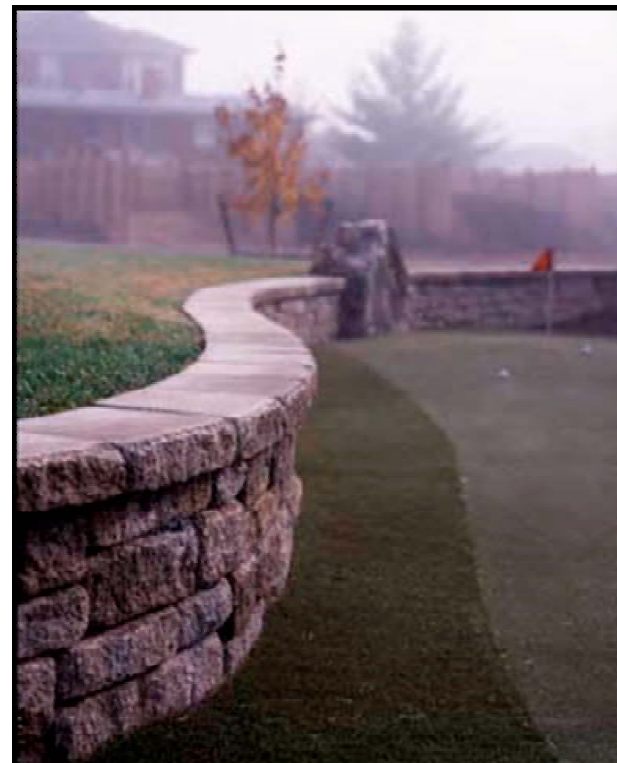
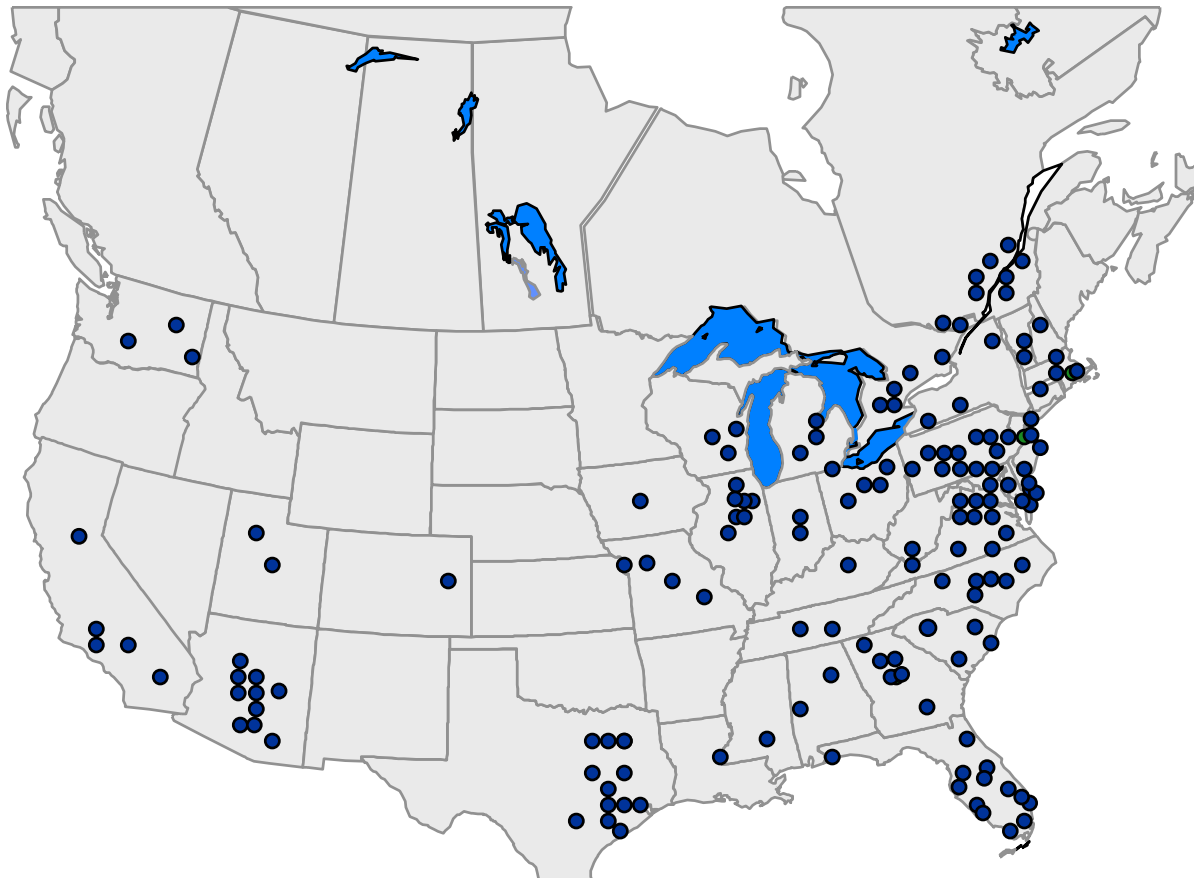


