

# RESULTS

For the half year to 31 December 2013

12 February 2014





## Agenda



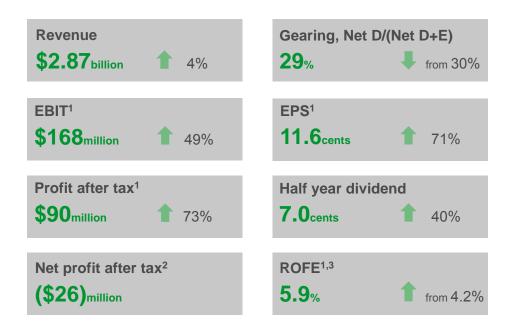
- **Results Overview** Mike Kane
- **Financial Results** Ros Ng
- Strategic Priorities & Outlook Mike Kane



Delivering concrete to Barangaroo project

## Strong improvement in performance





- Excluding significant items
  Including significant items that largely relate to a non-trading revaluation loss which will offset on completion of the Gypsum joint venture
- Return on funds employed calculated on a moving annual total basis

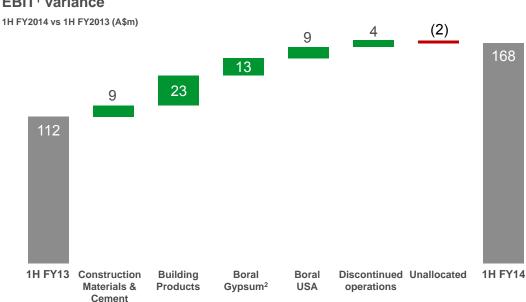
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## Earnings increased across all divisions

with Building Products delivering the most significant improvement



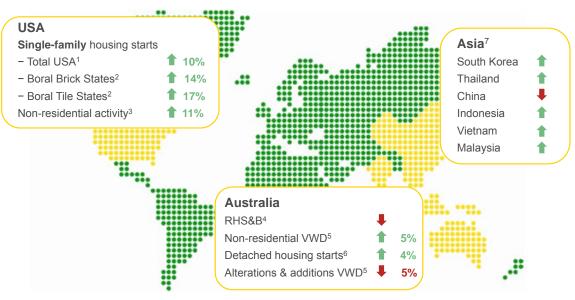
### EBIT<sup>1</sup> variance



## Positive movements across most markets

1H FY2014 vs 1H FY2013





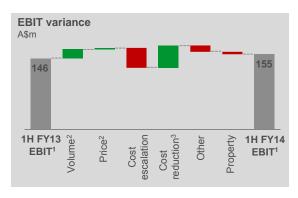
- US Census seasonally adjusted data
  Data from McGraw Hill/ Dodge. Boral's Brick States include: Alabama, Arkansas, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina,
  Tennessee, Texas. Boral's Tile States include: Arizona, California, Florida, Nevada.
  McGraw Hill/ Dodge value of work completed. Forecast used for Dec-13 quarter
- 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 Value of work done (VWD) from ABS in 2011/12 constant prices. BIS forecast used for Dec-13 quarter
- ABS original data. HIA forecast used for Dec-13 guarter
- 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



## Construction Materials & Cement

Improvement in Quarries, Concrete and Cement per 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	-
EBIT <sup>1</sup>	155	146	6
EBIT ROS, %	9.1%	8.8%	
Net Assets	2,225	2,257	(1)



- Excluding significant items
- Relates to Quarries, Concrete and Cement businesses only Includes production volume leverage impact

Revenue		EBIT	
\$1.7 <sub>b</sub>	<b>1</b> 2%	\$155 <sub>m</sub>	<b>1</b> 6%

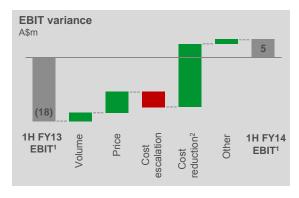
- **Quarries, Concrete and Cement** combined revenue growth of 9%
  - Cement EBIT up \$21m from restructuring benefits and higher volumes
  - Improved Quarries & Concrete earnings from increased major project work and dry weather in NSW and QLD
- Reduced earnings from Asphalt, **Concrete Placing and 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
EBIT <sup>1</sup>	5	(18)	129
EBIT ROS, %	2.1	(7.4)	
Net Assets	423	668	(37)



- Excluding significant items
- Includes production volume leverage impact
- Excludes the Windows business sold in Nov-13 which has been classified as discountinued operations

