

Bell Potter Emerging Leaders Conference

29 May 2024



BRICKWORKS

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Today's Speakers

Mr. Mark Ellenor

Chief Executive Officer



Mr. Grant Douglas

Chief Financial Officer

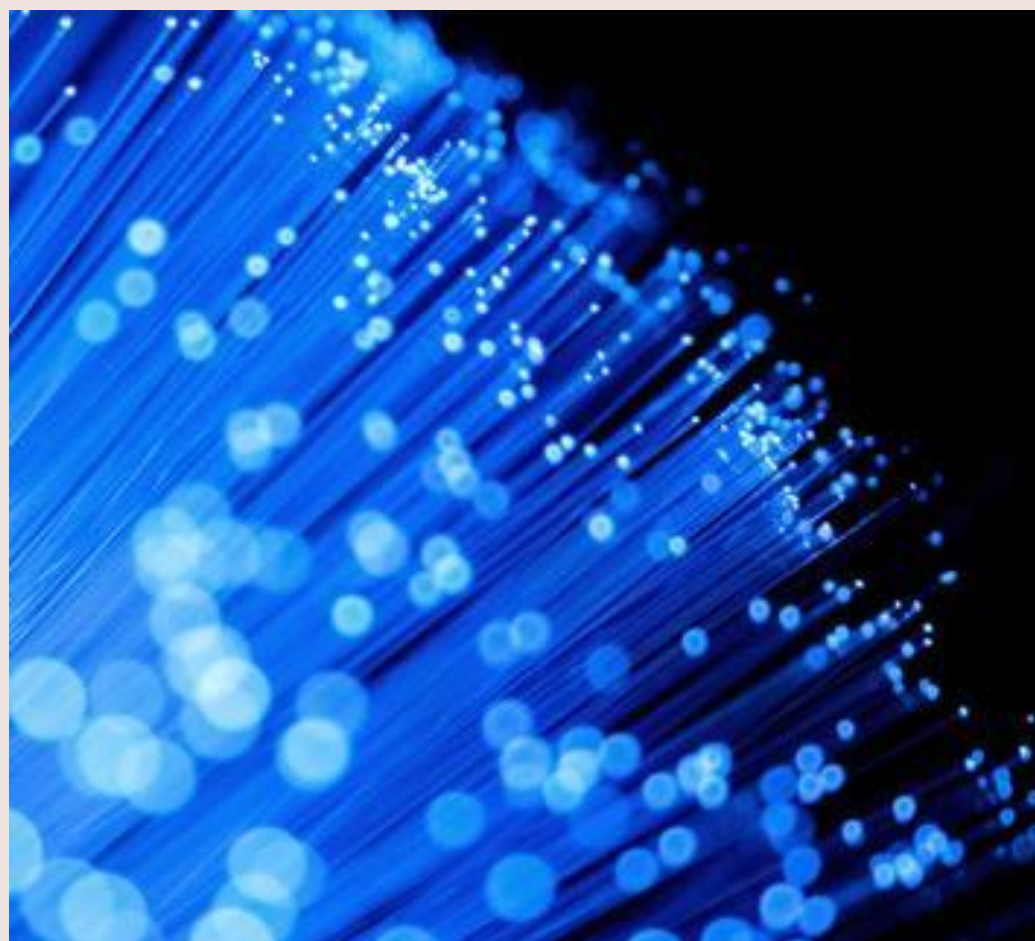


Brickworks Overview

Brickworks has a diversified portfolio of attractive assets across four divisions

Investments

26.1% interest in SOL
14.8% interest in FBR



Property

Joint Venture Industrial
& Manufacturing
Property Trusts with
Goodman Group



Building Products Australia

Australia's leading
brickmaker + strong
positions in other
building products



Building Products North America

Leading brickmaker in
the Midwest and
Northeast regions of
USA



Investment Proposition

Asset Backing

Brickworks' portfolio is backed by considerable asset value

Dividend Growth & Value Creation

Brickworks' has delivered superior shareholder returns and has a long history of dividend growth

Major Shareholder of Soul Patts

Brickworks' is the largest shareholder of Soul Patts, Australia's leading publicly listed investment house. The value of Brickworks stake is \$3.0 billion¹

Industrial Property Development Pipeline

Brickworks' holds a portfolio of prime industrial property that is exposed to structural tailwinds, with a strong development pipeline and rental growth profile

Exposure to Australian Housing

Through its position as Australia's leading brickmaker, Brickworks has significant exposure to the forecast uplift in Australian housing construction

Growth Platform in North America

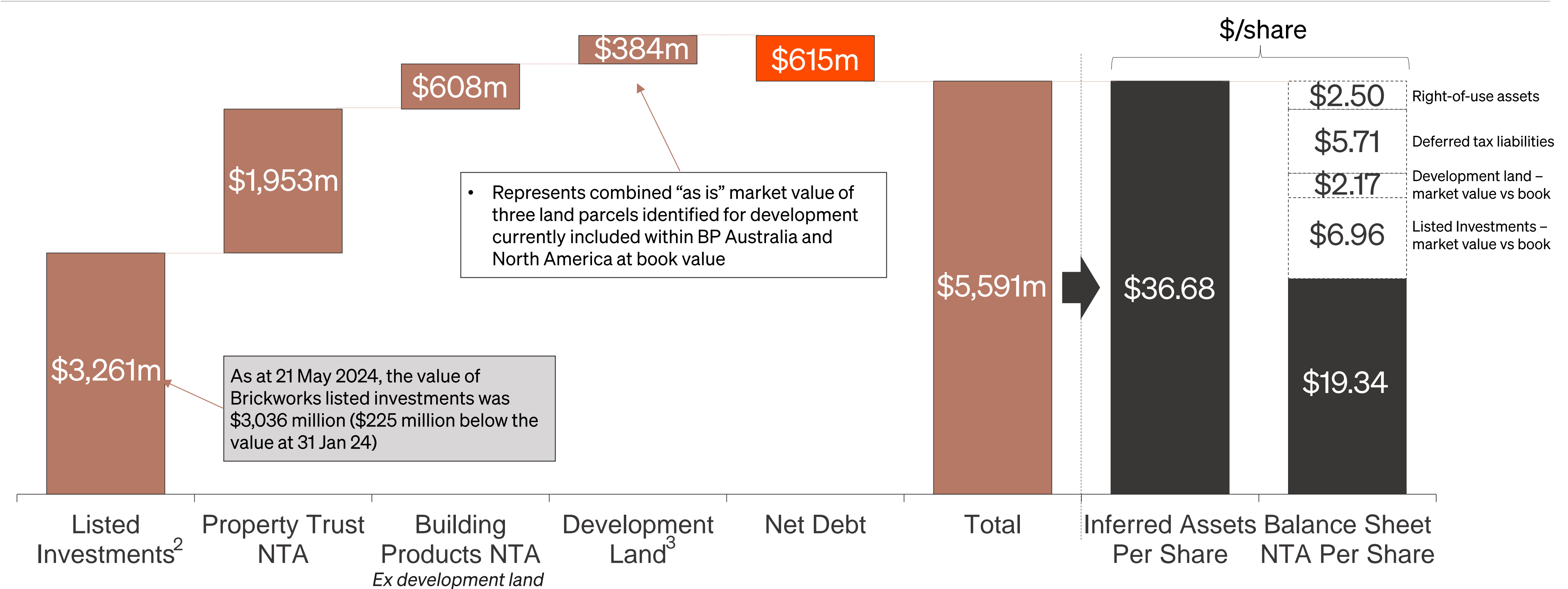
Following several acquisitions and a period of plant rationalisation, Brickworks has established a strong platform to grow earnings in Building Products North America

