

# Results Presentation

Half Year Ended 30 September 2022



# Agenda

1

**Results overview – Julie Coates** Managing Director and CEO

---

2

**Financial results – David Fallu** CFO and EGM Property and Aluminium

---

3

**Property results – David Fallu**

---

4

**Aluminium results – David Fallu**

---

5

**Building Products results – Julie Coates**

---

6

**Outlook – Julie Coates**

---

7

**Q&A**

---

# 1

**Results overview**  
– Julie Coates  
Managing Director  
and CEO



# Delivered strong performance for the half year

**CSR Group Revenue**  
**\$1.3bn**

14%

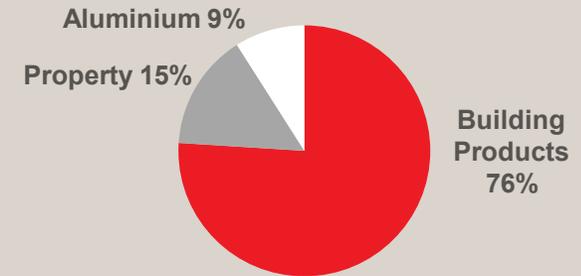
- Building Products revenue \$910m, up 11%

**CSR Group EBIT<sup>1</sup>**  
**\$171m**

29%

- Building Products EBIT<sup>1</sup> \$139m, up 15%

**EBIT by business<sup>1</sup>**



**Net profit after tax**  
(before significant items)  
**\$110m**

27%

- Statutory net profit after tax \$104m, down from \$157m (included \$71m benefit of carry forward capital tax losses)

**Earnings per share<sup>1</sup>**  
**22.8 cents**

27%

**Interim dividend**  
**16.5 cents**

Up from 13.5c  
HY22 interim  
dividend  
(fully franked)

- Fully franked with payout ratio in line with dividend policy<sup>2</sup>
- \$22m in share buyback since July 2022

**Good momentum moving into the second half**

1. Earnings before interest and tax (EBIT) and earnings per share are all before significant items. They are non-IFRS measures and are used internally by management to assess the performance of the business and have been extracted or derived from CSR's financial statements for the half year ended 30 September 2022 (HY23). All comparisons are to the half year ended 30 September 2021 (HY22) unless otherwise stated.

2. CSR policy is to pay dividends between 60-80% of full year net profit after tax (before significant items).

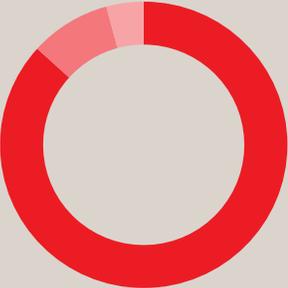
# Prioritising workplace health and safety

## Improving safety performance

- “Never Walk Past” launch across CSR owned and driven by our operational leaders in partnership with safety teams



**87% of CSR sites** with no recordable injuries in the last 12 months



- 87% Zero recordable injuries at 124 sites
- 9% 1 recordable injury at 13 sites
- 4% >1 recordable injury at 6 sites

- Significant improvement in last six months
- Key focus areas:
  - Managing high potential consequence risk as core priority
  - Encourage transparency of reporting
  - Empower teams at site level to help lead and take ownership for safety

**44% improvement** in total recordable injury frequency rate<sup>1</sup> since March 2021



1. Includes all recordable injuries per million work hours.

## Supporting mental health and well being

- Upgraded employee wellbeing portal which provides 24/7 counselling access and includes:
  - Virtual 30-minute fitness programs
  - “CareNow” self guided program designed to help with anxiety, depression and stress
  - Total wellbeing assessment
- Continued support for RUOK Day to promote wellbeing and mental health

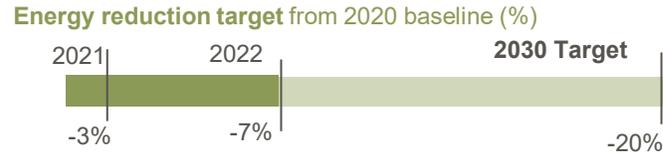


# Progress on CSR's 2030 sustainability targets

Sustainability is a strategic foundation with a whole of business focus



**Energy**  
2022  
**2.52**  
GJ/tonne of saleable product



15 CSR sites have a total capacity of 2,700kW, further three projects under review to increase total solar capacity to 3,600kW



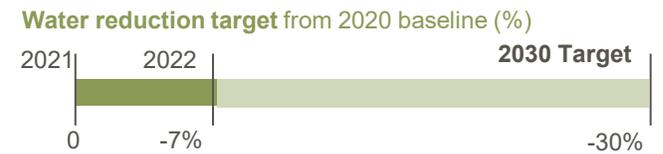
**Emissions**  
2022  
**205.5**  
kg/tonne of saleable product



TCFD climate change modelling completed on five of CSR's businesses  
Over \$1 million invested in Solar PV capacity at 3 sites in 2022



**Water**  
2022  
**381.4**  
ltr/tonne of saleable product



Significant projects underway including new water treatment plant at Bradford Brendale, QLD to reduce potable water by 80%, saving of 35 million litres each year

**Waste**  
2022  
**12,127**  
tonnes

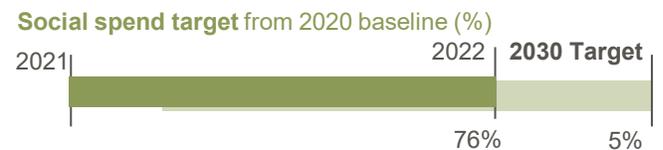


New targets to reduce waste by 2025 in line with the Australian Packaging Covenant:

- All packaging is either 100% reusable, recyclable or compostable
- 50% average recycled content in packaging
- A plan to phase out problematic/unnecessary plastics



**Social Spend**  
2022  
**\$5m**



CSR now tracking at 76% of social spend target (including indigenous and disability owned businesses)

\$39 million was spent with over 90 suppliers with diversity equity credentials

Note: Data as of 30 June 2022.



# Group EBIT up 29%

## Building Products



- Revenue up 11% – good execution into end markets and pricing discipline
- Strong volume delivery with growth in Hebel and Gyprock
- EBIT of \$139m up 15% reflecting pricing discipline, cost control and product mix
- Inflation being well managed

## Property



- \$28m EBIT following completion of next tranche at Horsley Park
- Independent valuation of Property with development potential on an “as is” basis assessed at \$1.5bn
- Completion of Warner, QLD sale on track for 2H YEM23
- Continuing to realise value as site network planning continues

## Aluminium

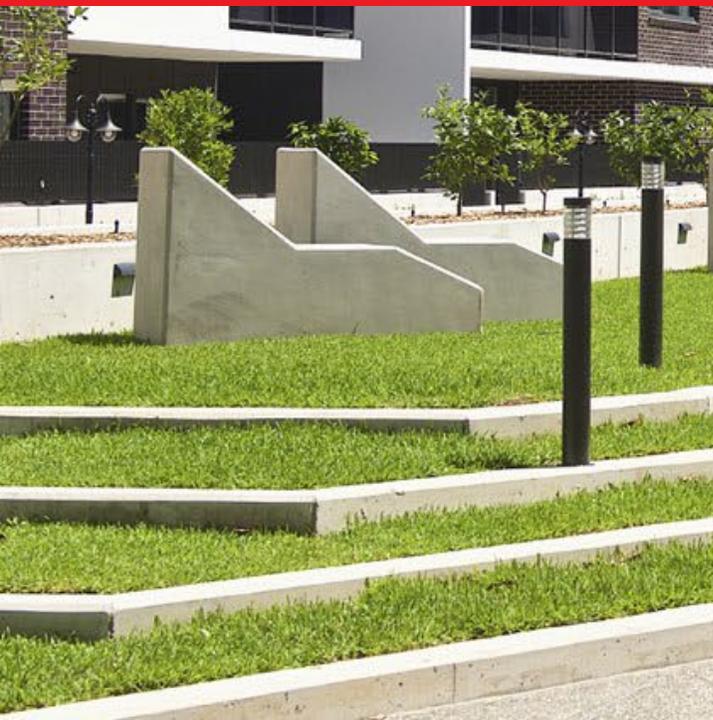


- EBIT of \$17m down from \$18m
- Benefit of higher aluminium pricing offset by higher raw material and input costs

