

*Level 1  
157 Grenfell Street  
Adelaide SA 5000*

*GPO Box 2155  
Adelaide SA 5001*



***Adelaide Brighton Ltd***  
*ACN 007 596 018*

*Telephone (08) 8223 8000  
International +618 8223 8000  
Facsimile (08) 8215 0030  
[www.adbri.com.au](http://www.adbri.com.au)*

28 August 2019

The Manager  
Market Announcements  
Australian Securities Exchange Limited  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir/Madam

**Adelaide Brighton half year report to 30 June 2019 - presentation**

We attach copy of slides being shown by Nick Miller, Chief Executive Officer of Adelaide Brighton Ltd, during briefings on the Company's financial result for the half year ended 30 June 2019.

Yours faithfully

**MRD Clayton**  
**Company Secretary**

For further information please contact:

Luba Alexander  
Group Corporate Affairs Adviser  
Telephone 0418 535 636  
Email [luba.alexander@adbri.com.au](mailto:luba.alexander@adbri.com.au)



**Adelaide Brighton Ltd**

# **RESULTS PRESENTATION**

HALF YEAR ENDED 30 JUNE 2019  
28 AUGUST 2019



## **RESULTS SUMMARY AND BUSINESS REVIEW**

**Nick Miller**  
Chief Executive Officer



## RESULTS SUMMARY 1H2019

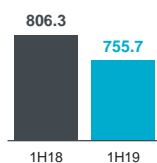
### Challenging market conditions for construction materials sector

- › Demonstrated leadership in safety, with 23% improvement in TRIFR
- › 1H19 revenue of \$755.7 million, down 6.3% due to softening conditions in the residential and civil construction market
- › Underlying EBIT of \$85.2 million, down 31% driven by rising raw material input costs and continued competitive pressures in the SA and Qld markets
- › Underlying NPAT of \$55.3 million, down 35.1% on the pcp. Underlying EPS of 8.5 cents per share
- › Reported net loss after tax of \$17.9 million included an after tax non-cash impairment charge of \$69.9 million
- › Gearing increased from 34.1% to 45.9%, following payment of 2018 final dividend of \$97.8 million
- › To maintain balance sheet flexibility for reinvestment and growth, no interim dividend has been declared
- › Return on funds employed remains robust at 14%, demonstrating quality of asset base
- › Outlook
  - 2019 full year underlying NPAT, excluding property expected to be in the range of \$120 – \$130 million
  - Contain costs and right size the business to improve performance and prudently manage capital spend

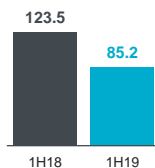


## FINANCIAL SUMMARY

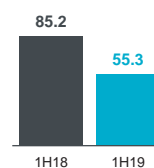
REVENUE (\$M)



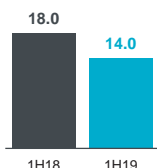
UNDERLYING EBIT (\$M)



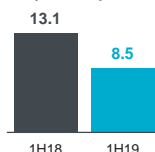
UNDERLYING NPAT (\$M)



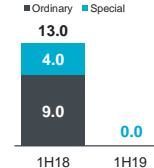
UNDERLYING ROFE (%)



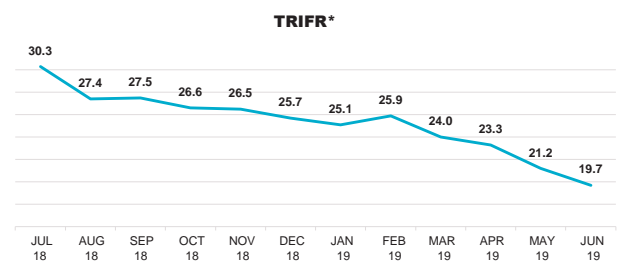
UNDERLYING EPS (CENTS)



DPS (CENTS)



‘STEP CHANGE’ IN SAFETY



- › Sustained focus on safety and injury reduction delivering results
- › Total Recordable Injury Frequency Rate (TRIFR) 19.7 at June 2019, 23% improvement during the 6 month reporting period
- › “Step Change” – newly staged program to deliver next phase of continuous improvement in health and safety
- › Proactive safety reporting up 40% year on year, demonstrating engaged and committed safety culture

\*Total Reportable Injury Frequency Rate (TRIFR) is the number of recordable injuries per million man hours worked  
Adelaide Brighton's TRIFR includes employees and contractors.

