

# **Annual General Meeting 2012 BHP Billiton Limited**



29 November 2012



# Jac Nasser Chairman

Annual General Meeting 29 November 2012



#### **Disclaimer**



#### **Reliance on Third Party Information**

The views expressed herein contain certain information that has been derived from publicly available sources that has not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of such information.

#### **Forward Looking Statements**

This presentation includes forward-looking statements within the meaning of the US Securities Litigation Reform Act of 1995 regarding future events and the future financial performance of BHP Billiton. Forward-looking statements can be identified by the use of words such as "plans", "expects", "expected", "scheduled", "estimates" (including reserves and other mineralisation estimates), "intends", "anticipates" or "believes", or variations of such words and phrases, or that state that certain actions, events, conditions, circumstances or results "may", "could", "would", "might" or "will" be taken, occur or be achieved. Such statements are based on management's current expectations and are subject to certain factors, risks and uncertainties that may cause actual results, events and performance to differ materially from those referred to or implied in such statements. These forward-looking statements are not guarantees or predictions of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are beyond our control, and which may cause actual results to differ materially from those expressed in the statements contained in this presentation. For more detail on those risks, you should refer to the sections of our annual report on Form 20-F for the year ended 30 June 2012 entitled "Risk factors", "Forward looking statements" and "Operating and financial review and prospects" filed with the US Securities and Exchange Commission. Past performance cannot be relied on as a guide to future performance. BHP Billiton does not intend to update any of the forward looking statements to conform these statements to actual results or to changes in our expectations, except as required by law.

#### No Offer of Securities

Nothing in this presentation should be construed as either an offer to sell or a solicitation of an offer to buy or sell BHP Billiton securities in any jurisdiction.

#### Non-IFRS financial information

BHP Billiton results are reported under International Financial Reporting Standards (IFRS). This presentation also includes certain non-IFRS measures, including Underlying EBIT and Underlying EBITDA which are used to measure segment performance and Attributable profit excluding exceptional items, Underlying EBITDA interest coverage, Underlying effective tax rate, Underlying EBIT margin and Underlying return on capital. These measures are used internally by management to assess the performance of our business, make decisions on the allocation of our resources and assess operational management. Non-IFRS measures have not been subject to audit or review.

#### **UK GAAP financial information**

Certain historical financial information for periods prior to FY2005 has been presented on the basis of UK GAAP, which is not comparable to IFRS or US GAAP. Readers are cautioned not to place undue reliance on UK GAAP information.

