



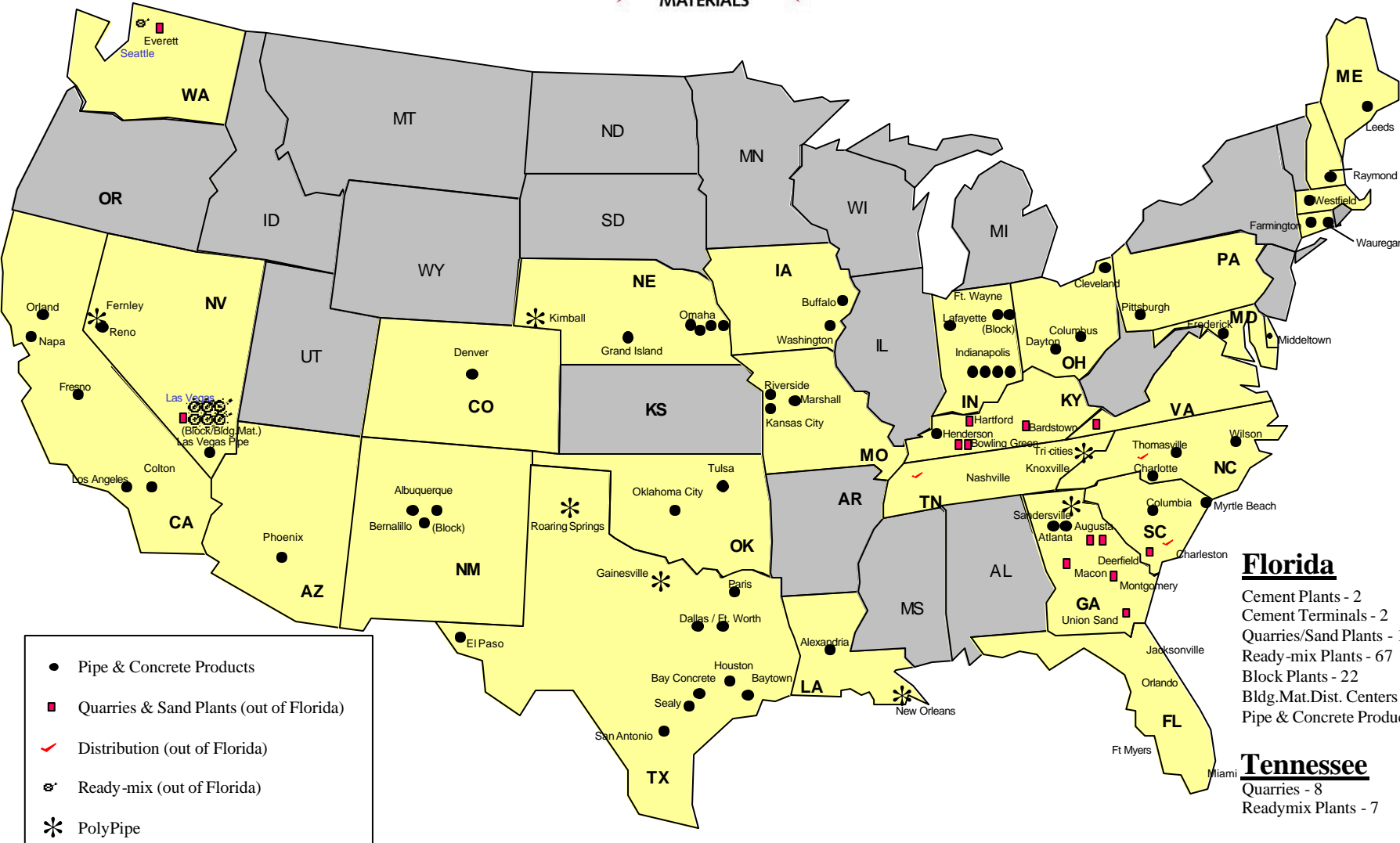
*Presentation by David Clarke, CEO Rinker Materials  
Melbourne 16 July 2002*

