

# **PRESENTATION AGENDA**

Introduction and overview

Jerry Maycock, Managing Director

**Building Products** 

John Hodgkinson, EGM Performance Systems

Sugar

Ian Glasson, CEO CSR Sugar

Aluminium, Property and Outlook

Jerry Maycock

# INTRODUCTION recent acquisitions and organic development projects drive medium term earnings potential JERRY MAYCOCK

# SIGNIFICANT PROGRESS TO BUILD MEDIUM TERM EARNINGS

## Progress achieved in YEM 08

- Strengthened virtually all individual businesses to maintain and improve market positions
- Acquisition of glass businesses adds significant earnings capacity and broadens building products and systems portfolio
- Portfolio of businesses delivers credible overall result despite difficult external conditions

## Well positioned to grow medium term earnings

- Value-adding capital projects across a number of businesses are now significantly advanced
- Well-placed to capitalise on growth in energy efficient and renewable energy markets both in building products and sugar
- Building products capacity and network better positioned to create value through the cycle

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# EARNINGS GUIDANCE ACHIEVED DESPITE WET WEATHER GLASS INTEGRATION AND EARNINGS ON TRACK

- EBIT result for year of \$386 million is in line with previous guidance, despite exceptionally wet weather in QLD/NSW which noticeably impacted both building products and sugar
- CSR's recently acquired glass businesses on track to deliver target acquisition financials. New Viridian™ brand successfully launched in March encompassing former Pilkington Australasia and DMS businesses
- Significant capital investment in several business units to sustain market positions and/or deliver medium term growth. This 'above trend' capex program will be substantially completed by YEM 09

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### **RESULT IN LINE WITH PREVIOUS GUIDANCE**

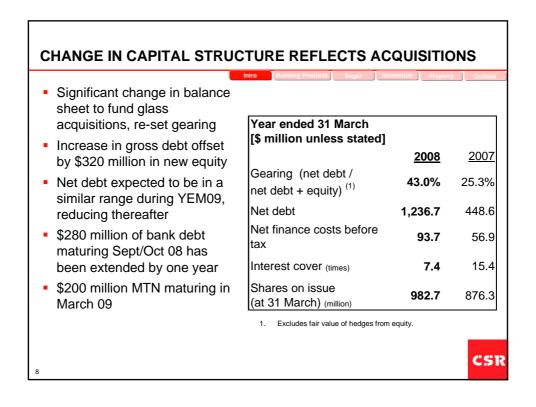
- EBIT result in line with previous guidance despite last quarter weather impacts
- Higher net finance costs due to increased debt flows through to NPAT
- Effective tax rate increased and will continue to rise as tax losses are extinguished
- EPS also reflects additional issued shares from placement, SPP and DRP

		Outil
2008	2007	change
3,231.3	3,111.0	4%
536.5	531.9	1%
386.3	406.1	-5%
-93.7	-56.9	65%
-63.4	-74.0	-14%
-36.4	-34.7	5%
192.8	240.5	-20%
-15.4	32.8	
177.4	273.3	-35%
21.7%	21.2%	
20.9	27.0	-23%
	3,231.3 536.5 386.3 -93.7 -63.4 -36.4 192.8 -15.4 177.4 21.7%	3,231.3 3,111.0 536.5 531.9 386.3 406.1 -93.7 -56.9 -63.4 -74.0 -36.4 -34.7 192.8 240.5 -15.4 32.8 177.4 273.3 21.7% 21.2%

 Excluding significant items. Based on the weighted average number of shares outstanding.

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CREDIBLE RESULT ACHIEVED DESPITE DIFFICULT EXTERNAL CONDITIONS							
Difficult market conditions impacted results across all businesses	Year ended 31 March [\$ million unless stated]	uminium	Propert	y Outloo			
<ul> <li>Depressed NSW housing market</li> </ul>	-	<u>2008</u>	<u>2007</u>	change			
Unusually wet weather in QLD in 2007 affected raw sugar and	Building Products (excl Glass)	98.3	84.5	16%			
ethanol production	Viridian Glass (part year result)	49.3					
<ul> <li>Lower raw sugar prices</li> </ul>	Building Products	147.6	84.5	75%			
<ul> <li>Unusually wet weather in</li> <li>OI D/NSW in Jan/Feb slowed</li> </ul>	Sugar	71.7	130.1	-45%			
Building Products' deliveries	Aluminium	136.7	141.9	-4%			
<ul> <li>Higher aluminium input costs</li> </ul>	Property	45.4	69.7	-35%			
<ul> <li>Building Products' result includes part-year glass earnings, but like</li> </ul>	Business segment total	401.4	426.2	-6%			
for like EBIT also up, by 16%	Corporate costs	-18.4	-20.3				
<ul> <li>Sugar refining, co-gen and</li> </ul>	Restructure and provisions (1)	3.3	0.2				
ethanol EBIT all increase	Total EBIT	386.3	406.1	-5%			
<ul> <li>Property EBIT returns closer to more sustainable level</li> </ul>				cs			
Includes certain defined benefit superannuation adjustments and other non- operating costs							



