## Where To From Here?



Chip Goodyear Chief Executive Officer
Merrill Lynch Global Metals, Mining and Steel Conference
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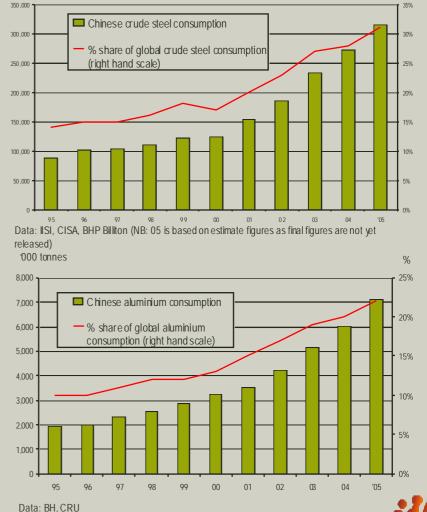


# 10 year historical Chinese demand

%

'000 tonnes

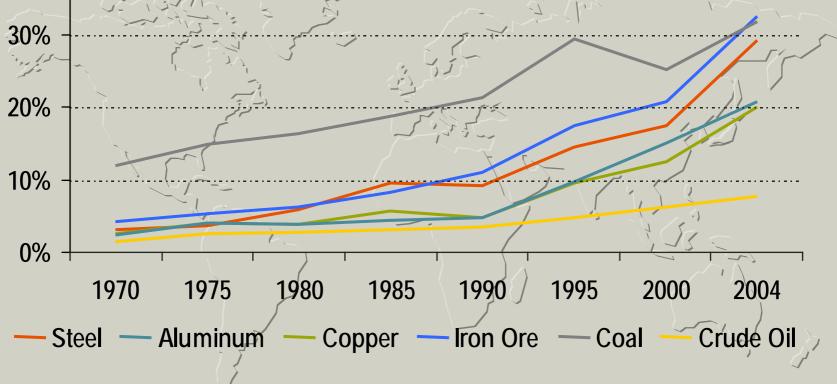




'000 tonnes

# China's per capita raw materials consumption is well below that of developed countries



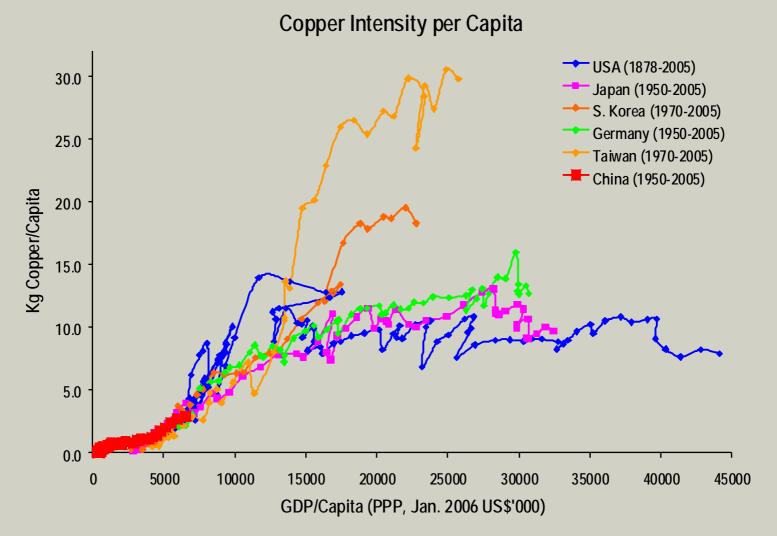


Source: IISI, IAI, ICSG, IMNI, TEA, UTCAD, Tex Report and BHP Billiton Estimates



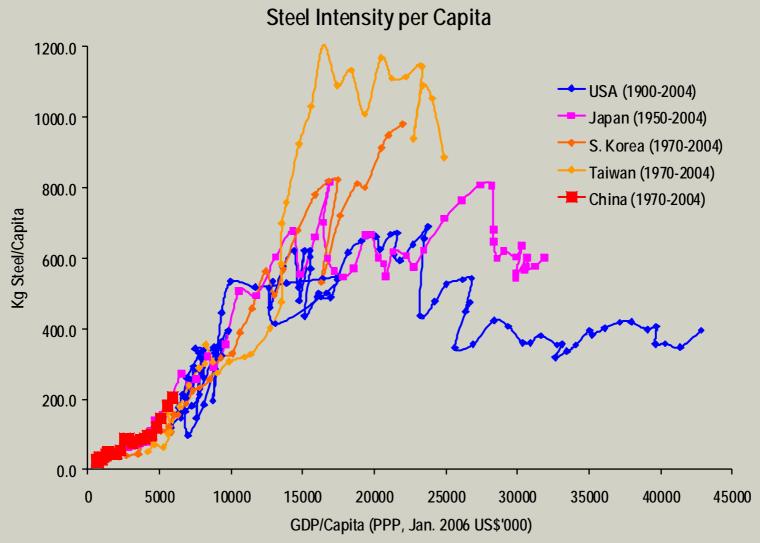
40%

### Copper intensity of use





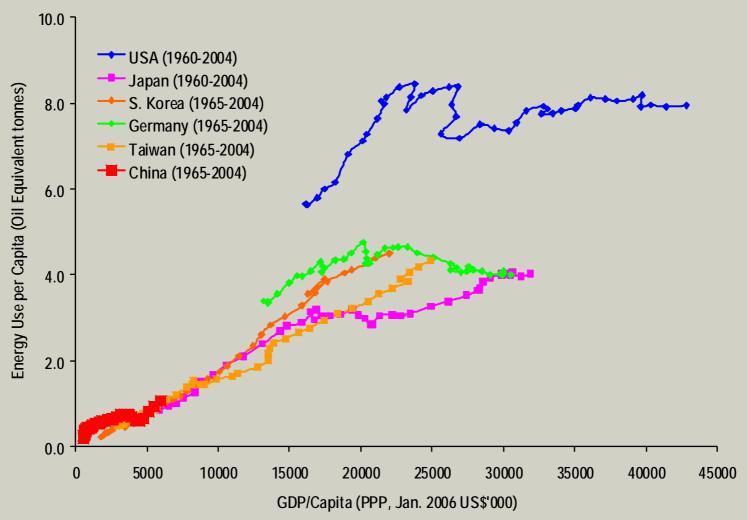
### Steel intensity of use





### Energy intensity of use

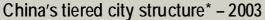
#### **Energy Intensity per Capita**

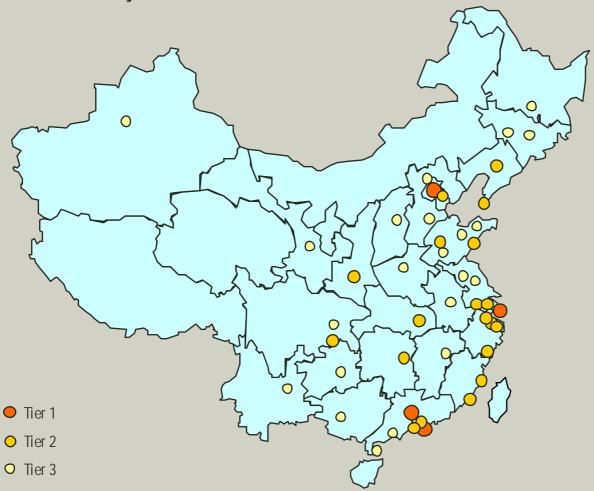


Source: World Bank, OECD (GDP at Purchasing Power Parity), BP Statistical Review



# Today 45 Tier 1-3 cities provide China's growth impetus...



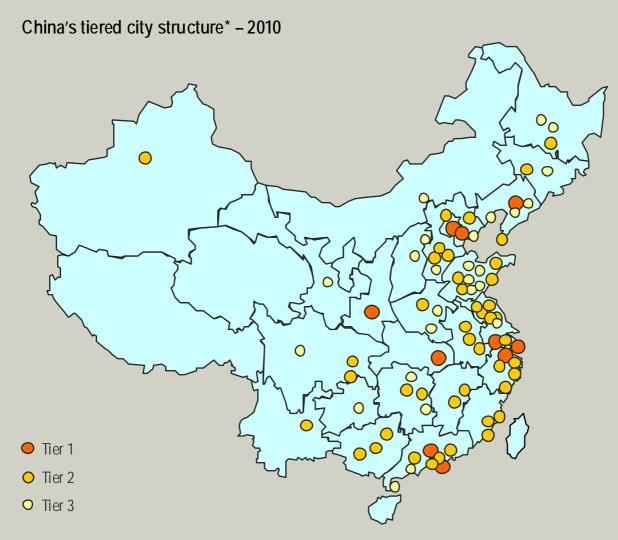


Today, China has 45 tier 1-3 cities, mainly in coastal provinces

<sup>\*</sup> Tier 1 city defined as registered population >4.5 m and GDP/capita >US\$3,000, Tier 2 city defined as either registered population >4.5 m or GDP/capita >US\$3,000, Tier 3 city defined as registered population 15-45 m and GDP/capita US\$1,500-US\$3,000 Source: WEFA-WMM; China macro model; McKinsey analysis