## Existing

- Concrete, concrete block, aggregates, asphalt, cement, concrete pipe, metal & polyethylene pipe, prestress & precast concrete products, wallboard and other building material distribution
- 305 operating sites in 28 states
- 56mt aggregate, 48 quarries and sand operations
- 8.4m cu yds pre-mix concrete, 89 plants
- 630kt asphalt, 5 plants
- 3.7m tons of cement from 2 manufacturing plants and 2 import terminals and other domestic purchases
- 130m concrete block, 23 plants
- 3.6mt concrete pipe, 54 plants
- 500kt prestress/precast products from 16 plants
- 450m sq.ft wallboard from 28 outlets
- Employees 8,667 in March '02
- Sales Revenue YEM '02 \$2,104m
- EBITDA YEM '02 \$459m

## With Kiewit

- Concrete, concrete block, aggregates, asphalt, cement, concrete pipe, metal & polyethylene pipe, prestress & precast concrete products, wallboard and other building material distribution
- 381 operating sites in 31 states
- 84mt aggregate, 92 quarries, sand and aggregate operations
- 13m cu yds pre-mix concrete, 149 plants
- 4mt asphalt, 21 plants
- 3.7m tons of cement from 2 manufacturing plants and 2 import terminals and other domestic purchases
- 130m concrete block, 23 plants
- 3.6mt concrete pipe, 54 plants
- 500kt prestress/precast products from 16 plants
- 450m sq.ft wallboard from 28 outlets
- Employees 10,857
- Sales Revenue YEM '02 \$2,613m
- EBITDA YEM '02 \$540m



- Pipe & Concrete Products
- Quarries & Sand Plants (out of Florida)
- ✓ Distribution (out of Florida)
- ⊗ Ready-mix (out of Florida)
- \* PolyPipe