Revenue<sup>3</sup> EBIT<sup>3</sup> **\$5**m **1** from (\$18m) \$248m -

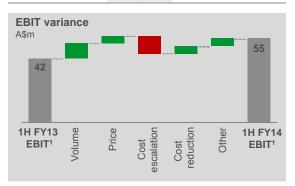
- **Delivered \$23m EBIT turnaround reflecting** restructuring and better market conditions
- Improved performance reflects:
  - Prior period restructuring initiatives including headcount reductions
  - Depreciation benefit from prior period asset impairment
  - Better pricing outcomes, particularly 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

Boral	G	/psum

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
EBIT <sup>1</sup>	55	42	30
- Australia	20	11	79
- Asia	35	31	13
Net Assets	1,462	1,447	10



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

Revenue **EBIT** \$537<sub>m</sub> **1**16% \$55m 1 30%

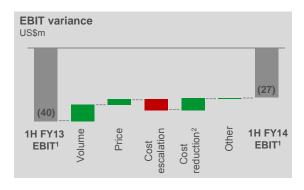
- Strong performance benefited from 10% lift in board volume, and higher non-board revenue
- In Australia, EBIT benefited from:
  - board price increase in March-13
  - 4% growth in board volumes & 6% increase in non-board revenue
  - Lower operational, distribution & overhead
- Asia performance impacted 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%







A\$m	1H FY2014	1H FY2013	Var, %
Revenue	335	266	26
EBITDA <sup>1</sup>	(8)	(17)	52
EBIT <sup>1</sup>	(30)	(39)	23
EBIT ROS, %	(8.9)	(14.5)	
Net Assets	743	690	8
Revenue (U\$m)	306	277	10
EBIT1 (US\$m)	(27)	(40)	32



- Excluding significant items Includes production volume leverage impact

Revenue **EBIT A\$335**m **1**26% A\$(30)m 1 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



## **Financial Results**

Ros Ng - Chief Financial Officer

## Strengthened financial performance



Delivered through stronger market conditions and business improvement initiatives

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

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# 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)
EBIT impact	(119)
Income tax benefit	2
Significant items (net)	(117)

### **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)

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

<sup>2.</sup> 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
EBITDA <sup>1</sup>	307	264
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)
Operating cash flow	231	107
Capital expenditure		
SIB & growth	(114)	(164)
Divestment costs	(10)	-
Proceeds on disposal of assets	39	90
Free cash flow	147	34
Dividends paid – net DRP2	(25)	-
Other items	(8)	(1)
	114	33

- 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

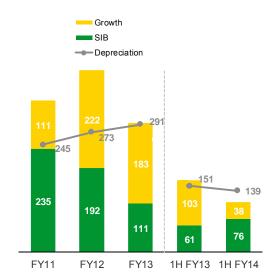
(Figures may not add due to rounding)

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## Capital expenditure remains constrained



## **Total capital expenditure**



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

### 1H FY2014 capital expenditure

% Construction Materials & Cement **Building Products** Boral Gypsum Boral USA 77 Discontinued businesses & unallocated

Total = \$114m

Excluding significant items
 DRP underwritten in respect of dividend paid in 1H FY2013

## **Balance Sheet**

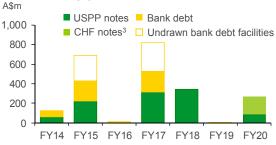
Benefiting from disciplined cash management



### Gearing<sup>1</sup>



### **Debt maturity profile**



- 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)

- Net debt reduced by \$57m since 30 June 2013 to \$1,389m
- Principal 'bank gearing' covenant at 39%; threshold is <60%2
- 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
Closing balance	(1,389)	(1,458)

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# Strategic Priorities & Outlook

Mike Kane - CEO & Managing Director

## 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



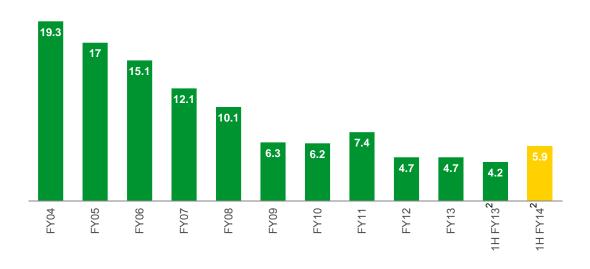
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## Focus is on improving ROFE to 15%



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

%



Excludes significant items
 HFY2013 and 1H FY2014 on a moving annual total (MAT) basis

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



	OBJECTIVES	PROGRESS
Manage costs down	<ul> <li>In FY2014 reduce costs by:         <ul> <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> <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>
Maximise cash generation	<ul> <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> <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>
Reshape the portfolio	Rationalise portfolio to core essentials	<ul> <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>

