks to improve service and lower costs

3

Additional benefits through procurement and streamlined selling, marketing and administration

4 Expect to close by end of CY2016, subject to regulatory approval and standard closing conditions

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#### Outlook for FY2017 Continuing solid performance expected

Boral Australia <sup>1</sup>	<ul> <li>CM&amp;C businesses expected to deliver slightly higher EBIT in FY2017 than FY2016 (including property earnings in both years); continued strength in Sydney markets and stronger infrastructure volumes expected to offset weaker WA market; QLD and VIC conditions expected to remain broadly steady</li> <li>Earnings expected to be broadly balanced between 1H and 2H due to softer major project and WA activity ahead of expected ramp-up of materials demand for infrastructure projects and timing of announced price increases</li> <li>Contribution from property in FY2017 expected to be lower than FY2016</li> </ul>
	<ul> <li>Building Products businesses expected to continue benefiting from strong pipeline in East Coast residential markets and improvement initiatives in Timber; however slightly softer earnings expected due to impacts of weaker WA and SA housing conditions</li> </ul>
USG Boral	<ul> <li>Expected to deliver further performance improvements on continued penetration of Sheetrock<sup>®</sup> products, strong cost and price discipline, and synergy realisation</li> <li>Continued strong volumes expected in Australia; some volume improvements expected in key Asian markets</li> </ul>
Boral USA	<ul> <li>Expected to report further earnings growth on increased housing activity</li> <li>On average, external forecasters<sup>2</sup> are projecting housing starts to increase to ~1.3 million starts in FY2017</li> </ul>
1. From 1 July 2016 Boral Australia	comprises the Construction Materials & Cement (CM&C) and Building Products divisions

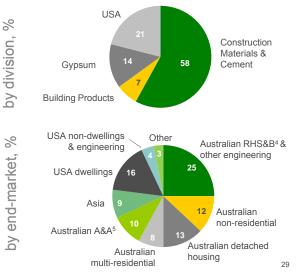
Average of analysts' forecasts (Dodge, Wells Fargo, NAR, NAHB, Fannie Mae, Freddie Mac, MBA) between June and July 2016

# BORAL Questions BORAL Supplementary slides

## **Boral Limited overview**

- Boral is an international building and construction materials group with operations in Australia, the USA and Asia
- ~A\$5.28b market capitalisation<sup>1</sup>
- S&P/ASX 100 company •
- Operations across 13 countries<sup>2</sup>
- ~12,000 employees<sup>2</sup>
- As at 22 August 2016
- Includes USG Boral joint venture operations. As at 30 June 2016 2 3. Gypsum revenue represents Boral's 50% share of underlying revenue from the USG Boral JV, which is not included in Group reported revenue
- 4 Roads, highways, subdivisions and bridges
- 5. Alterations & 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.

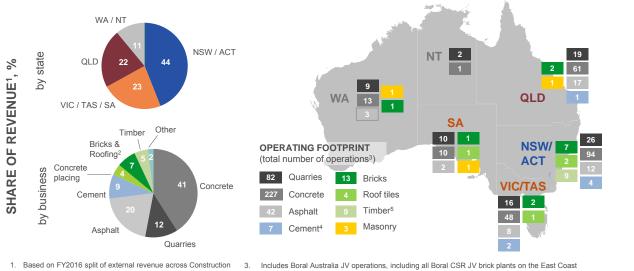


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## Regional Australia

**Construction Materials & Cement and Building Products** 

4.



Based on FY2016 split of external revenue across Construction Materials & Cement and Building Products

2. Bricks & Roofing 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 Includes 8 Boral Hardwood mills and 1 JV Softwood operation

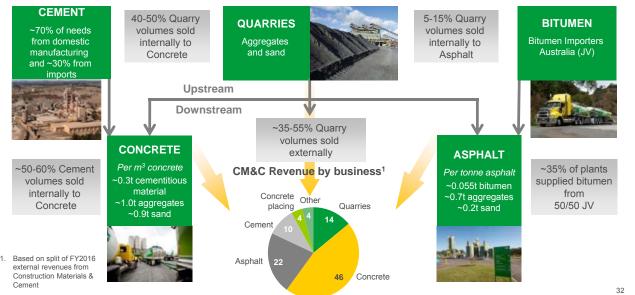
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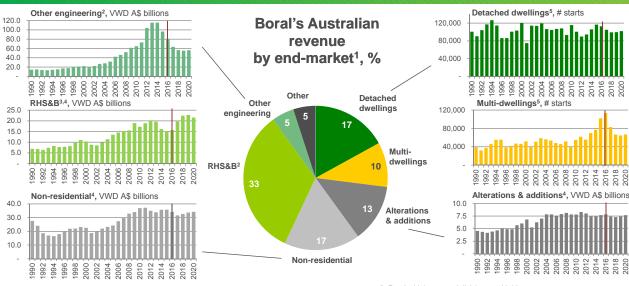
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## In CM&C, Boral is well positioned with strategic reserves and integrated downstream operations