# 2

## Financial results

– David Fallu  
CFO and EGM  
Property and  
Aluminium



# CSR group performance – net profit after tax<sup>1</sup> up 27%

A\$m (unless stated)	HY23	HY22	change
Trading revenue	1,296.3	1,138.3	14%
EBIT <sup>1</sup>			
Building Products	139.2	120.6	15%
Property	27.6	6.6	318%
Aluminium	17.4	18.3	(5%)
Corporate	(12.9)	(12.9)	
Group EBIT <sup>1</sup>	171.3	132.6	29%
Net finance costs <sup>1</sup>	(13.9)	(5.9)	
Income tax expense <sup>1</sup>	(46.0)	(36.5)	
Non-controlling interests <sup>1</sup>	(1.3)	(3.6)	
Net profit after tax <sup>1</sup>	110.1	86.6	27%
Significant items after tax	(6.1)	70.0	
Statutory net profit after tax	104.0	156.6	(34%)

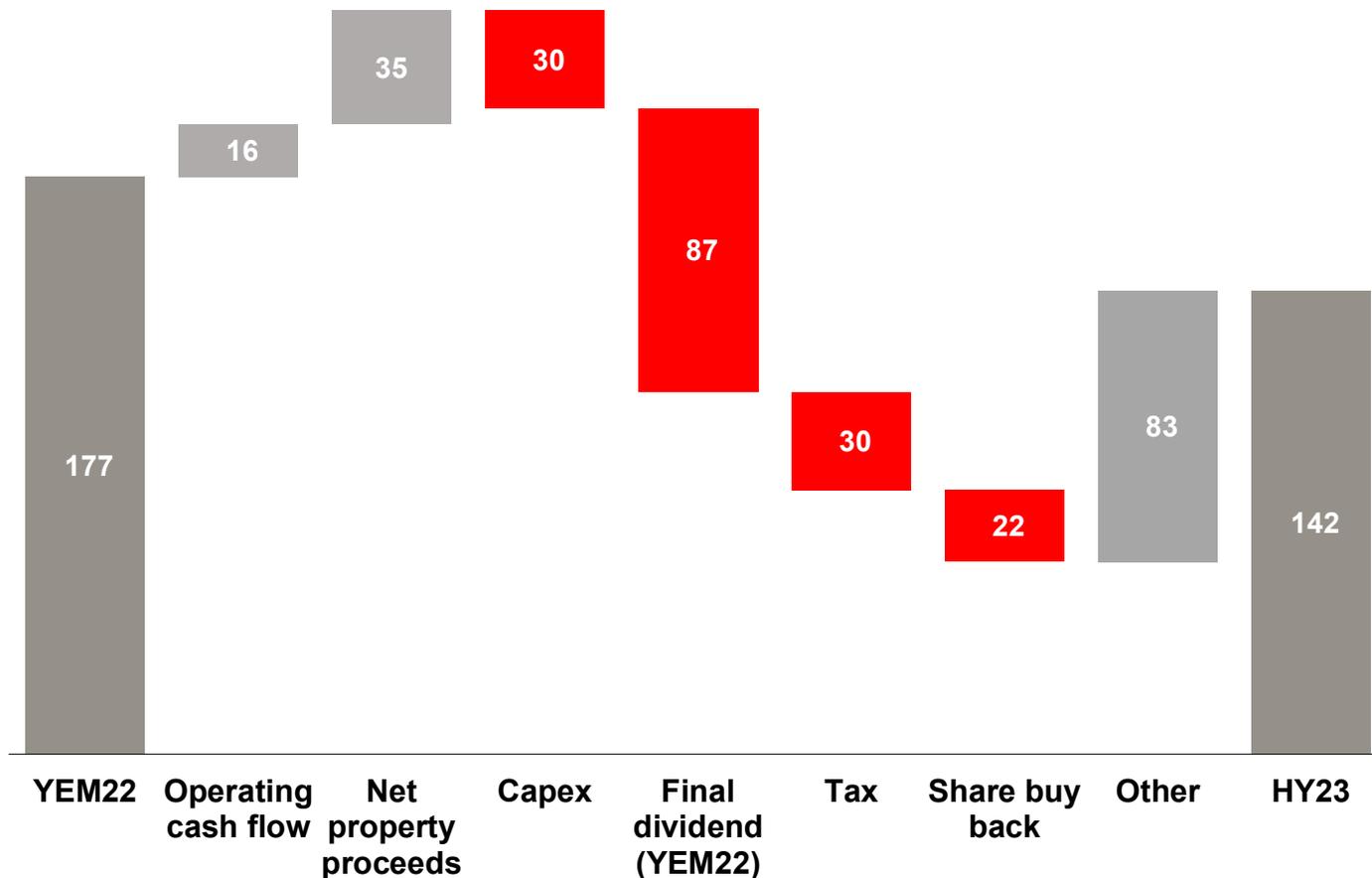
- Revenue up 14% reflecting good execution into end markets and pricing discipline
- Cost management – SG&A spend flat compared to the previous half year
- CSR Group EBIT up 29%
  - Reflecting growth in Building Products with EBIT margin increasing to 15.3%
  - Energy costs managed with forward visibility of gas costs secured to 2027
  - Improved Property result due to timing of transactions compared to the previous half year
- Net finance costs higher due to FX volatility impacting Aluminium
- Significant items (after tax) of \$6m including software-as-a-service in HY23 compared to recognition of \$71m in carry forward capital tax losses in HY22
- Statutory net profit after tax of \$104m, down from \$157m

1. Before significant items.



# Cash flow

## Movement in net cash position (A\$m)



- Operating cash flow includes increase in working capital due to:

- ~\$25m increase in inventory reflecting higher input costs, remain in a strong position to support customer demand
- ~\$40m from aluminium due to timing of shipments
- ~\$35m due to increase in debtors from higher Building Products sales (no change in debtor days)