Oldcastle Architectural Products Group

Doug Black
CEO



Overview



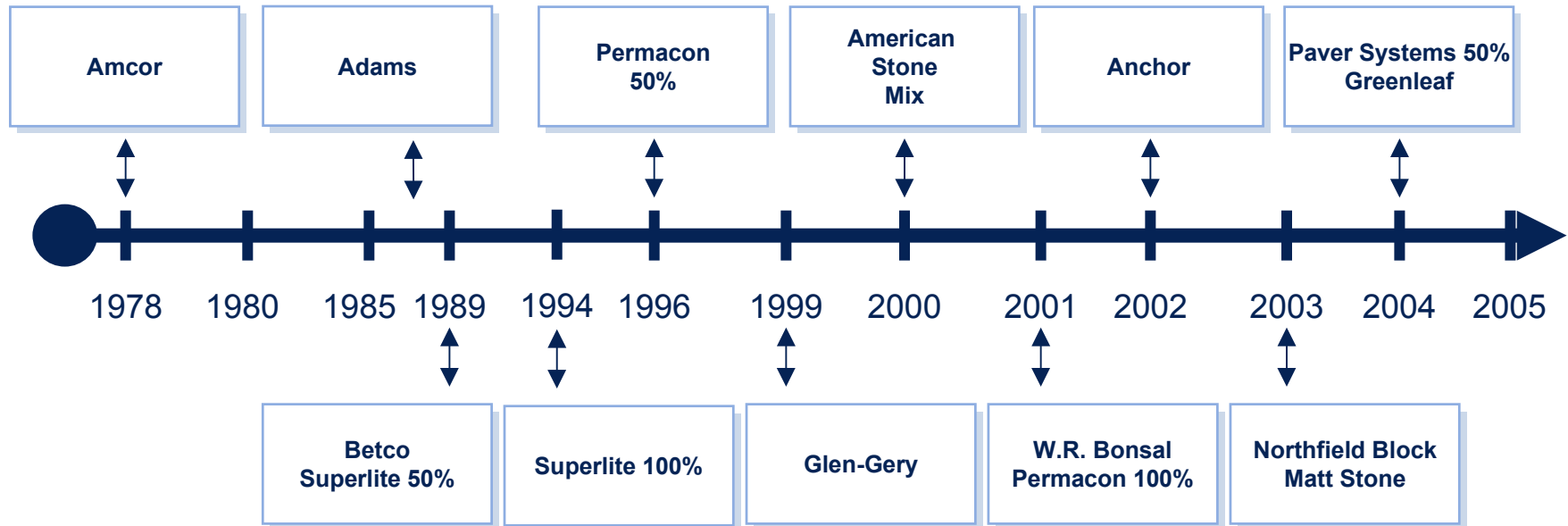
\$1.8bn Sales (2004)
21% 5-yr Sales CAGR
~10% Op. Margin