### ... by 2010 ... 86 tier 1-3 cities ...



Today, China has 45 tier 1-3 cities, mainly in coastal provinces

By 2010, Tier 1-3 cities will have grown to 86 in number, still largely driven by coastal provinces

<sup>\*</sup> Tier 1 city defined as registered population >4.7 m and GDP/capita >US\$3,800, tier 2 city defined as either registered population >4.7 m or GDP/capita >US\$3,800, tier 3 city defined as registered population 1.6-4.7 m and GDP/capita US\$1,900-US\$3,800 Source: WEFA-WMM; China macro model; McKinsey analysis



### ... and by 2025 ... 147 tier 1-3 cities



Today, China has 45 tier 1-3 cities, mainly in coastal provinces

By 2010, Tier 1-3 cities will have grown to 86 in number, still largely driven by coastal provinces

By 2025, there will be 147 Tier 1-3 cities as urbanization in interior provinces occurs

<sup>\*</sup> Tier 1 city defined as registered population >5.1 m and GDP/capita >U\$\$5,900, tier 2 city defined as either registered population >5.1 m or GDP/capita >U\$\$5,900, tier 3 city defined as registered population 1.7-5.1 m and GDP/capita U\$\$3,000-U\$\$5,900 Source: WEFA-WMM; China macro model; McKinsey analysis



O Tier 3