¹. As at 21 May 2024

Asset Backing

Brickworks’ portfolio is backed by considerable asset value

Inferred Asset Value¹ (31 Jan 24)



1. Asset values as at 31 Jan 2024. Building Products NTA includes AASB 16 (Leases) right-of-use assets

2. Includes SOL and FBR shareholding at market price 31 Jan 24

3. “Development Land” comprises three sites identified for development, currently held at book value within Building Products. Based on independent market valuations, these sites have a combined “as-is” value of \$384 million

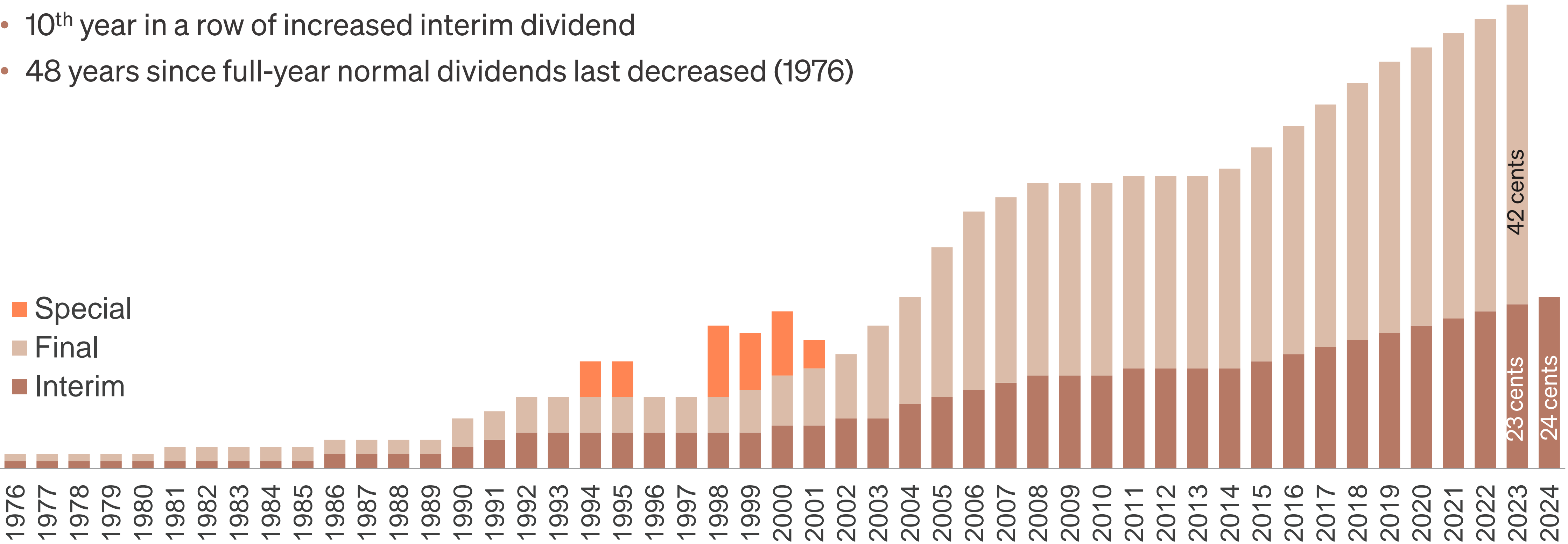
Dividend Growth

Brickworks’ normal dividend has been maintained or increased since 1976

Brickworks Dividend History

Cents per share

- 24 cents per share interim fully franked dividend, up 4%
- 10th year in a row of increased interim dividend
- 48 years since full-year normal dividends last decreased (1976)



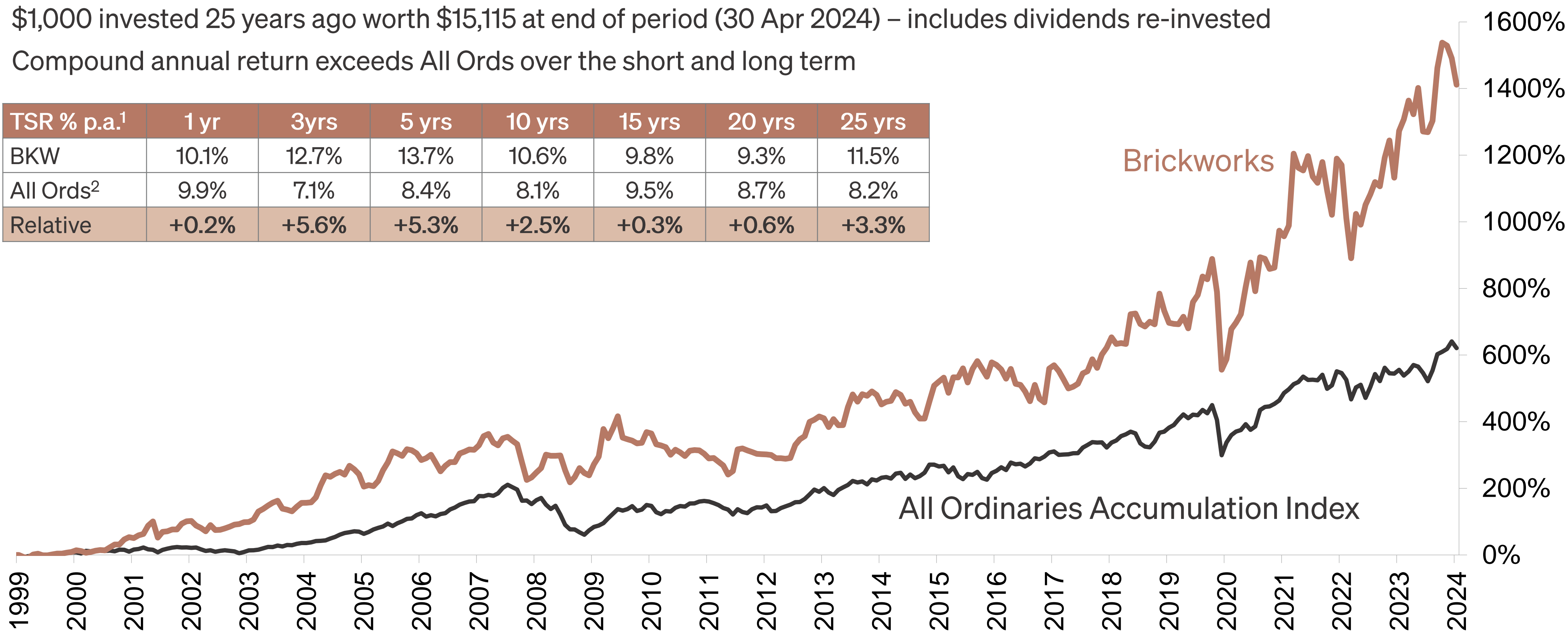
Total Value Creation

Brickworks has created significant shareholder value over the long term

Total Shareholder Returns (25 Years)¹

- \$1,000 invested 25 years ago worth \$15,115 at end of period (30 Apr 2024) – includes dividends re-invested
- Compound annual return exceeds All Ords over the short and long term