# STRONG DIVIDEND MAINTAINED

Intro Building Products Sugar Aluminium Property Outloom

- Final dividend of 9 cents per share
- Full year dividend maintained at 15 cents per share
- DRP continues for dividend payment in July (underwritten) with a discount of 2.5%

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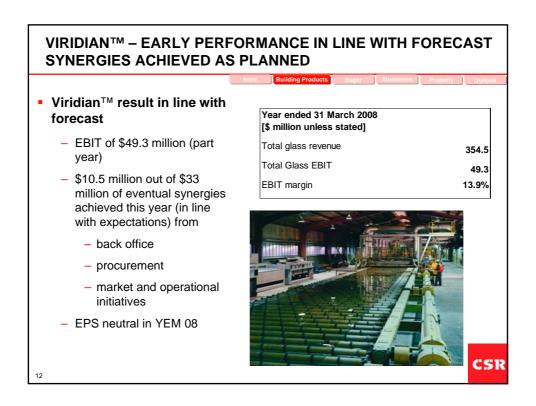
# **BUILDING PRODUCTS**

like for like earnings increase in flat market glass acquisition builds earnings; broadens portfolio

**JOHN HODGKINSON** 

### LIKE FOR LIKE EARNING INCREASE IN AN OVERALL FLAT MARKET VIRIDIAN™ ADDS TO EARNINGS GROWTH AND PORTFOLIO Excluding Viridian™ Year ended 31 March Glass, revenue up 4% [\$ million unless stated] and EBIT up 16% Results excluding Viridian Glass 2008 2007 change Performance Systems (includes Growth from commercial 279.9 Bradford Insulation, Bradcore panels 289.5 3% market and from new and Hebel) products and services Gyprock and Cemintel 423.6 395.0 7% PGH Bricks and Monier Roofing 311.9 317.9 -2% Modest price increases 19.1 11.2 71% (1 - 4%) across virtually Trading revenue (excl Glass) **1.044.1** 1,004.0 4% all product groups EBIT 98.3 84.5 16% Restructure of Bricks and EBIT Margin 9.4% 8.4% Roofing improved results by ~ \$10 million. Run rate Total Building Products Results including Viridian Glass expected to approach Total trading revenue **1,398.6** 1,004.0 39% \$20 million pa during EBIT 147.6 84.5 75% **YEM 09** EBIT margin 10.6% 8.4%

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# VIRIDIAN™ STRATEGY ON TRACK **INCREASED CAPACITY TO MEET DEMAND GROWTH**

- New integrated Viridian™ management organisation structured along market segment lines
- \$120 million<sup>1</sup> upgrade of the Dandenong float glass plant on track for recommissioning Sept 08
- Rationalisation of downstream operations under Viridian™ brand progressing well Now advancing plans to increase automatic double glazing capacity at proposed cost of \$40-\$50m in YEM09 and YEM10
- Encouraging demand signals for energy efficient glass

  - NZ significant growth following regulation changes Doubled glass demand in VIC trebled in last 9 months
  - Australian industry associations focused on demand drivers for energy efficiency in glass