#### Boral Australia revenues are derived from various segments

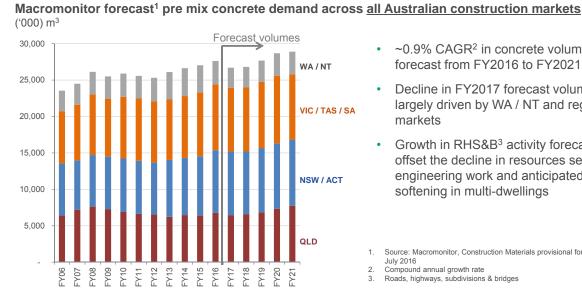


1. Based on split of FY2016 external revenues from Construction Materials & Cement and Building Products 2. Source: BIS Shrapnel forecast Note all charts are for financial years and have ve been based on 2013/14 dollars





## Concrete demand in Australia Industry demand forecast to remain at high levels



- ~0.9% CAGR<sup>2</sup> in concrete volumes forecast from FY2016 to FY2021
- Decline in FY2017 forecast volumes largely driven by WA / NT and regional markets

Growth in RHS&B3 activity forecast to . offset the decline in resources sector engineering work and anticipated softening in multi-dwellings

1 Source: Macromonitor, Construction Materials provisional forecast,

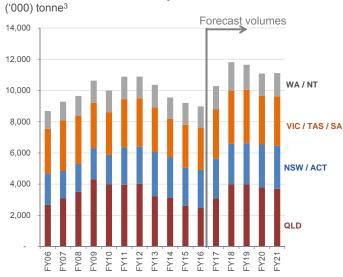
July 2016 Compound annual growth rate 2

3 Roads, highways, subdivisions & bridges BORAL

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## Asphalt demand in Australia Industry demand forecast to increase and remain at high levels

#### Macromonitor forecast<sup>1</sup> asphalt demand across all Australian construction markets



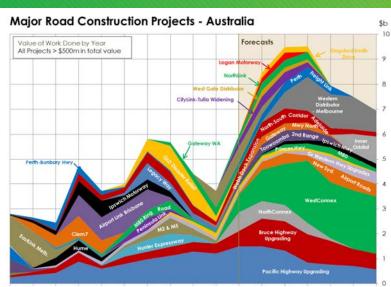
- ~4.4% CAGR<sup>2</sup> in asphalt volumes forecast from FY2016 to FY2021, with significant increases forecast in FY2017 and FY2018
- Growth in major roads infrastructure
   underpins increase in forecast demand
- Forecast growth in demand driven by Qld and Vic in FY2017, and Qld and WA in FY2018
- Source: Macromonitor, Construction Materials provisional forecast, July 2016
   Compound annual growth rate

#### 35

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#### Australian major road projects pipeline Expected to translate into stronger materials demand from FY2017



 2006
 2007
 2008
 2009
 2011
 2012
 2013
 2014
 2015
 2016
 2017
 2018
 2019
 2020
 2021
 2022

 Years Ended June
 Source: Macromonitor and Boral, August 2016

#### Boral's Australian project pipeline As at August 2016

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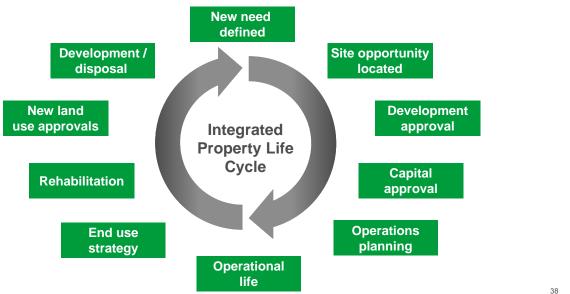
Projects committed	Timing
Perth Stadium, WA	Est. completion Oct-16
Bringelly Road Stage 1, NSW	Est. completion Jun-17
Mitchell Freeway, WA	Est. completion Jun-17
Pacific Hwy Nambucca, NSW	Est. completion Jul-17
Wheatstone, WA	Est. completion Dec-17
Torrens to Torrens, SA	Est. completion Feb-18
Gateway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