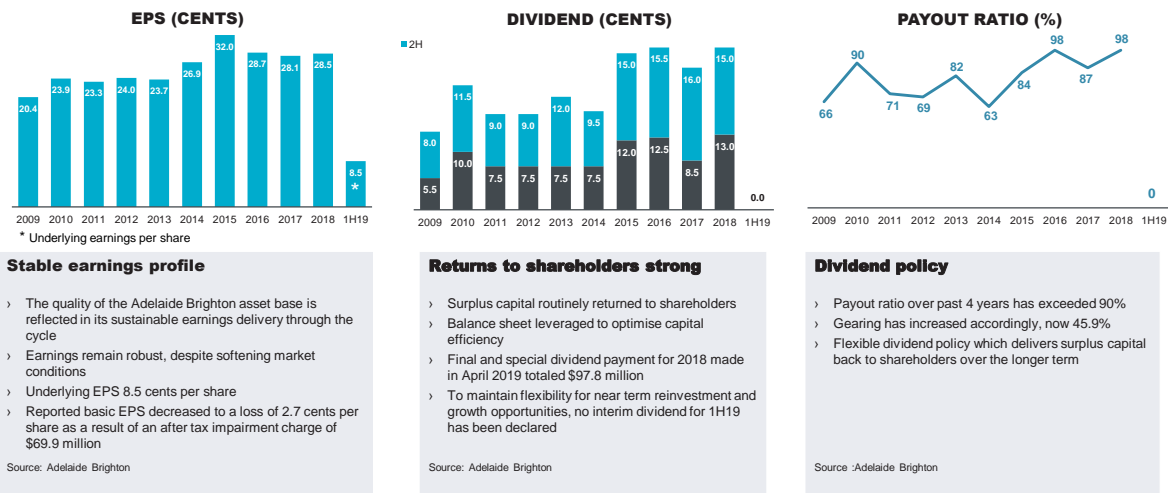


LONG TERM FOCUSED, SUSTAINABLE BUSINESS

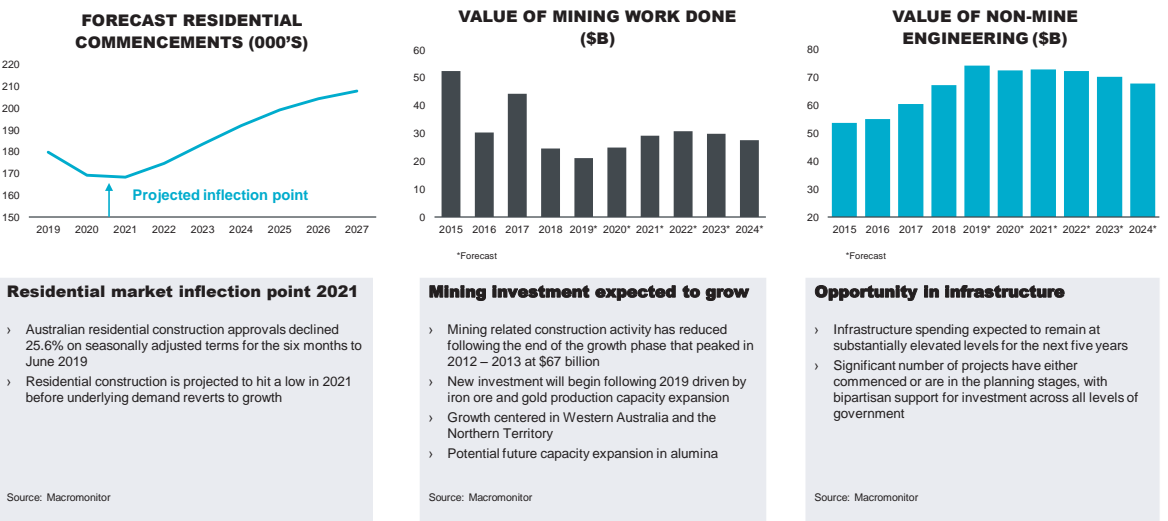
| Quality asset base delivering superior returns to shareholders  | Low cost production and industry leading market position   | Geographic footprint provides countercyclical balance   | Safe and sustainable business  |
|---|--|---|--|
| <ul style="list-style-type: none"><li>› Long history of delivering superior returns to shareholders</li><li>› ROFE remains strong, demonstrating quality of asset base</li><li>› Top line revenue remains robust despite slowing demand</li><li>› Business being right sized to respond to changing market</li><li>› Prudent capital management initiatives activated to maintain flexibility for reinvestment and growth</li></ul> | <ul style="list-style-type: none"><li>› Industry leading position – supply chain efficiency in procurement, transport, storage – under long term supply agreements</li><li>› Low cost production maintained through ongoing investment in vertical integration and business improvement<ul style="list-style-type: none"><li>• In-fill opportunities in aggregates to buffer raw material cost increases</li><li>• Portfolio approach to energy supply and procurement and increased use of alternative energy sources</li><li>• Increased use of alternative cementitious materials</li></ul></li></ul> | <ul style="list-style-type: none"><li>› Geographic footprint provides countercyclical balance between mining and residential growth and infrastructure</li></ul> <p><b>Construction</b></p> <ul style="list-style-type: none"><li>› Demand for residential construction materials slowing</li><li>› Pipeline for infrastructure is very strong</li></ul> <p><b>Mining</b></p> <ul style="list-style-type: none"><li>› Lime and cement demand in WA at an inflection point with a positive outlook</li><li>› Capacity expansion in gold, alumina and iron ore will drive long term growth of WA business</li></ul> | <ul style="list-style-type: none"><li>› 8 years of continuous improvement in safety – TRIFR down 70%</li><li>› 10 years of continuous improvement in environment – carbon emissions down by 30%</li><li>› Alternative energy usage at 13%</li><li>› Alternative cementitious material usage – 1.1 million tonnes</li><li>› Electricity contract with renewable energy provider</li></ul> |



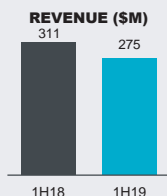
# SUSTAINABLE SHAREHOLDER RETURNS



# NEAR TERM OPERATING CONDITIONS CHALLENGING



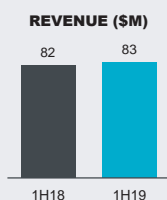
## CEMENT



**Softening residential market and competition from imports drove volumes during the half. Infrastructure and mining volumes expected to support demand for cement**

- › Cement sales volumes decreased 8.6% on pcp
- › Decline in east coast construction activity across the market
- › Pricing pressure from imports
- › Mining supporting demand in WA and the NT
- › Margin compression due to lower demand and higher costs, particularly raw material and shipping costs
- › Infrastructure and expansion of iron ore and gold capacity will increase demand for cement in the short term

## LIME

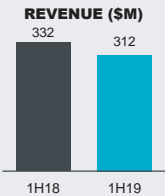


**Lime volumes stable and local production remains cost competitive. Increased gold and nickel production to drive increase in lime demand**

- › Lime sales volumes were stable compared to pcp
- › Munster WA production facility remains cost competitive and offers security of quality and supply
- › Marginal pricing improvement as contracts move with a lag to energy costs
- › Expansion of gold and nickel capacity will grow demand for lime in the near term
- › Potential expansion of alumina capacity will further support long term demand