1. net of \$20m Victorian Government technology grant

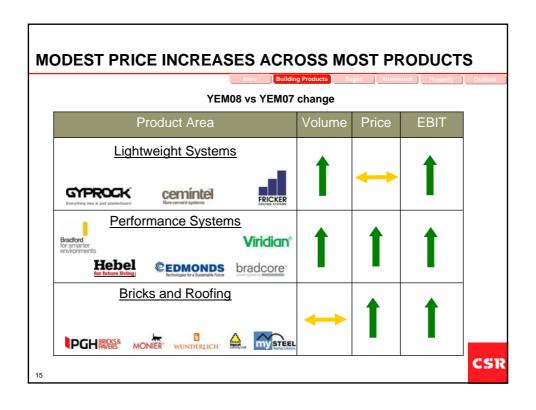


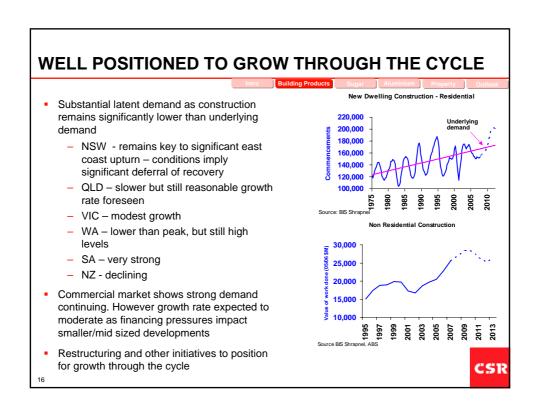


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# INITIATIVES AND PROJECTS (OTHER THAN GLASS) TO STRENGTHEN BUILDING PRODUCTS' MARKET POSITIONS

	Intro Building Products	Sugar Aluminium Property
Project	Description	Status
PGH <sup>™</sup> Brick Plant, Strathpine, QLD	Close brick/paver plant, transfer bricks to Oxley and pavers to Cooroy	Complete
Monier™ site, Darra, QLD	Combine concrete tile and accessories production on one site in Darra	DA secured
Wunderlich™ terracotta tile plant, Rosehill, Sydney	Mothballed plant, rationalising east coast production to Vermont, VIC	Complete
Bradford <sup>™</sup> insulation plant, Guangzhou, China	\$40 million Rockwool technical insulation plant	First stage complete on time and on budget March 08
Bradford <sup>™</sup> glasswool insulation plant, BNE	Construct \$50 million glasswool manufacturing insulation plant	Commenced – target completion date Dec 08
Gyprock <sup>™</sup> factory upgrade, Yarraville	\$140 million upgrade/ expansion of plasterboard factory/distribution hub	Commenced - completion due in stages by mid/late YEM10





# EBIT INCREASE IN YEM09 PLUS FULL-YEAR GLASS EARNINGS SOLID MEDIUM TERM GROWTH PROSPECTS

Building Produc

- Continue to optimise production and distribution networks
  - Capacity investment
  - Operational Improvement Program
- Building Products' YEM09 EBIT (excluding Glass) expected to be higher than YEM08 in addition to full-year benefit of Viridian Glass
- Medium term growth prospects remain solid due to:
  - further opportunities in energy efficient products
  - new systems and solutions
  - organic growth from additional capacity
  - the Australian residential cycle



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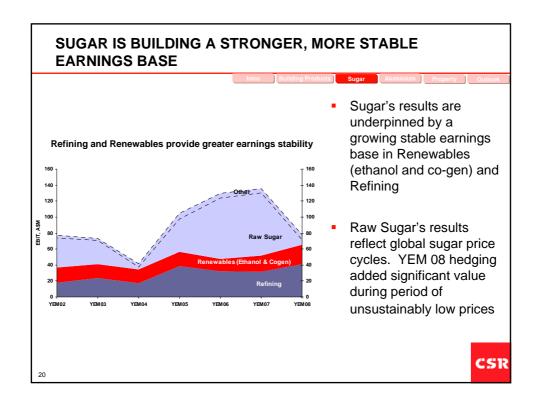
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# **SUGAR**

strong stable earnings base for future growth

IAN GLASSON

Raw Sugar	Building Products S	ugar Alui	minium Pro	pperty Ou	
<ul> <li>Lower average realised sugar prices (\$354/t down to \$300/t)</li> </ul>	Year ended 31 Ma [\$ million unless	•			
<ul> <li>Wet weather impacts:</li> </ul>		2008	2007	change	
<ul> <li>1 month delay to start of milling</li> </ul>	Trading revenue	1,274.2	1,544.7	-18%	
<ul> <li>Reduced crop/recoveries</li> </ul>	EBIT	71.7	130.1	-45%	
<ul> <li>Increased operating costs</li> </ul>	EBIT Margin	5.6%	8.4%		
Refined Sugar					
<ul> <li>Margin improvement and increased sales volumes</li> </ul>	EBIT by business Raw Sugar	27.8	96.8	-71%	
<ul><li>Ethanol</li></ul>	Refined Sugar	41.1	31.5	30%	
Higher industrial and fuel ethanol volumes	Ethanol	9.0	7.4	22%	
with increased pricing	Other (1)	-6.2	-5.6		
<ul> <li>Agricultural Services business continues to grow</li> </ul>	Includes earnings from CSR's interest in Czarnikow offset by overhead and business development costs.				