197 Locations
35 US States
2 Canadian Provinces
+7,500 Employees

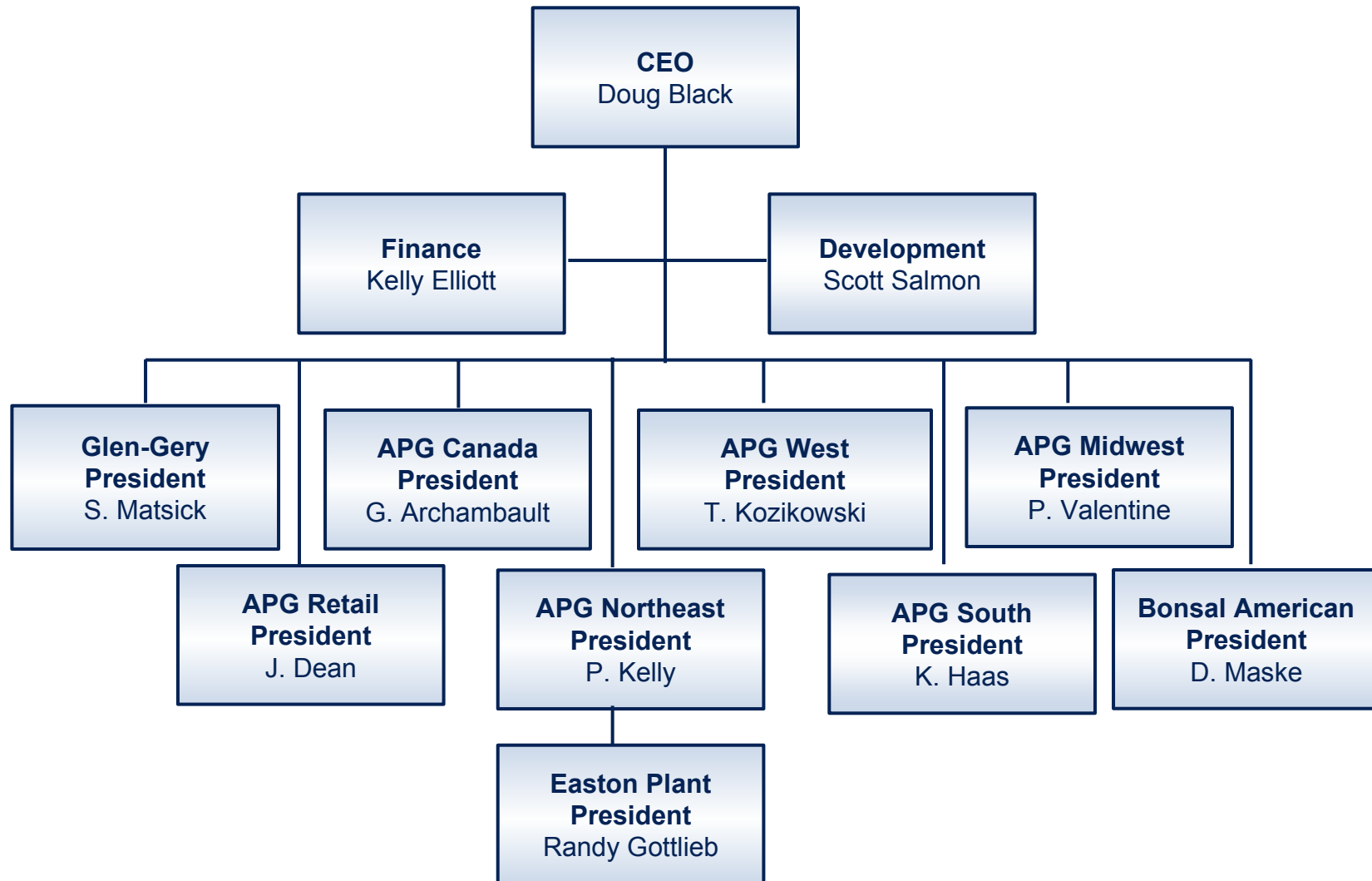
60 : 35 : 5 Res/Non-res /Infra
60 : 40 New/RMI

#1 Masonry, Paving, Patio producer in US
#1 Brick producer in Northeast US
#1 Paving and Patio producer in Canada

