

# AGM PRESENTATION

23 June 2017



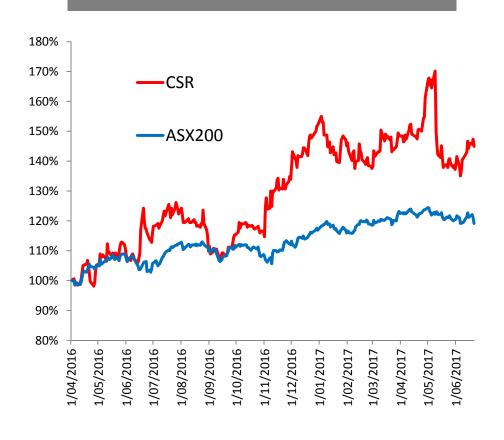
# CHAIRMAN'S ADDRESS

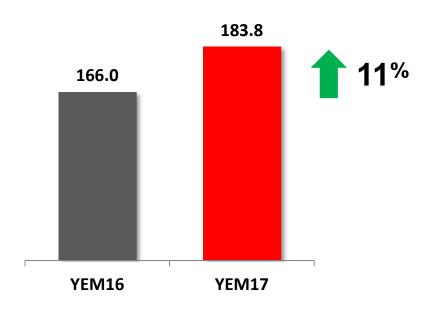


# Total shareholder return since 1 April 2016

#### **Total shareholder return**

### CSR NPAT<sup>1</sup> (before significant items)







<sup>1</sup> Net profit after tax before significant items which is a non-IFRS measure and is used internally by management to assess the performance of the business and have been extracted or derived from CSR's financial statements for the year ended 31 March 2017.

# Extensive manufacturing and distribution capability

#### **National distribution**

57 CSR owned Gyprock
Trade Centres

38 Gyprock aligned independent lining specialists

26 Viridian processing centres

23 Bradford distribution centres

16 PGH selection centres

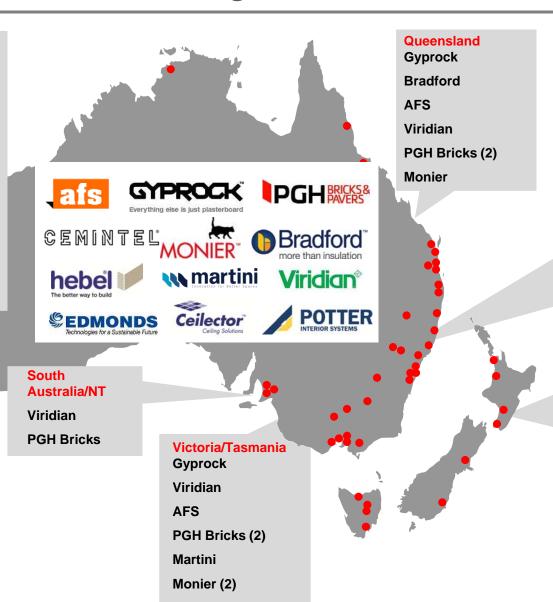
16 Monier selection centres

#### **Western Australia**

**Gyprock** 

Viridian

Monier (JV)



CSR manufacturing sites

#### **New South Wales/ACT**

**Gyprock and Cemintel** 

Hebel

**AFS (2)** 

**Bradford and Martini** 

**Edmonds** 

Viridian

**PGH Bricks (5)** 

#### **New Zealand**

Viridian

Monier

**Potters** 

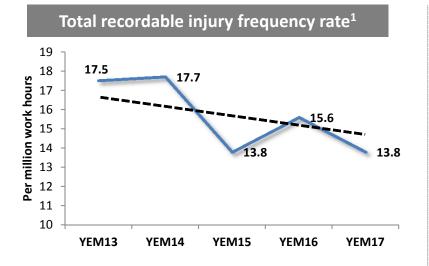
Bradford, Hebel, Bricks JV distribution



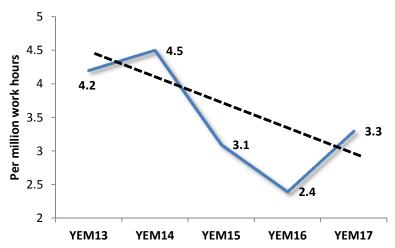
# MANAGING DIRECTOR'S REPORT



# Safety and environmental performance



#### Lost time injury frequency rate<sup>1</sup>



 Per million work hours. Includes PGH Bricks JV in YEM16 and Viridian NZ JV in YEM17.