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## However challenges remain



### **Construction Materials & Cement**

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

- · Improve pricing to recover costs
- Leverage large project expertise
- Deliver on Peppertree Quarry investment
- Sustain overhead and rationalisation cost improvements

### Boral Gypsum

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

- Implement USG technology across plants on time and budget
- Achieve USG joint venture revenue and cost synergies
- Leverage capacity expansions and unused capacity
- Continue **cost containment** initiatives

### **Building Products**

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

1H 1H FY13 FY14



- Achieve improved returns in Bricks business through preferred course of action
- Leverage improved market conditions in **Softwood**
- · Recovery of high-end A&A activity

### 1H 1H FY13 FY14

1H FY14

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

1H

FY13



Leverage increasing product intensity

**Boral USA** 

- Diversify growth in residential multi-family, commercial and repair & remodel segments
- Focused price initiatives
- Increase investment in R&D

1H 1H FY13 FY14

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## **Transforming** Boral Gypsum through strategic joint venture with USG



### Delivering Boral Gypsum an enhanced future growth platform

**Immediate** access to gypsum technology

- ✓ Deliver customers stronger and lighter board
- Exclusive royalty-free rights to current USG IP, including improvements to current technology

Future access to innovation

- ✓ Strengthens industry leading position
- Exclusive option to licence future "breakthrough IP" developed by USG

Significant synergies

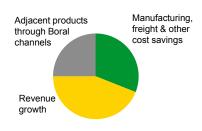
- Synergies expected to exceed US\$50m p.a. within 3 years of technology roll-out (roll-out to be completed within 2 years)
- Exclusive distribution rights to USG's complementary products

**Upfront cash** payment

- Boral to receive upfront cash payment of US\$500m and potential earn out of up to US\$75m
- Upfront cash payment to be applied to reduce up to A\$450m of Boral's debt



### Targeted synergy breakdown



Total = US\$50m

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## Financial impact of USG JV

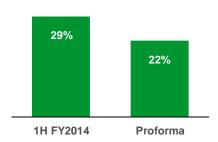
Expect much lower second half EBIT contribution from Gypsum as we move to 50% share and due to equity accounting impacts



### 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)
Profit after tax <sup>1</sup>	35

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

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





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

Market activity - Australia	Overall activity in Australia expected to be steady with higher residential and non-residential activity offset by lower roads and highways activity
Construction Materials & Cement	<ul> <li>Underlying performance expected to improve 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>
Building Products	<ul> <li>Expect to deliver small profit in FY2014 driven by sustained cost improvement and stronger market demand with 2H FY2014 seasonally weaker than 1H FY2014</li> </ul>
Boral Gypsum	<ul> <li>Expect underlying earnings growth 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>
Boral USA	<ul> <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



Questions

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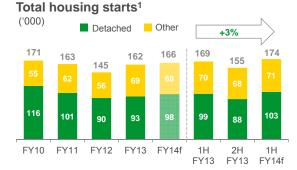


# Supplementary slides

## Australian residential activity improved

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

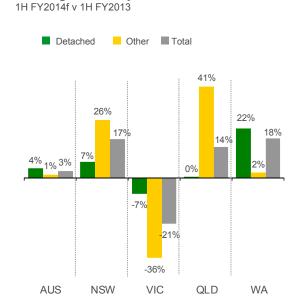




### Alterations & additions (A&A)2 (value of work, \$b)



### Housing starts - by state1



Original series housing starts from ABS to Sep-13 quarter, HIA forecast to Jun-14 quarter. Six monthly data annualised.

Original series housing starts from ABS to Sep-13 quarter, பாசு மாடிக்க மன்ற அன்றை.
 Original series (constant 2011/12 prices) from ABS. BIS forecast for Dec-13 quarter. Half yearly data annualised.