- Capex increased due to normalising post COVID

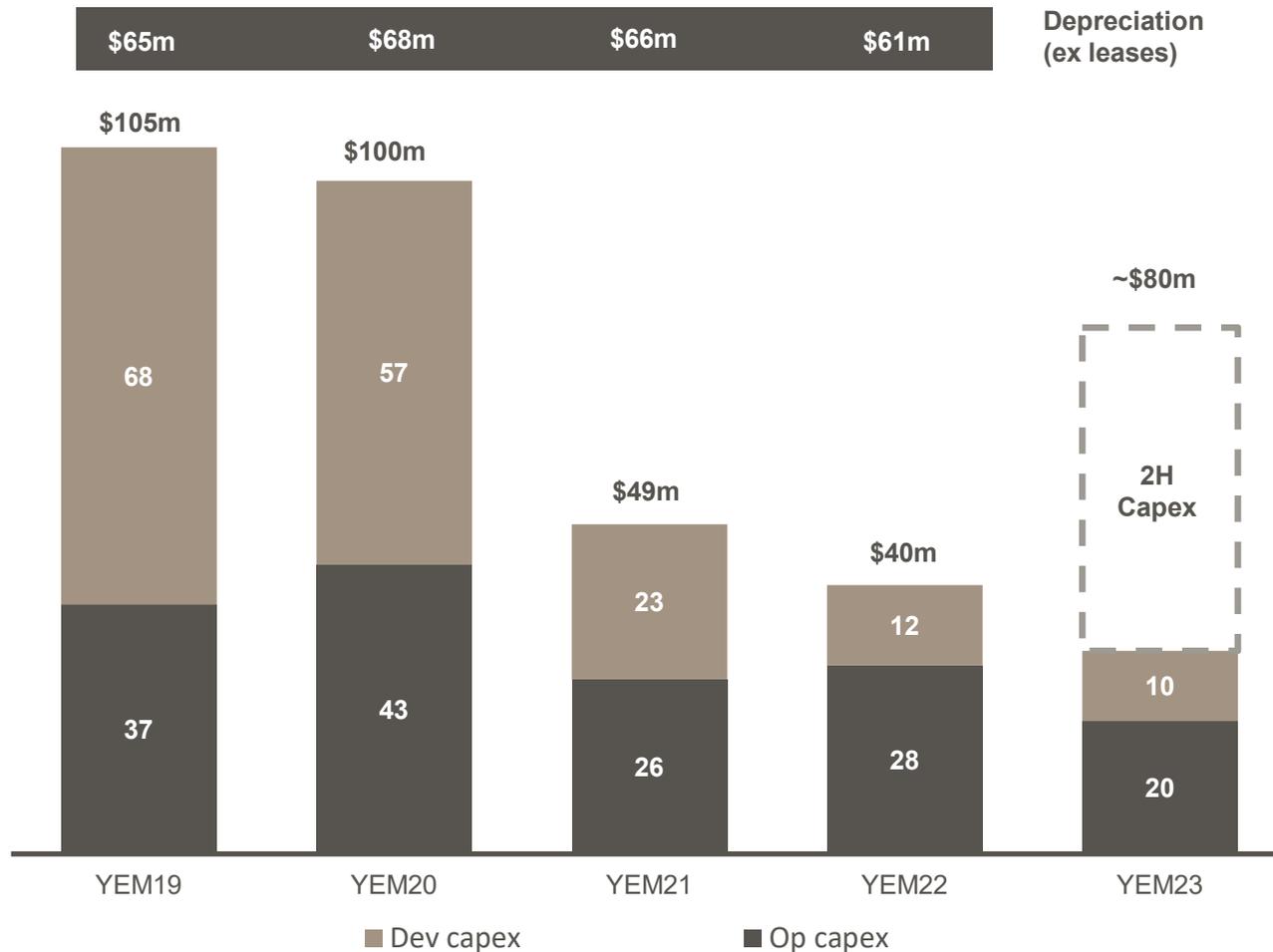
- Other item includes unwind of prior period hedging pre-payments

- \$22 million completed in share buyback since July 2022

10

# Strong balance sheet supporting investment

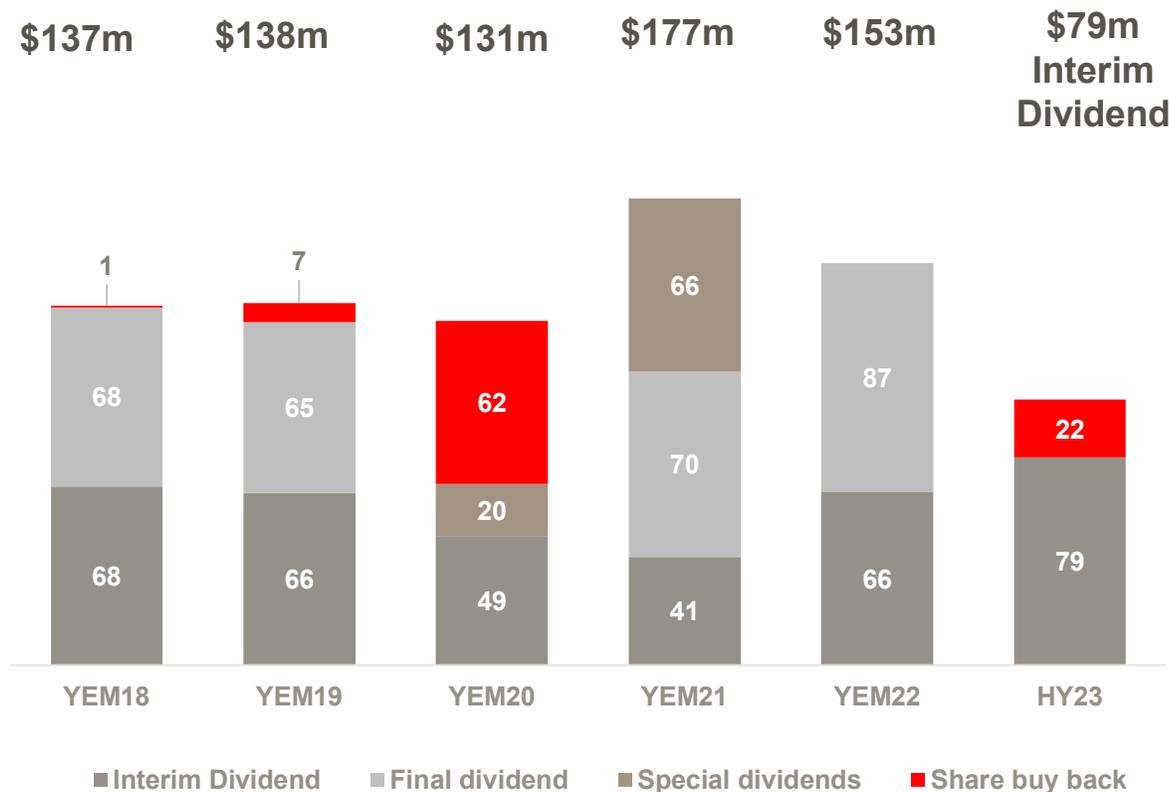
Capital expenditure (A\$m)



- First half capex increased as more projects resumed post COVID delays
- YEM23 capex (excluding Property) expected to be ~\$80m
- Property investment in YEM23 of ~\$50m supported by future forecast earnings and contracted transactions
- Key investments underway at three sites to unlock incremental capacity and improve efficiency and safety

# Strong balance sheet supporting shareholder returns

## Capital Management (A\$m) (Dividends and share buybacks)



- Interim dividend to be paid of 16.5cps (fully franked)
- Payout ratio in line with dividend policy of 60-80% full year NPAT (before significant items)
- Continuing to distribute franking credits as they are realised
- \$22m completed in the share buyback since July 2022

