

*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)*

21 October 2009

The Manager  
Company Announcement Office  
Australian Securities Exchange Limited  
Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

Dear Sir/Madam

We attach copy of slides being presented by Mr Mark Chellew, Managing Director and CEO, at the UBS Small Caps Conference in Sydney on 21 October 2009.

Yours faithfully

**Marcus Clayton**  
Company Secretary

# UBS Small Caps Conference

21 October 2009

Presented by:  
**Mark Chellew**  
Managing Director and CEO



## Agenda

- **ABL profile and history**
- **ABL financial performance**
- **Australian cement markets & industry structure**
- **ABL market position and geographical spread**
- **ABL strategic drivers**
- **ABL borrowings and cash flow**
- **2009 market and outlook**

## Adelaide Brighton profile

- A leading Australian integrated construction materials and lime producing company with high exposure to the engineering, infrastructure and resource sectors
- An S&P/ASX 200 company with operations in all states and territories, 1,500 employees - \$1.7bn Aus market capitalisation
- Well positioned to supply cement to all mainland states from its domestic manufacturing base, coastal supply & import facilities
- Market leader in lime manufacture in Australia, and the second largest supplier of cement
- Ninth largest lime producer on world scale
- Market leader in concrete masonry products and an emerging position in aggregates and ready mixed concrete
- ABL is highly cash generative with low gearing and balance sheet capacity for future organic and acquisitive growth
- ABL TSR performance July 2001 to October 2009 - number three in the ASX200

UBS Small Caps Conference - 21 October 2009



## Adelaide Brighton history

ABL origins go back to 1882 with the first manufacture of cement in South Australia  
Over the last decade:

- 1999 - Merger of ABL with Rugby plc's Australian subsidiary Cockburn Cement through share issue making Rugby a 55% shareholder
- 2000 - RMC Group plc acquire Rugby plc
  - Geelong cement factory closes bringing Australian cement capacity inline with market demand
- 2002 - Acquisition of Premier Resources Limited and Neil Mansell concrete establishing an eastern state downstream concrete business, NSW clinker import facility and substantial aggregate reserves at Hartley in NSW
- 2003 - ABL acquires Westlime lime assets in WA
  - ABL secures 25 year extension of shellsand resources in WA
  - ABL enters the masonry products market with the acquisition of 55% of C&M Brick and 100% of Rocla Pavers and Masonry
  - Unsolicited takeover offer by Boral Limited through acquisition of 19.9% of ABL's shares from RMC Group plc
  - RMC Group plc disposes of further 20% of ABL shares including 10% to Barro Group increasing their shareholding to 19.9%

UBS Small Caps Conference - 21 October 2009



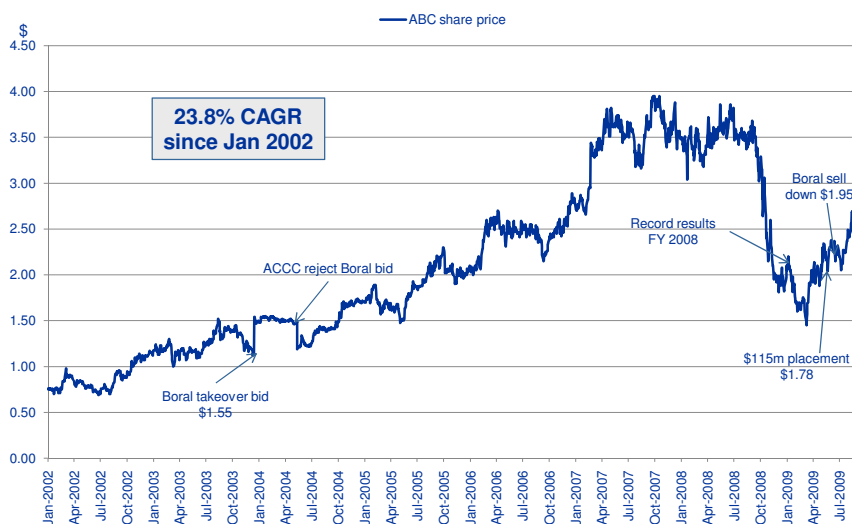
## Adelaide Brighton history

- 2004 - Boral Limited withdraws takeover offer for ABL following ACCC refusal for approval of the takeover
- 2005 - Clinker import strategy established, long term clinker supply contract signed with Mitsubishi of Japan
- 2006 - Acquisition of Rawlinna limestone quarry assets in WA from Loongana Lime Pty Ltd
  - Austen Quarry (Hartley) commissioned
- 2007 - Acquisition of 50% share of Mawson Group Victorian quarry and concrete
  - Operational Improvement Programme implemented
- 2008 - Acquisition of Queensland based Hanson Building Products Pty Ltd masonry products
  - Dividend Reinvestment Plan re-introduced
- 2009 - Institutional equity placement and Share Purchase Plan raised \$113.5m
  - Boral Limited disposes of shareholding to long term investors