# CONCRETE AND AGGREGATES

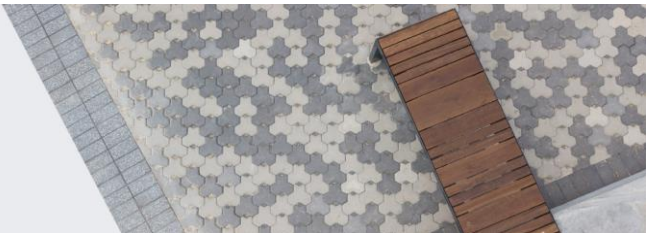
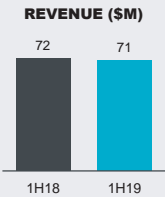


**Challenging point in cycle with demand slowing and input costs rising**

- › Demand slowing across all markets (except the NT) – NSW and Vic hardest hit
- › Concrete volumes decreased by 7.8% compared to pcq
- › Aggregate sales volumes decreased in line with concrete volumes, partially offset by stronger project volumes
- › Concrete price increases were offset by higher raw material input costs
- › 2H19 to benefit from commencement of supply at Scotchy Pocket Quarry (Sunshine Coast in Qld)
- › Business being rationalised and “right sized” to respond to market demand



# CONCRETE PRODUCTS

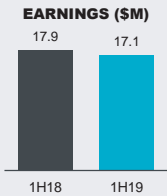


**Strong market position and stable revenue despite market challenges**

- › Weaker demand across Qld and NSW, partially offset by marginal improvement in Vic, SA and Tas where several one off commercial projects have bolstered underlying demand
- › Business continues to focus on operational efficiency, investment in lower cost and sustainable curing and energy systems, and cost reduction initiatives

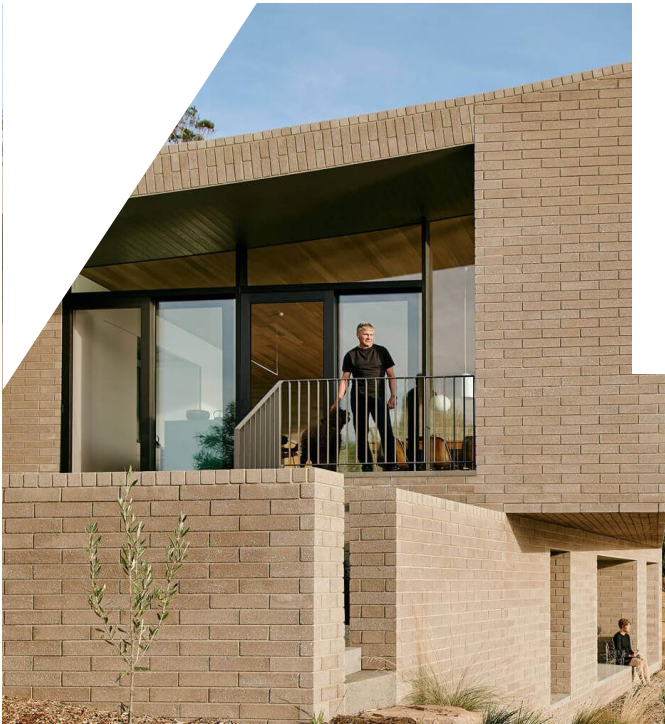


JOINT VENTURES



**Strategic joint ventures well placed for long term growth, experiencing competitive pressures consistent with market**

- › Independent Cement and Lime (ICL) contributed \$7.7 million, down 4.5% on pcp
- › Sunstate Cement contributed \$5.9 million, stable on pcp
- › Mawson Group contributed \$3.0 million, down 15% on pcp
- › Aalborg Portland Malaysia contributed \$0.5 million, up 233% as a result of efficiencies and demand from Malaysia, Asia and Australia



FINANCIAL REVIEW

**Theresa Mlikota**  
Chief Financial Officer





## FINANCIAL REVIEW

# INCOME STATEMENT – UNDERLYING\*

| 6 MONTHS ENDED 30 JUNE                                       | 1H19   | 1H18   | CHANGE PCP % |
|--|--------|--------|--------------|
| Revenue  | 755.7  | 806.3  | (6.3)        |
| Earnings before depreciation, amortisation, interest and tax | 133.0  | 167.2  | (20.5)       |
| Depreciation and amortisation                                | (47.8) | (43.7) | 9.4          |
| Earnings before interest and tax                             | 85.2   | 123.5  | (31.0)       |
| Profit before tax  | 76.0   | 116.8  | (34.9)       |
| Tax (expense)  | (20.7) | (31.6) | (34.5)       |
| Net profit attributable to members                           | 55.3   | 85.2   | (35.1)       |
| Basic earnings per share (cents)                             | 8.5    | 13.1   | (35.1)       |

\* Underlying earnings exclude significant items. Refer slide 17 for reconciliation to reported earnings

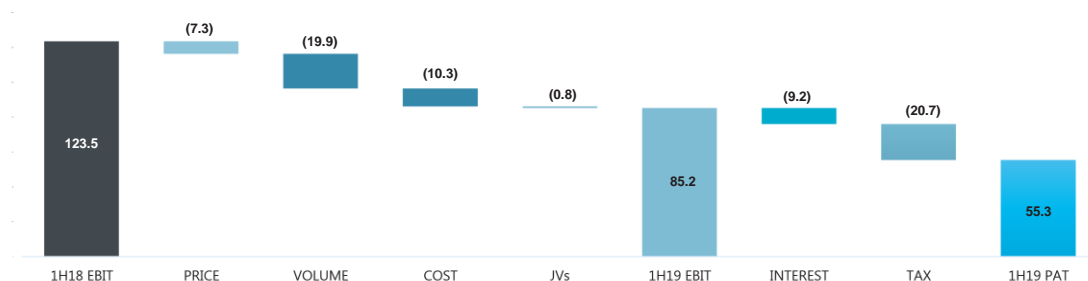
- › Revenue down by 6.3% driven by slowing in demand for construction materials, particularly residential construction and extended Easter/Anzac Day holiday period
- › Pricing pressure from cement import competition, particularly in SA, only partially offset by increase in concrete and aggregate pricing
- › Underlying EBIT reduced by 31% to \$85.2 million
- › Raw material input costs increased – clinker and purchased aggregates
- › Shipping and material costs also higher due to weaker AUD
- › Interest expense higher following adoption of new leasing standard. Higher borrowings, offset partially by lower interest rates
- › Underlying effective tax rate of 27.2%
- › Underlying net profit after tax of \$55.3 million, results in EPS of 8.5 cents per share