# Jac Nasser Chairman

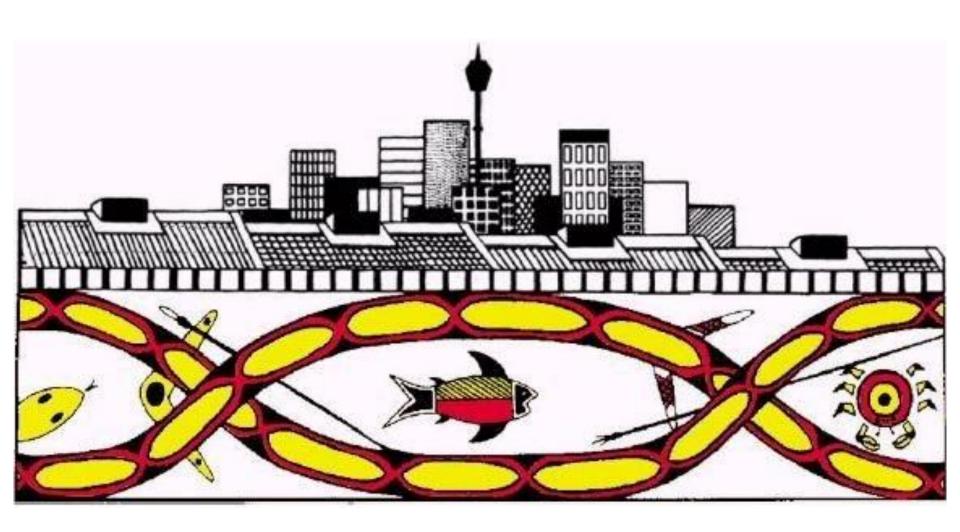
Annual General Meeting 29 November 2012



### **Donna Ingram**

## Metropolitan Local Aboriginal Land Council







#### **Pat Davies**





**Member**Remuneration
Committee

## **Group Management Committee**





**Marius Kloppers** 



**Graham Kerr** 



**Alberto Calderon** 



Mike Henry



**Andrew Mackenzie** 



**Marcus Randolph** 



**Karen Wood** 



J Michael Yeager

# Forum on Corporate Responsibility





Cristina Echavarria Colombia



**Yaa Ntiamoa-Baidu** Ghana



**Tommy Garnett**Sierra Leone



**Phil Vernon**United Kingdom



**Malini Mehra** United Kingdom/India



Simon Longstaff Australia



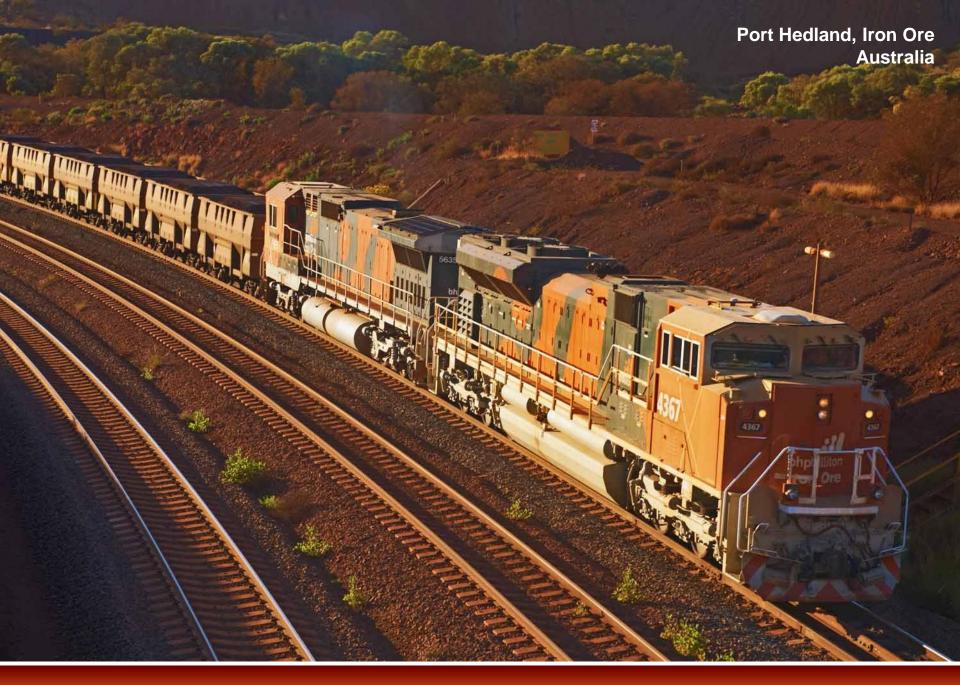
James Ensor Australia