UBS Small Caps Conference - 21 October 2009



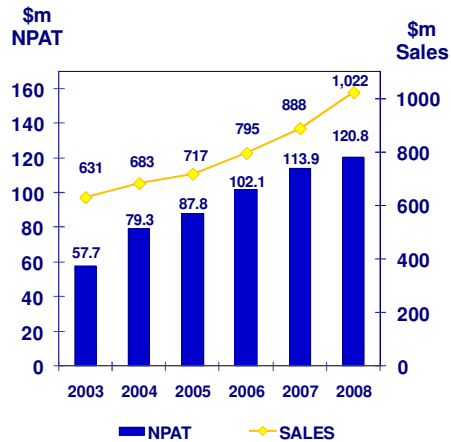
## Share price performance 2002 - 2009



UBS Small Caps Conference - 21 October 2009



## Historical sales and earnings

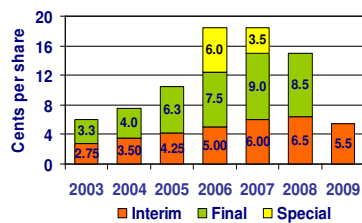


- Seventh year sales and earnings cycle peaked mid 2008
- 2009 cement demand down circa 15% ytd
- 2009 earnings impact mitigated by reducing lower margin imports
- Cement and lime operations running at capacity
- Lime demand level due to alumina and gold demand

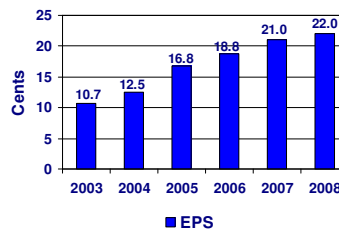
UBS Small Caps Conference - 21 October 2009



## Historical shareholders returns



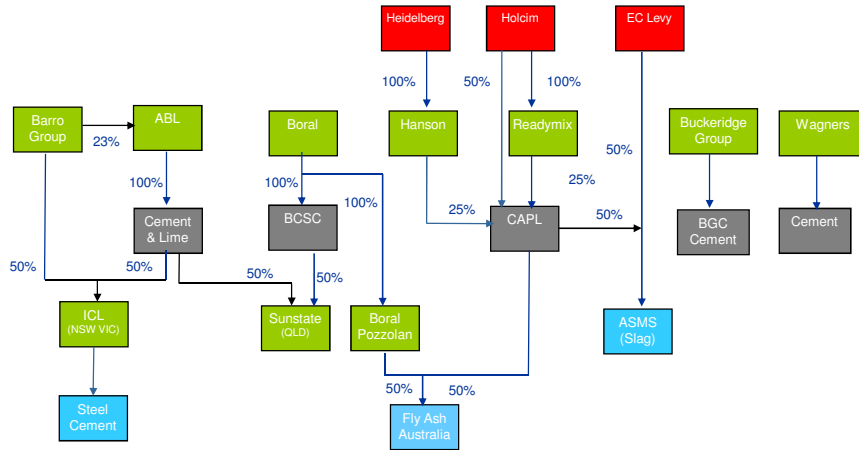
- Capital management strategy from 2006:
  - use of special dividends fully franked
  - payout ratio range 65 – 75%
- DRP introduced for 2008 interim
  - 38% uptake rising to 52% on 2009 interim
- EPS on 2009 full year earnings guidance 16.7 - 18.3 cents per share