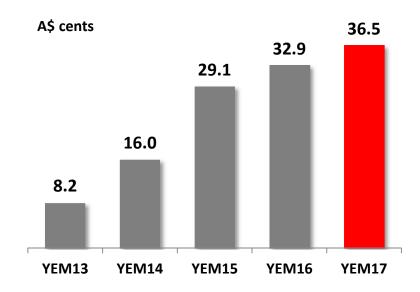
#### **Environment**

- Continued progress to meet 2020 goal of a 20% reduction per tonne of saleable product using 2009/10 as the base year:
  - Energy usage
  - CO<sub>2</sub>-e emissions reduction
  - Waste production
- Already exceeded target for waste
- On target for emissions



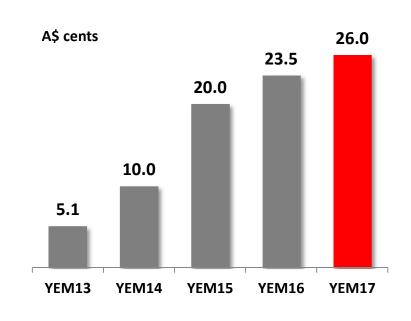
# Four years of consecutive earnings growth

# Earnings per share (before significant items)



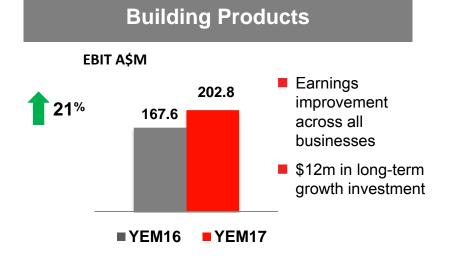
Note: YEM13-14 adjusted for change in accounting treatment for the classification of the discount unwind for the asbestos liability as a significant item.

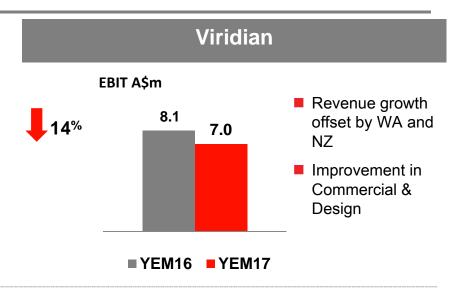
## Full year dividends

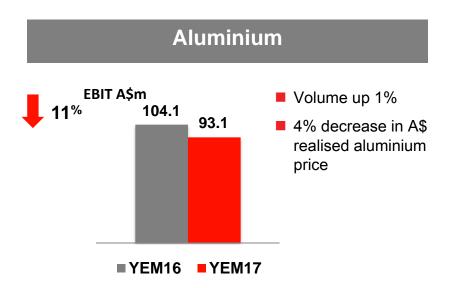


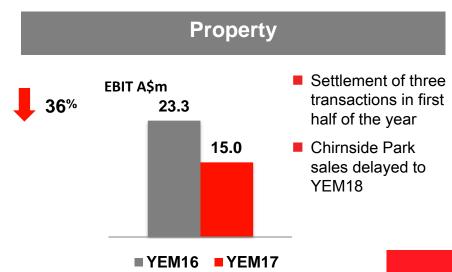


# Strong growth in Building Products









All EBIT results are before significant items.