TSR % p.a. ¹	1 yr	3yrs	5 yrs	10 yrs	15 yrs	20 yrs	25 yrs
BKW	10.1%	12.7%	13.7%	10.6%	9.8%	9.3%	11.5%
All Ords ²	9.9%	7.1%	8.4%	8.1%	9.5%	8.7%	8.2%
Relative	+0.2%	+5.6%	+5.3%	+2.5%	+0.3%	+0.6%	+3.3%



¹. Investment period shown is 30 Apr 1999 – 30 Apr 2024. Includes dividends re-invested.

². All Ordinaries Accumulation Index

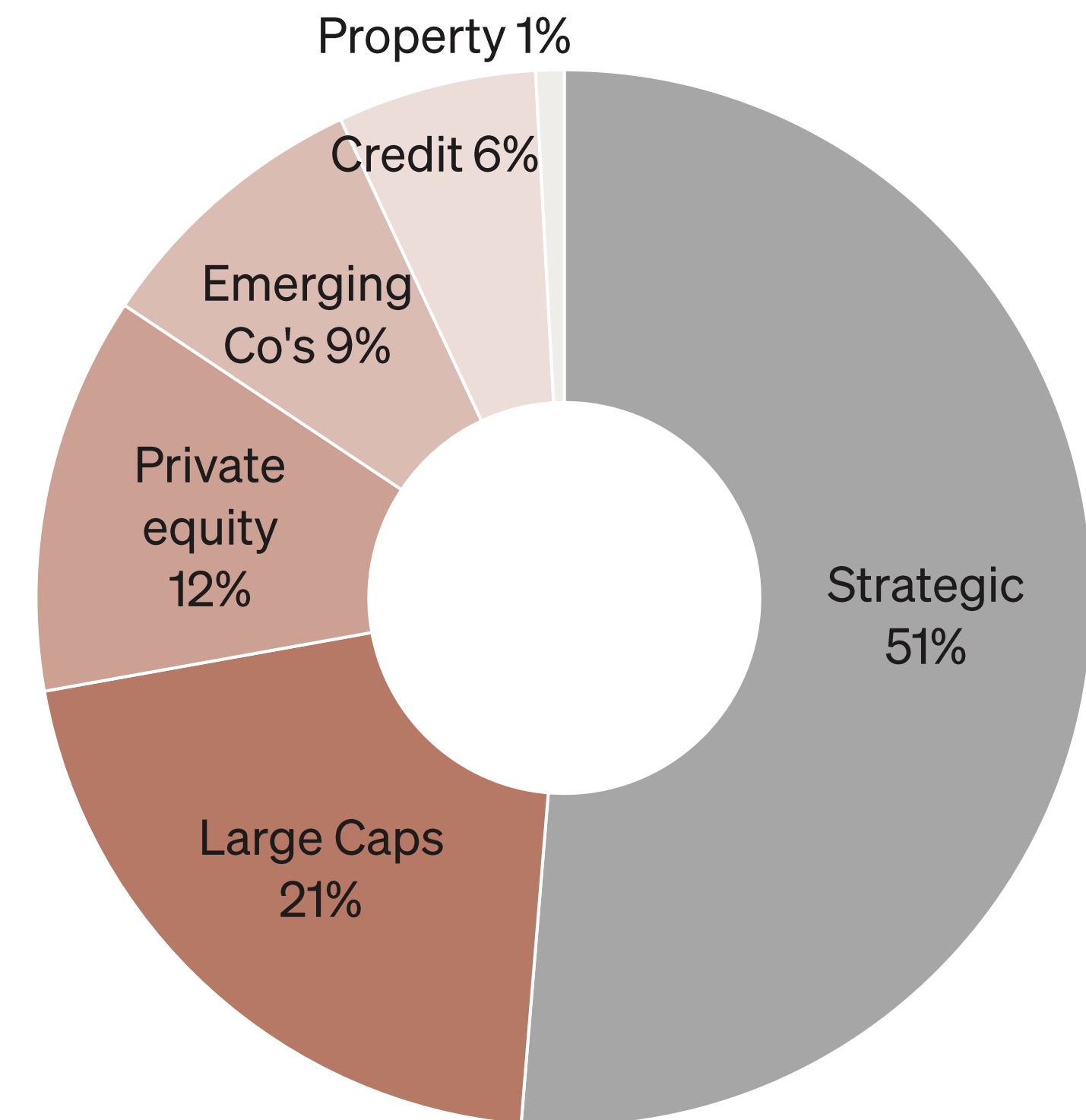
Major Shareholder in Soul Patts (ASX:SOL)

Brickworks is the largest shareholder in Australia's leading publicly listed investment house

Investment in Soul Patts

- Brickworks investment in WSHP (ASX: SOL) dates back to 1968
- The stake in WHSP has delivered outstanding returns, steadily increasing dividends and diversification
 - 12.0% p.a. total shareholder returns over the past 20 years¹
- Soul Patts is Australia's leading publicly listed investment house
 - Total portfolio net asset value (pre-tax) \$11.5 billion²
 - Diversified portfolio spanning various asset classes
 - Top 50 ASX listed company (by market cap)
- Brickworks holds 94.3 million shares (26.1% share), with a market value of \$3.0 billion³

Soul Patts Asset Exposure²



1. As at 30 April 2024

2. As at 31 January 2024

3. As at 21 May 2024

Property – Overview

Brickworks holds a vast portfolio of property assets with significant growth potential

Joint Venture Property Trusts

Industrial JV Trust



- \$1.758 billion BKW net asset value
- Prime industrial / logistics, tenanted by third party customers
- Estates across Sydney and Brisbane
- Development land held within Trust provides significant further growth

BKW Manufacturing Trust



- \$195 million BKW net asset value
- Manufacturing sites, tenanted by Brickworks subsidiaries
- Properties located across Australia
- Some opportunities to develop sites to improve utilisation

