

**Presentation agenda** 

Introduction and overview Jerry Maycock, Managing Director

Divisional results – Building Products, Sugar, Aluminium and update on Capital Projects Jerry Maycock

Property and Capital Management Shane Gannon, CFO

Strategic overview and outlook Jerry Maycock

# **INTRODUCTION** steady result in difficult market conditions

#### JERRY MAYCOCK

Earnings increase in difficult market conditions

Group EBIT increased by 12 per cent to \$177.4m

Intro

- In difficult market conditions CSR increased group EBIT by 12 per cent
- Stronger result from Sugar reflects higher raw sugar price and continuing improved returns from Refining and Ethanol – earnings weighted to second half of year
- Significant operational improvement programmes across Building Products portfolio to maintain competitive position in deteriorating residential housing market
- Aluminium earnings slightly ahead through higher realised price after hedging
- Solid first half contribution from Property

#### CSR continues to build medium term position

- Continue to manage through challenging building cycle, operational improvements provide recurring benefits – Building Products well positioned for upturn in cycle
- Value adding capital upgrade program is now significantly advanced with several major projects at or near completion
- Positive longer term fundamentals remain for sugar, aluminium
- CSR well positioned for medium term growth



CSI

#### **Financial results summary**

	Intro	ailding Products	Sugar	A
A\$m	2008	2007	<b>%</b> ∆	
Trading Revenue	1,807.6	1,552.2	+16.5	
EBITDA	255.9	229.1	+11.7	
EBIT	177.4	158.2	+12.1	
Net Finance Expense	(54.9)	(39.1)	+40.4	
Tax Expense	(32.4)	(30.2)	+7.3	
Outside Equity Interests	(18.4)	(16.6)	+10.8	
Net profit pre sig. items	71.7	72.3	(0.8)	
Net profit after sig. items	32.9	67.5	(51.3)	
EPS pre sig. items	7.2c	8.2c		
Interim DPS (fully franked)	6c	6c		

- EBIT 12% ahead of previous period
- Like for Like Group EBIT (excl Viridian) up 5%
- Significant items include asbestos provision of \$48m
- Finance expense represents impact of increased net debt (predominantly to fund acquisitions)
- Higher no. of shares on issue impacts EPS
- Interim Dividend maintained at 6 cents per share, fully franked



## **EBIT by Division**

				• B
A\$m	2008	2007	<b>%</b> ∆	- D b
				n
Building Products	74.8	66.3	+12.8	p fc
Sugar	27.8	22.4	+24.1	7
Aluminium	70.4	65.9	+6.8	■ H re
Property	12.6	7.6	+65.8	e s
Corporate	(8.6)	(8.6)		S p
Restructure and Provisions	0.4	4.6		• A
Total EBIT	177.4	158.2	+12.1	s

Intro

ts 📔

- Building Products up but weak residential market and cost
   pressures affect 'like
  - pressures affect 'like for like' EBIT (down 7% ex Viridian) Higher average
  - realised price and earlier start to the season improves Sugar earnings from poor previous period
  - Aluminium earnings slightly ahead
  - Property earnings weighted to 2<sup>nd</sup> half
  - Group EBIT ahead in difficult markets



# **BUILDING PRODUCTS**

## managing through the cycle to position for growth

Building Products revenue summary

Building Products

Trading Revenue A\$m	2008	2007	%Δ
Lightweight Systems		040 7	10.0
Everything eite is just glateletoard Centre systems FRCKER	239.7	213.7	+12.2
Performance Systems	160.4	142.2	+12.8
Bradford for smarter environments for future living			
Viridian®	248.2	104.8*	n/a
<b>VIIGGI</b>			
Bricks and Roofing	166.0	159.0	+4.4

Price increases implemented across portfolio

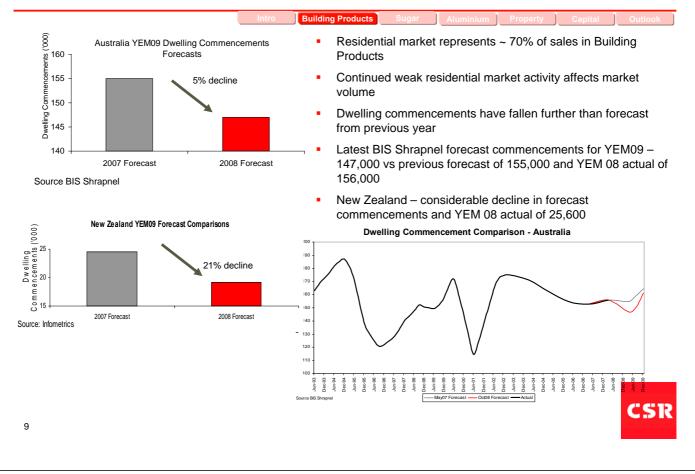
CSR

- Reasonable plasterboard volumes in Q1 commercial markets & insulation to all segments
- Easter fell in first half last year
- Abnormal energy related cost increases incurred in first half
- Accelerated operational improvement programs in response to weaker markets