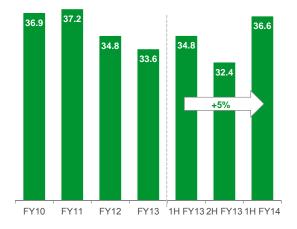
## Australian non-residential activity strengthened

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

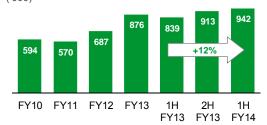
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## US housing activity continues to strengthen

Total housing starts up 12% in 1H FY2014

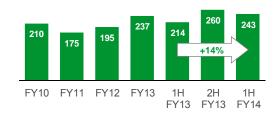


## US total housing starts<sup>1</sup>

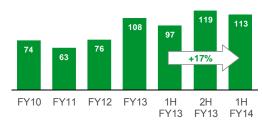


- US housing starts of 942k<sup>1</sup> in 1H FY2014, up 12% with detached starts up 10%<sup>1</sup>
  - But total starts remain 37% below long term average of 1.5m housing starts
- US single-family starts in Boral Bricks States<sup>2</sup> up 14% and in Boral Tiles States<sup>2</sup> up 17%
- US non-residential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

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



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



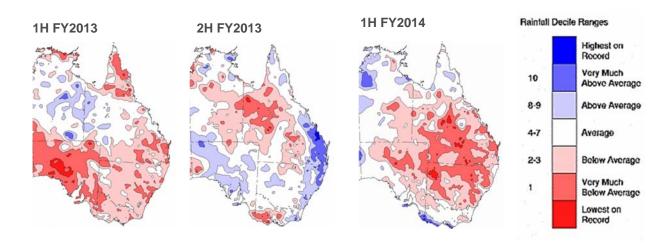
- 1. Seasonally adjusted annualised data from US Census
- Data from McGraw Hill/ Dodge. Boral's Brick States include: Alabama, Arkansas, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas. Boral's Tile States include: Arizona, California, Florida, Nevada
- 3. McGraw Hill/ Dodge value of work completed. Forecast used for Dec-13 quarter

## Weather impacts in eastern Australia

NSW and Queensland experienced particularly dry weather



### Rainfall in Eastern Australia



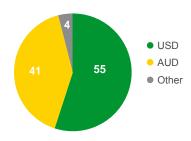
Source: Australian Bureau of Meteorology 29

## **Debt Profile**



### Gross debt currency exposure

As at 31 Dec-13



Total = A\$1,652m

 CHF150m notes (A\$186m) under EMTN program & US\$225m fixed rate USPP notes (A\$251m) swapped to AUD floating rate via cross currency swaps

Debt facilities	Ссу	<b>1H FY2014</b> A\$m	<b>1H FY2013</b> 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	
Gross debt		1,652	1,644	

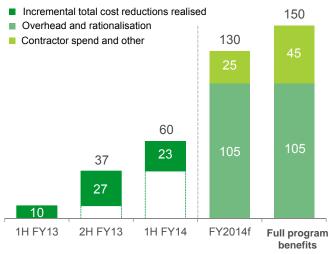
USD debt	<b>1H FY2014</b> US\$m	<b>1H FY2013</b> US\$m	
Notional amount	1,025	1,040	
Cross currency swaps	(225)	(225)	
Net USD debt exposure	800	815	

(Figures may not add due to rounding) 30

## Benefits from announced cost reduction programs



### Cost reduction benefits



- 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

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## Segment Revenue and EBIT



	<b>External revenue</b> A\$m				<b>EBIT¹</b> A\$m		
	1H FY2014	1H FY2013	Var, %	1H FY2014	1H FY2013	Var, %	
BCM & Cement <sup>2</sup>	1,696	1,659	2	155	146	6	
<b>Building Products</b>	248	249	-	5	(18)	129	
Boral Gypsum <sup>3</sup>	537	462	16	55	42	30	
Boral USA	335	266	26	(30)	(39)	23	
Unallocated	-	-		(17)	(14)		
Discontinued Businesses <sup>4</sup>	58	138		(1)	(5)		
TOTAL	2,874	2,774	4	168	112	49	

Boral Construction Materials & Cement segment includes Boral Property Group EBIT loss of \$3m (EBIT profit of \$2m in 1H FY2013)
For statutory purposes, Boral Gypsum division has been classified as discontinued operations
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)

## 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
Sales revenue	2,874.3		2,874.3	2,279.3	595.0	2,874.3
EBIT	167.9	(119.1)	48.8	113.8	(65.0)	48.8
Finance costs	(46.6)		(46.6)	(44.6)	(2.0)	(46.6)
Earnings before tax	121.3	(119.1)	2.2	69.2	(67.0)	2.2
Tax (expense) benefit	(29.5)	2.4	(27.1)	(13.6)	(13.5)	(27.1)
Profit/ (loss) after tax	91.8	(116.7)	(24.9)	55.6	(80.5)	(24.9)
Non-controlling interests	(1.4)		(1.4)	2.8	(4.2)	(1.4)
Net profit / (loss) after tax	90.4	(116.7)	(26.3)	58.4	(84.7)	(26.3)

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.