# REFINED SUGAR PROFITS IMPROVING – FURTHER INVESTMENT TO STRENGTHEN MARKET POSITION

- Improved refining margins and volumes
- Investing \$56 million for major upgrade of the Yarraville refinery in Melbourne
  - replaces very old equipment
  - improves sustainability of operations
  - on target for completion end YEM09
- Retail volumes continue to grow with specialised products and new packaging
- Good result from acquisition of Equal<sup>®</sup> sweetener distribution rights in Australia and New Zealand



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# ETHANOL CONTINUES STRONG GROWTH RENEWABLE AND SUSTAINABLE FUEL

- Sales volumes and prices increased especially in fuel market
- Fertiliser by-product sales performing strongly – winner of NAB agri-business excellence award for value adding
- Good result despite last quarter operations impacted by extreme wet weather in the Mackay region
- Further expansion project at Sarina under review to lift fuel production from 38 to 60 million litres
- Ethanol produced from molasses uses much less fossil fuel than grain, and does not influence food prices

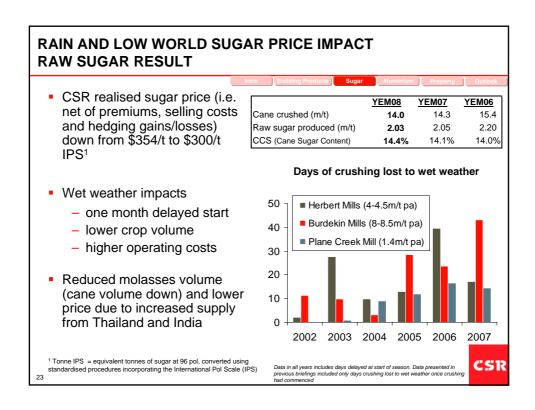
CSR's ethanol production is a renewable and sustainable process