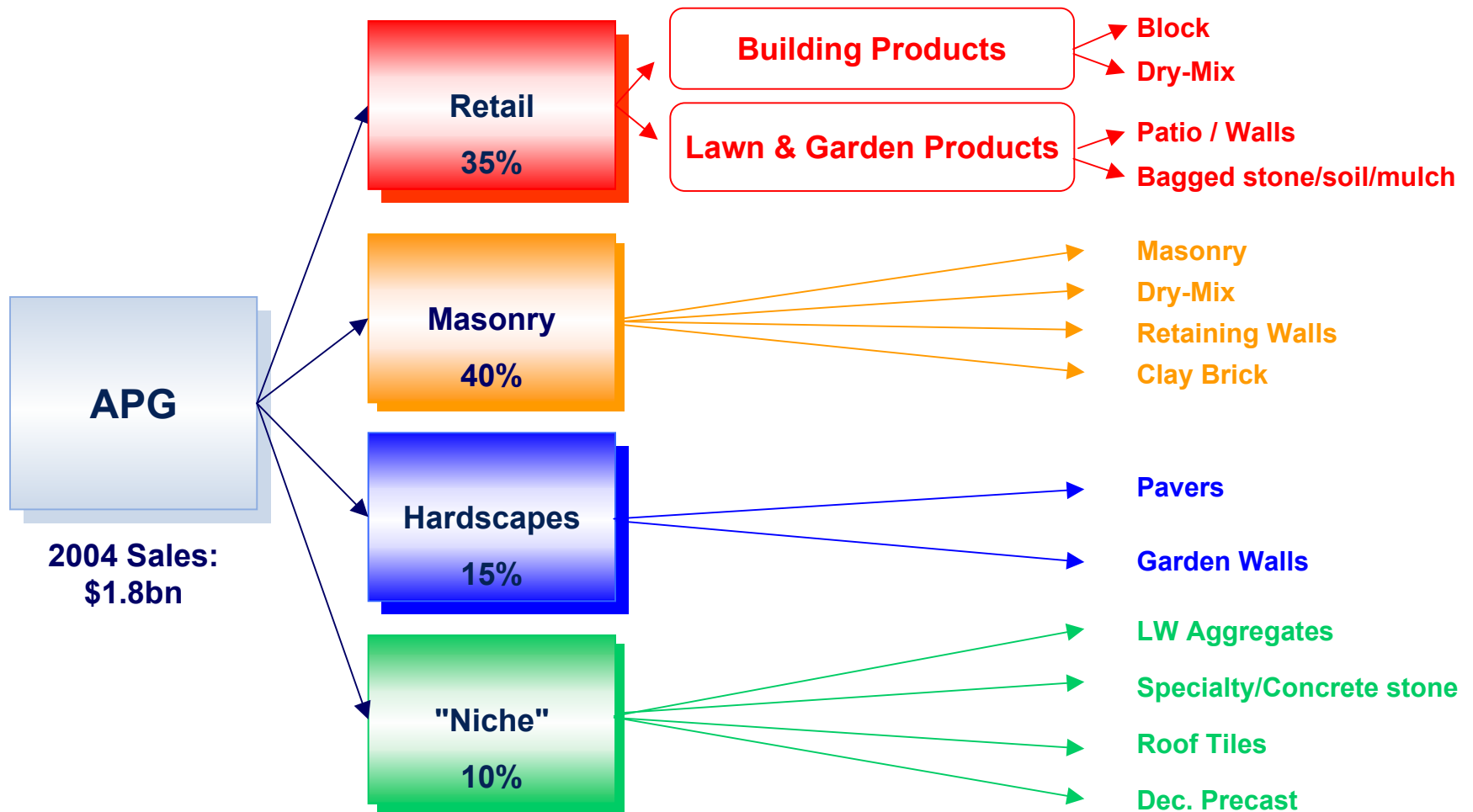
Development History



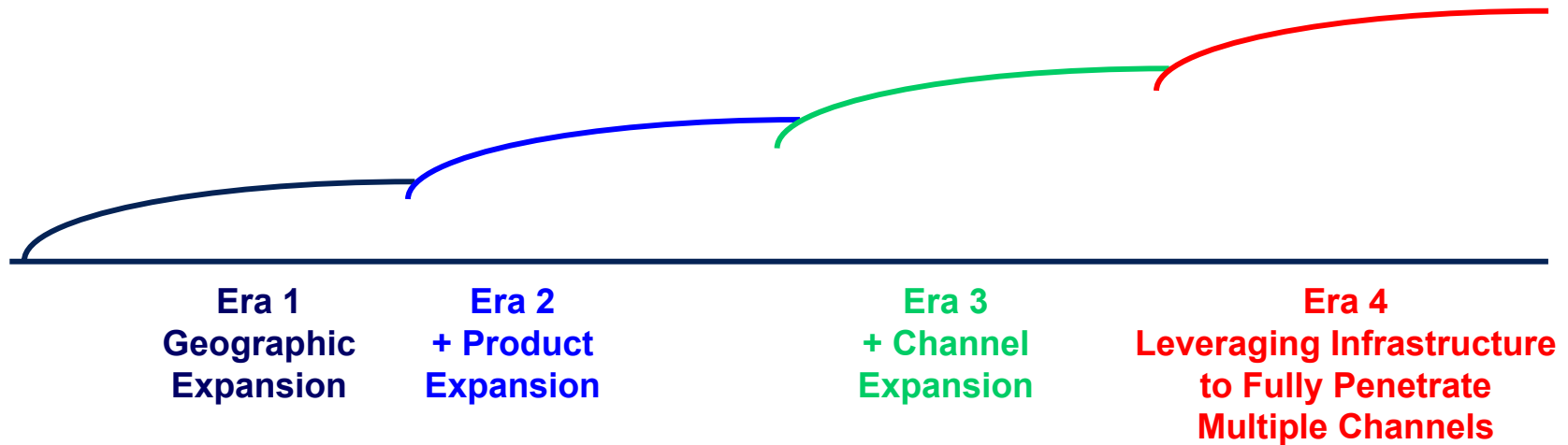
Organization



Business Segments



APG Evolution

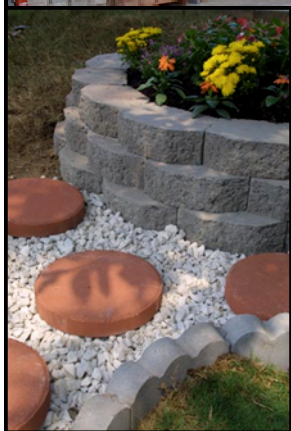


End-Use	New Build	+ RMI (Prof)	+ RMI (Retail)	
Segment	Commercial	+ Residential	+ DIY + Infrastructure	+ New Segments
Customers	Contractors	+ Distributors	+ Homebuilders + Homecenters	+ Extend Reach
Market	Local		+ National/Regional	+ Geographic Infill
Brand	Company	+ National	+ Customer	+ Extend Reach
Products	Masonry	+ Hardscapes	+ Patio Products + Packaged Mixes	+ Expand Range

APG Retail



Patio Products