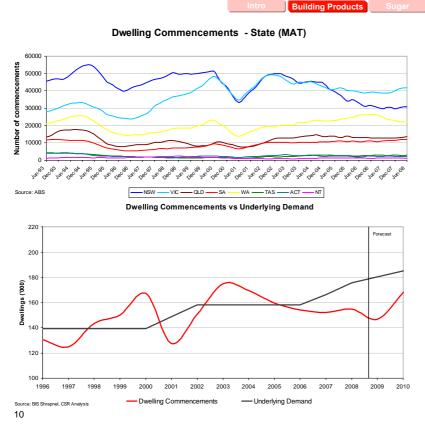
CSR

\*3 months of Pilkington only

#### **Residential commencements lower than previous forecasts**



#### Underlying demand in Australia continues to accumulate



- Total forecast commencements in YEM 09 of 147,000 (BIS Shrapnel) vs underlying demand of 180,000 - underlying demand at record levels
- Housing demand drivers:
- Affordability
  - declining interest rates
  - government stimulus package
- Demographic Trends
  - immigration levels remain high
  - strong population growth
  - move to medium density
- Land availability
  - Iand release



#### Viridian – synergies achieved ahead of target

		Building
A\$m	Sept 2008	Sept 2007
Trading Revenue	248.2	104.8*
EBITDA	39.4	18.8*
EBIT	25.1	12.7*

\* Three months Pilkington



- Weaker markets and rising input costs have affected returns
- Sharp unbudgeted increases in energy related key inputs (e.g. energy, PVB)
- Price increases and freight recovery charges implemented
- Additional cost out and price increases expected to recover substantial portion of negative volume and input cost impact
- Dandenong shut down in first half will skew earnings to 2nd half
- On track to meet original synergy target of \$33m by YEM 10 – YEM09 synergies will exceed \$22 million
- Positive market for energy efficient glass
  Viridian sales of energy efficient glass
  up over 50% on prior period
- Further encouraging regulatory signals on energy efficient glass



CSI

#### Managing through cycle for cyclical upturn

tro Building Products Sugar Aluminium Property Capital Outlook

Operational and revenue improvement initiatives have also been accelerated across the rest of the Building Products portfolio:

#### Gyprock

- Reduction in overheads
- Reduction in factory operating costs
- New product releases

#### Cemintel

Factory headcount reduction

#### **Bricks & Roofing**

- Realisation of the full year benefits from a further reduction in overheads
- New product releases

#### Bradford

- Improved labour utilisation
- Reduced waste
- Leverage Asia sourcing in construction of new plant

#### **Building Products organisation**

Combined structure to drive efficiency and productivity



## SUGAR higher realised price and continued growth in refining and renewables

# CSR

# Sugar earnings up on higher realised price and improved earnings in Ethanol and Refining

	Building	Products	ugar Alu
A\$m	2008	2007	<b>%</b> ∆
Trading Revenue	710.9	642.0	+10.7
EBIT	27.8	22.4	+24.1
EBIT margin	3.9%	3.5%	
EBIT by Business			
Raw Sugar Milling	8.1	5.7	+42.1
Refining	17.9	16.6	+7.8
Ethanol	4.5	1.7	+164.7
Other	(2.7)	(1.6)	

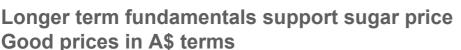
- Higher average realised price improves Sugar earnings
- Fertiliser sales and fuel ethanol sales drive improved ethanol earnings
- Refining continues to grow as margins and service propositions improve
- Raw sugar earnings, ethanol weighted towards second half of year