# Further progress in delivering on our strategy



**Strengthen and invest** 

- Acquisition of PGH Bricks JV minority interest
- Commissioned new consolidated glass processing plant in Viridian New Zealand



Smarter, faster, easier

- Relaunched the Gyprock Red Book, the market leading design guide with enhanced technical support in all states
- Launched development of an Australian-first high performance building façade system



Adapting to changing lifestyles

- Doubling capacity of AFS Rediwall factory underway
- Major expansion of Hebel factory to begin construction in YEM18



Comfort and energy efficiency

- Bradford Energy Solutions expanded its alliances with a number of major builders to provide a solar PV and battery storage offering
- New commercial double glazing line commissioned in Viridian

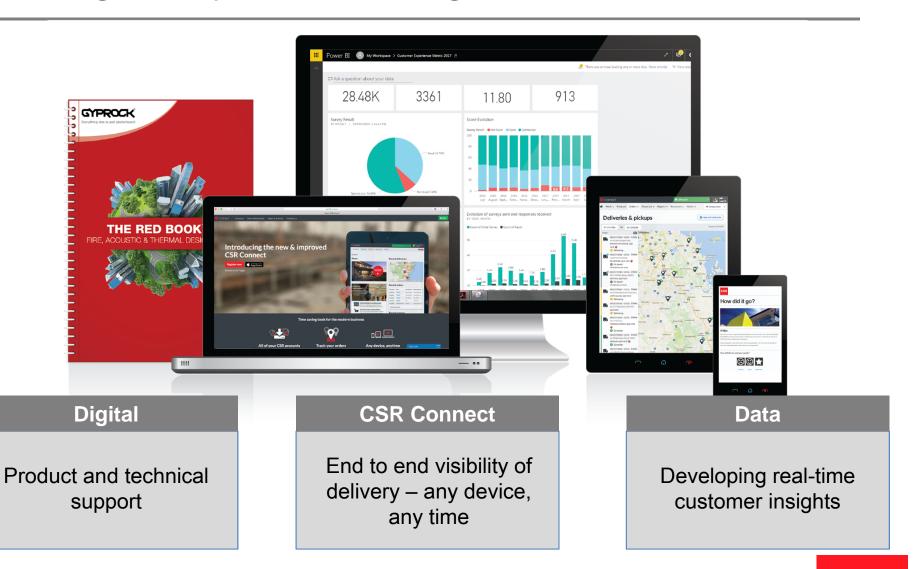


**Customers** 

 Expanded 24/7 online and mobile digital access to CSR customers to include delivery tracking and notifications



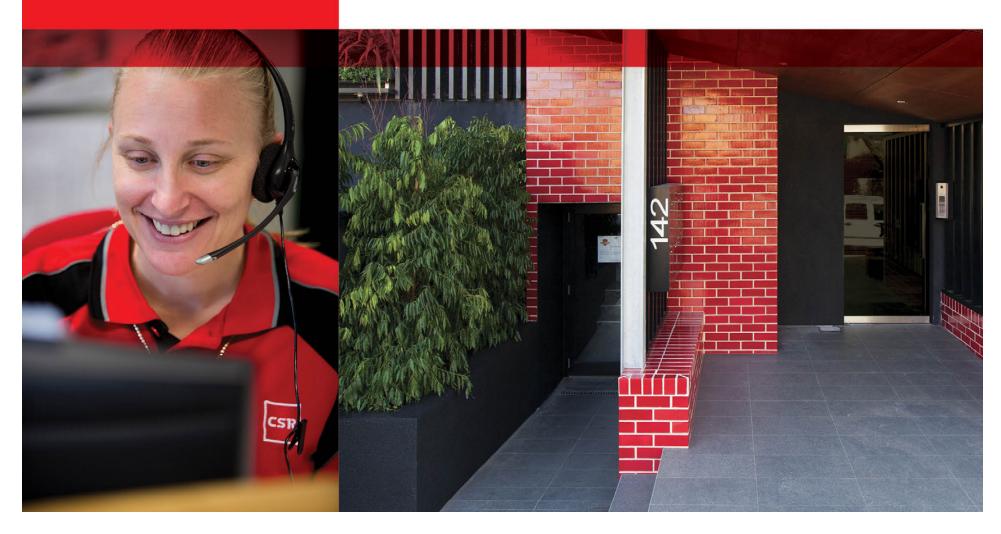
## Building a competitive advantage with our customers