1. Proie	cts recent	lv awarded	t to	Boral	are	highlighted	in	arev
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Projects under tender Status Pacific Hwy W2B, NSW Currently tendering Toowoomba Bypass, QLD Currently tendering Roe 8, Main Roads, WA Currently tendering Northern Connector, SA Currently tendering Northlink stages 1, 2 & 3, WA Currently tendering Darlington Upgrade, SA Currently tendering Kingsford Smith Dr, QLD Currently tendering Cooroy to Curra Sect.C, QLD Currently tendering Sydney Metro City&SW, NSW Currently tendering Northern / Bringelly Rds, NSW Currently tendering Brisbane Airport Runway, QLD Currently tendering Western Distributor, VIC Pre-tendering Melbourne Metro, VIC Pre-tendering West. Sydney Stadium, NSW Pre-tendering Sunshine Coast Airport, QLD Pre-tendering Westconnex (stage 3), NSW Pre-tendering

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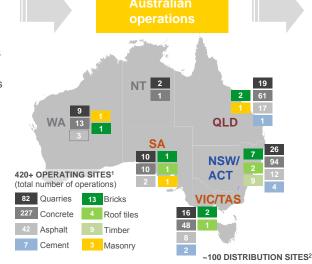


# Boral Australia has a large land bank and harvests property on a continual basis

#### Purchased land

#### **Refreshed land purchases**

- Growth corridors, generally in outer suburbs or regional areas
- Major landholdings eg. new quarries typically have 50+ year life cycles
- Other landholdings eg. concrete and asphalt sites could have 10-30 year life cycles
- As at 30 June 2016. Includes cement manufacturing plant, bagging plant and lime plant in NSW, clinker grinding plant in Vic & clinker grinding JV in Old. Includes Boral Australia JV operations including all Boral CSR JV plants on the East Coast



2. Includes USG Boral distribution sites in Australia Note: Approximately 40% of sites are leased and 60% are company owned

#### Property end use

#### Major developments

- Residential
- Industrial / employment generating
- Landfill

#### Surplus buffer lands

 eg. land surrounding brick, cement, quarry operations that have appreciated in value

## Discrete lower value, replacement sites

eg. older (or redundant) concrete and asphalt sites in low growth areas

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# Boral has a solid track record of maximising returns from property assets

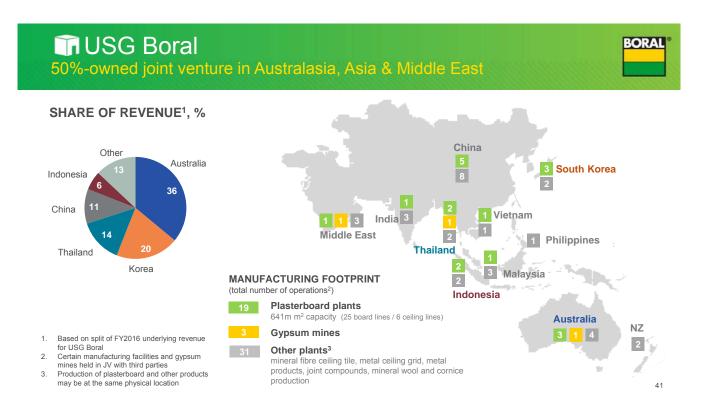
#### Property EBIT<sup>1</sup>, A\$m



#### **Boral Property Group**

- Partners with business units as early as possible to maximise value, reduce operational rehabilitation liabilities and create market-based opportunities
- Boral Property Group is an in-house team with extensive property experience internally and externally
  - Rezoning / approvals
  - Remediation / rehabilitation
  - Environmental
  - Construction

1. Excludes significant items. FY2007 – FY2010 includes earnings from significant multi-year developments at Moorebank and Nelsons Ridge, and initial earnings from the Landfill business