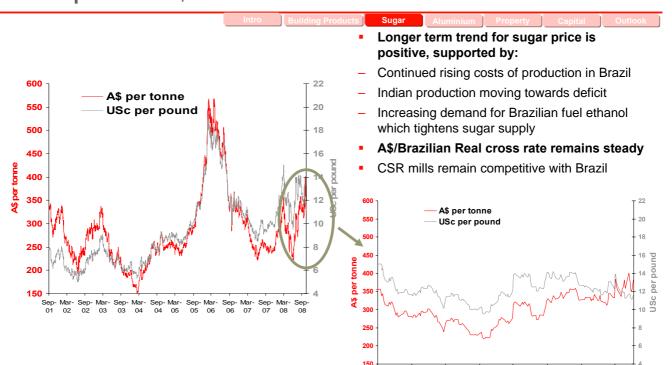


#### Continuing to build a stable earnings base in Sugar

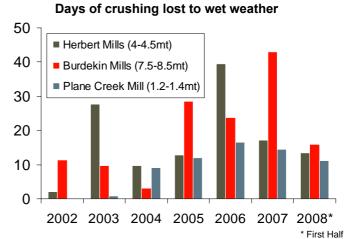
- CSR continues to build more stable earnings base in Sugar business
- Refining margins continue to improve towards import parity
- Ethanol despite wet start to season, good demand experienced across all markets (fuel, agricultural services and industrial)
- Challenges of wet weather/reduced crop and collapse of clarifier at Pioneer off-set by increased raw sugar price
- Pioneer incident to extend season in Burdekin by approx 3-4 weeks compared to "average" season

15





Mar-08 Apr-08 May-08 Jun-08 Jul-08 Aug-08 Sep-08 Oct-08





# ALUMINIUM earnings slightly ahead through higher realised price

#### Aluminium earnings slightly ahead

	IntroBuildi	ng Products	Sugar	Alun
A\$m	2008	2007	<b>%</b> ∆	
Sales ('000 tonnes)	90,764	93,137	(2.5)	
Ave realised price per tonne	3,065	3,033	+1.1	
Trading Revenue	278.2	282.5	(1.5)	
EBIT	70.4	65.9	+6.8	
EBIT Margin	25.3%	23.3%		
LME/US\$ tonne	2,913	2,702		
US\$/A\$ average rate	0.916	0.84		
LME/A\$ tonne	3,179	3,217		

 Revenue down slightly due to planned recovery of inventory levels

ninium

- EBIT slightly ahead in first half mainly due to higher realised price
- Around 80% of net aluminium exposure hedged at A\$3,037 per tonne for second half



CSR

# UPDATE ON CAPITAL PROJECTS

CSR

### Capital projects to strengthen market position

	Intro Building Products Sugar	Aluminium Property Capital Outlook
Capital Project	Description	Status
Viridian™ Dandenong plant upgrade	Upgrade of factory to increase capacity and install CVD coater to produce energy efficient (low e) glass.	Glass plant successfully commissioned in October 2008. CVD coater to be commissioned in March 2009
	Initial Cost estimate \$120m (net of Vic Govt grant of \$20m)	Expected Final cost of \$132 m due to asbestos removal and IR costs
Viridian Downstream processing operations	Install fully automatic double glazed glass unit production capability and Australia–wide integrated software solution	Commenced upgrade at Clayton (VIC) – finalised by March 2009
	Initial Cost estimate \$40-50m in each of YEM09 & YEM10	Expected Final Cost \$38m YEM09, YEM10 under review
Yarraville Sugar refinery	Upgrade of refinery to improve operational efficiency	80 per cent complete -scheduled for completion by July 2009
	Initial Cost estimate \$56m	Expected final cost \$56m
Sarina Ethanol Distillery	Upgrade to produce 60ml of fuel grade ethanol	Equipment manufacturing commenced – scheduled for completion July 09
	Initial cost estimate \$18m	Expected final cost \$18m
Bradford™ glasswool insulation plant, BNE	Construct glasswool manufacturing insulation plant	Almost complete – target completion date Dec 08. Scope change to allow for additional product range
	Initial cost estimate \$50m	Expected final cost \$55m
Bradford <sup>™</sup> rockwool Line 2	Relocate rockwool plant, finalise consolidation on Guangzhou site	On track for commissioning in Dec 2008
Guangzhou	Initial cost estimate \$8m	Expected Final Cost \$8m
Gyprock™ factory upgrade, Yarraville	upgrade/ expansion of plasterboard factory/distribution hub Initial cost estimate \$140m	Stage 1 Gypsum handling shed commissioned in October 2008. Higher costs due largely to under- estimate of gypsum handling. Higher expected cost inflation over the 3 year duration. Total project due for completion mid/late 2010.