# A high growth consumption scenario

(MM t except MMbd oil)

|                 |                 | 2002 | 2015 | 2025  | 2050  |
|-----------------|-----------------|------|------|-------|-------|
| Aluminium BRICs |                 | 6.1  | 47.9 | 67.7  | 136.0 |
| % of 2002 world |                 | 24%  | 189% | 267%  | 536%  |
| Copper          | BRICs           | 3.5  | 18.6 | 23.6  | 37.2  |
|                 | % of 2002 world | 23%  | 124% | 158%  | 249%  |
| Nickel          | BRICs           | 0.18 | 1.21 | 1.81  | 4.14  |
|                 | % of 2002 world | 15%  | 103% | 154%  | 353%  |
| Oil             | BRICs           | 8.4  | 99.4 | 111.8 | 132.6 |
|                 | % of 2002 world | 11%  | 131% | 148%  | 175%  |

Source: Goldman Sachs, CRU, AME, UN, BP et al Intensity of Use trends are estimated based on Domestic Economies Trend For Aluminium CIS is used as a proxy for Russia



# Leads to demand for our commodities An example - metal content of an average family car

### Average family saloon



At today's prices, cost of these commodities represents < 5 % of the average US retail price Copper = <20 kilos

Aluminium = ~120 kilos

Nickel = <20 kilos

Carbon Steel = ~650 kilos

Iron Ore = ~1000 kilos Coking Coal = ~400 kilos



What are we doing to capture our share of growth?