**Greg Bourne**Australia



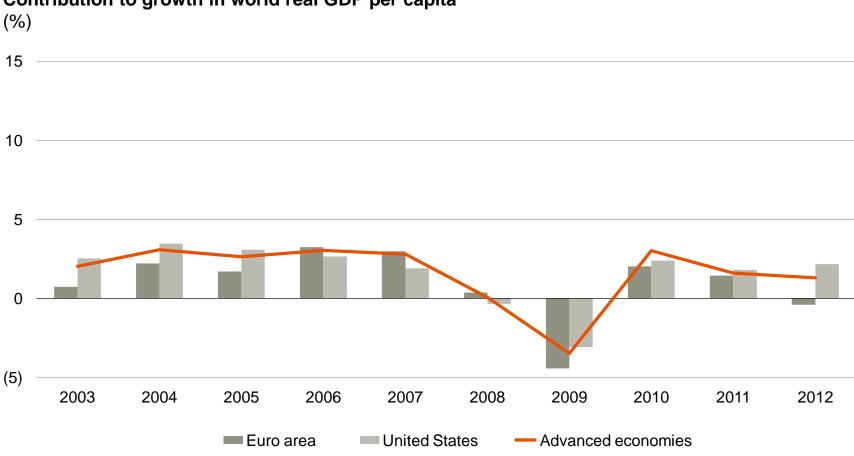
Mick Dodson Australia



### **GDP** growth in **OECD**



#### Contribution to growth in world real GDP per capita

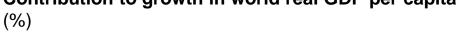


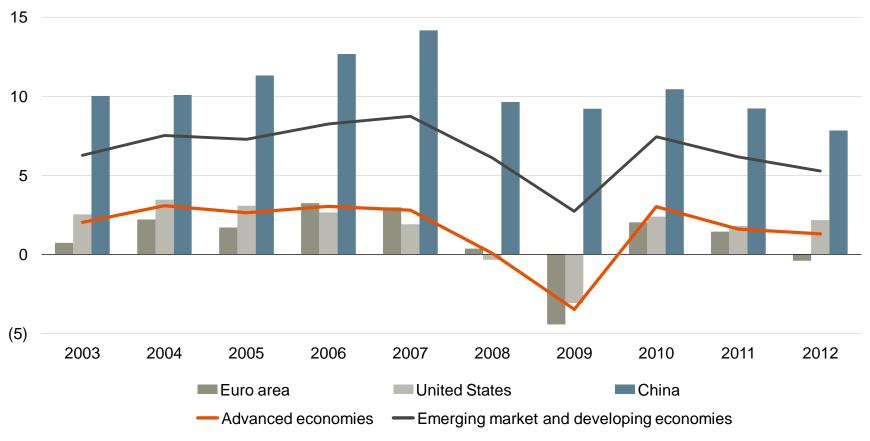
Source: IMF Global Economic Outlook database.

# GDP growth in OECD and non-OECD countries



#### Contribution to growth in world real GDP per capita



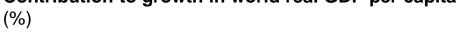


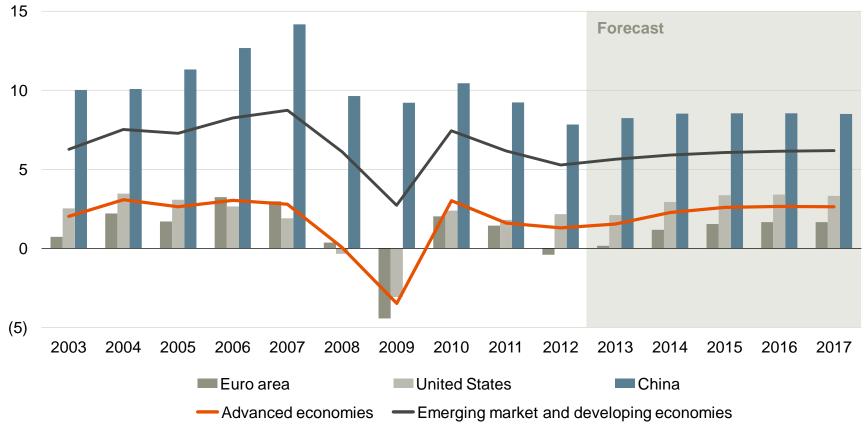
Source: IMF Global Economic Outlook database.

### **GDP** growth in OECD and non-OECD countries



#### Contribution to growth in world real GDP per capita





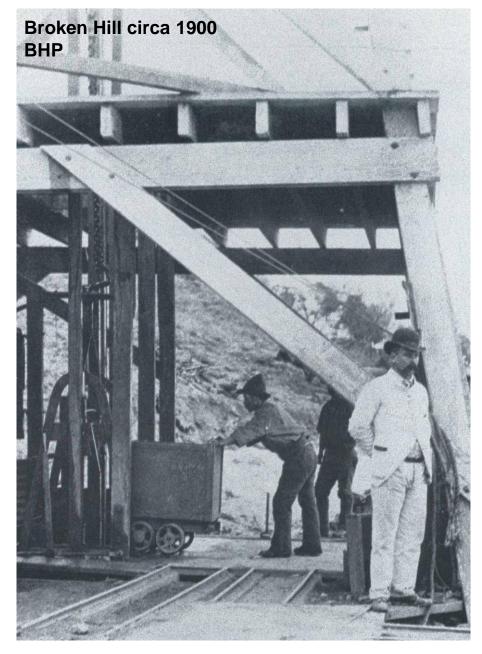
Source: IMF Global Economic Outlook database.