# 3 Property results

– David Fallu



# Market leading Property capability supporting strategic position of sites over all stages of lifecycle



Significant opportunity over the next decade for property realisation

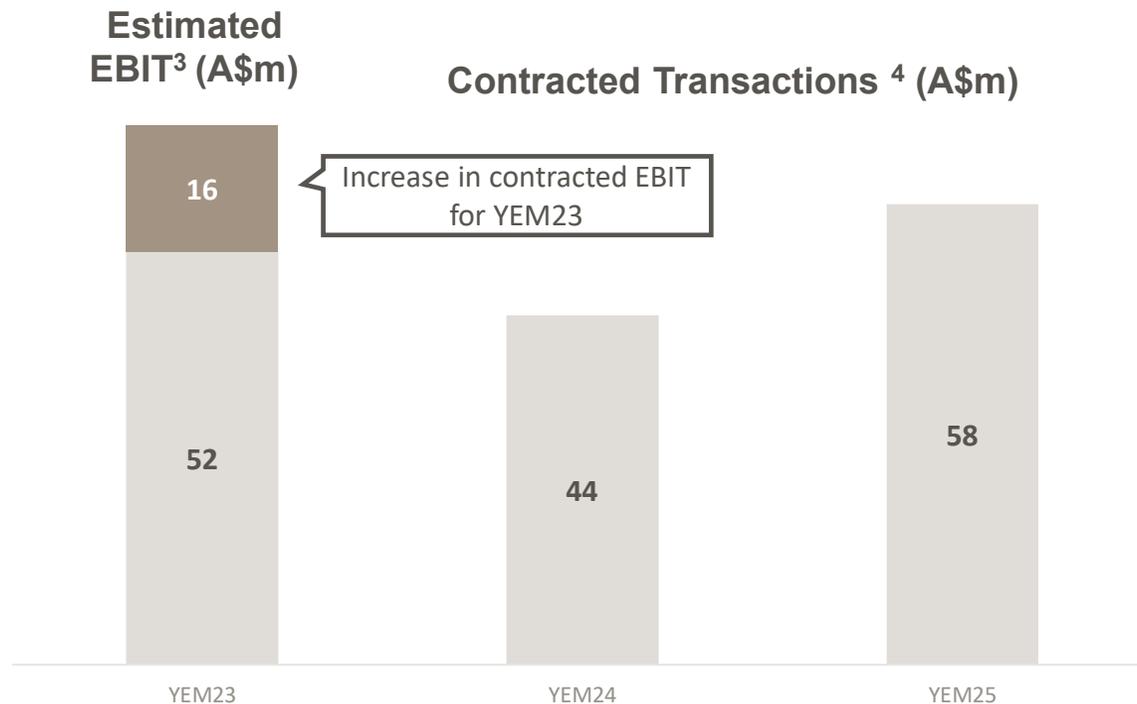
# Increase in property valuation

Independent valuation of property on an “as is” basis assessed as \$1.5 billion



# Increase in forecast Property earnings for YEM23

<i>A\$m unless stated</i> <sup>1</sup>	HY23	HY22	change
EBIT	27.6	6.6	318%
Funds employed <sup>2</sup>	167.4	153.0	9%



- Property EBIT of \$27.6m includes the sale of the next tranche at Horsley Park, NSW
- All works for remaining stages at Horsley Park remain on track despite challenging weather events - demonstrating the benefit of CSR's rehabilitation capability
- Contracted YEM23 EBIT expected to be ~\$68m reflecting progress on realisation of surplus sites
- Continued strong property markets create the opportunity to supplement existing contracted transactions in YEM24 and YEM25

1. EBIT (before significant items).  
 2. Excludes cash and tax balances and certain other non-trading assets and liabilities as at 30 September.  
 3. Includes Property operating costs. Subject to completion in accordance with executed contracts.  
 4. Includes estimated Property operating costs and excludes any other future transactions.

# 4

## Aluminium results

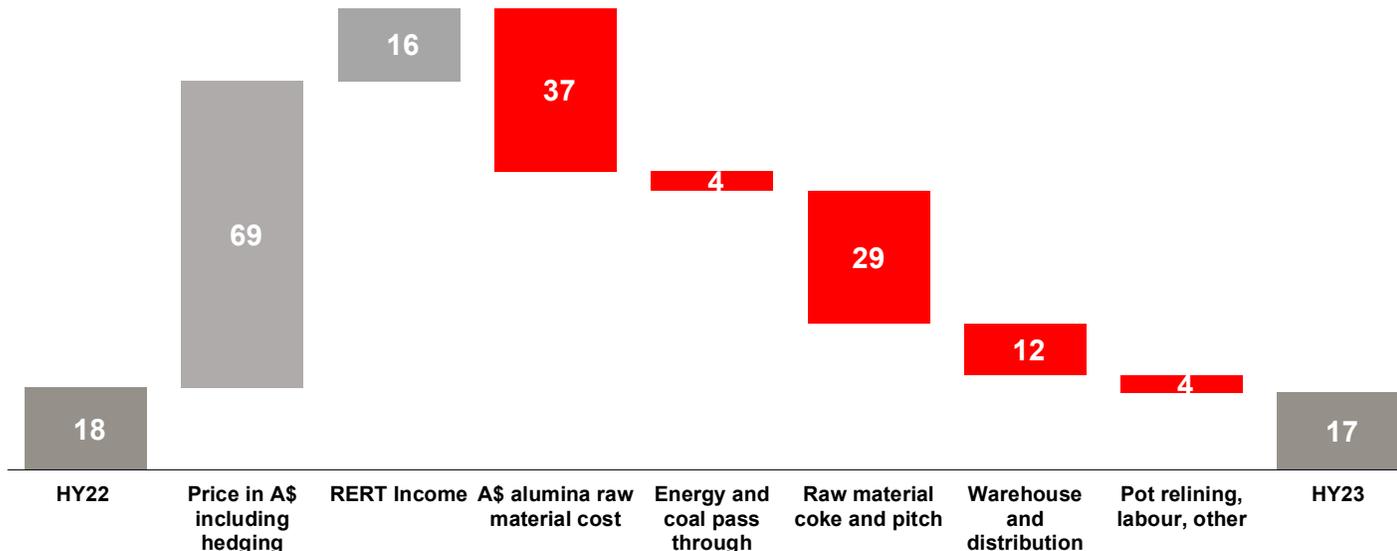
– David Fallu



# Hedging helped offset cost volatility

<i>A\$m unless stated <sup>1</sup></i>	HY23	HY22	change
<b>Sales (tonnes)</b>	<b>103,603</b>	103,467	—
A\$ realised price <sup>2</sup>	3,729	3,065	22%
<b>Revenue</b>	<b>386.3</b>	317.2	22%
<b>EBIT</b>	<b>17.4</b>	18.3	(5%)
Funds employed <sup>3</sup>	157.0	112.3	40%
EBIT/revenue	4.5%	5.8%	
Return on funds employed <sup>4</sup>	28.8%	28.1%	

## Movement in EBIT (A\$m)



- EBIT of \$17.4m down from \$18.3m
  - Positive contribution from improved pricing and premiums in addition to Tomago power compensation payment for power disruption in June 2022
- Benefit of hedged pricing offset by:
  - Increased alumina costs due to the higher Aluminium LME price
  - Escalation in coke cost increases due to reduced supply ex China and other supply issues
  - Higher warehouse and distribution costs, predominantly transport

1. EBIT (before significant items).

2. Includes hedging and premiums.

3. Excludes cash and tax balances and certain other non-trading assets and liabilities as at 30 September.

4. Based on EBIT (before significant items) for the 12 months to 30 September divided by average funds employed. Refer Note 2 in the half year report.