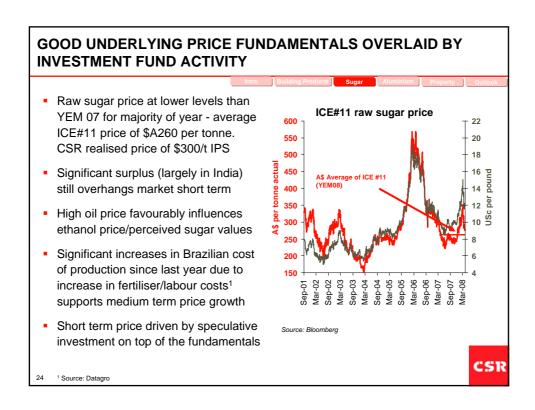
Sugar cane

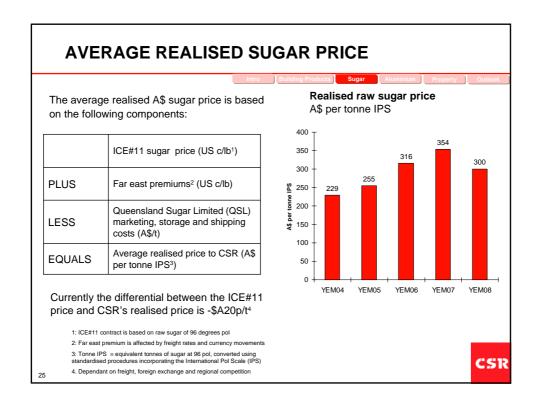
Raw sugar

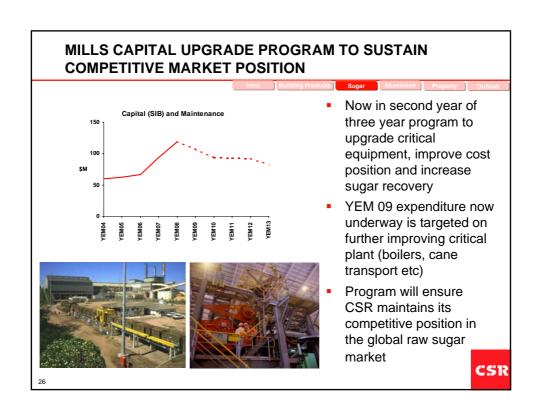
Fertiliser

Molasses









# BUILDING A MORE STABLE EARNINGS BASE EVALUATING FURTHER OPPORTUNITIES IN RENEWABLES

- Refining earnings should improve modestly in YEM 09 & benefit further in YEM 10 from additional contract improvement and Yarraville refinery upgrade
- Further growth in ethanol
  - increasing fuel volumes
  - potential expansion of additional fuel ethanol capacity
- Possible cogeneration expansion depending on "carbon pricing"
- More 'typical' milling year
  - recoveries/crop etc
  - impact of asset restoration to improve mill reliability and operating costs
  - higher depreciation
- Current hedging (CSR realised price basis)
  - YEM09 approximately 65% at ~ A\$310/t IPS
  - YEM10 approximately 30% at ~ A\$320/t IPS





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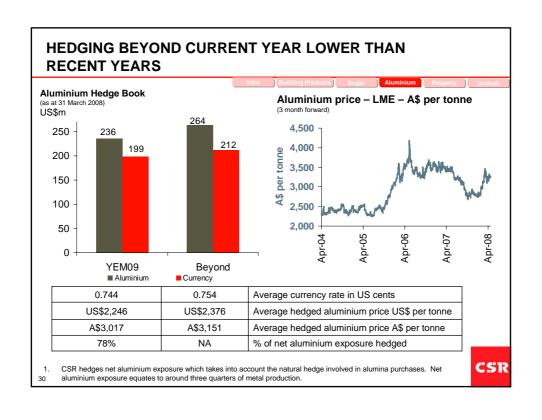
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# **ALUMINIUM**

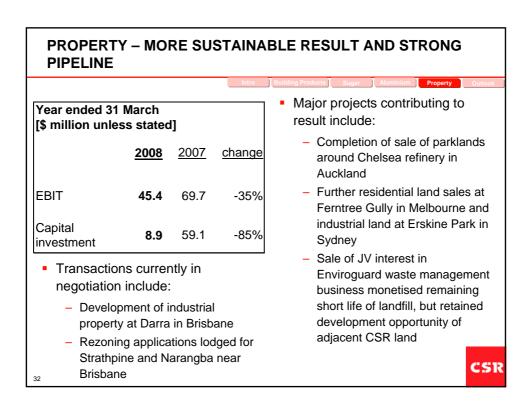
re-establishing optimum production volume maximise sales of value added products

**JERRY MAYCOCK** 

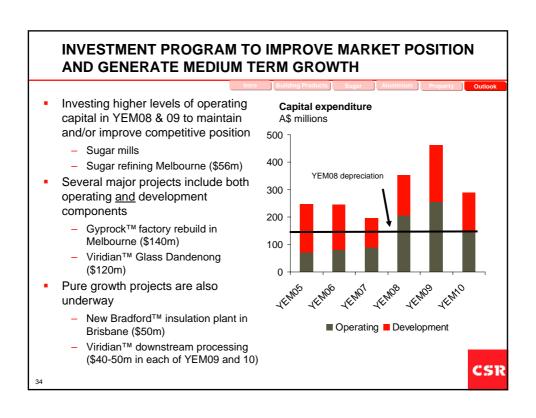
				ro Building Products Sugar Aluminium Property Out
Year ended 31 Mar [\$ million unless s	tated]			<ul> <li>EBIT down slightly - lower production volume, higher</li> </ul>
	<u>2008</u>	<u>2007</u>	<u>change</u>	operating costs (spike in pot
Sales ('000 tonnes)	184.4	185.4	-1%	relining at Tomago, and
Ave realised price per tonne	3,025	3,028	0%	<ul><li>escalating carbon related inputs)</li><li>Good premiums from value</li></ul>
Trading revenue	557.9	561.4	-1%	added products with long term
EBIT	136.7	141.9	-4%	sales contracts
EBIT Margin	24.5%	25.3%		<ul> <li>YEM 09 EBIT expected to be similar to YEM 08 - slightly higher</li> </ul>
Market data				production, higher realised
	2008	2007	2006	pricing, but continued flow
LME US\$/tonne	2,671	2,670	2,039	through of higher cost carbon
US\$/A\$ average rate	0.869	0.765	0.753	based inputs
LME A\$/tonne	3,074	3,490	2,708	