## FINANCIAL REVIEW

# PROFIT DRIVERS

## RECONCILIATION OF UNDERLYING EARNINGS



## RECONCILIATION OF UNDERLYING PROFIT

| 6 MONTHS ENDED 30 JUNE        |                      |               |                     | 2018<br>(\$M)        |               |                     |
|-------------------------------|----------------------|---------------|---------------------|----------------------|---------------|---------------------|
|                               | Profit<br>before tax | Income<br>tax | Profit<br>after tax | Profit<br>before tax | Income<br>tax | Profit<br>after tax |
| Underlying profit/(loss)      | 76.0                 | (20.7)        | 55.3                | 116.8                | (31.6)        | 85.2                |
| Impairment                    | (96.1)               | 26.2          | (69.9)              | -                    | -             | -                   |
| Doubtful debts                | (0.7)                | 0.2           | (0.5)               | (1.0)                | 0.3           | (0.7)               |
| Corporate restructuring costs | (3.9)                | 1.2           | (2.7)               | -                    | -             | -                   |
| Acquisition expenses          | (0.1)                | -             | (0.1)               | -                    | -             | -                   |
| Statutory profit/(loss)       | (24.8)               | 6.9           | (17.9)              | 115.8                | (31.3)        | 84.5                |

- › Significant items affecting underlying profit
  - Impairment write-downs totalling \$69.9 million after tax
  - Corporate restructuring costs of \$2.7 million after tax include redundancy and one-off employment costs
  - Doubtful debt charges pertain to costs incurred to recover unpaid amounts in relation to financial discrepancies identified in 2017



## BALANCE SHEET

|                                  | JUNE 2019<br>(\$M) | DECEMBER 2018<br>(\$M) |
|----------------------------------|--------------------|------------------------|
| Cash and cash equivalents        | 59.8               | 93.9                   |
| Receivables                      | 240.7              | 224.8                  |
| Inventories                      | 159.7              | 176.4                  |
| Property, plant and equipment    | 1,013.0            | 1,061.7                |
| Joint arrangements and associate | 181.6              | 173.9                  |
| Other assets                     | 433.0              | 347.4                  |
| Total assets                     | 2,087.8            | 2,078.1                |
| Payables                         | 136.0              | 144.7                  |
| Borrowings                       | 579.0              | 518.7                  |
| Lease liability                  | 89.4               | -                      |
| Provisions                       | 85.2               | 75.6                   |
| Other                            | 66.0               | 93.5                   |
| Total liabilities                | 955.6              | 832.5                  |
| Shareholders' equity             | 1,132.2            | 1,245.6                |

- › Balance sheet remains strong
- › Target gearing and leverage ratios are prudent – Company remains well within the investment grade band
- › Leverage of 1.6 times, against target range of 1.0 – 2.0 times
- › Gearing increased to 45.9% – at the upper end of the Group's target range, following payment of \$97.8 million 2018 final dividend
- › Over \$40 million in receivable collections in early July 2019
- › Lease asset and liability recognised following adoption of AASB16
- › Pre-tax impairments totalled \$96.1 million, including:
  - Inventory \$24.5 million
  - PPE \$58.0 million
  - Intangibles/other \$13.6 million



## FINANCIAL REVIEW

# OPERATING CASH FLOW

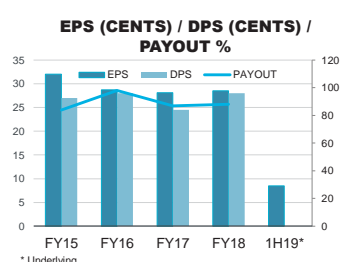
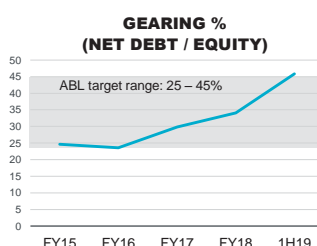
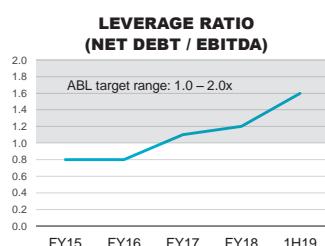
| 6 MONTHS ENDED 30 JUNE                    | 1H19<br>(\$M) | 1H18<br>(\$M) |
|---|---------------|---------------|
| <b>Net profit / (loss) before tax</b>     | <b>(24.8)</b> | <b>115.8</b>  |
| Depreciation, amortisation and impairment | 143.9         | 43.7          |
| Income tax payments                       | (31.9)        | (42.3)        |
| Change in working capital                 | (33.7)        | (3.8)         |
| Net loss/(gain) on sale of assets         | 0.2           | 0.2           |
| Other                                     | (8.9)         | (6.0)         |
| <b>Operating cash flow</b>                | <b>44.8</b>   | <b>107.6</b>  |
| Stay in business capex                    | (23.4)        | (25.7)        |
| Asset sales                               | 0.6           | 1.2           |
| Development capex                         | (21.0)        | (24.9)        |
| Dividends                                 | (97.8)        | (104.0)       |
| Other                                     | 4.6           | 3.1           |
| <b>Net cash flow before debt funding</b>  | <b>(92.2)</b> | <b>(42.7)</b> |

- › Operating cash flow impacted by lower earnings and delayed debtor receipts received in July
- › Development capital expenditure includes investment in Scotchy Pocket quarry which is now operational, the Pinkenba concrete plant and Birkenhead drymix plant upgrade, which will be complete in late 2019
- › Major stay in business capital includes shutdown expenditure for cement and lime operations and mobile fleet replacements
- › The 2018 final and special dividends were paid during the period totaling \$97.8 million, funded out of debt and cash reserves