# Cost elevation expected for next 12-18 months

## GAF Hedge Book extended to YEM27

As of 24 Oct 2022	Balance of YEM23	YEM24	YEM25	YEM26	YEM27
Average price A\$ per tonne (excludes premiums)	A\$3,061	A\$3,089	A\$3,198	A\$3,430	A\$3,828
% of net aluminium exposure hedged	95%	84%	71%	66%	29%

- Continue to take opportunities for hedging strong A\$ pricing levels in future years

## Updated YEM23 Forecast

- Material cost volatility creating significant change in cost base from YEM22
- Cost elevation makes forecasting challenging, however the best estimate for YEM23 EBIT is currently in the range of \$8 million to \$24 million
- Current elevated cost environment likely to remain over the next 12-18 months

# 5

## Building Products results

– Julie Coates



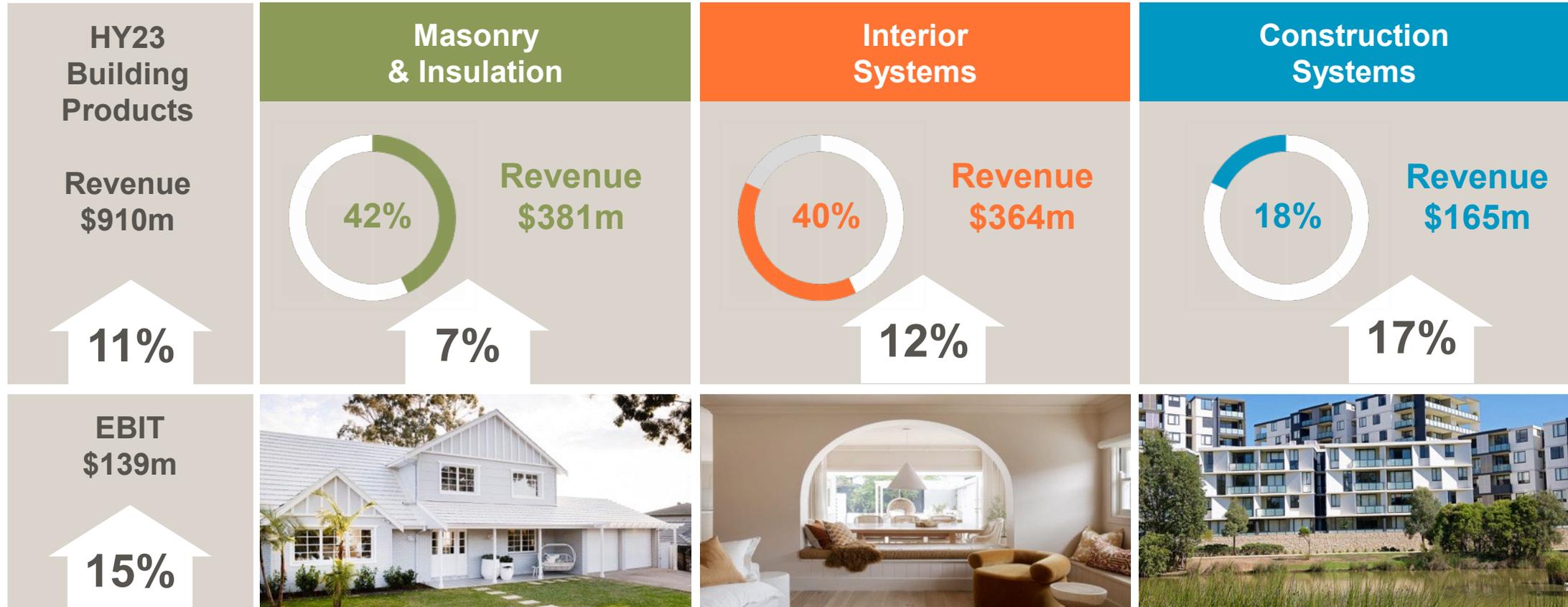
# Regional and segment diversity across the construction market



**Strength of detached pipeline supporting completion activity into 2023**

1. ABS data – Commencements - original basis two quarter lag – i.e. 6 months to March  
 2. ABS, BIS Oxford Economic forecast (value of work done 6 months to September)

# Good execution across end markets and price discipline underpinned revenue growth

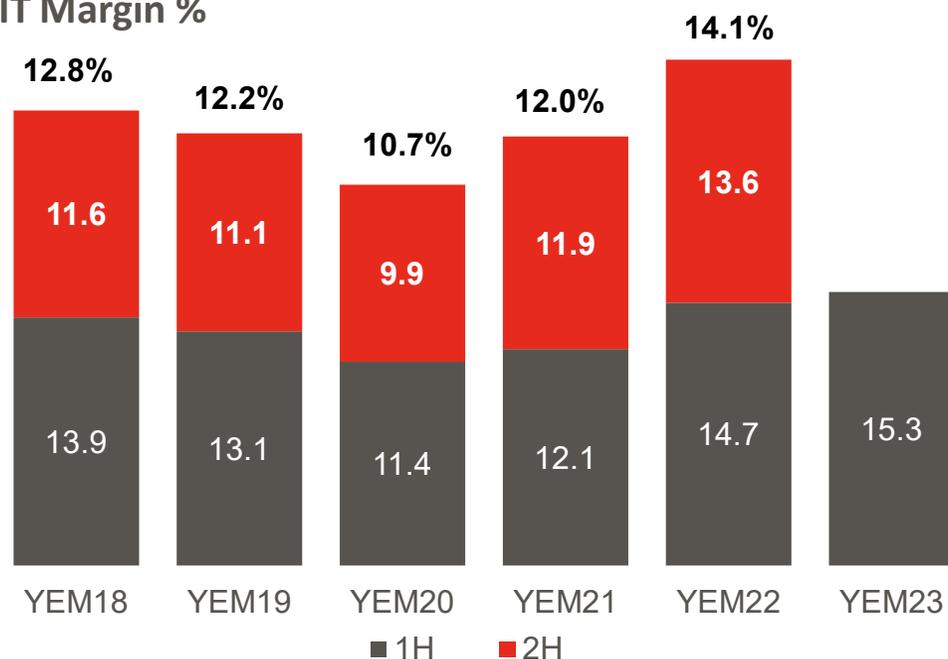


# EBIT higher with disciplined execution across the business

<i>A\$m unless stated <sup>1</sup></i>	<b>HY23</b>	<b>HY22</b>	<b>change</b>
<b>Revenue</b>	<b>910.0</b>	821.1	11%
<b>EBIT</b>	<b>139.2</b>	120.6	15%
Funds employed <sup>2</sup>	907.6	854.5	6%
EBIT/revenue	15.3%	14.7%	
Return on funds employed <sup>3</sup>	28.0%	23.7%	

- Revenue up 11% to \$910 million
  - Good execution across end markets and price discipline
- EBIT up 15% to \$139 million
  - Reflects price discipline, cost management and product mix
- EBIT margin increased to 15.3% from 14.7%

## EBIT Margin %



1. EBIT (before significant items).
2. Excludes cash and tax balances and certain other non-trading assets and liabilities as at 30 September.
3. Based on EBIT (before significant items) for the 12 months to 30 September divided by average funds employed. Refer Note 2 in the half year report.

# Delivering results and improving the business for the future

## Building solutions for a better future

MASONRY & INSULATION	INTERIOR SYSTEMS	CONSTRUCTION SYSTEMS	CUSTOMER SOLUTIONS	SUPPLY CHAIN
  	   	  		

*Safety & Sustainability – Put Safety and Sustainability at the forefront of our decisions and actions*

*Customer Centricity – Create and deliver customer-driven integrated solutions and experiences*

*Streamlined Organisation – Delivering efficient and effective business processes, systems and ways of working*

*Transformation & Growth – Driving change & digitisation in the end-to-end value chain to unlock long-term growth opportunities*

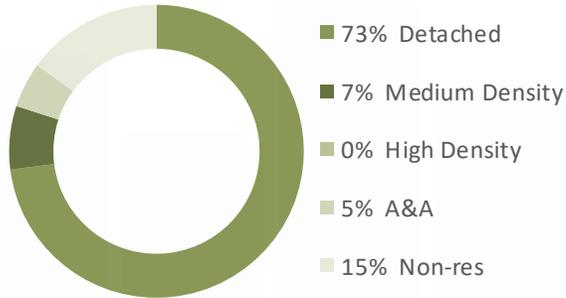
*High Performance Teams – Deliver better outcomes together*