# **PROPERTY** solid development pipeline

#### **SHANE GANNON**

Property – solid development pipeline earnings

weighted to second half

A\$m	2008	2007
Аўш	2000	2007
EBIT	12.6	7.6
Capital Investment	7.2	5.2

 Half year EBIT main contributor - land sales from Darra

Property

- Capital investment attributed (mainly) to earthworks and site remediation
- Major transactions in negotiation and/or near completion:
  - Industrial property, Darra Brisbane – contracts exchanged 26 lots, settlement subject to site construction expected early 2009
     Site disposal, Welshood
  - Site disposal, Welshpool, WA – marketing program commenced
  - Continue to advance a mix of industrial and residential projects in Queensland, Victoria and NSW



CSR

## **CAPITAL MANAGEMENT** Strong focus on cash flow and capital management improvements

# CSR

#### Capital management – balance sheet

A\$m	Sept 2008	Sept 2007
Net debt (A\$m)	1,342	1,086
Gearing (net debt / net debt + equity)	44.5%	42.4%
Interest cover (times)	5.2	7.8
Leverage ratio (times)	2.4	2.1
Shares on issue (million)	1,021.3	926.8

 Net debt slightly higher than target primarily due to timing of key receipts

Capital

- Key Funding ratios i.e. leverage ratio and interest cover well within bank covenants
- Refinancing of Medium Term Note due to be refinanced in March 09 now complete
- DRP to remain in operation for interim dividend
- Average maturity of net debt 2.8 years

#### **Capital management – operations**

#### Sept Sept A\$m 2007 2008 EBITDA 256 229 Significant Items (7) (7) Tax Paid (33) (34)**Working Capital Change** (109) (21) Other (34) (20)**Cash Flow from Operations** 73 147

Working capital affected by delay of to after balance date key receipts. Specifically: aluminium shipment \$38m, sugar advance payments

Capital

- Significant items primarily Viridian integration costs
- Effective tax rate 26.4%
- Interim dividend 6 cents per share, fully franked, payable 12 December 2008
- Credit management remains
  key focus No major
  adjustments (to date) in
  debtors bad debt provision



#### Capital management – investing

A\$m	Sept 2008	Sept 2007
Purchase of property plant and equipment	(229.3)	(140.9)
Proceeds of sale of property plant and equipment	121.9	25.1
Purchase of controlled entities and businesses	(11.6)	(712.7)
Net Cash used in investing	(119.0)	(828.5)

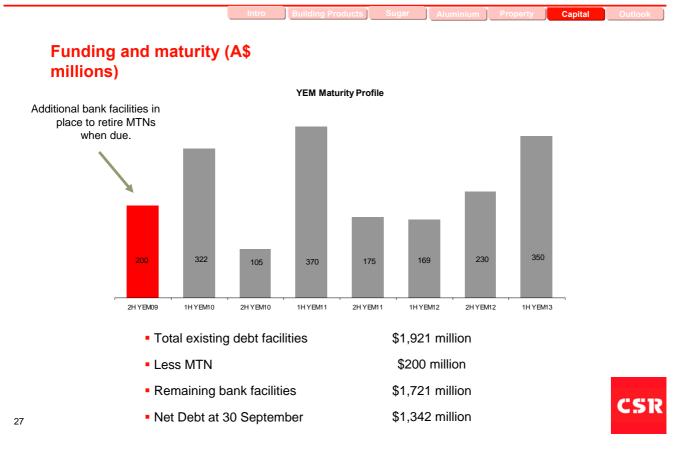
 Total capital expenditure \$229 million representing:

Capital

operating (stay in business) \$135m

- development \$94m
- Major spend of development expenditure was in Building Products - \$84m
- Majority of operating capital expenditure allocated to Building Products (\$70m) and Sugar (\$48m)
- Minimal M&A activity during period, ~ \$10m
- Operating capital program to revert to levels consistent with depreciation charge from YEM10 onwards





# STRATEGIC OUTLOOK

## JERRY MAYCOCK

CSR

#### CSR well positioned for growth

- Completion of most of the capital reinvestment programs in YEM09 starts to liberate cash flow for debt amortisation
- Building Products development projects add to substantial operational leverage from cyclical upturn in the residential housing cycle, and growing demand for energy efficiency in the built environment
- Sugar to benefit from reinvestment in mills, positive raw sugar price fundamentals and a growing proportion of refining and ethanol earnings
- Aluminium continues to provide steady cash flows from Tomago, with excellent position on global cost curve
- Property continues to liberate value and generate cash flow
- CSR has good growth potential, and may be able to generate additional shareholder value by restructuring its asset portfolio under more favourable market conditions



