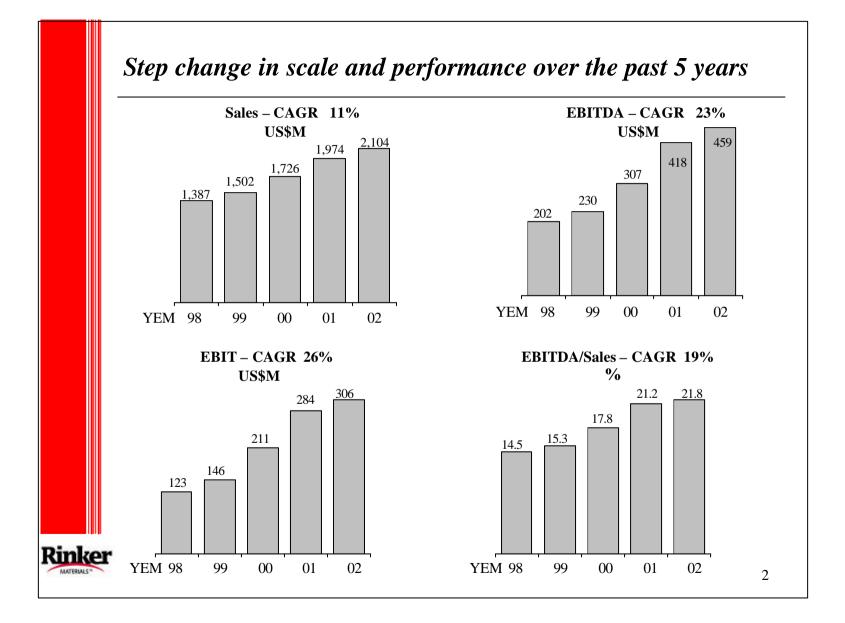


# Analyst & Investor Presentation

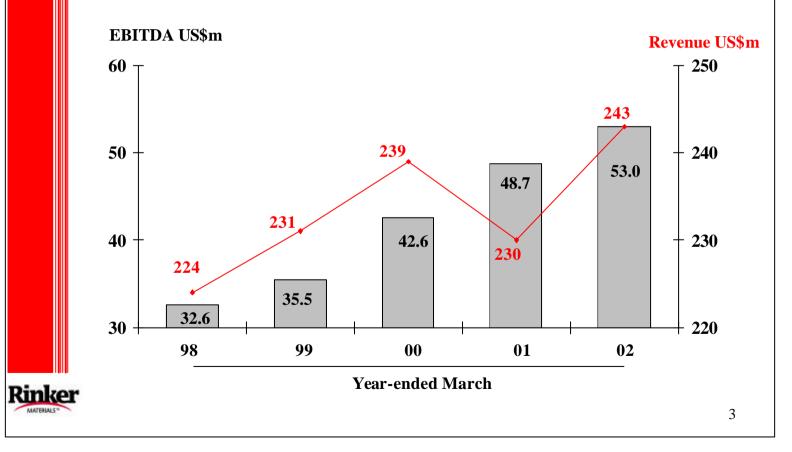
David Clarke, CEO Rinker Materials September 26, 2002 Phoenix, Arizona











# Strengths of Rinker Materials

• Significant positions nationally.

#2 in Ready-mix (post Kiewit)#2 in Concrete Pipe#5 in Aggregate

- Strong positions in high population growth states anchored by Florida and Arizona. Well positioned in 8 of the top 10 fastest growing states.
- Most businesses #1 or #2 in their market.
- Very strong operational management in most businesses.
- Benchmarking and Operational Improvement Plan culturally well entrenched.
- High performing organization designed around profit center "cells" driven by shareholder value.
- SAP systems provide strong platform for business management and growth.
- Rinker
- Expanded footprint enhances bolt on opportunities in Southwest and Western US.