## FINANCIAL REVIEW

# CAPITAL MANAGEMENT



### Capital management approach

- › The Company adopts a conservative approach to capital management
- › The Group maintains investment grade metrics while ensuring balance sheet efficiency to optimise the overall cost of capital
- › The balance sheet is geared to retain the flexibility to fund capital projects and to make investments which deliver earnings growth
- › Surplus capital is distributed to shareholders in an efficient manner

### Credit metrics

- › The Group's gearing ratio stands at 45.9% – at the upper end of the Group's target range
- › The balance sheet has been utilised efficiently to optimize the overall cost of capital
- › Leverage remains conservatively within the target bands at 1.6 times
- › Debt funding capacity increased to \$715 million

### Balance sheet flexibility

- › The Company operates within a flexible dividend policy, which delivers surplus capital back to shareholders
- › Dividend payout ratio has been significantly in excess of Company target of 65 – 75%
- › Business requires reinvestment to protect and grow its earnings base
- › To maintain balance sheet flexibility, no interim dividend has been declared for 1H19



# STRATEGY AND OUTLOOK

**Nick Miller**  
Chief Executive Officer



## STRATEGY AND OUTLOOK

### MARKET DYNAMICS

| Demand outlook   | Threat from imports   | Rising input costs  | Increased ESG demands  |
|--|---|---|--|
| <ul style="list-style-type: none"> <li>› Demand for construction materials softening in residential sector – inflection point forecast in 12 – 18 months</li> <li>› Lower interest rates and government policy supporting growth <u>vs</u> slow down in housing approvals</li> <li>› Pipeline for infrastructure is strong – pricing and award of projects delayed</li> <li>› Capacity expansion in gold, alumina and iron ore will drive near and long term growth of WA cement and lime</li> </ul> | <ul style="list-style-type: none"> <li>› Emergence of independent cement competitors</li> <li>› SA cement price under pressure</li> <li>› Qld cement market in oversupply with capacity increasing in 2020 with commissioning of the Southern Cross Cement terminal</li> <li>› Quality and reliability of locally produced product key differentiators</li> </ul> | <ul style="list-style-type: none"> <li>› Rising gas costs in South Australia</li> <li>› Cementitious materials – rising shipping costs, exacerbated by a weak AUD</li> <li>› Aggregates prices increasing - ABL a net buyer of aggregates in key markets of SEQ and Vic</li> <li>› Labour rate increases</li> </ul> | <ul style="list-style-type: none"> <li>› Increased regulation</li> <li>› Increased engagement with government, energy providers and the community</li> <li>› GHG and modern slavery a key focus for governments, customers, and suppliers</li> </ul> |



## BUSINESS IMPROVEMENT AND GROWTH STRATEGY

Right size,  
reduce costs and  
improve  
**operational  
efficiency**

Grow the  
**lime  
business**

Grow  
**concrete &  
aggregates**

Enhance  
capability in  
**infrastructure**

Actively manage  
**land  
holdings**

Operate in a **safe and sustainable** manner for the **long term benefit**  
of our **shareholders**, our **customers**, our **team members** and the **community**



## IMPROVE OPERATIONAL EFFICIENCY AND COST

**Adelaide Brighton is  
Australia's largest cement  
and clinker importer and  
Australia's second largest  
producer**

Import strategy to maximise asset  
utilisation

Unmatched cement and clinker  
distribution network underpins  
competitive long term position






### OPPORTUNITY

- › Right size overhead and fleet
- › Rationalise operational footprint
- › Recycle capital for investment
- › Improve supply chain efficiency in procurement, transport, storage and distribution
- › Improve utilisation of alternative fuels and cementitious materials
  - Use imported materials where demand exceeds the Company's manufacturing capacity
  - Seek opportunities to use supplementary cementitious materials (e.g. ground granulated blast furnace slag and fly ash) in the production of concrete to enhance durability, reduce natural resource consumption and reduce environmental impacts
  - Manage energy costs and operating risks – targeting use of lower cost alternatives through 30% substitution of 6PJ of fuel supply in South Australia in the medium term and increased use of supplementary cementitious materials





# IMPROVE OPERATIONAL EFFICIENCY AND COST

| Import model   | Operational efficiency   | Transport   | Shared service    | Procurement   |
|---|---|--|--|--|
| <ul style="list-style-type: none"><li>› Increase use of alternative cementitious materials</li><li>› Optimise distribution network and shipping</li></ul> | <ul style="list-style-type: none"><li>› Increase use of alternative fuels – targeting 1% increase for 2020</li><li>› Rationalise concrete plant footprint</li><li>› Right size workforce to meet operational needs in changing demand environment</li></ul> | <ul style="list-style-type: none"><li>› Standardise fleet for volume price benefits and reduced repairs and maintenance</li><li>› Flex ownership model to maximise cost efficiency</li></ul> | <ul style="list-style-type: none"><li>› Centralise functional support to standardise and automate processes and to reduce costs</li><li>› Rationalise corporate office footprint</li></ul> | <ul style="list-style-type: none"><li>› Centralise procurement to standardise and automate process and to reduce costs</li><li>› Partnering / reciprocal trade to maximise cost efficiencies for raw materials such as aggregates and sand</li><li>› Group buying strategies to deliver cost savings</li></ul> |
| Targeted gross cost savings \$30 million  |   |  |  |  |
| Market driven cost headwinds \$20 million   |   |  |  |  |
| 2020 NET TARGET COST SAVING \$10 MILLION  |   |  |  |  |



# GROW LIME

**The Western Australian alumina sector represents about 70% of Western Australian lime demand and remains among the lowest cost alumina producers in the world**