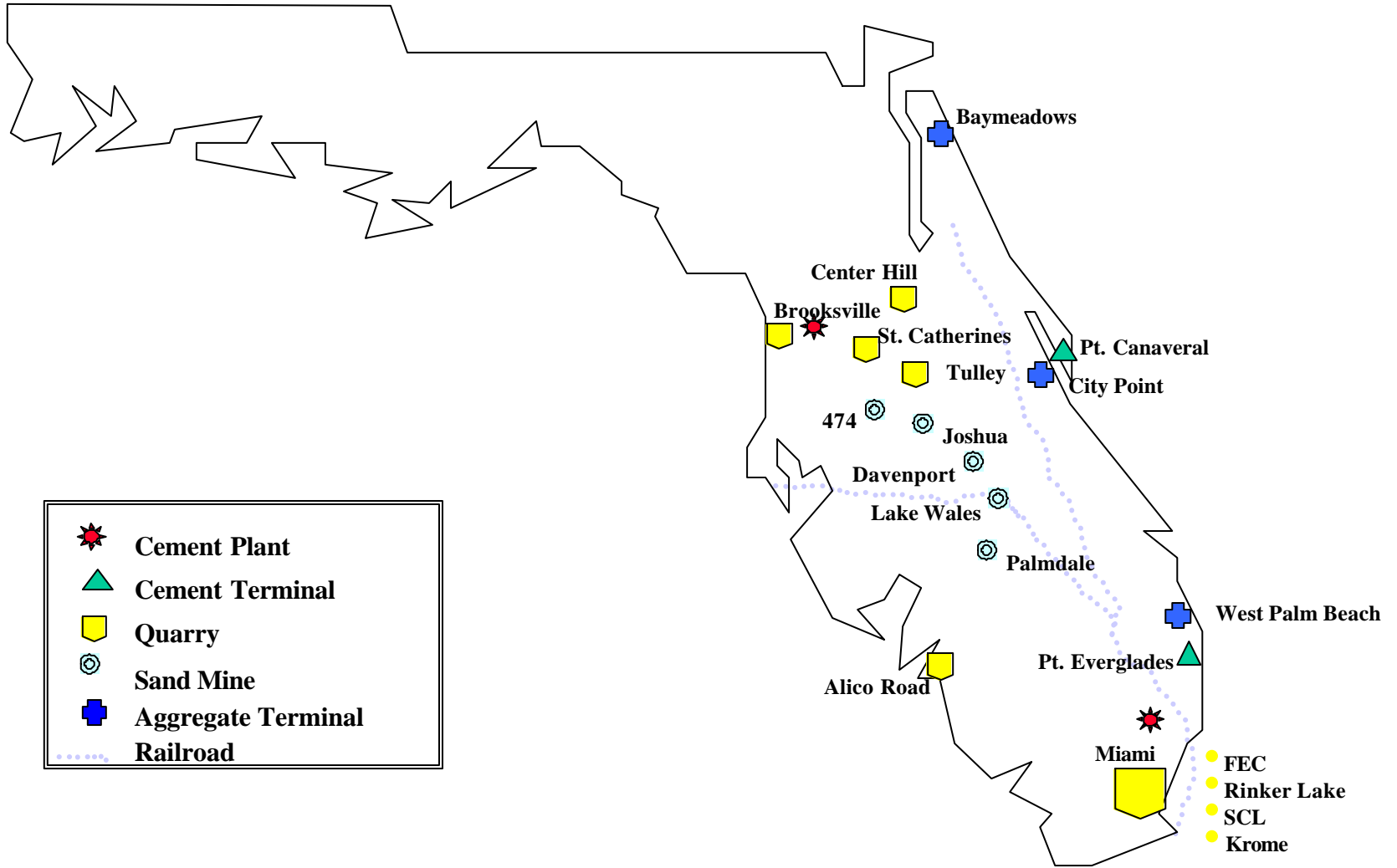
## Florida

- Cement Plants - 2
- Cement Terminals - 2
- Quarries/Sand Plants - 1
- Ready-mix Plants - 67
- Block Plants - 22
- Bldg.Mat.Dist. Centers -
- Pipe & Concrete Product