UBS Small Caps Conference - 21 October 2009



# Australian cement industry ownership



ABL: Adelaide Brighton Ltd

BPS: Building Products Supplies

UBS Small Caps Conference - 21 October 2009

### Glossary

BCSC: Blue Circle Southern Cement

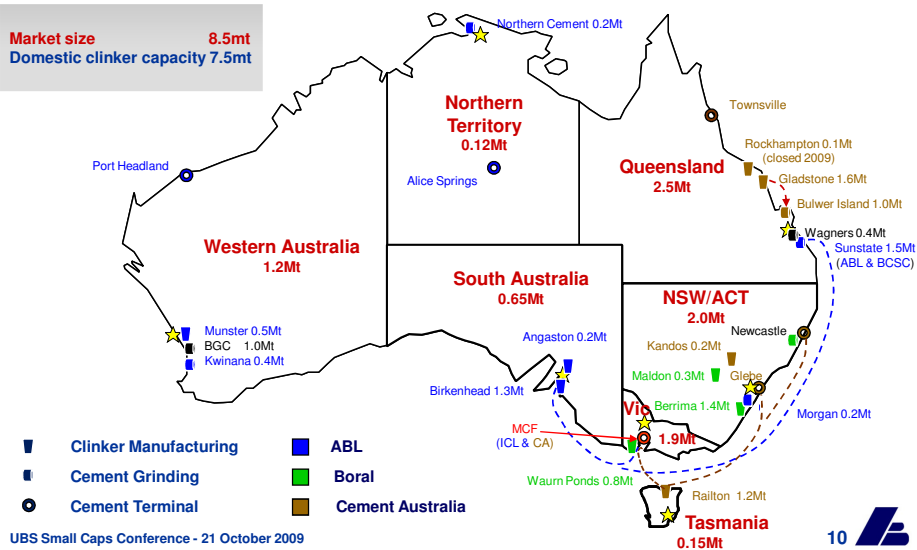
ASMS: Australian Steel Mill Services

ICL: Independent Cement & Lime

CAPL: Cement Australia Pty Ltd

9

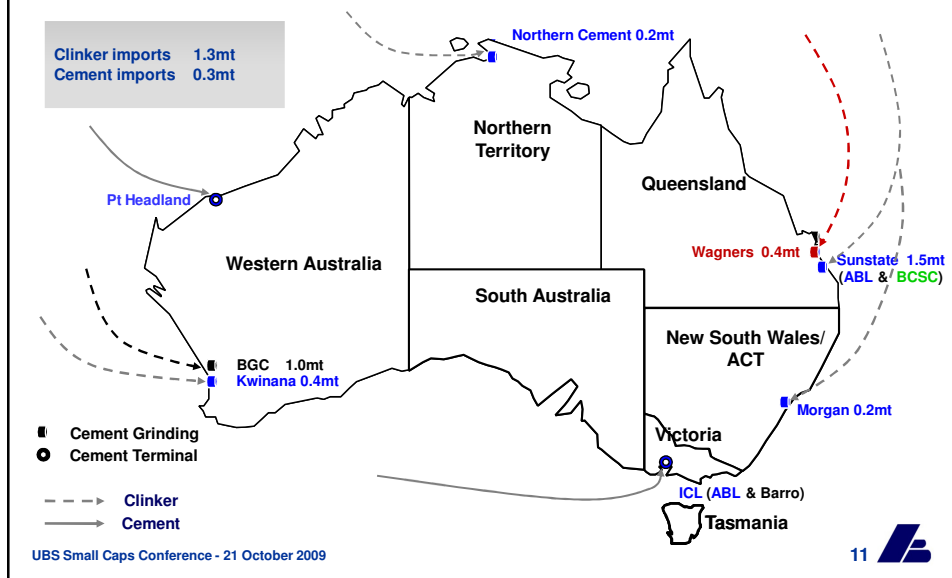
# Australian cement industry 2009



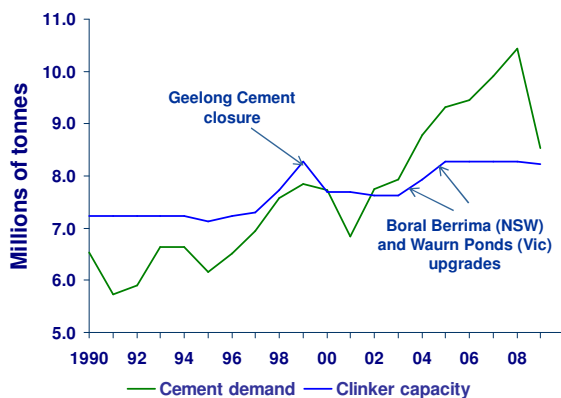
UBS Small Caps Conference - 21 October 2009