Dry-Mixes



Bagged Stone, Soil & Mulch

**Primary customers are Lowe's, Home Depot,
Walmart, Independents**

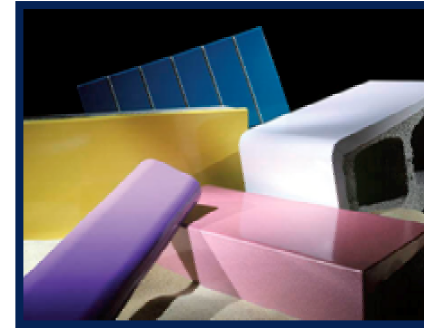
Masonry



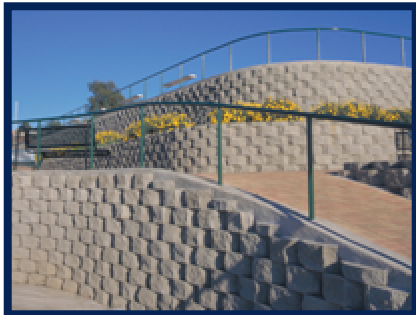
Architectural



Standard Block



Glazed Block



Structural Retaining Wall



Clay Brick

Primary customers are masonry contractors

Hardscapes



BELGARD®

Walls & Floors for Your Outdoors™

**Belgard® program = demand creation
+
branded products
+
contractor / dealer
partnerships**



**Primary customers are landscaping
contractors and dealers**

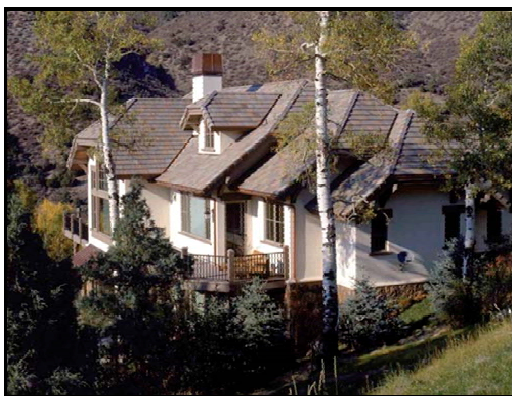
"Niche"