**Positioning for growth and improving performance through the cycle**

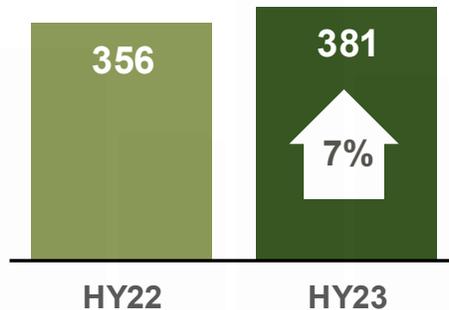
# Masonry & Insulation serviced the detached market demand

Continued revenue growth reflecting price discipline with channel and product focus

## Segment profile



## Revenue (\$m)



## Results

- Increased revenue with disciplined price management and product mix
- Bradford performance very strong with increased revenues and earnings
- PGH Bricks and Monier Roofing pricing higher to manage increasing costs with good execution of delivery into weather disrupted market

## Priorities

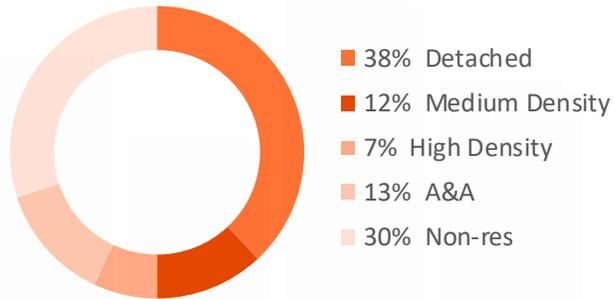
- Medium to long-term PGH Bricks network investment strategy assessing opportunities to improve quality, productivity and energy efficiency across factory network
  - PGH Oxley, QLD capacity expansion project of 10m bricks remains on track for March 2023
- Bradford SKUs rationalised in first half unlocking capacity in higher margin products
  - Focused on longer runs and reduced changeovers
- Bradford Brendale, QLD 10% capacity expansion on track and on budget to be online in 2023
- Integrated planning work continuing to provide improved visibility and order management, enhanced pricing discipline and better customer service



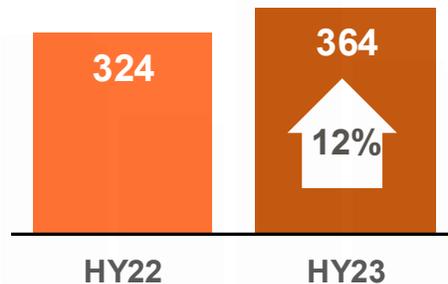
# Interior Systems reflecting positive momentum in Gyprock

Good execution across strong end markets

## Segment profile



## Revenue (\$m)



## Results

- Continued revenue and volume growth in Gyprock reflected strong end markets and market position. Pricing discipline and operational improvements ensured that margin was maintained in high inflationary environment
- EBIT growth also included improved performance in Commercial Interiors
- Leveraging strength of Gyprock brand as it celebrates 75 years of innovation and performance in Australia

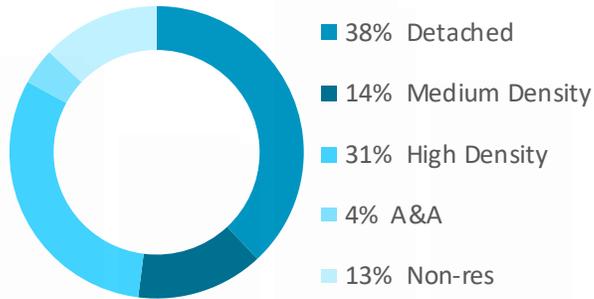
## Priorities

- Incremental manufacturing investment at Gyprock Wetherill Park, NSW to improve productivity and lower energy consumption
- Consolidating market leadership of Gyprock through ongoing range optimisation with new product launches and improved customer experience.
- Ongoing improvement of Gyprock Trade Centre in-store experience driving strong connection to customers

# Construction Systems building share and market position

Adoption accelerating due to efficiency and ease of installation

## Segment profile



## Revenue (\$m)



## Results

- Strong volume and revenue performance reflects growth in Hebel and AFS and price discipline
- Cemintel and Hebel cladding share growth has accelerated
- Ongoing supply chain benefit - opened new Sydney distribution centre in 1H

## Priorities

- Hebel factory well placed to deliver growth with further upside from technology improvements
- Continue to optimise Cemintel operations capacity and expand growth with local and import supply chains
- Business planning initiatives an important step in meeting increasing demand
- Building portfolio specifications across commercial sectors utilising project tracking capability



CEMINTEL

# Creating customer-driven integrated solutions



## Progress

- Ready to maximise opportunity from new National Construction Code 2022 (NCC2022), reinforcing brand attributes of Quality, Performance and Compliance
- CSR wide Project Tracking continuing to deliver full visibility of large construction projects enabling a more integrated approach across the CSR portfolio of products and systems
- Implementation of CSR's first digital tool for architects and designers

## Priorities

- Expanding pricing management processes and tools to deliver pricing consistency and disciplined management of margins
- Solutions focus for Non-Residential and Apartment markets as well as comprehensive CSR façade offering for new homes. Thermal performance opportunities based on new 7 star requirements of NCC2022
- Implementation and expansion of digital tools to provide building design customers with fast and easy access to the best CSR solution for their projects

# Building and leveraging supply chain capability



## Progress

- Strategic partnerships with transport providers across CSR is delivering commercial benefits and service improvements
- Launched centralised transport operating model with transport hubs that will enable CSR wide transport optimisation
- Launched Transport Management System (TMS) with initial focus on internal stock transfers
- Business planning processes implemented into each business to help manage demand within supply constraints more effectively

## Priorities

- Implementing long term planning processes along with building internal expertise and systems capability
- Implementation of TMS systems and processes to manage CSR's customer deliveries
- Drive warehouse, transport and international logistics improvements

# 6 Outlook

– Julie Coates



# Outlook for the year ending 31 March 2023 (YEM23)



## Building Products

- Building Products has entered the second half with good momentum. There continues to be strong underlying demand for building products and good pipeline visibility. CSR remains confident in the ability to manage the inflationary environment across product categories.
- The diversified nature of Building Products across product, build cycle, geography and end markets positions the business well for the second half and into YEM24. This is supported by continued focus on executing strategy and maintaining cost and operational discipline.
- The strategy work continues to enable the business to become more responsive to customer demand, improve efficiency and capture opportunities across more products and building segments.



## Property

- Contracted EBIT for YEM23 is expected to be ~\$68 million which includes completion of the sale at Warner, QLD in addition to the likely realisation of other smaller transactions during the balance of the year.



## Aluminium

- The ongoing cost volatility makes forecasting challenging, however the best estimate for YEM23 EBIT is currently in the range of \$8 million to \$24 million.
- The current elevated cost environment is likely to remain over the next 12-18 months.



## CSR Group

- In summary, given the outlook for Building Products for the full year and the improvement in Property earnings, CSR expects to deliver a strong group result for YEM23.