Brickworks 100% ownership

Operational + Surplus Land



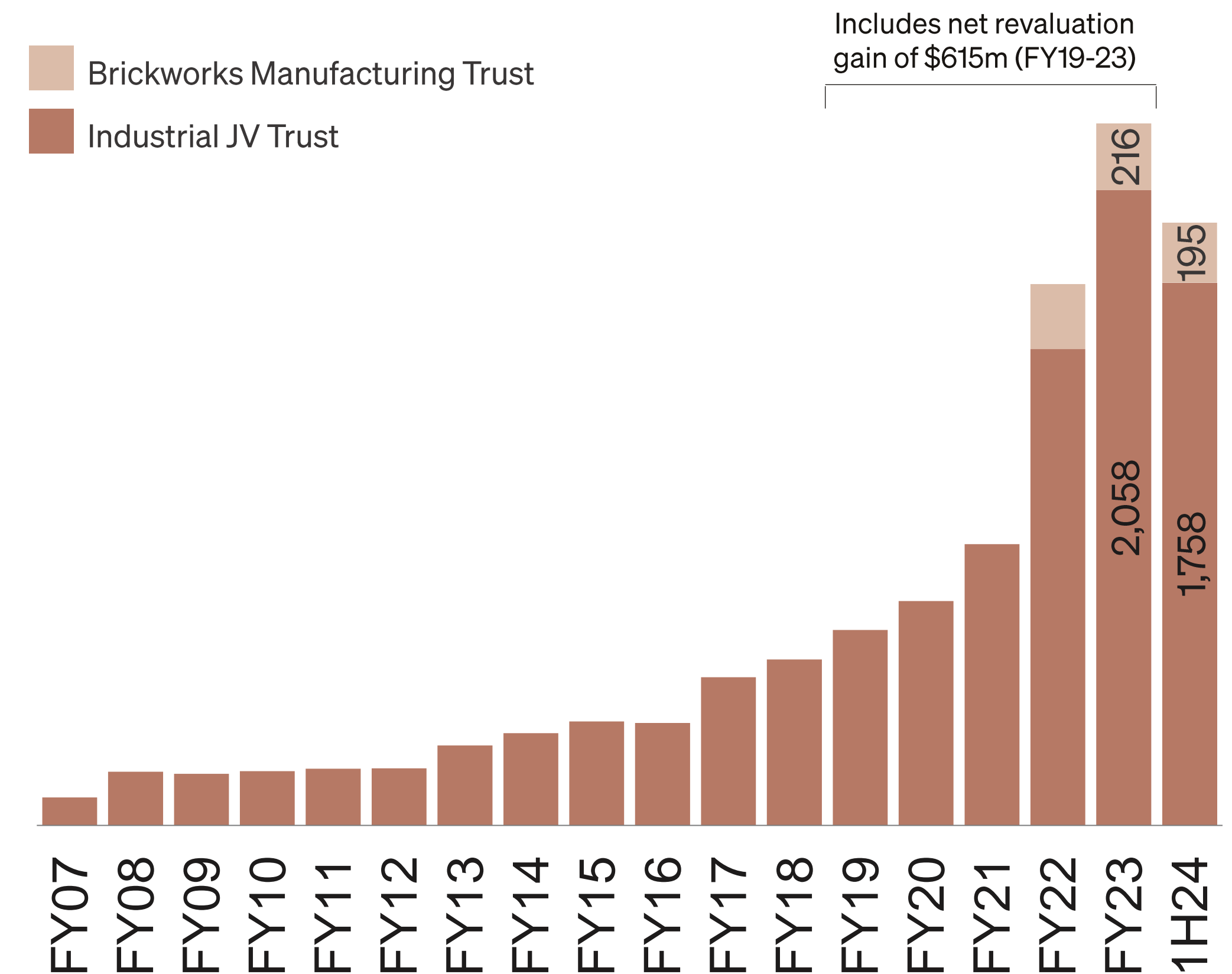
- Significant additional value
- Key development sites include:
 - Horsley Park (NSW)
 - Craigieburn (VIC)
 - Mid-Atlantic (PA, USA)

Exposure to Structural Tailwinds in Industrial Property

Strong asset growth driven by development activity and structural tailwinds

- Brickworks has a well-established property strategy, focussed on maximising the long-term value of land assets originally held within Building Products
- Total gross assets \$5.2 billion
 - Includes leased assets of \$4.3 billion and \$1.0 billion development land
- After including debt, Brickworks 50% share of net assets is valued at \$2.0 billion (as at 31 Jan 24)
- Structural tailwinds have supported customer demand and asset growth
 - Industry trends to online shopping has increased the demand for “last-mile” logistics and warehousing
 - Growing demand for sophisticated and higher value facilities (including robotics, multi-storey)