**OPPORTUNITY**

- › Lime business underpinned by low cost mineral resources (secured by a State Agreement Act and long term statutory approvals)
- › Munster lime plant currently operating at 80% capacity (low cost operation with two lime kilns, among the largest globally)
- › Well positioned for growth in line with mining sector demand
- › Gold production expected to increase (strong Australian dollar gold price over a sustained period) and gold exploration in WA remains high
- › Newly commissioned gold mines in WA will drive future growth: Gruyere, Karlawinda, Rosemont
- › Ravensthorpe nickel mine restarting. Expected to be back in production Q2 2020
- › Potential expansion of alumina capacity in WA being considered



## GROW LIME

### Alumina



#### AUSTRALIA'S ALUMINA EXPORTS AND PRODUCTION



- › World alumina consumption forecast to increase to 123 million tonnes by 2021
- › China is expected to remain the world's largest (and growing) source of alumina demand, accounting for 57 per cent of world alumina consumption
- › Australian annual output forecast to remain at 20 million tonnes of alumina through to 2021
- › Potential refinery expansion may drive increased long term demand for lime

### Gold



#### AUSTRALIA'S GOLD PRODUCTION



Chart source: ABS (2018) Mineral and Petroleum Exploration (cat. no. 8412.0)

- › Australia's gold exploration expenditure rose by 17 per cent year-on-year in the March quarter 2019, to \$220 million, driven by higher Australian gold prices
- › Western Australia remains the centre of gold exploration activity in Australia, accounting for 71 per cent of total gold exploration expenditure
- › Near term growth in gold production is expected to be driven by a number of new mines coming online including Gold Roads' Gruyere gold mine (annual production of 8.4 tonnes) expected to commence in the second half of 2019. Capricorn Metals' Karlawinda gold mine project (annual production of 4.0 tonnes) is expected to be commissioned in 2020. Regis Resources' Rosemont mine (annual production of 3.7 tonnes) is expected to commence production in 2020



## GROW CONCRETE & AGGREGATES

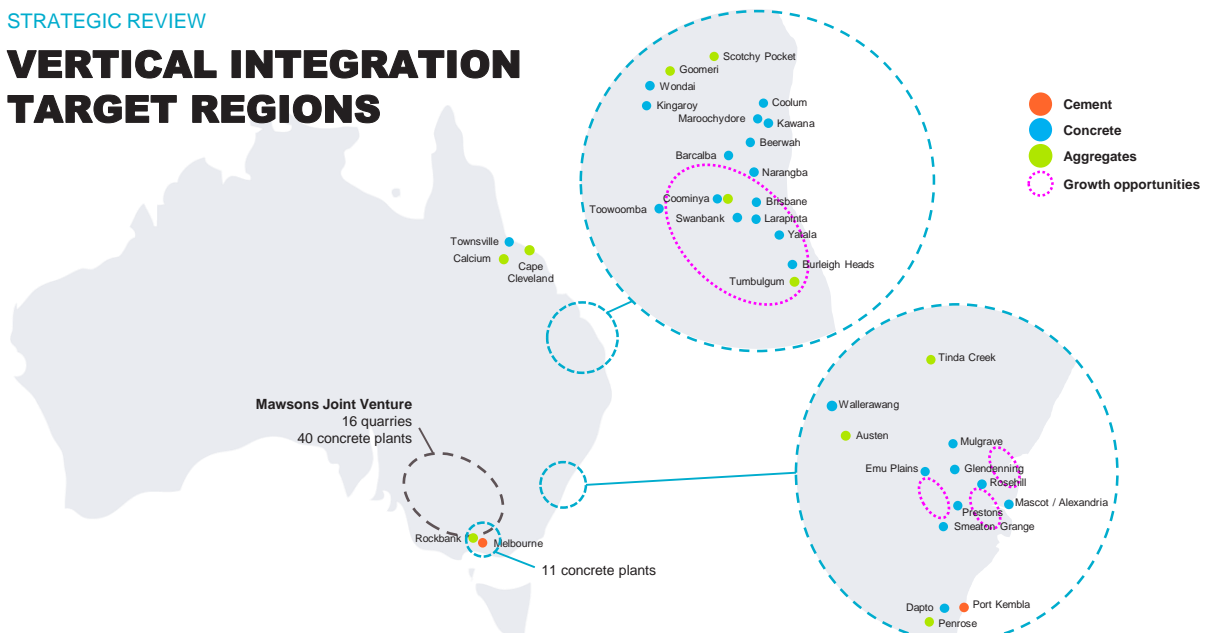
**Downstream integration and diversification continues to provide significant strategic revenue and cost benefits via the pull through of cement and aggregate volumes**

#### OPPORTUNITY

- › Opportunity to continue acquiring high quality, complementary concrete and aggregate businesses in key growth corridors
- › New Swanbank and Larapinta concrete plants, located in south east Queensland, commissioned and operational
- › The Pinkenba plant, located on the eastern fringe of the Brisbane central business district, is expected to complete in the last quarter of 2019 and will provide the Company with access to Brisbane city projects
- › Scotchy Pocket quarry (Sunshine Coast) commenced sales in July 2019 – well positioned to supply aggregate materials to projects in the area, including the upgrade of the Bruce Highway
- › Austen Quarry at Hartley (in Western Sydney growth corridor) benefiting from increase in approved annual sales volume limit to 1.6 million tonnes
- › Vertically integrated build-out opportunities being considered in south east Queensland and Greater Western Sydney



## VERTICAL INTEGRATION TARGET REGIONS



## INFRASTRUCTURE DELIVERY CAPABILITY

**Adelaide Brighton has demonstrated infrastructure delivery capability in markets where it is fully integrated – cement, aggregates and concrete**

### OPPORTUNITY

- › Our ability to deliver into large scale infrastructure projects is strongest where Adelaide Brighton has a fully integrated offering – cement, aggregates and concrete
- › Commitment to invest and expand capability within the business
- › Construction of roads, highways, subdivisions and bridges is a key driver of construction materials
- › Major infrastructure projects expected to support materials demand over the next five years
- › Adelaide Brighton's focus will be on horizontal infrastructure in the greater western Sydney corridor, Victorian regional and south east Queensland markets
- › Continuation of defence infrastructure delivery in SA and NT

# INFRASTRUCTURE DELIVERY CAPABILITY

Demonstrated experience in delivering cement, concrete and aggregates into infrastructure projects

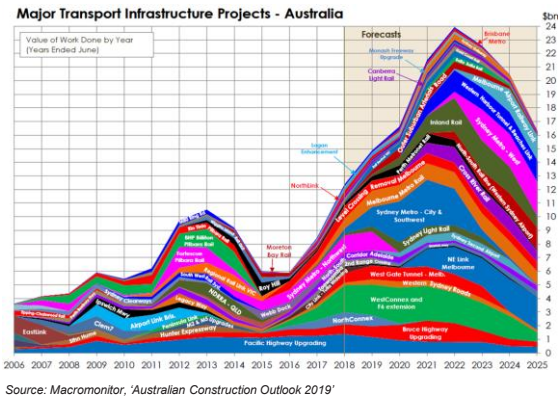


Photo courtesy: Government of South Australia – Department of Planning, Transport and Infrastructure



# ACTIVELY MANAGE LAND HOLDINGS

**Adelaide Brighton will accelerate development and sale of its surplus land holdings**

**OPPORTUNITY**

- › The Company's land portfolio provides a significant earnings and value creation opportunity over the medium to long term
- › The sale of surplus land holdings will be brought forward to recycle capital where possible in the near term
- › Scale opportunities including Batesford Quarry (which forms part of the City of Greater Geelong growth strategy) and Geelong Hilltop land will be developed more fully over the coming years



ACTIVELY MANAGE LAND HOLDINGS



Left: Artists impression of proposed lake with housing and infrastructure - Western Geelong Growth Area  
Right: Map of proposed Western Geelong Growth Area



Above: Artists impression of future lake at Batesford Quarry



BUILDING A SUSTAINABLE BUSINESS





## OUTLOOK

# 2019 OUTLOOK

### Robust and sustainable business

- › Quality asset base delivering superior returns to shareholders
- › Low cost production with market leading position
- › Broad geographic footprint across mining and construction
- › Safe and sustainable

### Demand Outlook

#### Construction

- › Continued softening in residential construction market with expected inflection point in 2021
- › Infrastructure pipeline to support east coast demand for construction materials over next five years

#### Mining

- › Iron ore and gold expansion to increase demand for cement and lime in WA in the near term
- › Alumina demand for lime to remain stable over the medium term with potential to increase in the long term

### Earnings Guidance

- › Underlying NPAT estimated to be in the range of \$120 – 130 million
- › Targeting net cost savings of \$10 million for 2020

### Balance sheet and dividend policy

- › Prudent capital management to maintain balance sheet flexibility for reinvestment in the business and to pursue growth opportunities
- › Flexible dividend policy, which delivers surplus capital back to shareholders over the longer term



## APPENDICES



APPENDIX 1

FOCUSED CONSTRUCTION MATERIALS  
AND LIME BUSINESS

#1

- **Cement and clinker importer in Australia** supplying all major markets
- **Cement supplier** in the resource rich states WA, SA and NT
- **Lime producer** in Australia
- **Concrete masonry products** manufacturer