Urban population

Rate of urbanisation

3.0%

Indonesia

GDP growth

Population growth

Urban population

Rate of urbanisation

Population

4.8%

0.9%

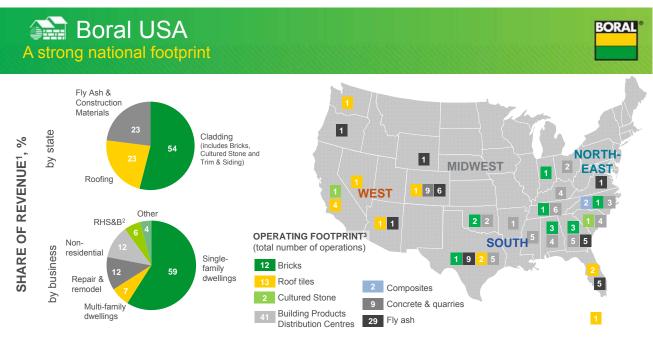
53.7%

2.7%

256.0m

- Based on split of FY2016 underlying revenue for USG Boral Certain manufacturing facilities and gypsum mines held in JV with third 2.
- parties Production of plasterboard and other products may be at the same 3.

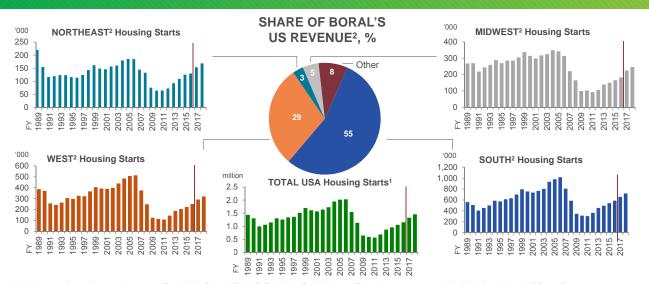
Note: GDP growth is real GDP growth rate 2015 | Population figures as at December 2014 | Population growth based on 2014 estimates | Urban population as a percentage of total population for 2014 | Rate of urbanisation based on annual rate of change between 2010 and 2015E Source: CIA World Factbook



Based on split of FY2016 external revenue for Boral USA
 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, I/N, 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.

US residential construction continues to recover in all regions Forecasters<sup>1</sup> expect ~1.3m housing starts in FY2017 and ~1.5m by FY2018



Housing starts forecasts based on the average of Dodge, Wells Fargo, NAR, NAHB, Fannie Mae, Freddie Mac and MBA analysts between June and July 2016. Historical data – US Census Bureau
 SOUTH consists of AL, AP, 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, M, KS, MI, INN, NO, ND, NC, OK, SC, CN, TX, WV, VA | NORTHEAST consists of CT, MA, ME, NH, NJ, NY, PA, RI, VT | MIDWEST consists of IA, IL, M, KS, MI, INN, NO, ND, NE, OV, SD, VI, WST 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. Revenue split is based on FY2016 external revenues with 'Other' including sales outside of the USA

## FY2016 segment revenue and EBIT

	External revenue A\$m			EBIT <sup>1</sup> A\$m		
	FY2016	FY2015	Var, %	FY2016	FY2015	Var, %
Construction Materials & Cement	2,907	3,091	(6)	293	301	(3)
Building Products	372	485	(23)	33	30	11
Boral Gypsum <sup>2</sup>	-	_		59	49	21
Boral USA	1,033	839	23	44	6	
Unallocated	-	_		(31)	(29)	7
TOTAL	4,311	4,415	(2)	398	357	12

Excluding significant items

Excluding significant items
 Boral Gypsum EBIT represents Boral's 50% post-tax equity accounted income from USG Boral

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(Figures may not add due to rounding)

## Earnings and dividends per share



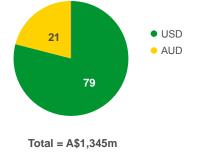
Earnings and dividends per share<sup>1</sup> A\$ cents

1. Earnings per share, excluding significant items

- Fully franked full year dividend of 22.5 cents, up 25% on FY2015
  - fully franked final dividend of 11.5 cents
- Full-year dividend payout ratio of 62%
  - in line with Boral's Dividend Policy of between 50-70% of earnings before significant items, subject to the Company's financial position

## Debt profile

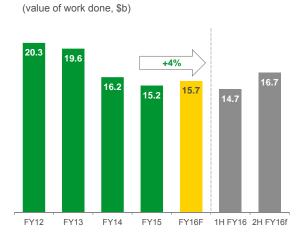




Debt facilities	<b>FY2016</b> A\$m	<b>FY2015</b> A\$m
US PP <sup>1</sup>	1,136	1,105
CHF notes <sup>2</sup>	205	209
Other loans/ finance leases	4	9
Gross debt	1,345	1,323
Net debt	893	817