BKW share of Net Property Trust Assets \$millions



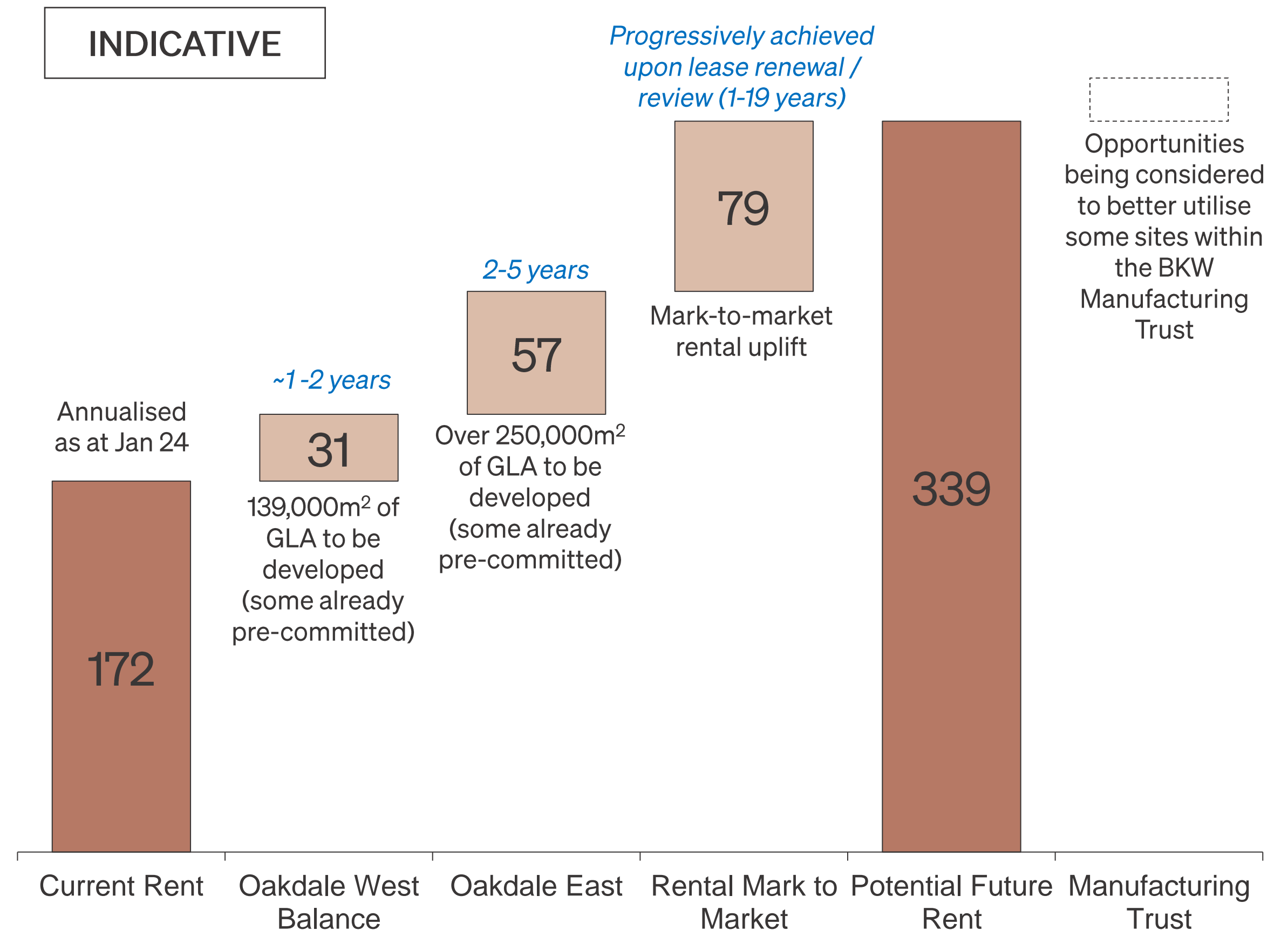
Significant Growth in Rental Income

There is a considerable opportunity to increase rental income from the Property Trusts over the coming years

- Current annualised rent is \$172 million
- The average passing rent within Industrial JV Trust is \$147/m², 35% below current market rent (~\$225/m²)
- At market, the rent potential (of current Trust assets) is circa \$340 million. This includes:
 - Completion of Oakdale West (+\$31m)
 - Completion of Oakdale East (+\$57m)
 - Mark-to-market rental uplift on currently leased assets - upon renewals (+\$79m)
- Around 35% of existing leases have rental caps that will likely delay the full realisation of the mark-to-market rental uplift on those facilities
- No further capital investment is required by Brickworks to achieve uplift in rent
- Future market rent to continue to be supported by the significant increase in construction costs, strong demand and tight supply

Potential Growth of Property Trust Net Rent¹

\$million



1. Forecasts assume net rent of \$225/m² (representing the June 2023 average market rent for prime industrial property in Western Sydney)

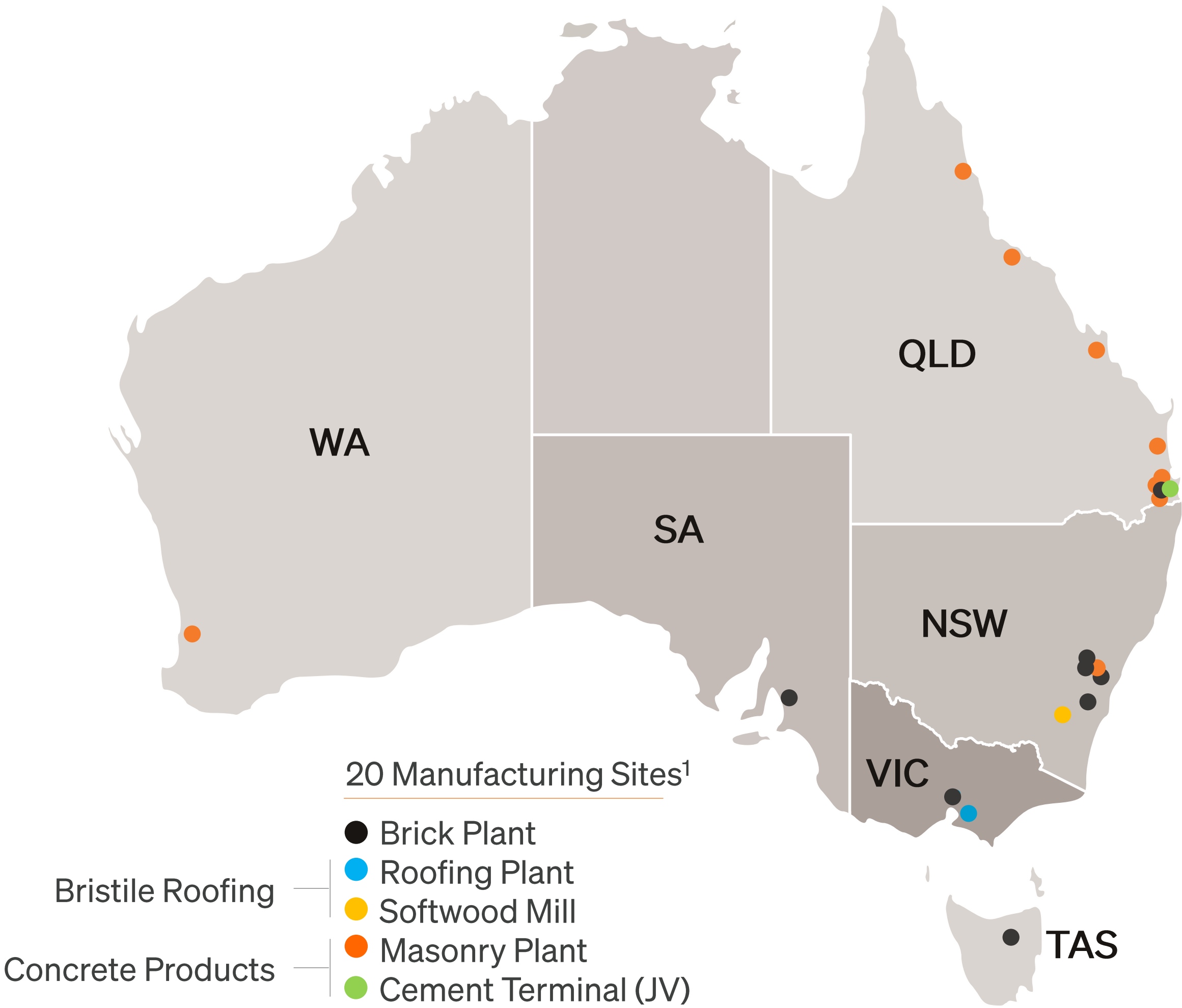
Source: Colliers Research

Oakdale East Development Site (24 April 2024)