#### Growth is a priority

- Capability to fund US\$200m per year on growth from internal cash flow.
- Primary focus on quarries and integrated construction materials.
- A strong presence in Western states following Kiewit provides additional opportunities.
- A prioritized list of potential bolt-on acquisitions has been developed.
- Operations in 31 states provide market intelligence and local knowledge.
- Rinker information systems facilitate integration synergies.



# Current environment softer than in the recent past

		Dodge Put-In-Place YEM 03 Forecast	NAHB Housing Starts 2002 Forecast	PCA Cement Shipments 2002 Forecast	US Census put in place April – July 2002 (vs prior year)
US	Residential	+2%	+2%		+6%
	Non Residential	-9%			-18%*
	Streets/Bridges	+6%			-10%
	Total	-1%		-2%	-1%
	Residential	-4%	+3%		
Florida	Non Residential	-13%			
	Streets/Bridges	+15%			
	Total	-5%			
	Residential	+4%	-3%		
Arizona	Non Residential	-8%			
	Streets/Bridges	+15%			
	Total	1%			

\* Private Construction



# But current highway lettings significantly up on last year, particularly in Florida

	Increase in awards Jan – July 2002	
	<u>(vs 2001)</u>	
Arizona	+2%	
Florida	+41%	
Georgia	+88%	
Kentucky	+9%	
Nevada	+21%	
Tennessee	(6%)	
Washington	(1%)	
US Total	+4%	



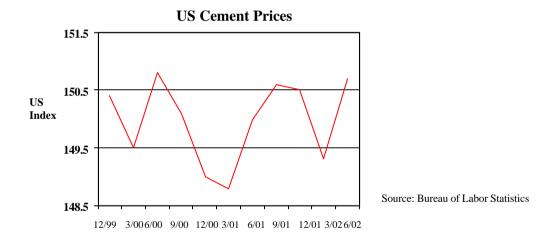
# Competitors reporting softening volumes but prices generally up

June	Florida	• Concrete volume -6.6%		
Quarter	Rock	Cement volume "fell"		
		•Aggregate volumes "increased"		
	Vulcan • Aggregate volumes fell 7%		• For second half improved costs and prices to more than offset lower volumes	
	Martin Marietta	• Heritage aggregate volumes up 0.7%	<ul> <li>Price up 1.8% for quarter</li> <li>Expects 2 – 2.5 % price increase</li> </ul>	
	Lafarge	• US cement volumes fell 2%	Price improved more than 1%	
	TXI	Aggregate volumes -16.5%	• Prices fell 3.8%	
		• Concrete volumes -14.9%	• Prices fell 0.6%	
June Half	Hanson	• Aggregate volumes -11% (excl. Randum -8%)	• Prices +4%	
		• Concrete volumes -0.5%	• Prices +1.7%	
		• Pipe volumes (heritage) +2.8%	• Prices +4.7%	
	RMC	• Concrete, aggregate & block volumes -3%		
		• Cement volumes -8%		
	CRH	• Trading profit fell 12%		



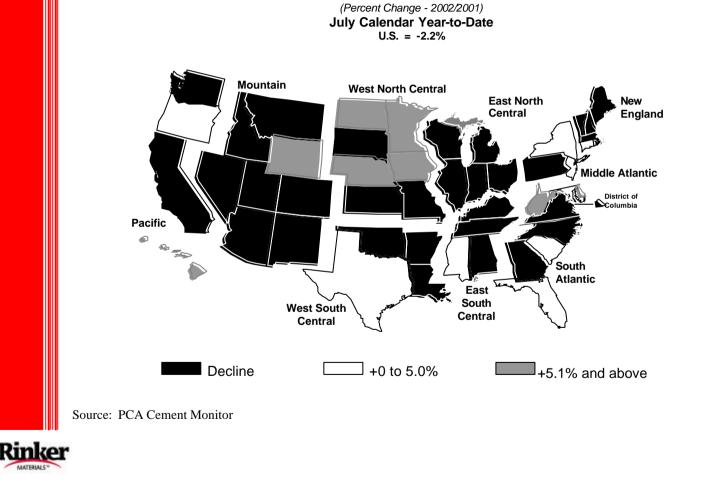
# *Rinker cement business continues to generate strong profits in tighter market conditions*

- Revenue around US\$300m (approximately 1.5m tons consumed internally).
- 2 modern dry process cement plants in Florida. Capacity 1.8m tons.
- 2 import terminals. Capacity up to 2m tons.
- Total market in Florida up 1%; US down 4%. (PCA April June)
- Prices flat in Florida; declining in US.