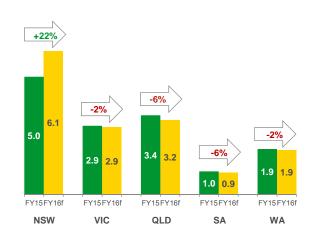
1. US Private Placement notes 2. Swiss notes issued via EMTN program. Swapped to USD

RHS&B activity is increasing Driven by growth in NSW-based activity



RHS&B<sup>1</sup> – Australia

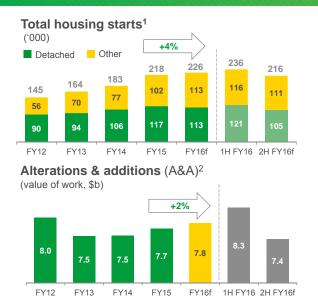
RHS&B<sup>1</sup> – by state FY2016f v FY2015 (value of work done, \$b)



1. RHS&B refers to roads, highways, subdivisions and bridges. Original series data from ABS. FY12 to FY16F figures are an average of BIS Shrapnel and Macromonitor data. Six monthly data annualised and based on BIS forecast



## Australian residential activity remains strong Housing starts growth driven by NSW, Qld & Vic



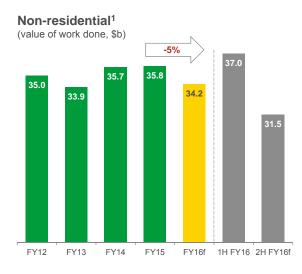
Housing starts – by state<sup>1</sup> FY2016f vs FY2015 +4% Detached Other +15% 68 65 +7% 57 49 33 34 45 **-20%** 32 26 22 32 -3% 25 8 33 27 23 24 18 FY15FY16f FY15FY16f FY15FY16f FY15FY16f Y15FY16 NSW VIC QLD WA SA

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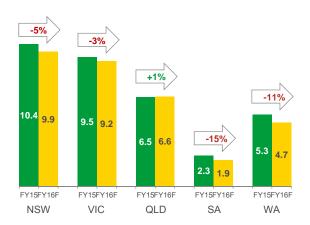
 Original series housing starts from ABS to Mar-16 quarter, average of BIS Shrapnel, Macromonitor and HIA forecasts forJun-16 quarter. Six monthly data annualised

 Original series (constant 2013/14 prices) from ABS. Average of BIS Shrapnel and Macromonitor forecast for Jun-16 quarter. Six monthly data annualised

## Australian non-residential activity moderated Non-residential activity estimated to decline modestly







1. Original series (constant 2013/14 prices) from ABS. Average of BIS Shrapnel and Macromonitor forecast for Jun-16 quarter. Six monthly data annualised

## US housing activity continues to recover Total US housing starts remain below long-term average



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



• Total US housing starts of 1,150k<sup>1</sup> in FY2016, up 9%, with single-family starts up 13%<sup>1</sup>

- Total starts remain ~23% 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 6% and 16% respectively

#### US single-family housing starts,



 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

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## 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 7 of the preliminary 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 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	4,311.2	-	4,311.2	4,311.2	-	4,311.2
EBIT	397.9	(46.5)	351.4	347.4	4.0	351.4
Finance costs	(63.2)	-	(63.2)	(63.2)	-	(63.2)
Earnings before tax	334.7	(46.5)	288.2	284.2	4.0	288.2
Tax (expense) / benefit	(66.7)	34.5	(32.2)	(32.2)	-	(32.2)
Net profit after tax	268.0	(12.0)	256.0	252.0	4.0	256.0

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.

The results announcement has not been subject to review or audit, however it contains disclosures which are extracted or derived from the Preliminary Financial Report for the year ended 30 June 2016. This Preliminary Financial Report for the year ended 30 June 2016 is prepared in accordance with the ASX listing rules and should be read in conjunction with any announcements to the market made by the Group during the year. This report is based on accounts which have been audited. The audit report, which is unmodified, will be made available with the Boral Limited Annual Report around 15 September 2016. The Annual Report is currently being finalised in publishable form.

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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, 24 August 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.

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