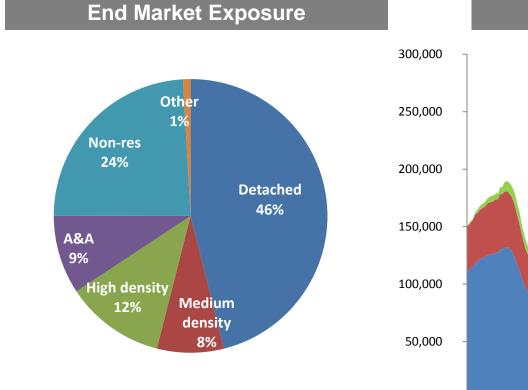




# MARKET AND OUTLOOK

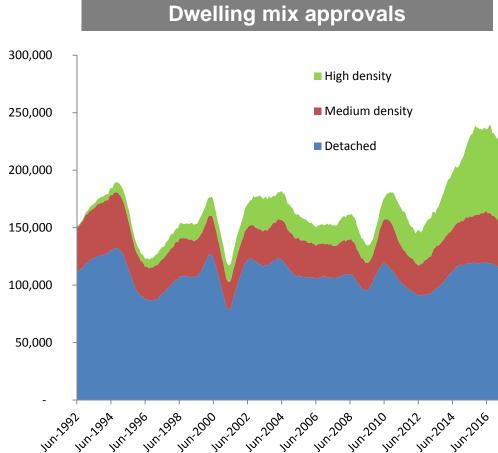


## Growing exposure across all construction segments



Over 50% exposure to detached

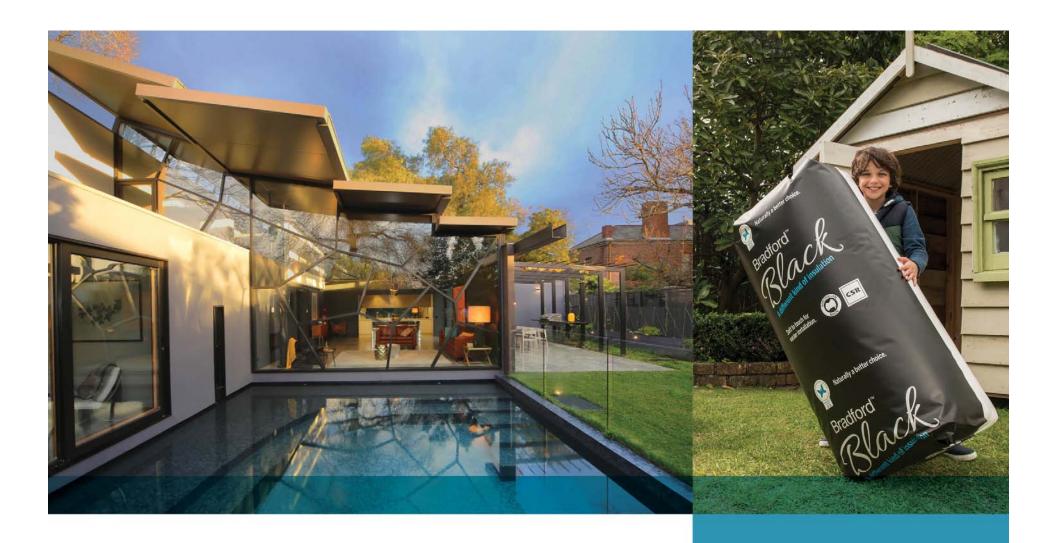
and medium density



Source: ABS – moving annual total (MAT). Medium density includes townhouses and apartments up to 3 storeys. High density includes apartments 4+ storey

# Outlook for year ending 31 March 2018 (YEM18)

Building Products	Solid demand from detached housing and high-rise construction projects underway on the east coast of Australia will support earnings in the year ahead.
Viridian	<ul> <li>Increased energy costs are exacerbating the competitive position of our trade exposed businesses relative to imports.</li> <li>A number of restructuring initiatives are progressing which to date have included the sale of glass processing businesses in Cairns, Darwin and Western Australian.</li> </ul>
Aluminium	81% of net aluminium sales hedged at an average price of A\$2,373 per tonne (before premiums) for the year ending March 2018.
Property	<ul> <li>Two transactions recorded in the first six weeks of YEM18 (Rosehill and Stage 4 Chirnside Park).</li> <li>Property EBIT in YEM18 will substantially exceed long-term average with \$48 million locked in from already completed projects.</li> </ul>
CSR Group	■ Earnings for the year ending March 2018 expected to be above last year.



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