# 7 Q&A



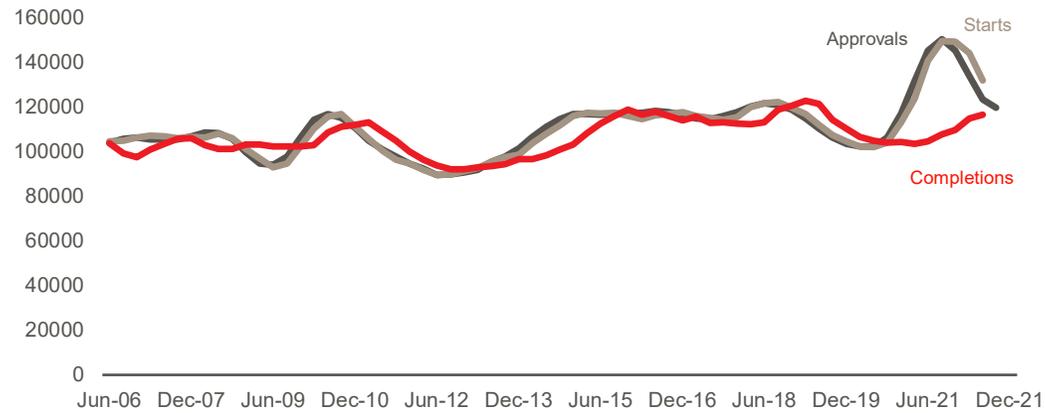
# Appendix

Half Year Ended 30 September 2022



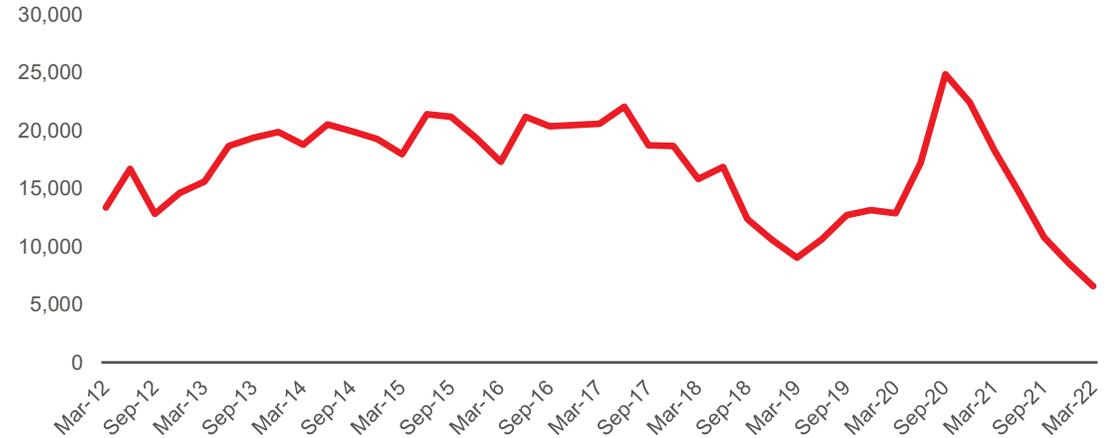
# Pipeline creating resilience in detached work done