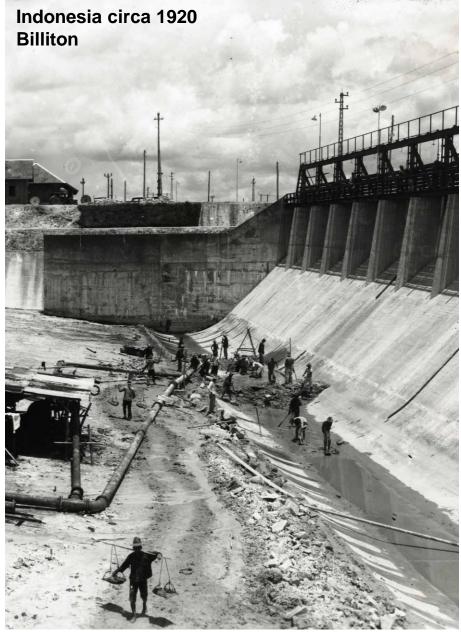


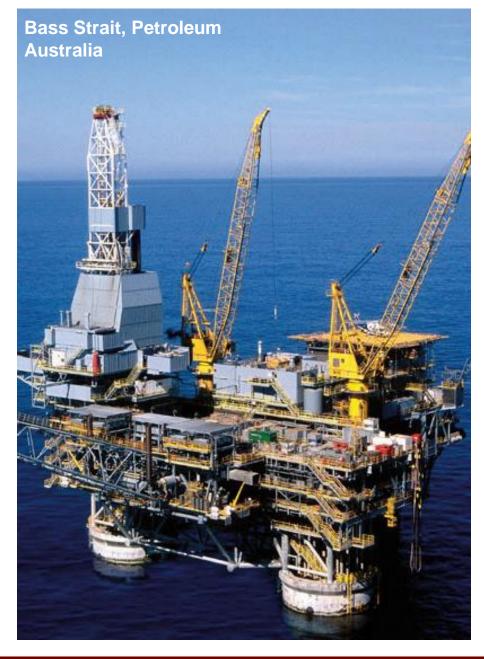
## China's development



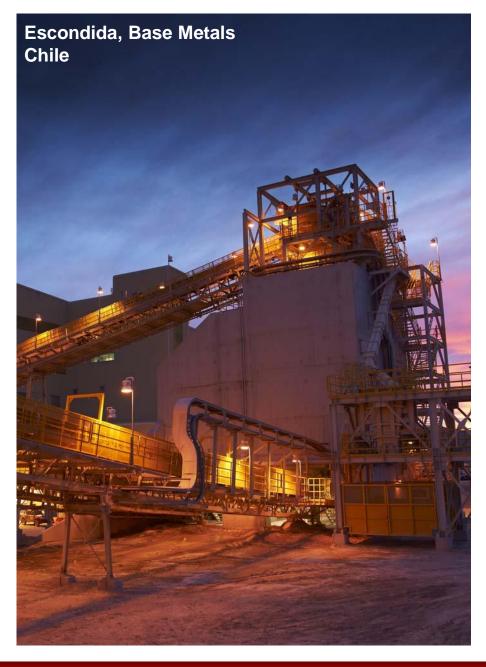


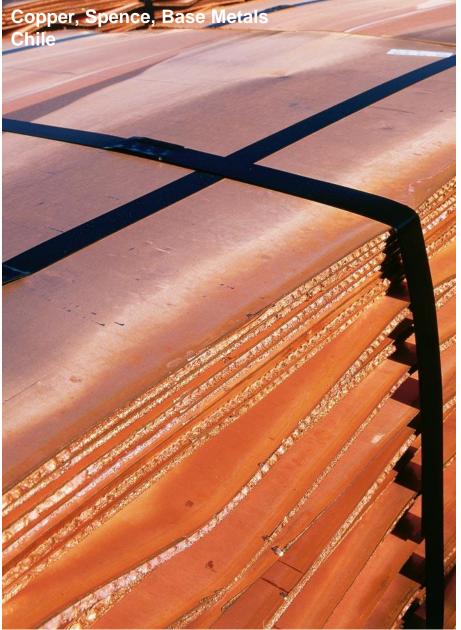




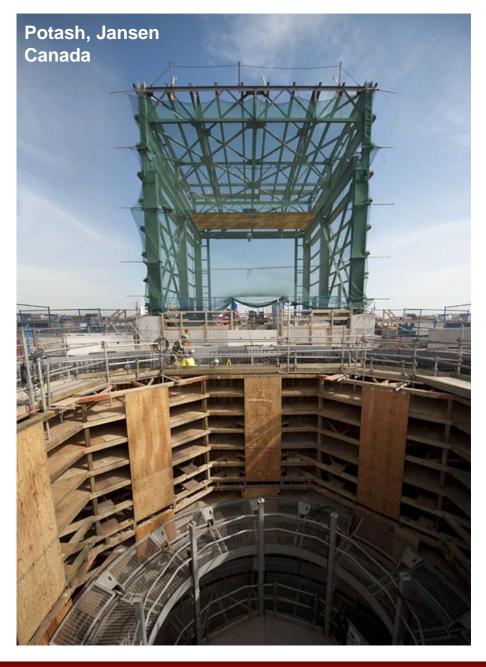


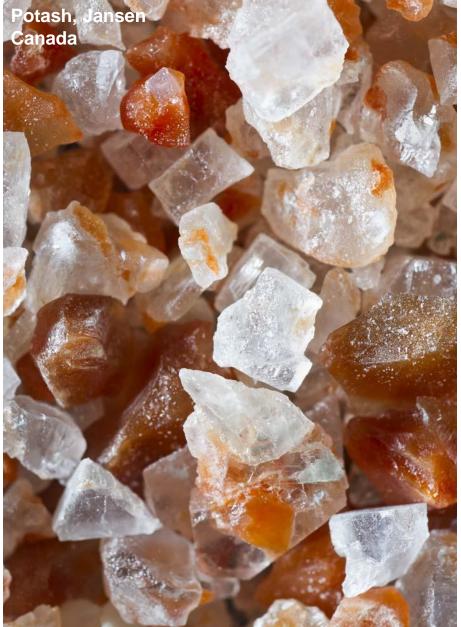








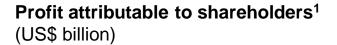