10

## Imported cement / clinker flows 2009

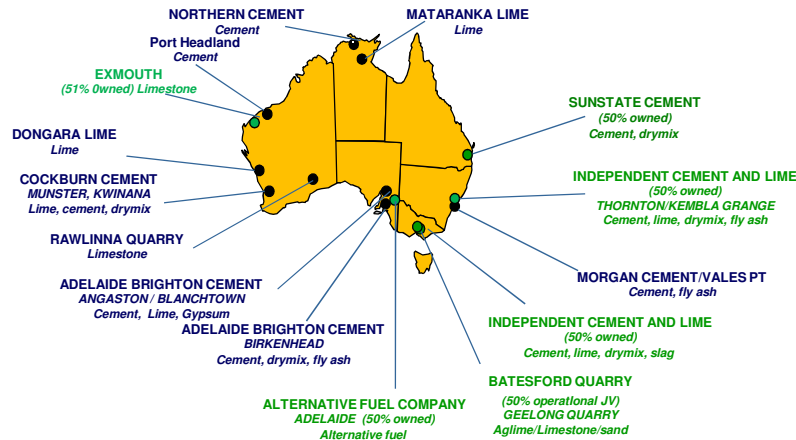


## Australian capacity and demand



- Industry has been at full capacity until 2009
- Qld and NSW market declines have created under utilisation in these states
- Wagners mill has also taken volume in Qld
- In 2009 Cement Australia have closed Rockhampton (100kt) and mothballed one Kandos kiln (250kt)
- ABL buying volume from majors displacing imports

## Adelaide Brighton's cement and lime geographical spread



UBS Small Caps Conference - 21 October 2009

13 

## Key Adelaide Brighton market position

- **Market leader in cement and lime in SA, WA and NT**
- **Eastern states competitors, Boral and Cement Australia (Holcim - Heidelberg) are key cement customers in WA and SA**
- **Strategic cement positions in NSW (Morgan) and in Qld and Vic through the Sunstate (Boral) and ICL (Barro) JV's**
- **Resource sector exposure to cement and lime demand:**
  - Mining sector in WA, SA and NT circa 8% national cement sales
  - Increasing lime demand from alumina and gold resource sectors
  - Uranium mining potential in SA (Olympic Dam) and NT (ERA Ranger expansion)
  - LNG expansions e.g. Gorgon

UBS Small Caps Conference - 21 October 2009

14 

## Adelaide Brighton strategy

- **Focused and relevant vertical integration – aggregates and concrete**
- **Lime development**
- **Cost reduction and operational improvement**

## Strategy overview – vertical integration

- **Aggregates and Concrete**
  - Fully vertically integrated position in NSW in combination with Morgan mill and Austen Quarry
  - Northern NSW growth: Hurd - aggregates, Hy-Tec - concrete
  - West Sydney aggregates: Austen Quarry
  - Regional Vic: Mawson Group 50%
  - NSW resource constraints post Penrith Lakes closure
- **Masonry Products – Australian market leader**
  - Central and eastern states. No presence in WA
- **Concrete as a driver for cement and aggregates pull through and eastern states leverage**

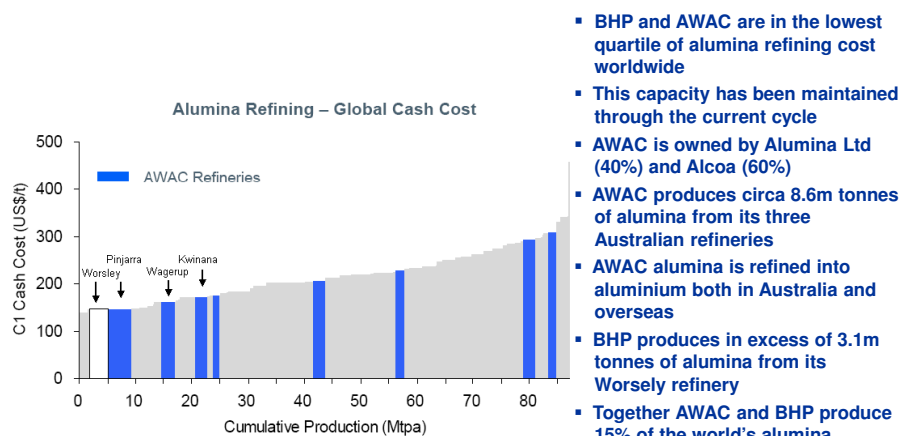
## Strategy overview - lime development

- **World lime demand (non captive) 160mt**
- **Highly fragmented industry**
  - Top 5 make up 22% market
  - Top 10 - 26%
  - Top 200 - 50%
  - Only 35 producers exceed 450kt pa
- **Market leader Lhoist (10%) and Carmeuse (7%)**
- **Key Australian resource sector uses:**
  - Steel: as a flux to remove impurities as slag
  - Alumina: Sinter process, limestone + lime, Bayer process, ++lime
  - Gold and silver: essential for cyanide leaching process
  - Ore concentration: copper zinc nickel and lead flotation
- **Other sector uses: building, water treatment, paper, glass and agriculture**