## Detached completions extending timelines



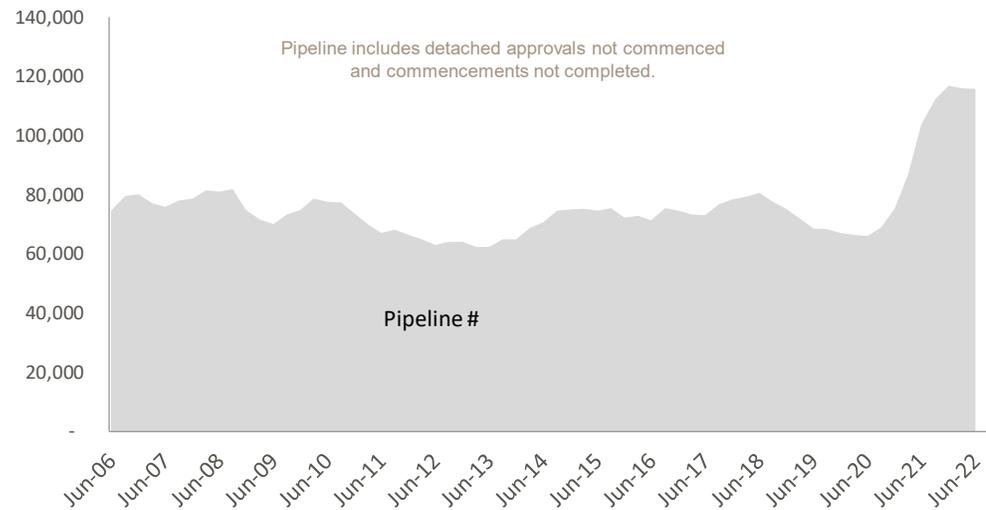
Source: ABS, MAT

## Land release stats



Source: HIA Corelogic, quarterly residential lot sales

## Pipeline of detached housing sustaining



Source: ABS

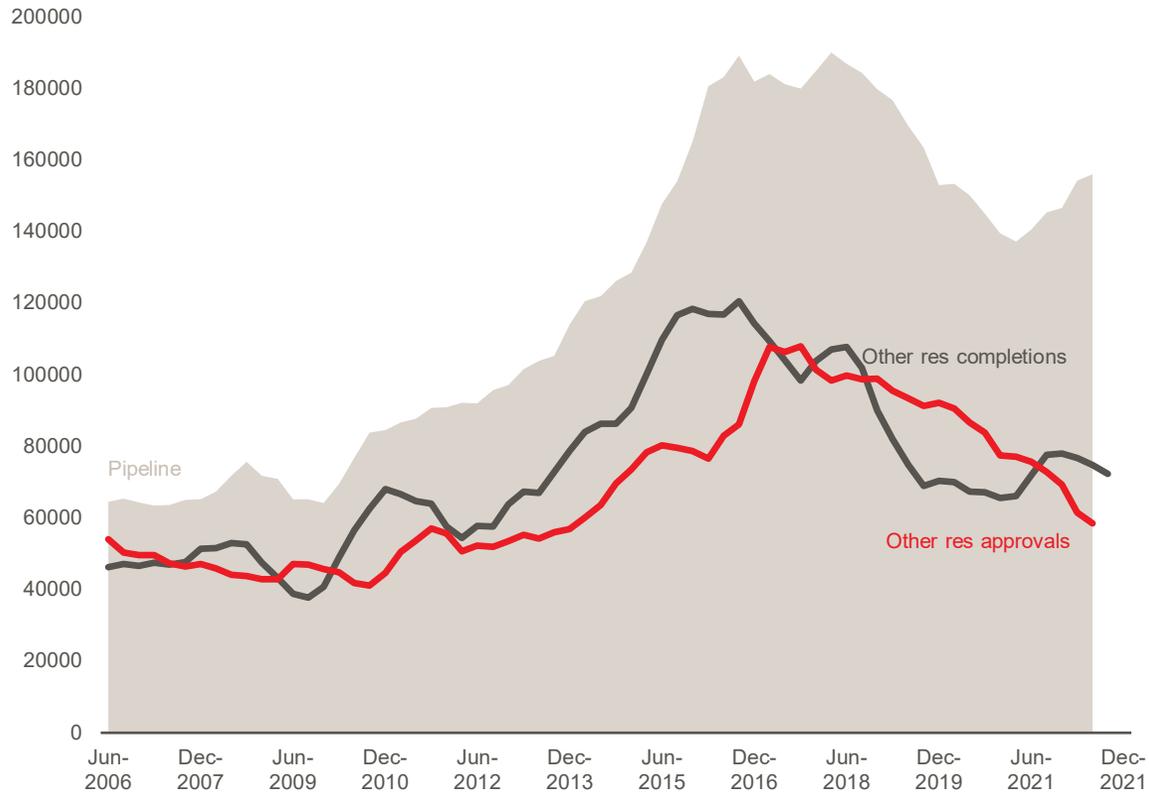
## Recovery in Net Overseas Migration



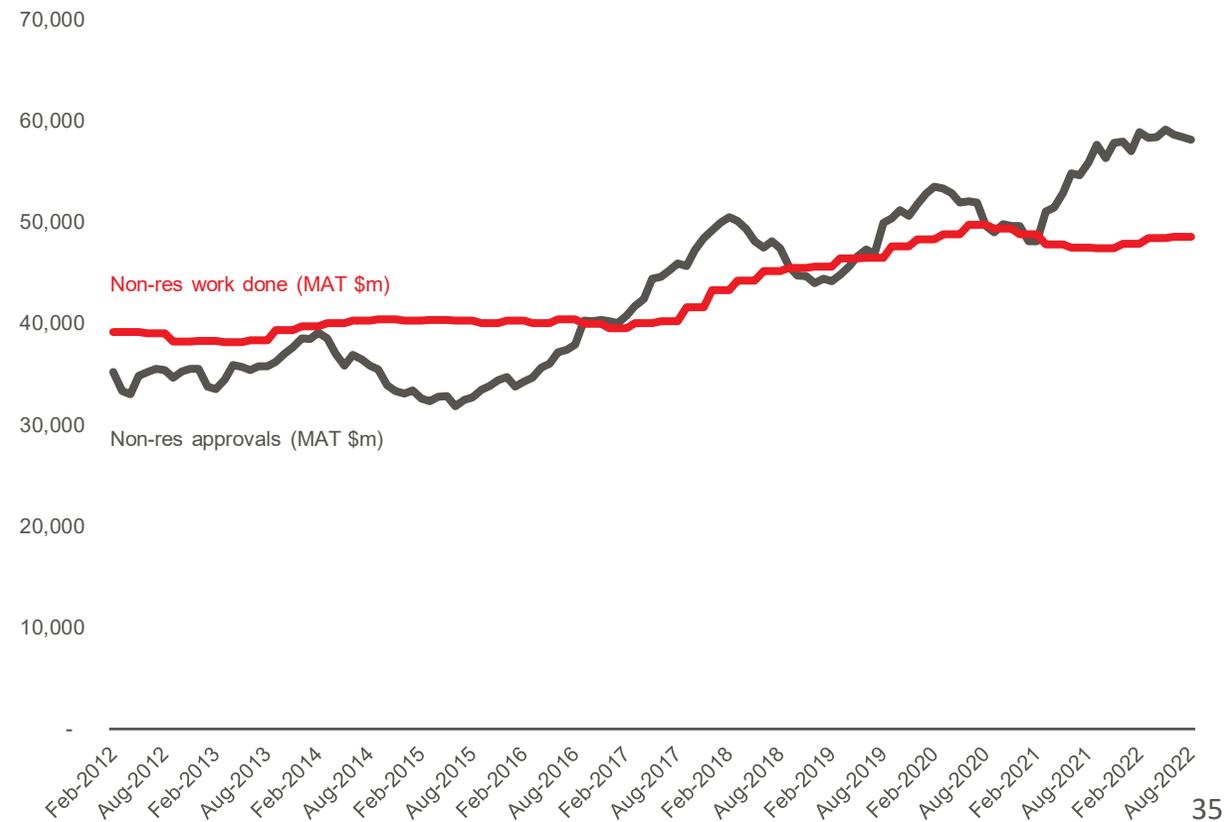
Source: ABS, quarterly NOM

# Support across different construction segments

## Recovery in multi-res pipeline



## Non-res construction pipeline growth



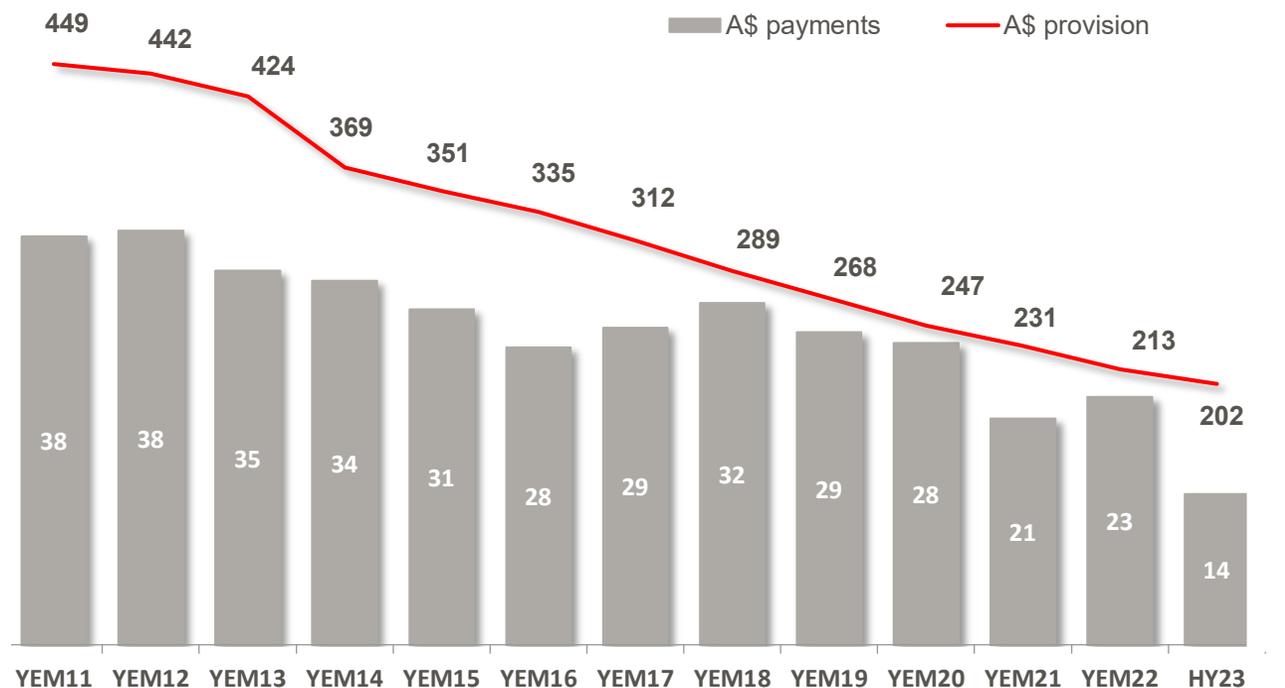
# Review of significant items

\$ million	HY23	HY22
Software-as-a-Service implementation costs	(6.3)	
<b>Significant items before finance costs and income tax</b>	<b>(6.3)</b>	–
Discount unwind and hedging relating to product liability provision	(2.4)	(1.8)
Recognition of capital tax losses	–	71.2
Income tax benefit on significant items	2.6	0.6
<b>Significant items after tax</b>	<b>(6.1)</b>	70.0
Significant items attributable to non-controlling interests	–	–
<b>Significant items after tax attributable to shareholders of CSR Limited</b>	<b>(6.1)</b>	70.0
Net profit after tax attributable to shareholders of CSR Limited	104.0	156.6
Significant items after tax attributable to shareholders of CSR Limited	6.1	(70.0)
<b>Net profit after tax before significant items attributable to shareholders of CSR Limited</b>	<b>110.1</b>	86.6

Additional information on significant items is contained in Note 3 in the half year report.

# Further reductions in asbestos liability

## Asbestos provision – A\$m



- Product liability provision of A\$202m
- Provision includes a prudential margin of A\$36m
- Cash payments A\$14m during HY23

# Disclaimer

---

The material contained in this document is a presentation of information about the Group's activities current as of 4 November 2022. It is provided in summary form and does not purport to be complete. It should be read in conjunction with the Group's periodic reporting and other announcements lodged with the Australian Securities Exchange (ASX).

This document may contain forward-looking statements, including statements of current intention, opinion and predictions regarding the Company's present and future operations, possible future events and future financial prospects. While these statements reflect expectations at the date of this document, they are, by their nature, not certain and are susceptible to change. CSR makes no representation, assurance or guarantee as to the accuracy of or likelihood of fulfilling any such forward-looking statements (whether express or implied) and, except as required by applicable law or the ASX Listing Rules, disclaims any obligation or undertaking to publicly update such forward-looking statements.

This document is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor.