

CSR Limited  
**Results Presentation**



Half year ended 30 September 2010



## Agenda

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|--------------------------------------|--|
| 1. Overview                          | Jeremy Sutcliffe, Managing Director, CSR Ltd |
| 2. Group Half Year Results           | Shane Gannon, CFO, CSR Ltd                   |
| 3. Results for Continuing Operations | Rob Sindel, CEO, CSR Building Products       |
| 4. Conclusion & Outlook              | Jeremy Sutcliffe                             |



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# 1. Overview



## Solid platform for focused Building Products company

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EBIT from continuing operations up 22 per cent to \$117.6m

Solid result for continuing operations

- Building Products EBIT up 19% despite negative impact of abrupt termination of insulation scheme
- Aluminium EBIT down 7% on lower volumes and higher alumina costs
- Property EBIT \$14.7m on sale of Narangba residential site

Separation strategy on track

- Remain on schedule to complete separation strategy by end November 2010, subject to regulatory approvals
- Management changes – experienced senior executive team in Building Products
- Expect to announce capital management alternatives post completion

Strong platform for 'New' CSR

- Australian/NZ focused Building Products business with leading market positions, market leading brands and strong channels to market
- Strongly capitalised business with financial flexibility for future growth



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## Update on separation strategy

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CSR is well advanced on two key transactions to create a focused Building Products company

### Sale of Sucrogen

- Announced on 5 July 2010 - sale of Sucrogen to Wilmar International for A\$1.75 billion
- Transaction remains subject to FIRB, OIO (NZ) – FIRB extended deadline until 9 November 2010
- Expect regulatory approvals shortly – transaction to complete within 1-2 weeks of approvals

### Sale of Asian Insulation Business

- Announced on 6 July 2010 – sale of Asian Insulation business to Rockwool Group for A\$128 million
- Transaction does not include Malaysian AAC operations
- Expect transaction to complete by end 2010

### Capital Management

- Key considerations:
  - tax effective return of funds to shareholders
  - continuing responsible approach to asbestos obligations
  - future financial flexibility for Building Products focused business

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## 2. Half year results - 30 Sept 2010

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## Financial results summary – continuing operations

A\$m	Sept 2010	%Δ on pcp
Trading Revenue	975.0	(1%)
EBITDA	166.4	14%
EBIT	117.6	22%
Net Finance Expense	(40.4)	(26%)
Tax Expense	(22.0)	95%
Non-controlling Interests	(10.8)	(6%)
Net Profit after tax (pre significant items)	44.4	132%
Net Profit after tax (after significant items)	18.4	108%

- EBIT from continuing operations (pre significant items) up 22% compared to previous corresponding period
- Net Profit After Tax (pre significant items) \$44.4m vs previous corresponding period \$19.1m
- Earnings Per share (pre significant items) for continuing items 2.9 cents per share from 1.5 cents per share

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## Financial results summary

A\$m	30 September 2010			30 September 2009			%Δ on pcp	
	Continuing operations*	Discontinued operations	Group	Continuing operations*	Discontinued operations	Group	Continuing operations*	Group
Trading Revenue	975.0	976.4	1,951.4	983.3	1,093.2	2,076.5	(1%)	(6%)
EBITDA	166.4	104.6	271.0	145.7	150.6	296.3	14%	(9%)
EBIT	117.6	70.5	188.1	96.6	119.1	215.7	22%	(13%)
Net Finance Expense	(40.4)	(1.6)	(42.0)	(54.7)	(2.1)	(56.8)		
Tax Expense	(22.0)	(18.6)	(40.6)	(11.3)	(32.8)	(44.1)		
Non-controlling Interests	(10.8)	(5.7)	(16.5)	(11.5)	(6.7)	(18.2)		
Net Profit After Tax pre significant items	44.4	44.6	89.0	19.1	77.5	96.6	132%	(8%)
Net Profit/(loss) after sig. items	18.4	44.6	63.0	(233.1)	77.5	(155.6)		
Interim dividend per share (cents)			3.0c			2.5c		

\*Continuing operations refers to CSR's ongoing businesses (Building Products, Aluminium and Property) post the sale of Sucrogen and the Asian insulation business. The Sucrogen and Asian insulation businesses have been classified as discontinued operations.