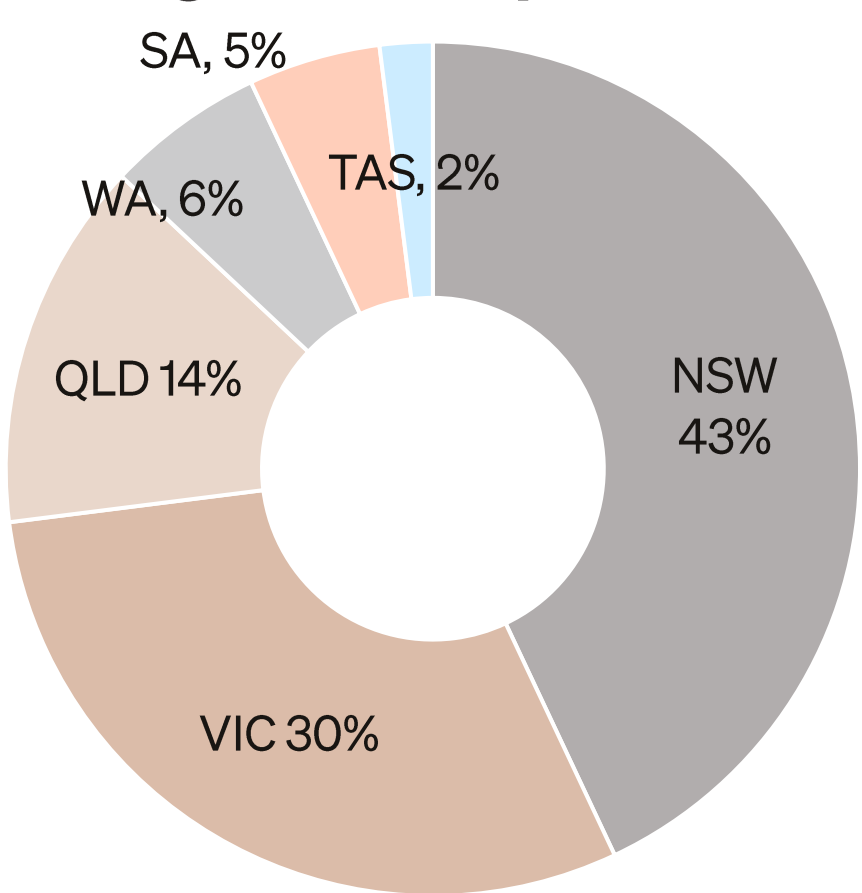
Exposure to Australian Housing

As Australia’s leading brickmaker, and with strong positions in other building products, Brickworks has significant exposure to the anticipated increase in residential construction activity