## Tennessee

- Quarries - 8
- Readymix Plants - 7

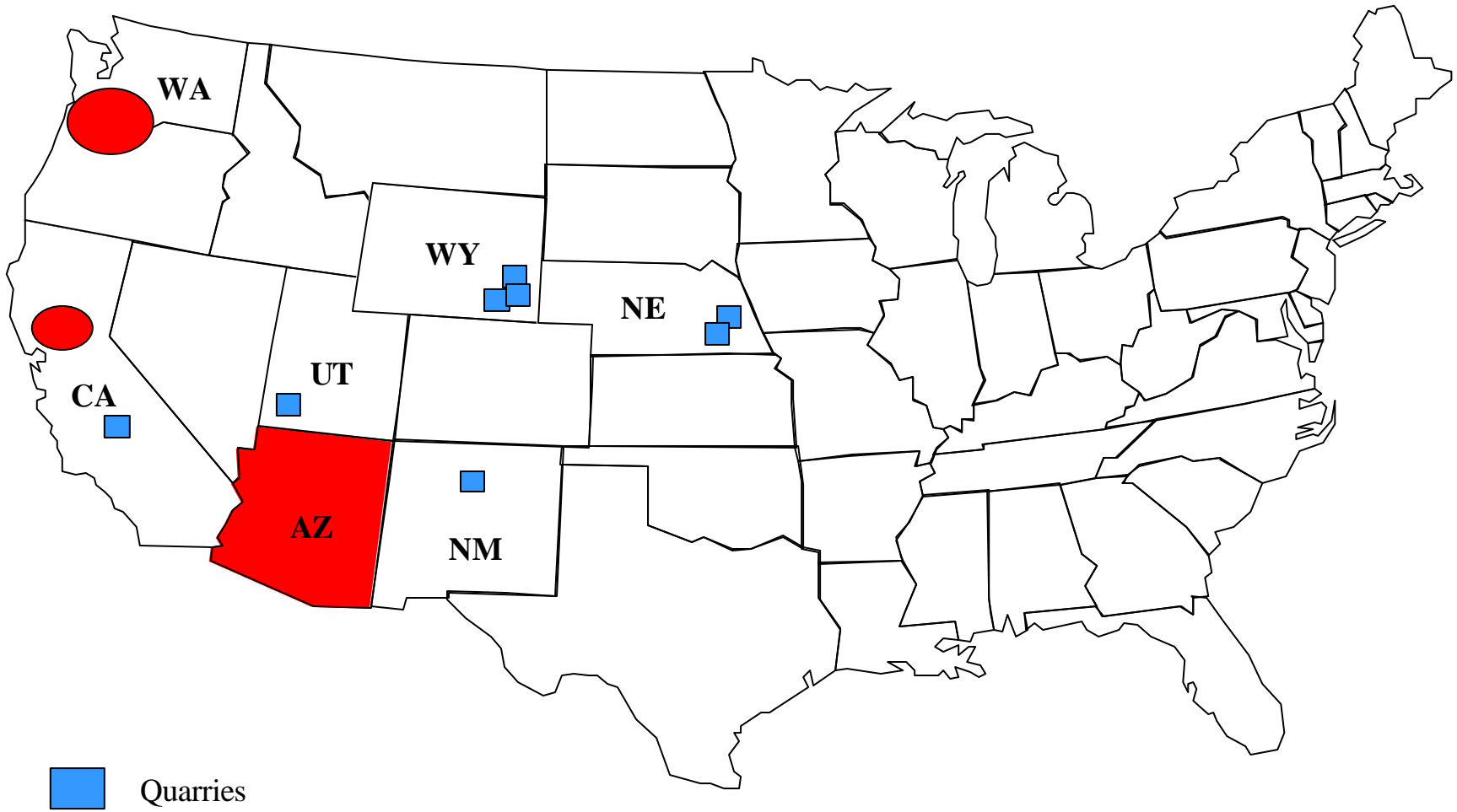
# FLORIDA QUARRIES & CEMENT OPERATIONS



# FLORIDA MATERIALS OPERATIONS



# KIEWIT FACILITIES



Quarries



Integrated aggregates,  
concrete & asphalt operations

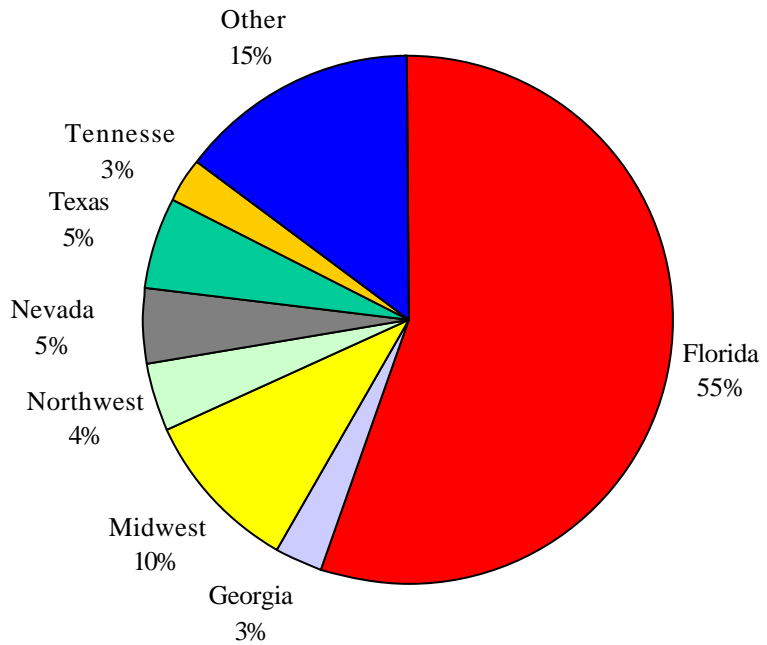
# KIEWIT - ARIZONA FACILITIES

UNITED METRO MATERIALS

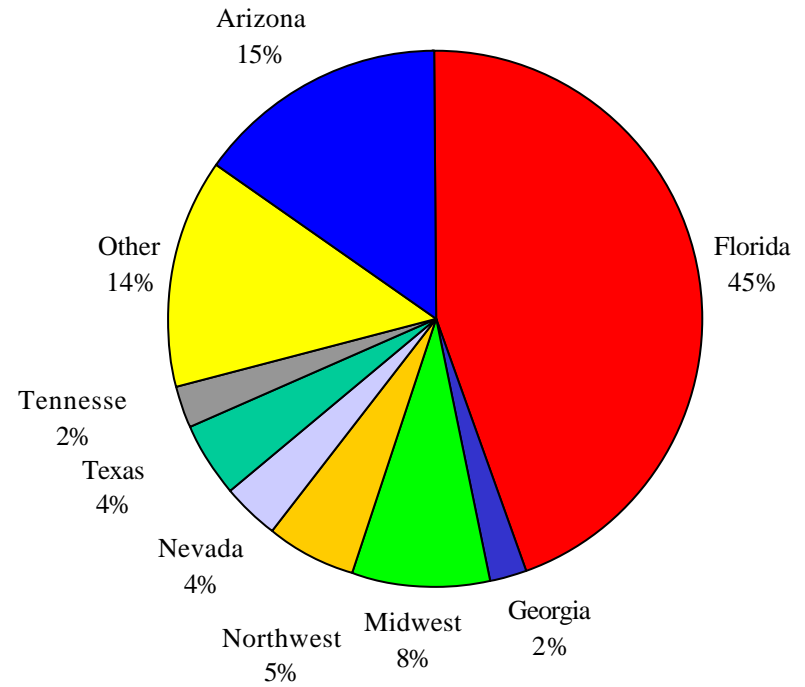


# BUSINESS REVENUE

## EXISTING

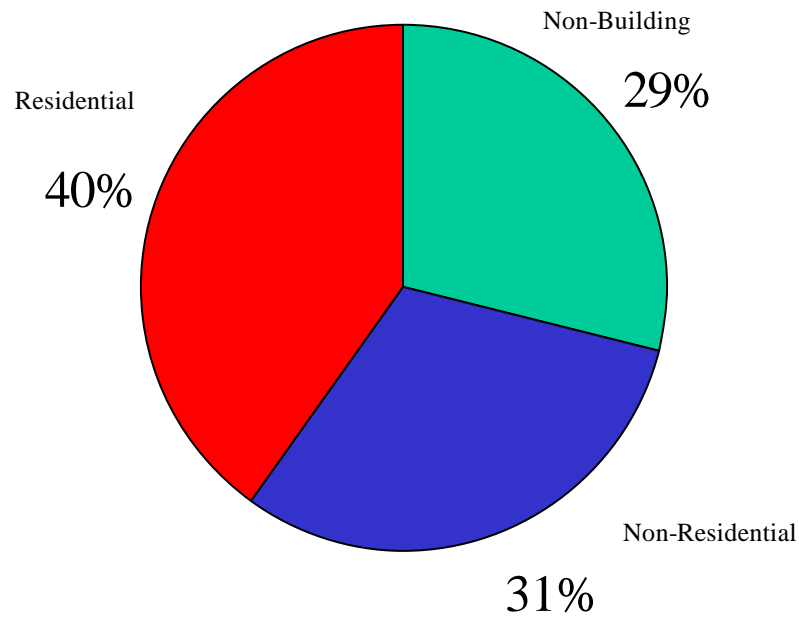


## WITH KIEWIT





Rinker



- We don't expect any change with the successful acquisition of Kiewit

- Supply materials for the building and construction industry in North America, with a particular focus on heavy building materials.
- Strategic drivers:
  - ▶ Number 1 or 2 in all markets
  - ▶ Overall cost leadership
  - ▶ Growth predominantly through acquisition
  - ▶ Talented people
  - ▶ High performance ethic
  - ▶ A safe workplace

- Acquisitions must deliver #1 or #2 market position (or be the first step in a clearly deliverable plan to achieve), where market structure is attractive, or can be made attractive, and/or where population growth exceeds national averages
- Quarries first approach to new regions
- Integrated construction material systems acceptable on a region-by-region approach, but against a “short” cement capacity strategy
- Ready-mix only if integrated with Quarries and/or Cement, or if part of a backward integration strategy
- Asphalt in niche markets only and must be integrated with quarries. Preferably FOB or delivered sales only – paving only where not the dominant activity of the business
- Concrete Pipe and Precast (cautious growth until recent acquisitions fully integrated and business performing satisfactorily)
- Gypsum supply (Wallboard Distribution) in Florida and elsewhere where we leverage off our existing business model and take advantage of our buying power

# KIEWIT FIT TO RINKER'S GROWTH STRATEGY

- The integrated businesses in Arizona, Portland Oregon and Northern California align very closely with Rinker's growth strategy.