Outloo

Outlook

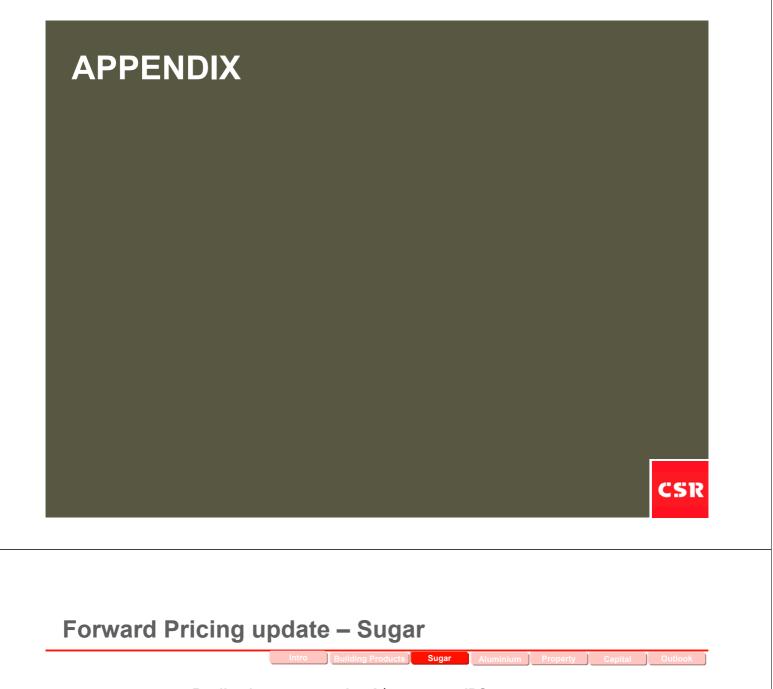
29

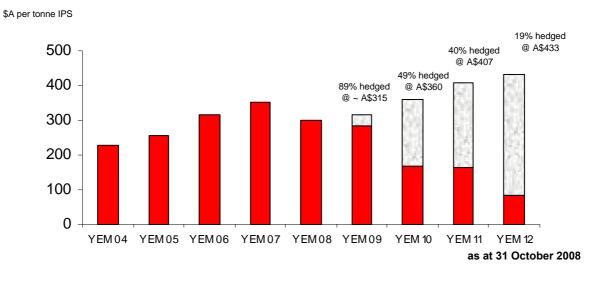
#### Outlook YEM 09

#### Building Products

- Too soon to see meaningful positive impact of stimulus package on residential leading indicators. Commercial market softening
- EBIT expected to be similar to last year
- Sugar
  - Refining and renewables to continue earnings growth
  - Based on current hedge book, fx rates and forward curve, realised sugar price improvement expected to outweigh effect of Pioneer incident and wet weather. Assuming reasonable finish to season, total Sugar EBIT expected to be higher than last year
- Aluminium
  - Carbon material costs likely to have peaked, but benefits won't be seen this year. Tomago competitive position on cost curve and lower A\$ supports earnings
  - EBIT expected to be slightly lower than last year
- Property
  - EBIT expected to be in the sustainable range of \$35-40m, subject as usual to timing of transactions
- GROUP LEVEL
  - Group EBIT expected to be in line with last year
  - NPAT and EPS to reflect provision adjustments and more shares on issue





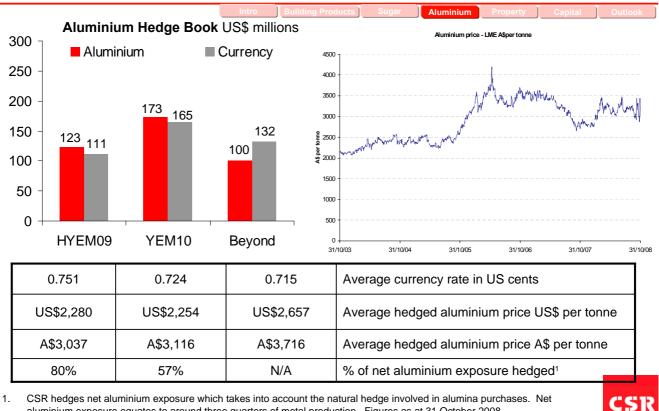


Realised raw sugar price A\$ per tonne IPS

 Further hedging to lock in attractive exchange rates and prices on market rallies (includes fixed price contract)



## Hedging update – Aluminium



CSR hedges net aluminium exposure which takes into account the natural hedge involved in alumina purchases. Net 1. aluminium exposure equates to around three quarters of metal production. Figures as at 31 October 2008. 33

# **RESULTS PRESENTATION**

## HALF YEAR ENDED 30 SEPTEMBER 2008

5 November 2008