# Diversification, stable cash flow, global reach, visibility to growth options

#### **Petroleum**



**Aluminium** 



**Base Metals** 



**Carbon Steel Materials** 



Diamonds & Spec Prod Energy Coal





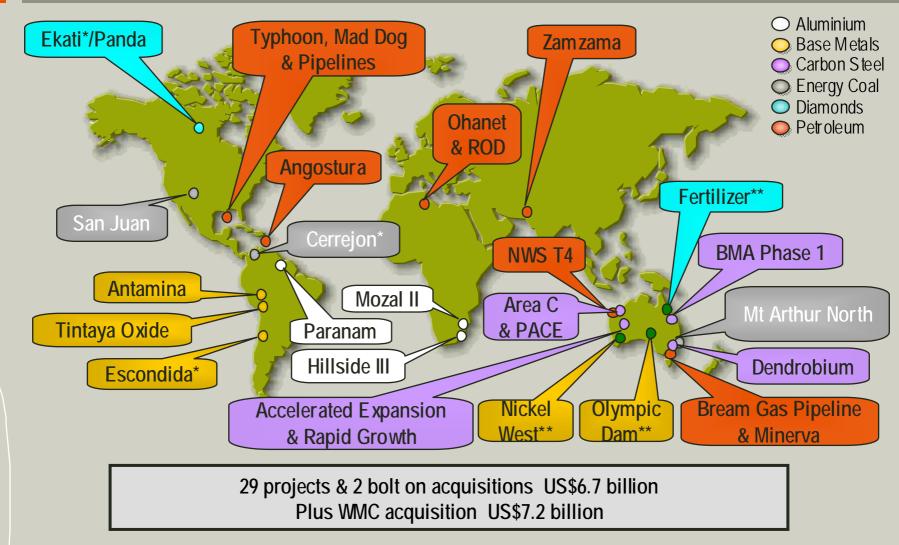
**Stainless Steel Materials** 



**bhpbilliton** 

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### Track record of delivery



<sup>\*</sup> Cerrejon refers to increased ownership interest plus expansion program.

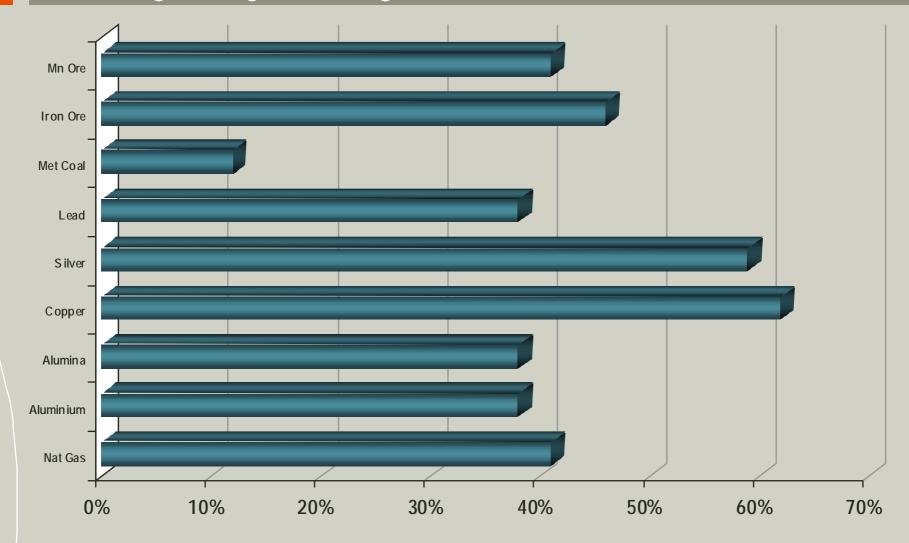
Ekati refers to increased ownership interest.

Escondida includes Phase IV and Norte.