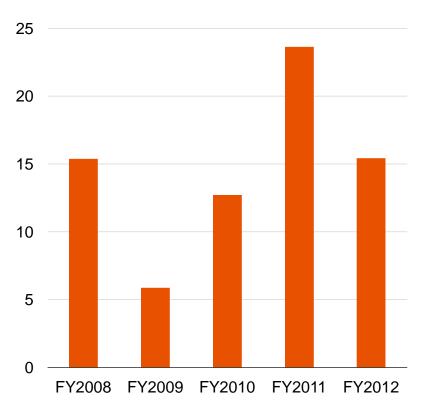




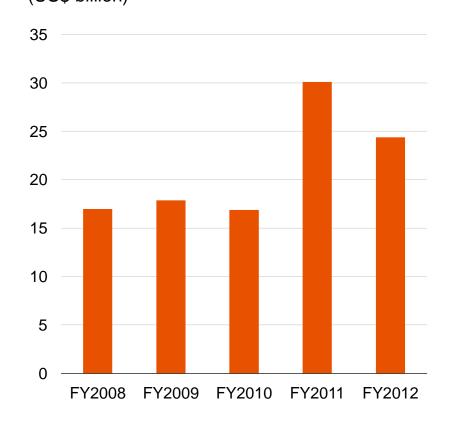
### **Strong performance**







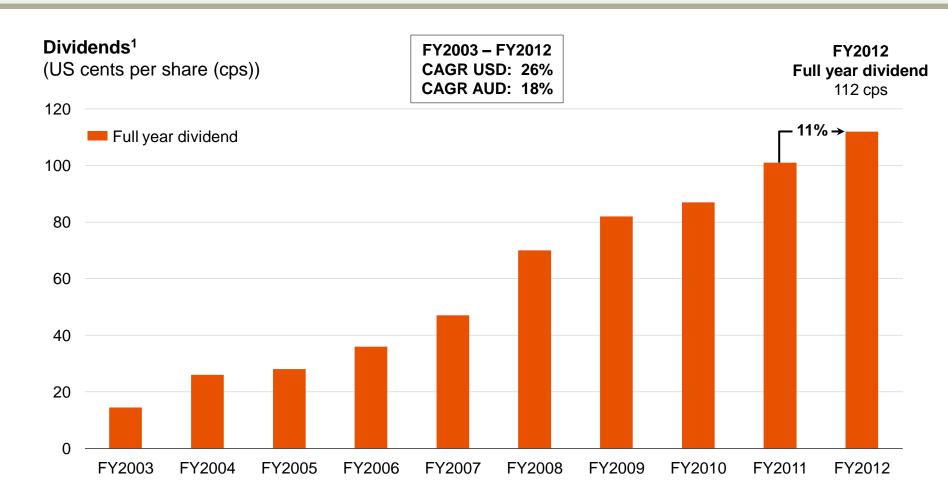
# Net operating cash flow<sup>2</sup> (US\$ billion)



- 1. Including exceptional items.
- 2. Net operating cash flows are after net interest and taxation.