- Lower import costs in 2002.
- Annual cement purchases of approximately 1.8m tons outside Florida (including Kiewit) will facilitate further opportunities.

# Slower cement consumption in most of US but growth continues in Florida

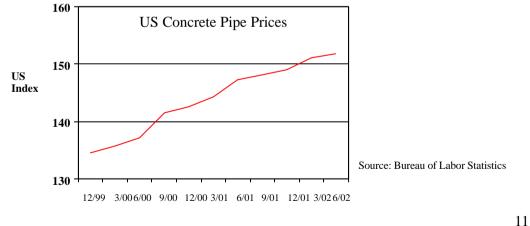


#### Concrete pipe volumes are down due to substantial falls in Commercial Construction and sluggish spending on Streets & Highways

- Pipe operations in 24 states and sales in YEM 02 were just under US\$500m.
- Depressed Commercial Construction and a sluggish Non-Building segment have impacted volumes. Census put-in-place April – July 2002 vs prior year:

Residential +6% Non-Residential -18% Streets & Highways -10%

- Over past 12 months, pipe sales were segmented: **Residential 30%** Non-Residential 25% Streets & Highways 45%
- Markets most impacted by slowing general construction activity include Indiana, California, New England, Oklahoma and Nebraska.
- Some signs of pending improvement as US highway lettings for the first four months of YEM 03 are up 4% on same period last year.
- New general management in place and improvement plan underway.

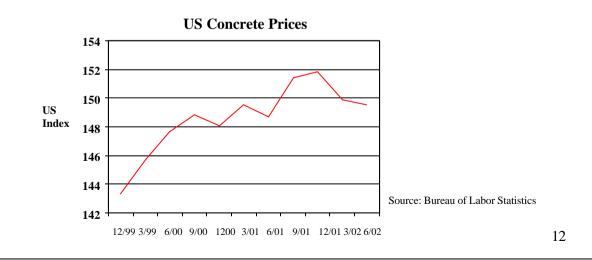


#### Concrete and Block is a significant product group for Rinker

- Revenue in YEM 02 around US\$700m.
- Concrete is produced in Florida (75+% of Rinker output), Nevada, Washington and Tennessee.
- Total concrete production 8m yd<sup>3</sup> in YEM 02 excluding Kiewit. Other building materials also distributed through concrete plants.
- Blocks produced in Florida and Nevada (very small presence in New Mexico & Indiana) (Over 120m block in YEM 02).
- Markets are segmented:

Residential 60% Non-Residential 35% Streets & Highways 5%

• Pricing environment generally tightening.



#### Quarry business remains strong boosted by robust Highway Construction in Florida and Georgia and by acquisitions in Las Vegas & Kentucky

- Revenue (internal & external) in YEM 02 was over US\$350 million.
- 48 quarries and sand operations in Florida, Georgia, Tennessee, Kentucky, Nevada and Washington produce around 56m tons per year (excluding Kiewi t).
- Quarry sales are segmented:
  - Residential 32% Non-Residential 29% Streets & Highways 39%
- Despite sluggish National highway spending (April July), Florida, Georgia, Nevada and Kentucky are strong. Tennessee and Washington continue to be soft.
- Pricing environment good in the stronger states.