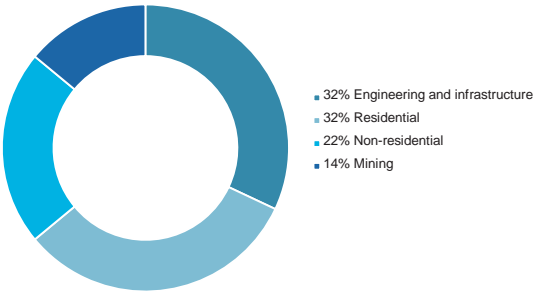
#2

- **Cement and clinker supplier** to the Australian construction industry

#4

- **Concrete and aggregates producer** growing presence in major markets

FY2018  
REVENUE BY MARKET\*



\* Estimated share of FY2018 segmental revenue of \$1,610m

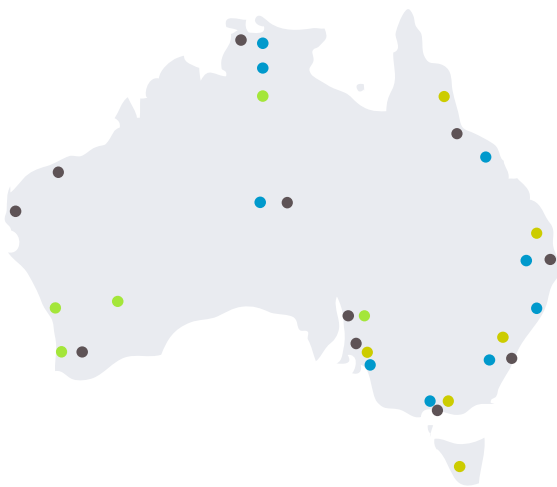


APPENDIX 2

GEOGRAPHIC DIVERSIFICATION

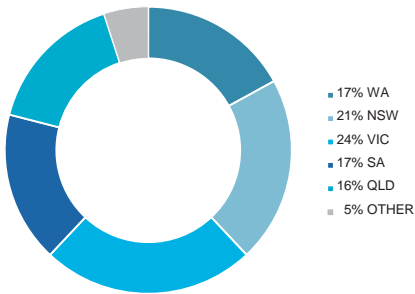
OPERATIONS

- Cement
- Lime
- Concrete and aggregates
- Concrete products

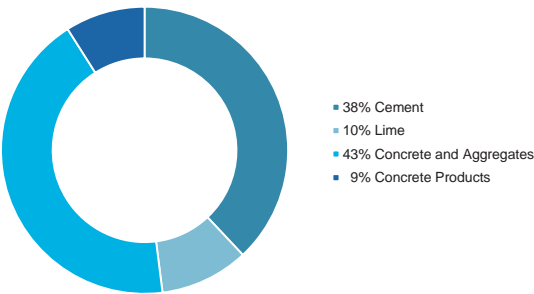


ECONOMIC DIVERSIFICATION

FY2018  
REVENUE BY STATE\*



FY2018  
REVENUE BY PRODUCT GROUP\*

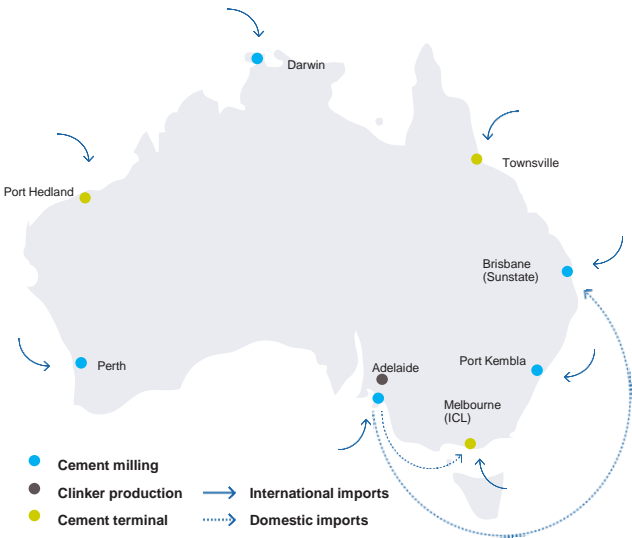


\*Percentage of FY18 segment revenue of \$1,610m



CEMENT PRODUCTION , IMPORT AND DISTRIBUTION

- In 2018 Adelaide Brighton’s
- › Imports of cementitious materials totalled 2.7 million tonnes
  - › Sales of cementitious materials totalled 4.0 million tonnes



## APPENDIX 5

# REPORTED PROFIT

| 6 MONTHS ENDED 30 JUNE   | 2019<br>(\$M) | 2018<br>(\$M) | CHANGE PCP<br>(%) |
|--|---------------|---------------|-------------------|
| Revenue  | 755.7         | 806.3         | (6.3)             |
| Earnings before depreciation, amortisation, impairment, interest and tax | 128.3         | 166.2         | (22.8)            |
| Depreciation, amortisation and impairment                                | (143.9)       | (43.7)        | 229.3             |
| Earnings / (loss) before interest and tax                                | (15.6)        | 122.5         | (112.7)           |
| Profit / (loss) before tax   | (24.8)        | 115.8         | (121.4)           |
| Tax (expense) / credit   | 6.9           | (31.3)        | (122.0)           |
| Net profit / (loss) attributable to members                              | (17.9)        | 84.5          | (121.2)           |
| Basic earnings / (loss) per share (cents)                                | (2.7)         | 13.0          | (120.8)           |

- › Reported net loss after tax of \$17.9 million, down 121.2%
- › Significant items of \$73.2 million, including an impairment charge of \$69.9 million after tax
- › Underlying NPAT of \$55.3 million



## APPENDIX 6

# FINANCE EXPENSE

| 6 MONTHS ENDED 30 JUNE  | 2019<br>(\$M) | 2018<br>(\$M) |
|---|---------------|---------------|
| Interest charges  | 8.6           | 7.7           |
| Unwind of discount on leases  | 1.5           | -             |
| Unwinding of the discount on restoration provisions and retirement benefit obligation | 0.5           | 0.5           |
| Interest capitalised in respect of qualifying assets                                  | (0.4)         | (0.6)         |
| Total finance expense   | 10.2          | 7.6           |
| Interest income   | (1.0)         | (0.9)         |
| Net finance expense   | 9.2           | 6.7           |
| Interest cover (underlying EBIT times) <sup>1</sup>                                   | 9.3           | 18.4          |

- › Net finance expense increased by \$2.5 million to \$9.2 million
- › Interest costs increased due to:
  - Higher average net debt
  - Interest expense on leases following application of AASB16

<sup>1</sup> EBIT for interest cover excludes significant items



## APPENDIX 7

# WORKING CAPITAL

|  | JUNE 2019<br>(\$M) | DECEMBER 2018<br>(\$M) | VARIANCE<br>(%) |
|--|--------------------|------------------------|-----------------|
| Trade and other receivables (including JV's) | 240.7              | 224.8                  | 7.1             |
| Inventories: Cement and Lime                 | 101.1              | 103.2                  | (2.0)           |
| Concrete and Aggregates                      | 26.7               | 29.2                   | (8.6)           |
| Concrete Products                            | 31.9               | 44.0                   | (27.5)          |
| Total inventory                              | 159.7              | 176.4                  | (9.5)           |
|  | JUNE 2019<br>(\$M) | JUNE 2018<br>(\$M)     | VARIANCE<br>(%) |
| Bad debt expense                             | 0.6                | 0.6                    | -               |

- › Trade receivables increase – \$40 million of debtors received early July
- › Inventory lower due to impairment charge of \$24.5 million



## APPENDIX 8

# ADELAIDE BRIGHTON BRANDS

| Concrete and Aggregates | Cement and Lime | Concrete Products |
|-------------------------|-----------------|-------------------|
|                         |                 |                   |
| Joint ventures          | Joint ventures  | Joint ventures    |
|                         |                 |                   |





## Adelaide Brighton Ltd

Level 1, 157 Grenfell Street  
Adelaide SA 5000  
Australia

[www.adbri.com.au](http://www.adbri.com.au)

### Disclaimer

This presentation has been prepared by Adelaide Brighton Limited ACN 007 596 018 for information purposes only.

The presentation may contain forward looking statements or statements of opinion. No representation or warranty is made regarding the accuracy, completeness or reliability of the forward looking statements or opinion, or the assumptions on which either is based. All such information is, by its nature, subject to significant uncertainties outside of the control of the Company. To the maximum extent permitted by law, the Company and its officers do not accept any liability for any loss arising from the use of the information contained in this presentation. The information included in this presentation is not investment or financial product advice. Before making any investment decision, you should seek appropriate financial advice, which may take into account your particular investment needs, objectives and financial circumstances. Past performance is no guarantee of future performance.