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## Solid performance from continuing operations

A\$m EBIT	Sept 2010	Sept 2009	%Δ
Building Products	57.7	48.5	19%
Aluminium	55.1	59.3	(7%)
Property	14.7	(1.0)	
Corporate	(8.2)	(8.6)	(5%)
Restructure and Provisions	(1.7)	(1.6)	6%
<b>Total EBIT (pre sig. items)</b>	<b>117.6</b>	<b>96.6</b>	<b>22%</b>

- 22% EBIT growth from Continuing Operations
- Continued earnings growth across Building Products portfolio
  - margins maintained and improved across key businesses
  - Viridian improvement continues
- Building Products EBIT negatively impacted by sudden cancellation of the Federal Government ceiling insulation programme
  - excluding insulation, earnings up 64%
- Hedging profile assists to counter weak Aluminium prices
  - higher alumina prices impacted margins
- Sale of Narangba (Qld) residential site to Stockland, drives earnings improvement in Property

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## Sucrogen – rain extends crush into second half

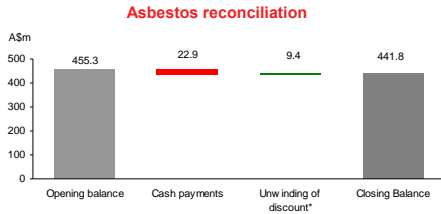
A\$m	Sept 2010	Sept 2009	%Δ
Trading Revenue	935.9	1,050.1	(11%)
EBITDA	99.1	143.8	(31%)
<b>EBIT</b>	<b>66.7</b>	<b>114.2</b>	<b>(42%)</b>
EBIT Margin	7.1%	10.9%	

- In-season rain extends crush into second half vs last year (where crush virtually completed in first half)
- Lower amount crushed impacts revenue and EBIT in Cane Products for first half, partially offset by higher average realised price A\$440/t vs A\$400/t
- For YEM11 94% of the crop is priced at ~ A\$440 per tonne IPS
- Sugar content (CCS) and sugar recovery reduced due to rain
- Extension of crush delays cash receipts to second half – impacts operating cash flow for first half
- Molasses volumes lower from lower crush impacts Ethanol earnings and Cogeneration revenue
- Sweeteners EBIT steady on continued focus on margin and customer service

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## Product liability - continued responsible approach



\*Unwinding of discount refers to re-statement of the discounted provision to nominal dollars

- Continued responsible approach to managing asbestos related claims
- Cash payments A\$22.9m slightly higher than previous half from higher US settlements
- Product liability provision based on semi-annual expert advice from US and Australian experts
- Product liability provision also includes prudential margin at discretion of Board (above central estimate of liabilities) to account for current environment, material uncertainties and exchange rate fluctuations
- Prudential margin at half year A\$93.1m (26.7%) above aggregate of central estimate of US and Australian liabilities
- Expectation that payments will be broadly in line with last year.

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## Steady operating cashflows from continuing operations (pre sig. items)

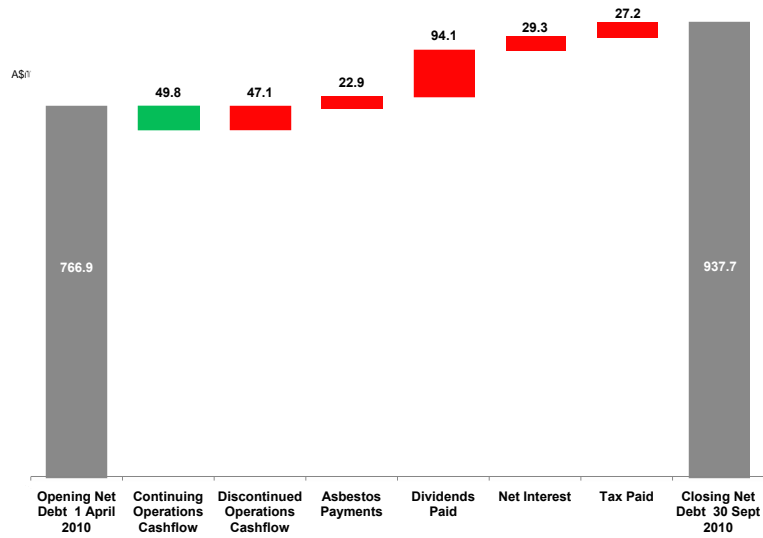
A\$m	Sept 2010		Sept 2009	
	Continuing Operations	Group	Continuing Operations	Group
EBITDA	166.4	271.0	145.7	296.3
Net Movement in Working capital	(24.6)	(98.3)	(23.4)	(178.5)
Margin calls	0.0	(18.4)	(4.9)	(32.2)
(Profit)/loss on asset disposals	(16.6)	(15.7)	0.6	0.7
Movement in Provisions	(31.2)	(28.7)	(17.2)	(3.9)
Other	(7.5)	(23.8)	(14.1)	25.8
<b>Operating cashflows (pre tax &amp; sig. items)</b>	<b>86.5</b>	<b>86.1</b>	<b>86.7</b>	<b>108.2</b>
Tax	(23.5)	(27.2)	23.4	23.2
Significant items	(19.4)	(19.4)	(3.1)	(3.1)
<b>Operating cashflows (post tax &amp; sig. items)</b>	<b>43.6</b>	<b>39.5</b>	<b>107.0</b>	<b>128.3</b>