#### Environmentalist challenge to Lake Belt quarry permits

- 10 year permits recently granted for all quarries in Lake Belt Plan by US Corps of Engineers. (Prior to the Lake Belt Plan, 3 year quarry permits were issued.)
- Permit was result of more than 10 years investigation and negotiation and was part of 50 year concept Plan approved in 1999 by Florida Legislature.
- Rinker operates FEC, Krome and the Cement Mill quarry in this area.
- Tarmac, White Rock and Florida Rock also have major quarries in area.
- Supplies almost 50m tons i.e. more than 50% of Florida's construction aggregate demand.
- Legal challenges to permits are becoming the norm.
- The Corps had expected a challenge and so "double checked" that the process strictly complied with the law.
- The Corps will vigorously defend the permit challenge.
- Quarry operators confident of outcome and do not expect interruption to quarry operations.



### Other businesses comprise Gypsum, PolyPipe & Prestress

- In YEM 02, PolyPipe and Prestress lost money but generated positive cash flow. Gypsum profits fell from "allocation" levels but generated more economic profit per \$ of funds employed than any other business.
- Gypsum could grow provided we can leverage our wallboard purchases.
- The structural/market issues plaguing PolyPipe and Prestress in YEM 02 continue in YEM 03. We will continue to review their fit in our portfolio.



# **Outlook for construction spending solid**

		Dodge Put-In-Place YEM 04	NAHB Calendar 2003 Forecast	PCA Cement Shipments 2003 Forecast
	Residential	-1%	-3%	
US	Non Residential	Flat		
	Streets/Bridges	-4%		
	Total	-1%		-1%
	Residential	Flat	-5%	
Florida	Non Residential	2%		
	Streets/Bridges	-6%		
	Total	Flat		
	Residential	+1%	-2%	
Arizona	Non Residential	+3%		
	Streets/Bridges	-2%		
	Total	+1%		

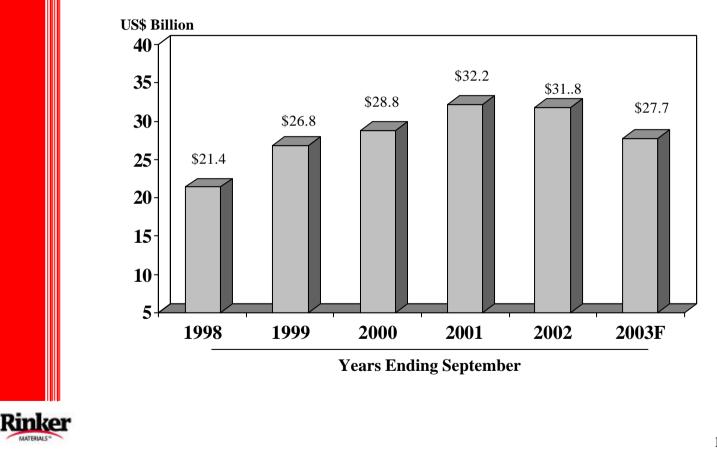


# Highway funding remains at historically high levels

- Federal budget for year commencing October 2002 not yet approved.
- Likely to approve appropriation of at least US\$28+ billion, down 12% on prior year but appropriation spread over 6–7 years, so minimal actual impact. This is still up 30% on 1998 level.
- Reduction will not significantly impact Rinker's YEM 04 business.
- Some hesitancy by state DOT's to let contracts in uncertain budget conditions, both Federal and State.
- Most states have budget gaps. But Tennessee and Missouri decisions protect dedicated transport trust funds.
- Federal funding for the period October 2003 September 2009 will be next major milestone for the industry. ARTBA optimistic and looking for US\$60 billion p.a.
- Overall spending levels historically high and economic forecast for Non-Building are bullish.



# Federal funding for Highways likely to reduce but still at good levels



MATERIALS"

### Rinker is well positioned for the future

- Rinker's business has been transformed over the last five years.
- Rinker is well positioned to continue expansion with US\$200 million p.a. in ongoing bolt-on acquisitions and opportunities as consolidation continues in US.
- Benchmarking, operational improvement and ongoing development of high performance culture suggest continued relative improvement of base business.
- Major opportunities provided by Kiewit acquisition in Southwest and Western US.
- Strong market positions in high population and GDP growth states provide solid foundation to underpin profitability.