# PROPERTY more sustainable earnings level with solid development pipeline JERRY MAYCOCK



# OUTLOOK stronger businesses significant medium term earnings upside JERRY MAYCOCK



# BUILDING PRODUCTS AND ALUMINIUM STRATEGIES POSITIONING FOR SIGNIFICANT MEDIUM TERM GROWTH

Outlook

# Building Products and Property

- Develop and leverage our leading Australasian 'house of brands'
- More solutions meeting evolving needs
  - productive use of scarcer building skills
  - substantially greater focus on energy efficiency in buildings
- Optimise mix/quality of manufacturing and distribution assets 'through the cycle'
- Liberate best value from property portfolio
- Develop existing footholds for international growth in product segments with competitive advantages

### Aluminium

- High quality asset with excellent cost position
- Steady cashflows underpin current capex program and dividend
- Option for modest (1/2 potline) potential capacity expansion in process of being defined

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# SUGAR STRATEGY AND STRATEGIC OPTIONS FOR CORPORATE PORTFOLIO

Outlook

### Sugar

- Mills and refining asset upgrade to ensure our advantageous market positions are sustained
- Support industry restructuring that builds international competitiveness
- Position for Australasian growth in renewable energy
- Option for international growth at right time

### Portfolio Approach

 More robust business plans for business units will position group to take advantage of possible value accretive portfolio restructuring options

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## YEM 09 DIVISIONAL OUTLOOK

- Building Products Despite ongoing slowdown in NSW, like for like EBIT expected to improve. Full year of Viridian adds further EBIT growth. Credit markets and interest rates make forecasting more difficult than usual
- Sugar Refining and Renewables growing. Based on average weather conditions and current raw sugar prices, Divisional EBIT expected to be higher than YEM08
- Aluminium EBIT expected to be similar to last year
- Property EBIT expected to be in the more sustainable range of \$35-\$40 million, depending on the outcome of transactions currently in negotiation

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### OVERALL OUTLOOK AND CONCLUSIONS

Outlook this year

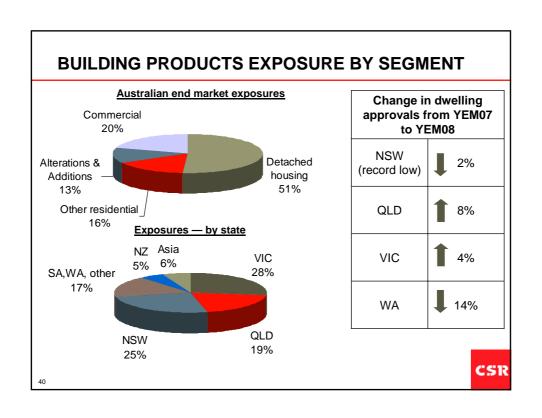
- Like for like EBIT expected to be above YEM08 plus full year contribution from Viridian
- Net profit to reflect full year interest costs and higher average tax rate
- Update at AGM in July

### Conclusions

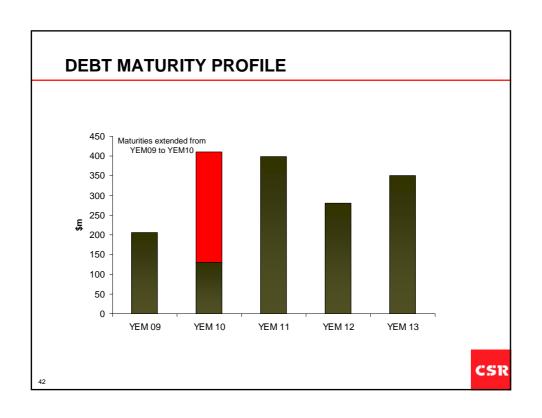
- A credible result given externalities
- Added a substantial complementary earnings stream
- Good progress made in strengthening all key businesses
- This year sees the conclusion of much of the current investment program, yielding significant medium term earnings upside

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Year ended 31 March \$ million unless stated]			
_	2008	2007	change
let interest	72.7	34.6	110%
Discounting of non-current provisions & debtors	17.9	21.2	-16%
Funding costs & foreign exchange (gain)/loss	3.1	1.1	182%
let finance costs	93.7	56.9	65%
Net debt	1,236.7	448.6	



# **REVIEW OF ISSUED CAPITAL**

	<u>Shares</u>	Price per share		Share capital \$m
On issue 31 March 2007	876,277,500			559.5
Employee share plan	1,536,000	\$	1.68	2.6
Institutional placement	49,019,608	\$	3.06	148.1
Retail share purchase plan	36,586,077	\$	3.06	111.5
Dividend reinvestment plan	19,307,450	\$	3.00	57.5
On issue 31 March 2008	982,726,635			879.2

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