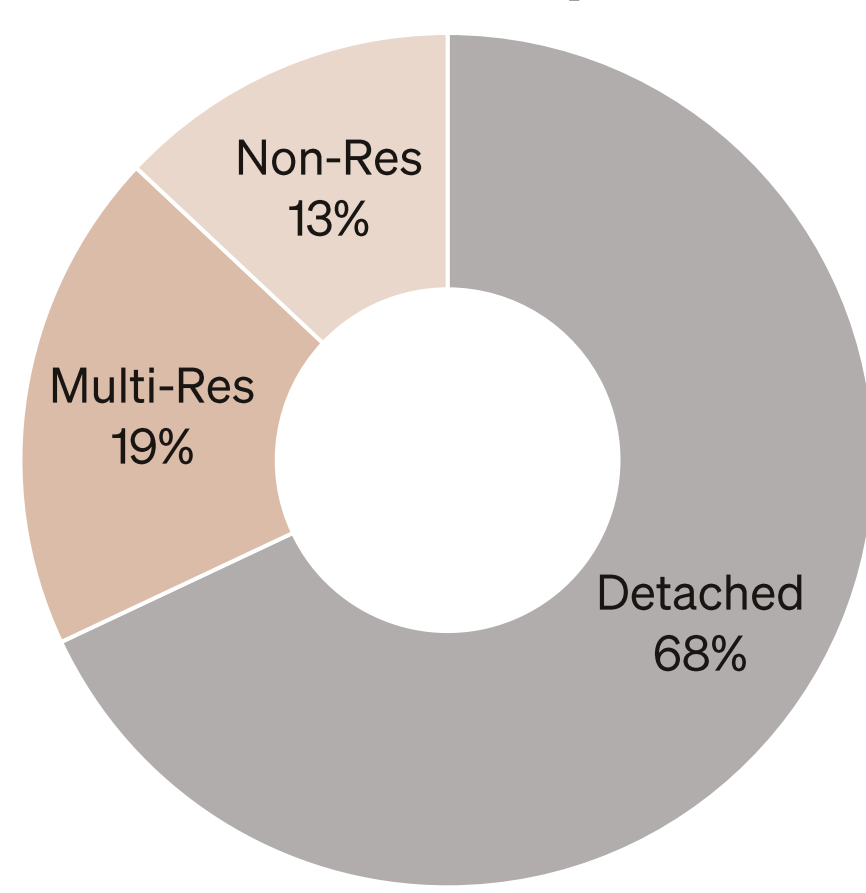


¹. Operating sites only. As at 31 Jan 2024

Regional Exposure

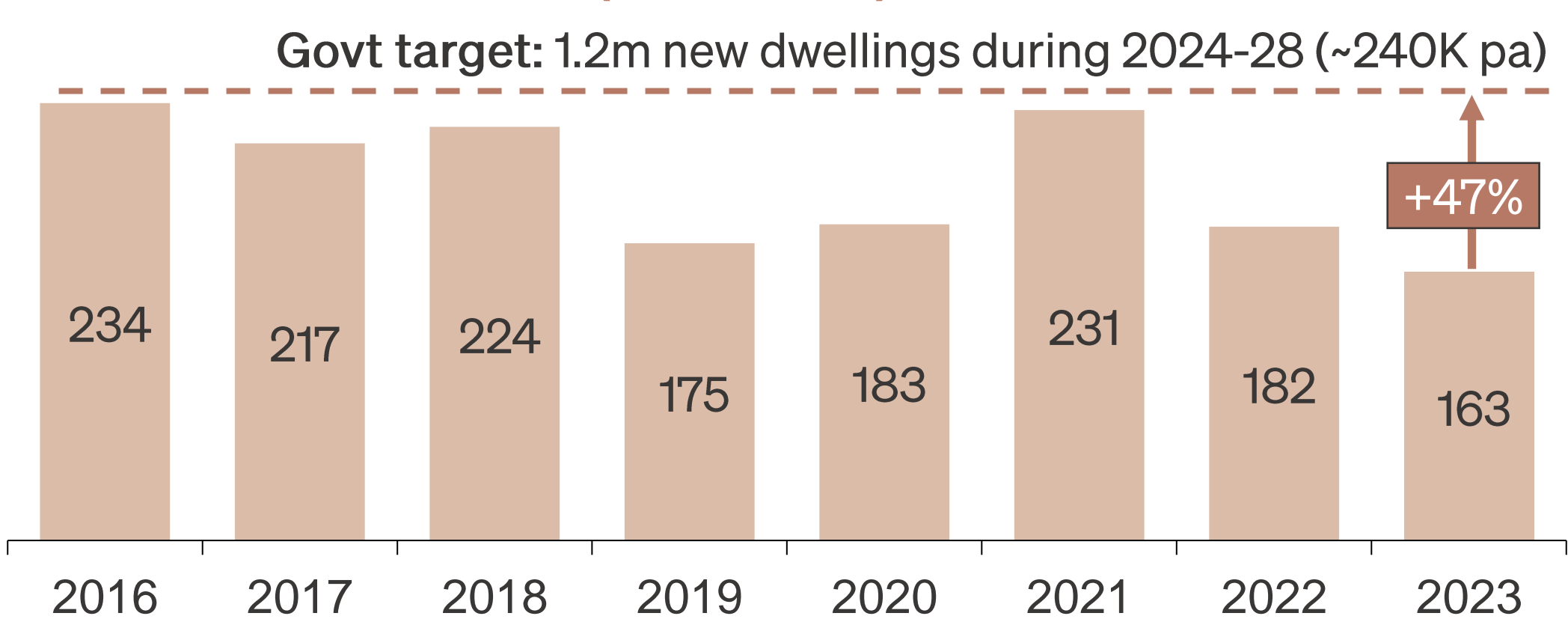


End-Market Exposure



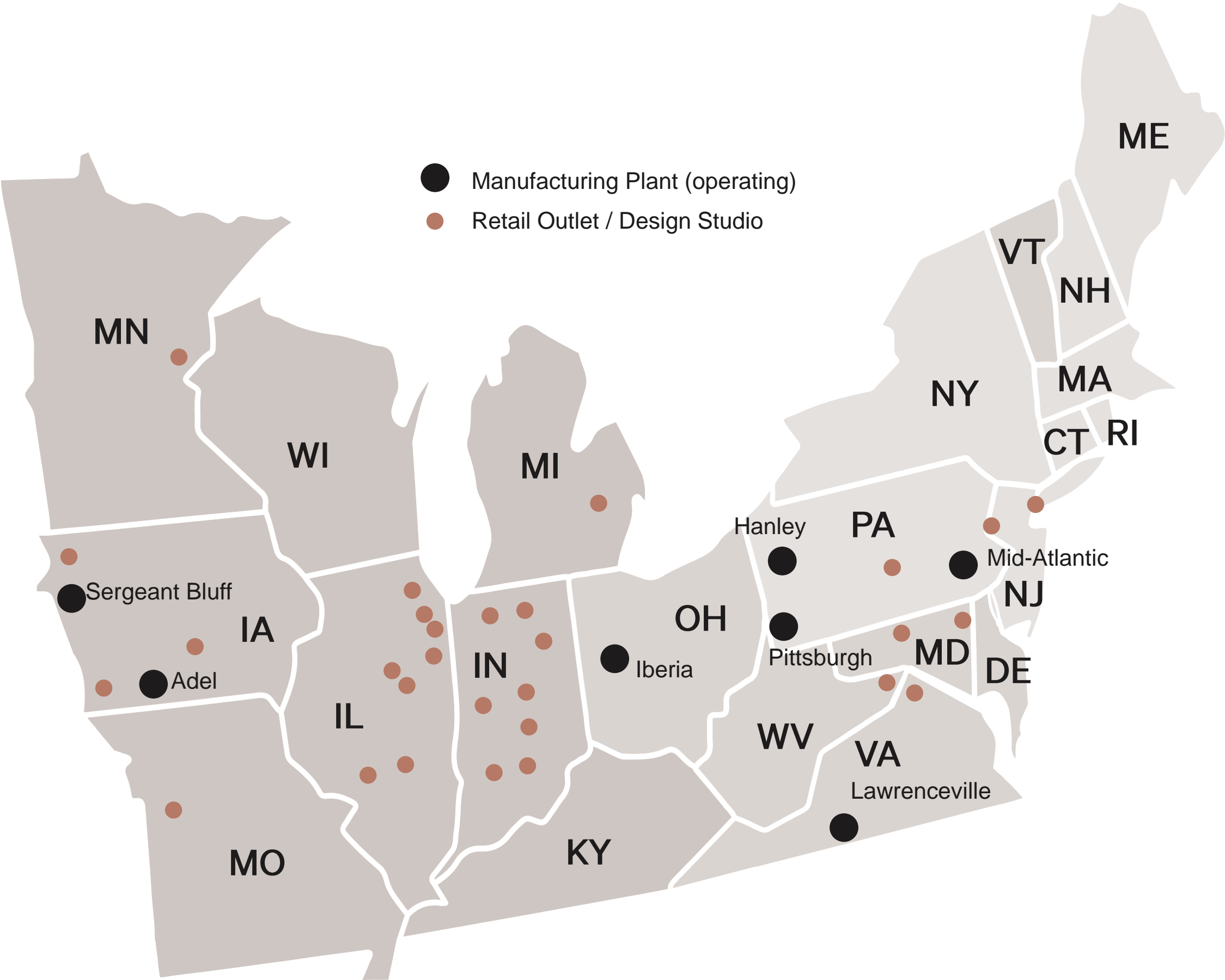
Australian Residential Commencements

'000 Commencements (Source: ABS)