- Operating cashflows from continuing operations steady on the previous year (pre tax and significant items)
- Group working capital increase due primarily to increased debtors in Sucrogen from extended crush
- Tax refund in previous period vs tax paid in first half impacts group cashflows

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## Debt reconciliation April – Sept 2010



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## 3. Half year results for continuing operations

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## 3.1 Building Products

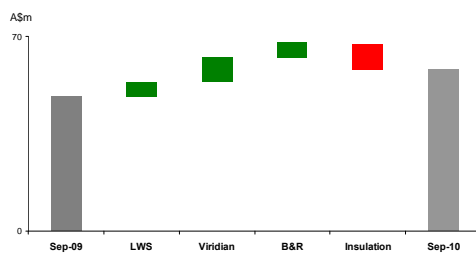
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### Strong underlying earnings growth

A\$m	Sept 2010	Sept 2009	%Δ
Trading Revenue	721.2	732.0	(1%)
EBITDA	92.1	82.2	12%
<b>EBIT</b>	<b>57.7</b>	<b>48.5</b>	<b>19%</b>
EBIT Margin	8.0%	6.6%	21%
Funds Employed	1,316.7	1,311.1	
Return on Funds Employed (MAT)	8.6%	7.1%	21%

- Improved market conditions and efficiency improvements drive growth across portfolio
- EBIT up 19% despite negative impact of insulation scheme termination
- EBIT (ex Bradford) up 64 per cent
- Underlying revenues up around 8 per cent, excluding Bradford and impact of prior year restructuring
- Gross and EBITDA margin increases across most businesses
  - Solid price growth
  - Improved volumes
  - Overheads contained

EBIT impacted by Insulation scheme termination














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## Building Products revenue summary



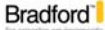





Trading Revenue A\$m	Sept 2010	Sept 2009	%Δ
<b>Lightweight Systems</b>			
     	383.4	389.8	(2%)
<b>Glass</b>			
	182.9	204.1	(10%)
<b>Bricks and Roofing</b>			
   	154.9	138.1	12%
<b>TOTAL</b>	<b>721.2</b>	<b>732.0</b>	<b>(1%)</b>

- Volumes improved generally across portfolio
- Bradford Insulation impacted by insulation scheme but core business remains strong
- Increased revenue in Gyprock plasterboard despite ongoing weak commercial markets
- Growth in revenue and margin for Cemintel fibre cement business
- Revenue fall in Viridian reflects closure of Alexandria factory and sale of auto business
- Improved contribution from Bricks and Roofing businesses on increased detached housing starts

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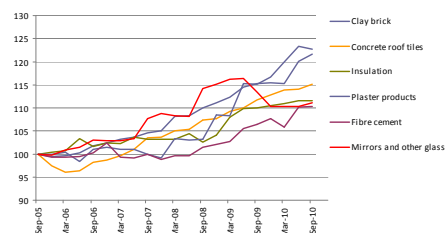
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## Volume growth and ongoing focus on margins

	Price	Volume	EBITDA
 	↑	↑	↑
	↔	↓	↓
	↔	↑	↑
	↑	↑	↑
  	↑	↑	↑

- Continued focus on margins – price increases implemented across portfolio
  - Commercial market deterioration adversely impacting glass industry capacity and pricing
- Launch of new, higher margin products in key areas (e.g. Bricks, fibre cement)

Price index of house building materials



Source: ABS

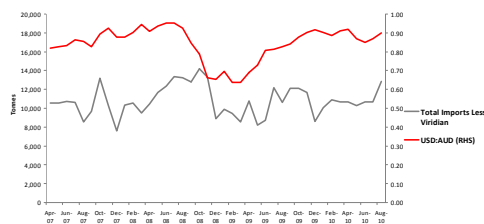
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## Viridian— continuing improvement in performance

A\$m	Sept 2010	Sept 2009	%Δ
Trading Revenue	182.9	204.1	(10%)
EBITDA	15.9	8.5	87%
EBIT	3.0	(5.6)	154%