<sup>\*\*</sup> Assets acquired via WMC Acquisition

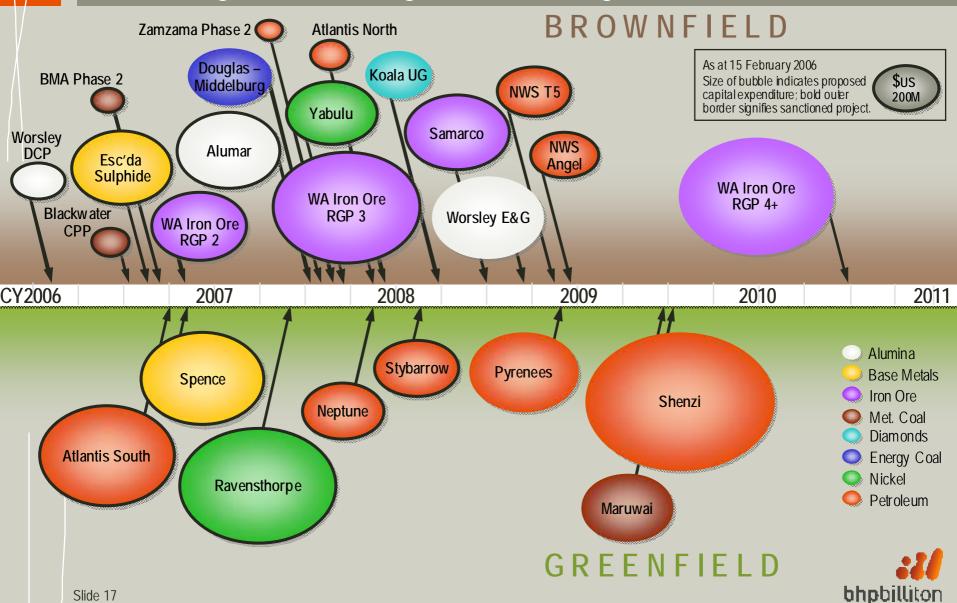


### Providing strong volume growth

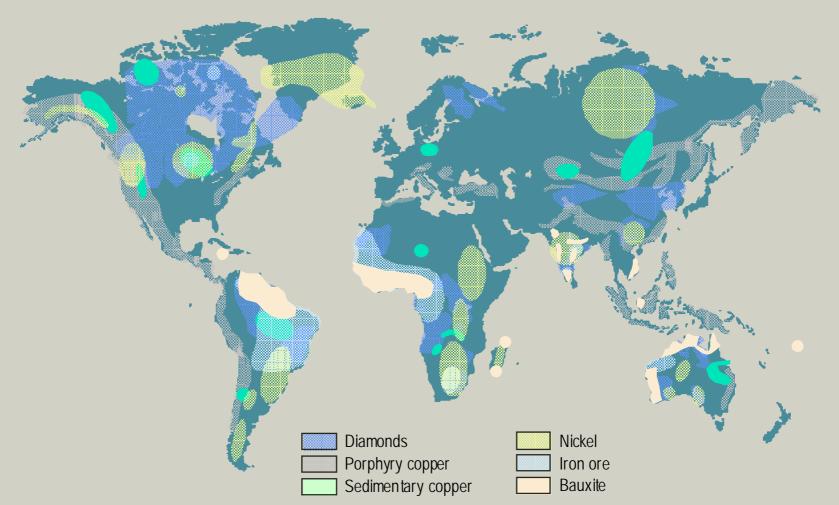




### Continuing to meet the growth challenge



# What's beyond the bubble chart?



# What's beyond the bubble chart? Operations to exploration





### Conclusions

- China has been the driver of commodities demand for several years and its industrialisation path is tracking the world's developed economies
- It's not just about China other emerging economies are following
- Demographics and economic development could continue for years
- This will require significant new mine capacity
- BHP Billiton has unparalleled diversification, global reach, visibility to growth options and track record of delivery
- BHP Billiton is well positioned to capture its share of demand growth