<i>Elements of Rinker's Growth Strategy</i>	<i>Kiewit Fit</i>
<ul style="list-style-type: none"> <li>• Grow preferably where population exceeds national averages</li> </ul>	<ul style="list-style-type: none"> <li>• These states are all projecting to continue with higher than average population growth.</li> <li>• They were among the 10 regional zones outside of Florida identified as good growth prospects for Rinker in the 1998 "Strategy Review".</li> <li>• TEA 21 allocations for 1998-2003 for California were in the top half of states. Arizona's initial increase was 60% compared with average US increase of 40%.</li> </ul>
<ul style="list-style-type: none"> <li>• Quarry products, the focus of growth in new regions.</li> </ul>	<ul style="list-style-type: none"> <li>• Aggregate operations in Arizona, Portland &amp; Northern California are sand &amp; gravel. Lower barriers to entry enhanced by integrated nature of business.</li> <li>• Eight hardrock quarries in five states.</li> </ul>
<ul style="list-style-type: none"> <li>• Integrated construction material systems comprising quarries, concrete and perhaps cement &amp; block on a region by region basis</li> </ul>	<ul style="list-style-type: none"> <li>• In Arizona, Kiewit's business model is that of a strong, comprehensive and customer focused concrete &amp; asphalt "supply system" where their plants are generally located on their own aggregate sites. Key components include having the best overall market coverage, strong long term customer relations, strong &amp; stable local management who stay ahead of the competition, a sound understanding of the market &amp; their competitors, a high level of customer service and effective support systems.</li> <li>• Virtually all aggregate requirements sourced internally, which accounts for 50% of Kiewit's aggregate production in Arizona; 36% overall.</li> </ul>
<ul style="list-style-type: none"> <li>• Asphalt in niche markets, must be integrated with quarries. Construction not to be dominant.</li> </ul>	<ul style="list-style-type: none"> <li>• Asphalt is an integral part of business; no paving other than a very small business in Yuma AZ</li> <li>• Majority of aggregate requirements are sourced internally</li> </ul>
<ul style="list-style-type: none"> <li>• Number 1 or number 2 in each market</li> </ul>	<ul style="list-style-type: none"> <li>• Kiewit generally fits this criteria extremely well, with strong positions in most markets</li> </ul>
<ul style="list-style-type: none"> <li>• Cost leadership, or opportunity to achieve leadership</li> </ul>	<ul style="list-style-type: none"> <li>• Well run business, but opportunity for operational cost savings.</li> </ul>

# ECONOMIC STATISTICS FOR KIEWIT'S MARKETS

	<u>(2000) Population</u>	<u>(1999) State GDP*</u>	<u>Real GDP Growth CAGR (1990-2000)*</u>	<u>Forecast Population CAGR (00-05)</u>	<u>TEA21 Allocation Increase*</u>	<u>Aggregate Consumption Per Capita*</u>	<u>Cement Consumption Per Capita*</u>	<u>Key Economic Strengths</u>
Arizona	5.13M	\$140.1bn	6.6%	2.6%	60%	12.6	0.64	Well diversified economy that is a major center for low cost, high-tech manufacturing and back-office operations.
Phoenix	3.07M	\$140.1bn	6.9%	2.7%	60%	12.6	0.64	Well diversified economy that is a major center for low cost, high-tech manufacturing and back-office operations.
Portland	1.83M	\$110.0bn	6.6%	1.7%	50%	12.0	0.29	A large computer related manufacturing industry.
Vallejo	.54M	\$1,186bn	3.4%	2.1%	46%	6.4	0.37	Expanding high-tech industries as well as relatively affordable housing for the SF Bay area.
Sacramento	1.22M	\$1,186bn	3.4%	1.9%	46%	6.4	0.37	Low cost housing and office space for Northern California.
Omaha	.72M	\$52.3bn	3.3%	0.7%	43%	12.0	0.70	Affordable living and business lots as well as a sophisticated tele-communications backbone.
US Average	281,421K	8.875tn	3.2%	0.9%		9.8	0.40	

\*Data in these columns is for the entire State.

# KIEWIT HISTORICAL PERFORMANCE

	<b>Fiscal Year Ending December 31</b>			
<b>US \$ Millions</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>
Revenues	333.1	437.1	488.1	505.2
<i>Revenue Growth Rate</i>		<i>31.2%</i>	<i>11.7%</i>	<i>3.5%</i>
EBITDA*	38.0	60.1	68.8	80.8**
<i>EBITDA Margin</i>	<i>11.4%</i>	<i>13.8%</i>	<i>14.1%</i>	<i>16.0%</i>

Note: Kiewit 2000 & 2001 normalized for equity earnings of \$5.6M and \$0.3M in 1998 & 1999 respectively.