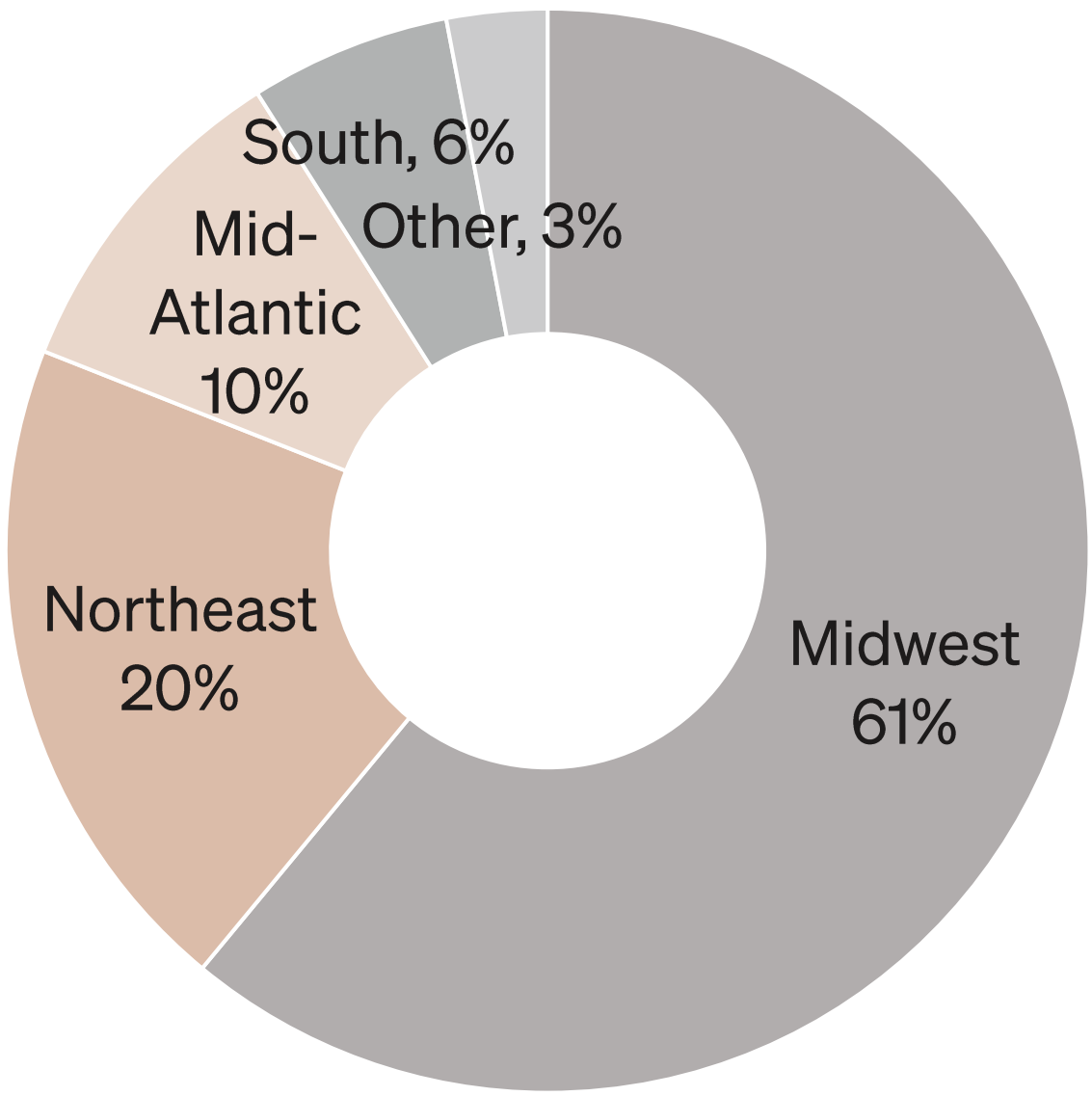


Growth Platform in North America

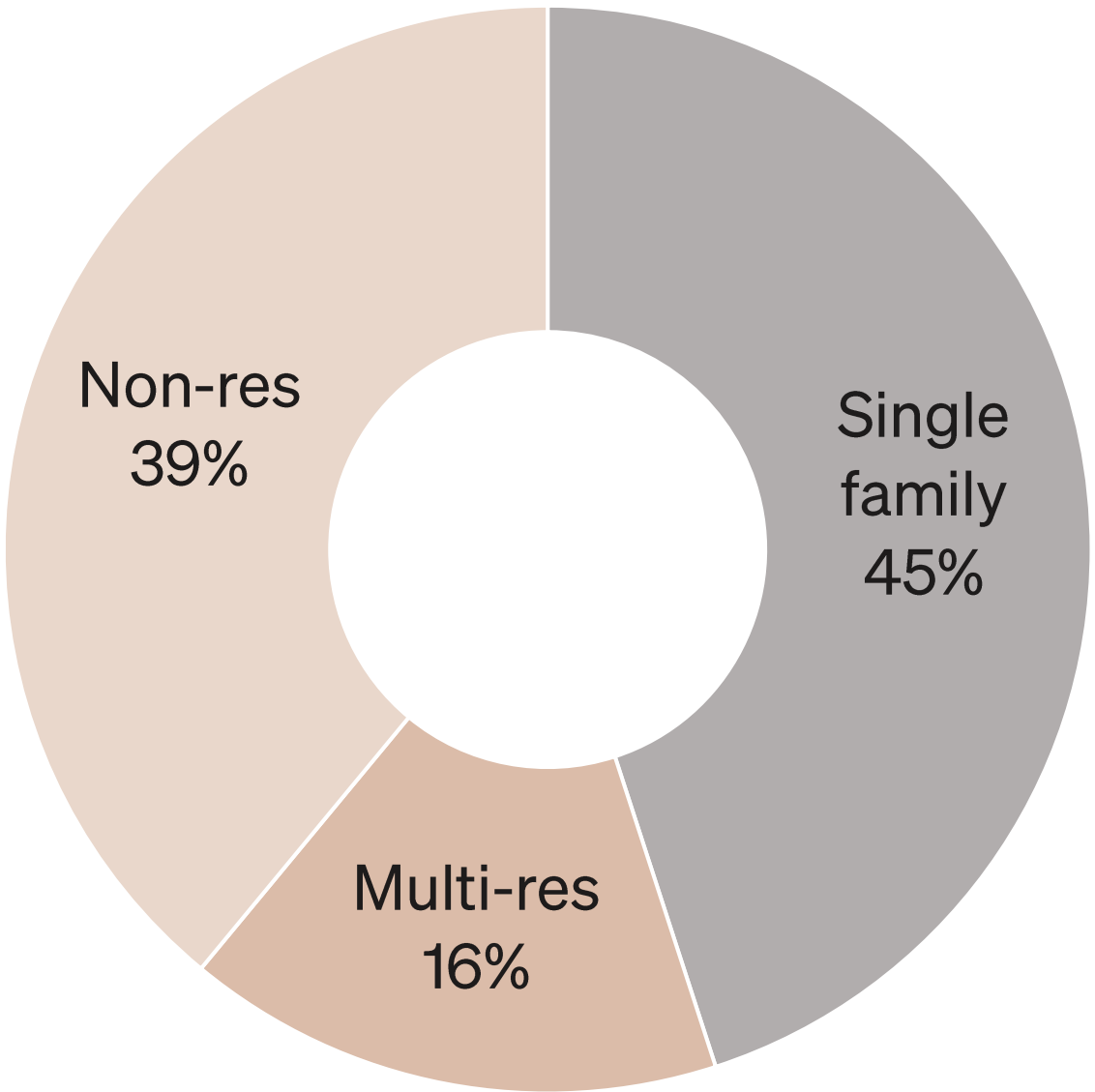
Brickworks has established itself as the leading brickmaker in the Midwest, Northeast & Mid-Atlantic regions of USA



Regional Exposure



End-Market Exposure



Building Products – Simplification and Rationalisation

Having modernised our plant fleet over the past five years through a significant investment program, Building Products is well-placed to meet increased demand over the next decade

Building Products Australia

- Significant investment program now completed
- Modern plants across all key markets:
 - New brick and masonry plants in NSW
 - Plant investment / consolidation completed in VIC a decade ago (bricks)
 - Major upgrades completed in QLD and SA (bricks)
- Limited new capital expenditure required
- Portfolio simplification and restructuring completed
 - Operating sites reduced from 33 (in 2018) to 20 (as at Jan 2024)
 - Focus on higher returning operations
 - Consolidation of Austral Bricks and Masonry

Building Products North America

- Multi-year plant rationalisation program complete
- The program has caused short-term disruption, however, together with plant upgrades, will deliver improved efficiency and lower costs

Production Metrics	Before ¹	Current
Plants (Bricks + Stone)	16	7
Kilns (Bricks)	19	9
Production capacity (m bricks)	748	450
Utilisation (Bricks)	46%	75%
Ave age of brick kilns (yrs)	42	29
Manufactured bricks	900	600
Headcount	1,275	901

¹. Sum of all acquired operations in North America (at time of acquisitions)

Questions

BRICKWORKS



Thank you

BRICKWORKS

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