

Updated Supplier Payment Terms

In order to remain competitive in our industry, commencing June 1st, 2020 Boral North America, which includes Boral Industries Inc. and each of its affiliated companies (“Boral”), is standardizing payment terms for suppliers as set forth below and on Boral’s website which may be found at <https://boralamerica.com/becoming-a-supplier/> (Boral’s Website).

Commencing June 1st, 2020 payment terms will, in accordance with Boral policy, be 45 days end of month unless pre-approved in writing by an authorized representative of Boral’s Procurement Organization (“Procurement”) or contracted otherwise with a Boral company.

Suppliers currently on “Net” terms will be transitioned to “End of Month (EOM)” from the next applicable payment cycle. Please also see **Note to Boral Suppliers** at the end of this communication which will apply to all Boral suppliers as of the commencement date above.

Frequently Asked Questions and Answers

Is this applicable to all suppliers?

Exceptions apply for the following supplier types and categories: small businesses; social enterprises; pre-approved settlement discounts; and suppliers with contracts with Boral which contain payment terms different to those set forth above.

What does “EOM” mean?

Boral will pay the full invoice amount owing, 45 days from the end of month in which the invoice is dated.

How was 45 days EOM selected?

Boral used industry standards as the benchmark when determining how supplier payment terms should be set.

How does this change affect open purchase orders or invoices yet to be supplied to Boral?

All goods or services provided against an open or new purchase order from June 1st, 2020 will have the standardized terms applied, provided the above exceptions do not apply.

May I ask for payment terms to take effect later?

New terms will take effect June 1st, 2020. Contact your Procurement representative to discuss the change of terms. Exceptions may be approved on a case by case basis by Procurement.

How may suppliers benefit from this change?

This change provides suppliers an opportunity to streamline their process and issue one invoice per month, ensuring a transparent and efficient invoice handling process for both parties.

What actions do I need to take?

Please ensure your Accounts Receivable department are aware of the change.

We appreciate your cooperation with this transition and look forward to continuing a strong business relationship with our suppliers.

Note to Boral Suppliers

Except as set forth in a written agreement between Boral and supplier, Boral will not accept any payment terms or conditions other than those set forth in this Communication in connection with any supplier's supply of goods and services to Boral. In the event supplier's quotation, acknowledgment, confirmation, invoice, or any other form or communication states payment terms additional to or different from those set forth in this Communication, this Communication shall be deemed a notification to Seller of objection to such additional or different payment terms and a rejection of same. In the absence of advance written acceptance or other written confirmation by Boral, the commencement of any work by a supplier or the making of any deliveries by a supplier of goods or services to Boral, shall be deemed an acceptance by the supplier of the payment terms set forth in this Communication in connection with such supply.

Except as set forth otherwise in a written agreement between Boral and supplier, Boral's payment terms applicable to suppliers of goods and services to Boral may be amended by Boral from time to time as set forth on Boral's Website, and upon the effective date of any such amendment such payment terms as amended shall govern the payment terms between Boral and any such supplier of goods and services.