UBS Small Caps Conference - 21 October 2009



## Australian alumina scale and resilience



UBS Small Caps Conference - 21 October 2009



## Strategy overview - lime development

- **Key resource sector exposure in WA, SA and NT**
  - Alumina 70% (BHP-Alcoa and Alumina)
  - Gold 15%
  - Uranium and copper
- **1.27mt total lime capacity**
  - Munster WA 900kt + 210kt 'switch' from cement clinker kiln
  - Dongara WA 80kt peak demand provider to SE markets
  - Mataranka NT 30kt + potential for second vertical shaft kiln
  - Angaston SA 50kt currently shipping to SA and NT
- **ABL production scale provides customer security of supply**
- **Lime is a low input cost compound essential for base metal manufacture**
- **ABL has extremely strong position in WA with excellent resource dominance and security**

UBS Small Caps Conference - 21 October 2009



## Munster lime development



- **Highly efficient calciner and rotary kiln configuration**
- **Among the largest of their type worldwide**
- **Unique shellsand raw material - high quality**
- **\$22m invested to switch to coal from gas (supply constraints and cost)**
- **OIP plans to increase output by 275kt for \$25m investment**
- **Flexibility to meet key customer variable demand**

UBS Small Caps Conference - 21 October 2009



## Strategy overview - operational improvement

- **WA – strategic switch to coal in 2008 to displace higher cost gas**
  - \$7.0m cost increase avoided in 2008
  - \$3.5m cost saved lower coal price
- **Increased use of alternative fuels to supplement natural gas**
  - Annual increases in waste wood combustion – Sita-Resourceco JV
  - NT, SA and WA increasing waste oil fuel use
- **Phases II and III of lime capacity development plans deferred until resource sector demand curve resumes**
- **Increased cement output - Birkenhead shutdown strategy**
  - 2009 annual shutdown reduced to 20 days v 28+ days
  - Re-scheduled in February 2009
  - Electric power price risk management benefits

## ABL's 2009 key profit influences

- **Geographic and sector spread in the construction and resource sector industries**
- **Circa 15% decline in cement sales met through lower margin import reductions**
- **All cement and lime plants operating at capacity**
- **Cement price increases circa 5% in core markets**
- **Lime price increases circa 7% over pcp**
- **Lime demand level - alumina and gold sector resilience**
- **Continued focus on lime pricing as long term contracts expire**
- **Concrete and Masonry products weakness in Qld and NSW**
- **Profit optimisation programmes to deliver \$15m EBIT benefit**
- **Reduced interest expense - lower borrowings and cash rate**
- **Australian dollar strength moving toward 2008 Q2 highs v US\$**

## Outlook Australian ETS update

### ABL supports the implementation of an Australian emissions trading scheme, the Carbon Pollution Reduction Scheme

- ABL has a high carbon intensity on a revenue basis due to the emissions from cement and lime manufacture – 3MtCO<sub>2</sub>-e pa
- Government Energy Intensive Trade Exposed (EITE) Guidance paper Feb 2009 recognises the need for cement and lime industries to receive EITE assistance
- CPRS Bill was defeated in Senate. Revised Bill will be voted on in Nov 09
- Opposition and Government are negotiating amendments
- Free carbon allocations EITE industries – to cover 94.5% in year 1
- July 2011 start date with first year \$10/t carbon price cap
- ABL is progressing strategies to mitigate future carbon risk
  - Optimising plant efficiency
  - Substitution of clinker with cementitious additives and mineral fillers
  - Increased use of biomass fuels