Natural Stone



Decorative Precast



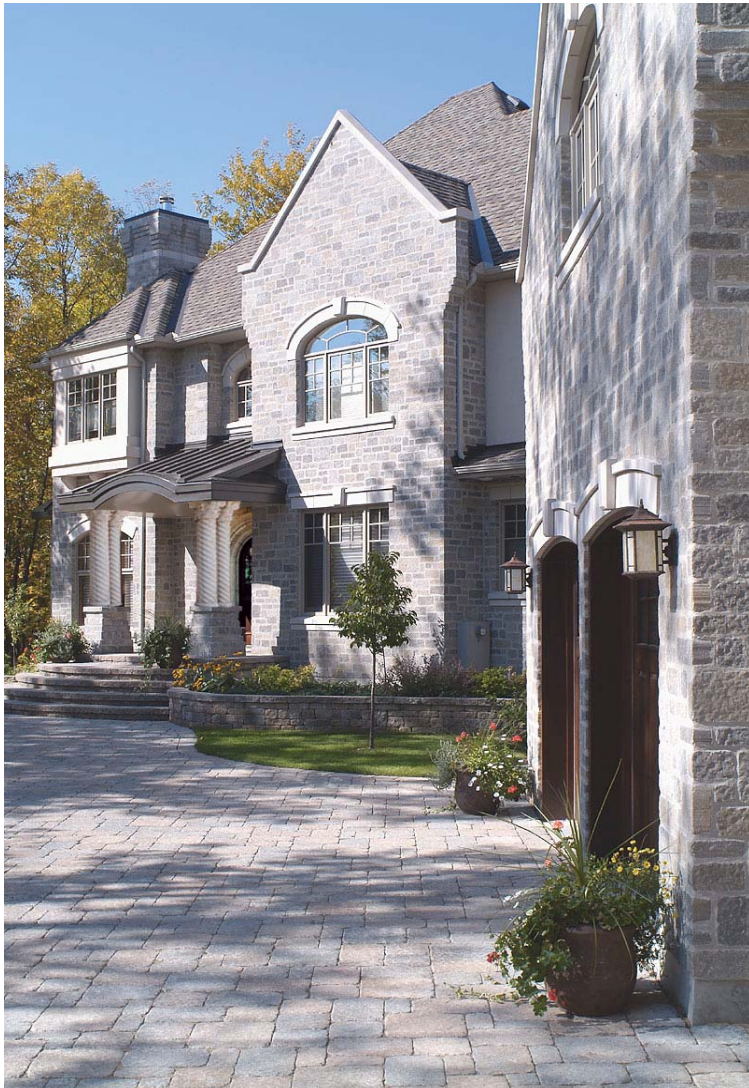
Roof Tiles



Counter Tops

Primary customers are specialty subcontractors

The Belgard Envelope



BELGARD®

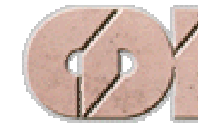
Walls & Floors for Your Outdoors™



**DUFFERIN®
Stone**



Hardscapes



CONCRETE DESIGNS INC.

Value-added product bundles

Strategy

- Retail – maximise value from the retail channel
 - Dedicated customer teams
 - Bundled offerings in mixed loads to improve delivery efficiencies
 - Product innovation and branding
 - Plant rollout to achieve low cost production
- Masonry – expand the core with value-added products
 - Partner with national customers
 - Create regional leadership positions
 - Improve the product mix
- Hardscapes – grow and exploit the market opportunity
 - Aggressive marketing to create demand
 - Proprietary products and processes
 - New plant capacity & selective acquisitions
- "Niche" – identify platforms for growth that complement masonry, hardscape and retail offerings

Compelling Business Proposition

- Strong US residential fundamentals underpin new build and RMI demand
- Pursue growth through a Balanced & Value-added business mix
- Greenfield development now a core APG skill
- New core platforms: Dry Mix, Decorative Stone, Soil/Mulch
- Significant acquisition opportunities identified in all core businesses

**Geography, Product, Channel Mix
=
Three tiered growth potential**