Glass Imports vs A\$/US\$



Source: ABS, CSR analysis

- EBIT improvement of \$8.6m for first half
  - Sale of Automotive business
  - Site rationalisation (Alexandria, Nerang)
  - Cost reductions and operational improvement, most notably at Clayton facility
- Revenue reduction reflects
  - Disposal of Automotive business in 2HYEM10
  - Closure of Alexandria
  - Slow commercial market and flow impact to pricing
- Significant improvement in Customer Service
  - Primary Products DIFOT 99% (up 2% on last year)
  - Glass Processing DIFOT 91% (up 2%)
  - Clayton site DIFOT 91% (up 34%)
- Continued recovery in market share – two national accounts secured, will benefit 2H earnings
- High A\$/US\$ exchange rate impacts margin

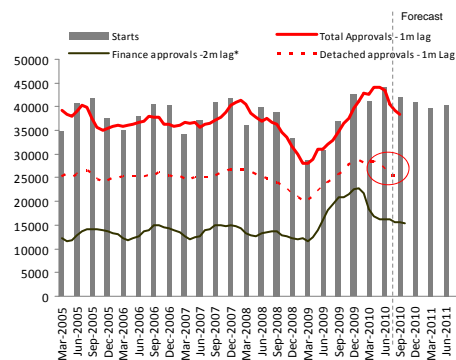
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## Residential markets stronger but moderating

- Housing starts to 30 June 2010 increased from historic lows
- Higher density and social housing account for increasing proportion of Australian housing starts
- Leading indicators point to moderation in housing activity
  - first home owner and social housing stimuli peaked
  - partially replaced by private upgraders and investors re-entering the market
- Medium term macro effects still positive for housing
  - strong immigration and population growth
  - continued underbuilding in most states
  - significant underlying demand
- Trend towards energy efficient buildings gradual but inevitable
  - COAG agreement on 6 star
  - increased electricity prices
  - consumer preference

Australia building indicators



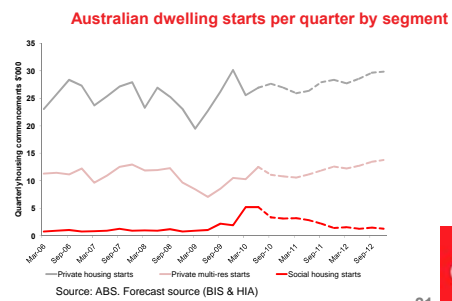
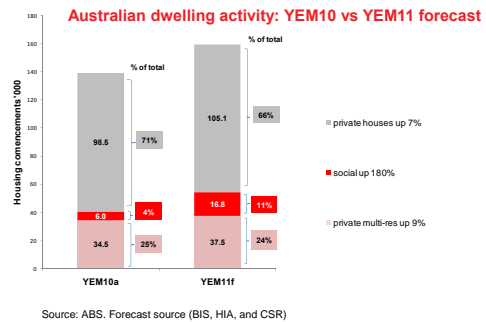
Source ABS \*Owner-occupier construction finance approvals (forecast source is average of forecasts of HIA and BIS)

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## Social housing increased; commercial markets – medium term recovery

- Changing mix in housing starts
  - social housing represents 50 per cent in growth in total dwellings
  - multi – residential units increasing (esp NSW)
  - lengthening of time lag in project completion
- Commercial activity still weak, social programs account for major increase in non-residential activity
  - education stimulus (BER program), winding down in YEM11
  - strong health spend to end YEM13
- Valuations, vacancy and credit point to commercial market improvement in medium term
- Mandatory disclosure of commercial building energy ratings to assist Insulation business



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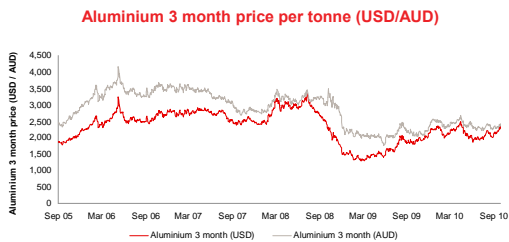
## 3.2 Aluminium

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## Earnings reduced on lower volumes

A\$m	Sept 2010	Sept 2009	%Δ
Sales ('000 tonnes)	93,785	95,549	(2%)
Ave A\$ realised price per tonne	2,702	2,630	3%
Trading Revenue	253.4	251.3	1%
<b>EBIT</b>	<b>55.1</b>	<b>59.3</b>	<b>(7%)</b>
EBIT Margin	21.7	23.6	
LME/US\$ tonne	2,116	1,681	
US\$/A\$ average rate	0.894	0.796	
LME/A\$ tonne	2,368	2,112	