## Outlook – market

- There is growing consensus that the current Australian economic downturn has bottomed out and was milder than predicted
- ABL cement sales volume projections down circa 15% over 2008 with favourable geographic mix
- ABL lime demand projected level
  - weakness in non alumina, (nickel and steel) offset by alumina and gold sector strength (circa 85% of demand)
- Aggregates demand level. Supported by larger road contracts and Mawsons in regional Victoria
- Concrete masonry products showing some seasonal recovery from a low base
- Key recovery drivers will come from the residential and infrastructure sectors

## Outlook – residential

- **Residential construction activity increasing**
  - Government first/new homeowner stimulus will drive construction activity from Q4 2009
  - Increase in home loans since Sept 2008 +32% of which +25% related to new homes
  - Housing affordability index lowest since 2002
- **Population growth +2.1% driving housing inventory shortages**
- **Average house prices down 1.4% year to June, up 4.2% in June quarter (first increase since March 08)**
- **Three month rolling average housing approvals have begun to recover from January lows**
- **Consumer confidence at 10 year highs**
- **Cash (bank) rate was at 49 year low - 3%**

UBS Small Caps Conference - 21 October 2009



## Outlook – commercial and infrastructure

- **\$28.8bn government infrastructure stimulus package**
  - Construction (\$14.1bn) and repair (\$2.1bn) of primary and secondary school infrastructure
  - Social housing construction and repair (\$1.0bn)
  - 14 road and 17 rail projects (\$2.3bn)
  - Additional state investment added to attract federal expenditure
- **Schools infrastructure - funding allocated for 10,701 projects. Construction now underway**
- **Four road projects including the \$451m SA Northern Expressway and the \$900m Western ring road in Melbourne have commenced**
- **Seasonally adjusted non residential building approval values doubled in June – driven by Government education spending**
- **However, private commercial construction activity continues to decline due to lack of project financing**

UBS Small Caps Conference - 21 October 2009



## Outlook ABL profit optimisation plans

- The eight year Australian construction sector growth cycle peaked mid 2008
- ABL implemented Divisional profit optimisation plans in Q4 2008
- Rigorous review of all input costs undertaken with focus on:
  - Cement and Lime - \$10m target:
    - Reduced contractor utilisation
    - Key materials and services contract pricing and sourcing
    - Maintenance planning expenditure and control
  - Concrete and Aggregates - \$3.0m target
    - Increased use of alternative cementitious materials
    - Matching operating capacity to meet market demand
  - Concrete Masonry Products - \$2.0m above Hanson consolidation synergies
    - Reduced operating capacity to meet market demand
    - Three plants mothballed/closed
    - Circa \$1.4m redundancy costs in 2009

UBS Small Caps Conference - 21 October 2009



## Outlook 2009 cash flow optimisation

- Working capital management tightening through strict adherence to customer trading terms
- Resistance to suppliers seeking to tighten trading terms
- Debtor days outstanding improvement over 2008 - no material bad debts YTD 2009
- Inventory management focus on cement spare parts and masonry products finished goods
- Capital expenditure constrained to essential, sustaining and short term payback only FYF \$45m
- Continuation of Dividend Reinvestment Plan with 52% acceptances for 2009 interim dividend
- 2009 year end gearing guidance - debt to equity below 25%

UBS Small Caps Conference - 21 October 2009



## Outlook ABL debt profile

ABL has \$510m of debt facilities with its three principal Australian banks CBA, NAB and Westpac. ABL refinanced its debt nine months early in June 2008:

\$310m expires on 30 June 2010

\$210m expires on 30 June 2011

Year end 31 December 2009 debt projection \$225m

Each bank will participate in refinancing of 2010 facilities in Q1 2010

Common banking covenants:

Ratio	Measure
Liquidity	EBIT / interest
Leverage	Debt/ (debt + equity)
Net tangible assets	

ABL operates well within all three ratios

UBS Small Caps Conference - 21 October 2009



## 2009 Outlook – ABL cash flow and profit

- Focused profit optimisation plans engaged in Q4 2008 by all Divisions - secure \$15m EBIT benefit v 2008
- Benefits from lower cash rate and \$113.5m share placement – finance expense will be circa \$15m below 2008
- Increase in 2009 free cash flow through effective working capital management and capital expenditure constraint
- Rising A\$ beneficial for second half import cost – however, may limit potential for future upside in domestic prices
- Year end gearing will be below 25%
- ABL's 2009 dividend will be fully franked, toward the lower end of the Board's preferred 65% – 75% payout ratio range
- ABL's net profit after tax guidance for 2009 \$105m - \$115m

UBS Small Caps Conference - 21 October 2009