\*Includes investment income of \$3.6M; \$4.6M; \$4.8M; \$4.5M, for '98, '99, '00 and '01

\*\*Kiewit acquisition multiple of 7.1 times excluded investment income

- Detailed plans will be completed prior to close.
  - ▶ To ensure delivery of synergies including:
    - Back office consolidation
    - Purchasing
    - Overhead rationalization and customer synergies in Las Vegas & Pacific NW
    - Operational costs
    - Working capital improvements
    - Pricing
    - High performance ethic
  - ▶ To give Kiewit management an expectation blue print
  - ▶ Detailed action plans and monthly run charts drive process.

# CONSTRUCTION EXPENDITURE FORECASTS REMAIN RELATIVELY ROBUST

	USA	FLORIDA	ARIZONA
% Change on prior year *	2002 Forecast	2002 Forecast	2002 Forecast
Residential -Dodge	-3.2%	-1.7%	-1.9%
Non-Residential -Dodge	-8.2%	-7.1	-10.8%
Non-Building -Dodge	8.8%	21.4%	6.7%
Total put in place -Dodge	-2.6%	-0.2%	-3.1%

\* Calendar Years

Source: Dodge 1 Q 2002 PIP Forecast (constant 1992 \$)



# AN ANALYSIS OF YEM '02 PERFORMANCE

- A record year
  - Sales > \$2 Billion
  - EBIT > \$300 Million
  
- Florida very strong
  - Florida Construction Materials      Sales +10%; EBIT +18%
  
- Balance of Business
  - Sales +4%                      EBIT -5%
  - Pipe      Sales +17%      EBIT +11%
  - Good performance in Nevada and Georgia
  - Weak economy in South Central Division
  - Washington state weak
  
- Problem Areas:
  - Polypipe/Rehabilitation              Sales down 28%
  - Prestress                                  Sales down 11%
  - Gypsum                                      Sales down 17%
  
- Excluding Problem Areas
  - Rinker              Sales +14% (reported +7%)  
                            EBIT +18% (reported +8%)

# RINKER'S COMPARITIVE PERFORMANCE IN YEM '02

- Profit declines in Gypsum, Polypipe and Prestress and lower acquisition activity resulted in an “average” year compared to our competitors in YEM '02

	<u>Rinker</u>	<u>Vulcan</u>	<u>Martin Marietta</u>	<u>Florida Rock</u>
Sales Growth	+7%	+10%	+21%	+7%
EBITDA Growth	+10%	+15%	+8%	+11%
EBITDA Margin Change	+0.6PP	+1.3PP	-2.8PP	+0.9PP
	<u>RMC*</u>	<u>Hanson*</u>		
Sales Growth	-1%	+23%		
EBITA Growth	-16%	+13%		
EBITA Margin Change	-1.2PP	-1.5PP		

\* Calendar 2001 for RMC and Hanson; Numbers represent US Business only

# A BETTER “LIKE FOR LIKE” COMPARISON

- Excluding Gypsum, Polypipe & Prestress.

	<b><u>Rinker</u></b>	<b><u>Vulcan</u></b>	<b><u>Martin Marietta</u></b>	<b><u>Florida Rock</u></b>
Sales Growth	+14%	+10%	+21%	+7%
EBITDA Growth	+17%	+15%	+8%	+11%
EBITDA Margin Change	+0.5PP	+1.3PP	-2.8PP	+0.9PP
	<b><u>RMC*</u></b>	<b><u>Hanson*</u></b>		
Sales Growth	-1%	+23%		
EBITA Growth	-16%	+13%		
EBITA Margin Change	-1.2PP	-1.5PP		

\* Calendar 2001 for RMC and Hanson; Numbers represent US business only

- Businesses generally are in regions with historical and projected population growth rates above the national average.
- Most businesses are either number 1 or 2 in their market. If not, there is either a plan to get there or divest.
- Position in Florida and Arizona is strong as a large integrated player.
- Pipe and Concrete Products in 26 states; very strong in Texas and the mid-west.
- Benchmarking and OIP culturally well entrenched.
- Organization structure designed around profit centre “cells” .
- Variable remuneration linked to SVA for both the short and long terms.
- SAP systems provide strong platform for business management and growth.

- Florida construction activity somewhat stronger than total US

3 MMA Contract Value\* (March – May)  
2002 vs 2001

	<u>US</u>	<u>FL</u>
Residential	+ 4.1%	+ 11.5%
Non Residential	- 14.6%	- 18.0%
Streets & Highways	- 1.2%	+ 4.3%

- Extremely wet weather in Florida in June and early July as well as Texas in July

\* Sources: Dodge