- Lower sales volumes, reflects inventory rebalancing following sales slightly above production in YEM10
- Production volumes up slightly on prior year
- Lower EBIT margin reflects higher alumina costs
- Lower hedged position – earnings more dependent on A\$ unhedged price of aluminium
- Continued sound operational performance at Tomago



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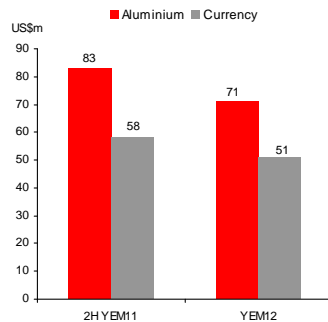
## Earnings more exposed to unhedged metal price

Aluminium Hedge Book US\$m (as at 31 October 2010)

	2H YEM11	YEM12
Average currency rate in US cents	0.7744	0.7111
Average hedged aluminium price US\$ per tonne	US\$2,475	US\$2,635
Average hedged aluminium price A\$ per tonne	A\$3,196	A\$3,706
% of net aluminium exposure hedged <sup>1</sup>	50%	20%

- Lower hedged position for balance of YEM11 and YEM12
- General weakness in USD aluminium price as industry works through excess inventories
- Medium term forecasts, slightly more positive

1. CSR hedges net aluminium exposure which takes into account the natural hedge involved in alumina purchases. Net aluminium exposure equates to around three quarters of metal production.



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## 3.3 Property

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### Property – monetise opportunities; progress pipeline

A\$m	Sept 2010	Sept 2009	%Δ
<b>EBIT</b>	<b>14.7</b>	<b>(1.0)</b>	
Capital Investment	9.0	9.8	

- Two major transactions in first half:
  - Sale of 606 lot residential development at Narangba to Stockland
  - Sale of former glass facility at Alexandria to Bunnings
- Commercial/Industrial markets remain challenging
- Medium term pipeline remains strong

#### Update on medium-term development pipeline

Darra, Brisbane	<ul style="list-style-type: none"> <li>■ 16 hectare light industrial sub-division which is fully developed with 9 out of 40 lots available for sale</li> <li>■ Remaining estimated gross revenue—\$9m</li> </ul>
Erskine Park, Sydney	<ul style="list-style-type: none"> <li>■ DA approved 12 hectare industrial sub-division. Marketing program underway</li> <li>■ Estimated gross revenue—\$25m</li> </ul>
Brendale, Brisbane	<ul style="list-style-type: none"> <li>■ 532 lot residential and 53 hectare industrial development. Site remediation works commenced; DA approval expected late 2010</li> <li>■ Estimated gross revenue—residential—\$105m; industrial \$110m</li> </ul>
Chirside Park, Melbourne	<ul style="list-style-type: none"> <li>■ 450 lot residential development. Victorian Govt approved rezoning in March 2010</li> <li>■ Estimated gross revenue—\$110m</li> </ul>

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## 4. Conclusion & Outlook

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### Outlook – YEM11

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#### Building Products

- Expect housing starts of around 155,000-160,000 on a one quarter lag basis to 31 March 2011
- Social housing and multi-residential dwellings to account for increased proportion of starts
- Expect continued gradual improvement in Viridian
- On continuing operations basis (ex Asia) and including negative impact on Bradford – full year EBIT expected to be slightly ahead of last year

#### Aluminium

- GAF has added modestly to hedge book recently; however 50% net hedged position for 2HYEM11 is a lower proportion than usual
- YEM11 and future EBIT more linked to unhedged A\$ spot price of aluminium than previously
- Expect full year EBIT of \$90-\$100 million

#### Property

- EBIT continues to be subject to timing of specific transactions
- On current transaction schedule expect full year EBIT in range of \$20 – 25 million

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## Conclusion – focused, well capitalised Building Products company

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### Separation strategy on track

- Remain on track to establish CSR as a leading, Australian/NZ focused Building Products company with diversity through Aluminium and Property
- Expect regulatory approvals shortly followed by transaction completion
- Experienced senior management team in place to progress focused strategy

### Capital management alternatives

- CSR expects to announce capital management initiatives post sale completion
- Appropriate balance of tax effective return of surplus funds, meeting ongoing asbestos obligations and providing financing flexibility for business

### The 'New' CSR

- Strongly capitalised building products company with leading market positions and brand across Australia & New Zealand
- Low cost manufacturer with ability to leverage product innovation and optimise current portfolio (esp Viridian) to drive earnings growth
- Short to medium term focus on pursuing 'close to core' growth opportunities
- Major "step out" opportunities a longer term objective