### Full year dividends

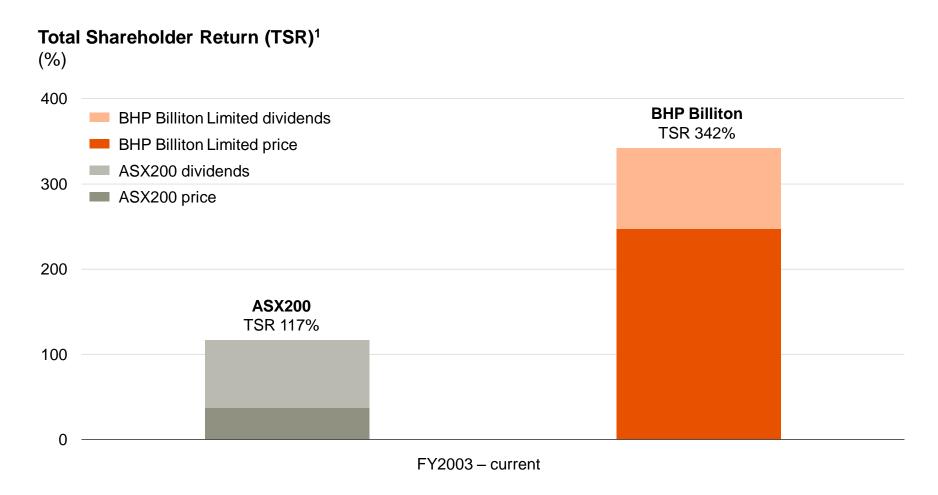




1. Dividends declared in respect of the period.

# Delivering superior shareholder returns over 10 years



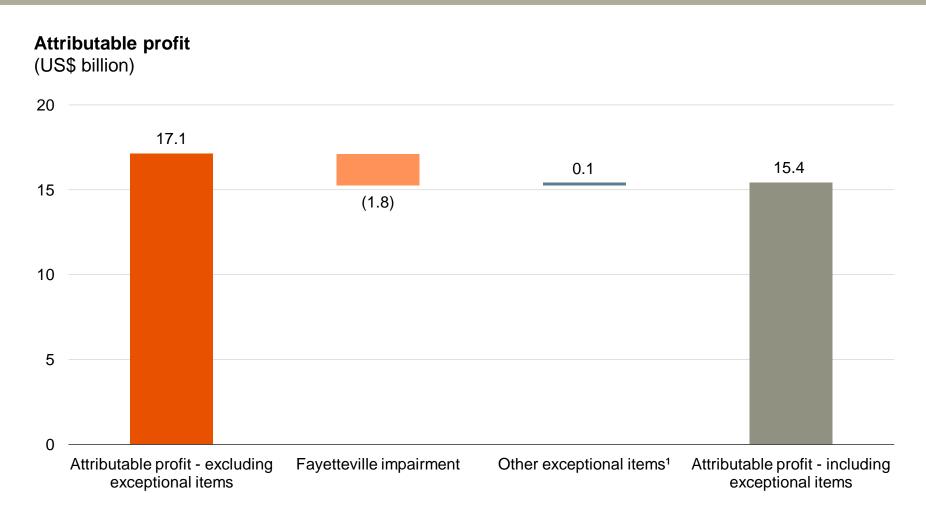


Source: Datastream.

<sup>1.</sup> TSR calculated in Australian dollars from 30 June 2002 to 23 November 2012. Note that the share price reflects adjustments for rights issues and bonus shares and dividends assume reinvestment on the ex-dividend date.

# FY2012 attributable profit and exceptional items





<sup>1.</sup> Other exceptional items after tax comprise: impairment of Nickel West goodwill and other assets US\$(355) million; suspension or early closure of operations and the change in status of specific projects US\$(342) million; settlement of insurance claims US\$199 million; and recognition of deferred tax assets on enactment of MRRT and PRRT extension legislation in Australia US\$637 million.



### **Diversification strategy**







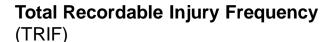


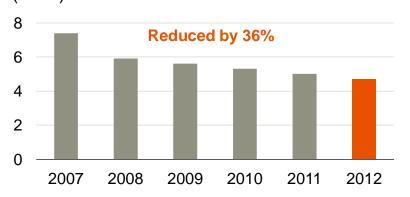




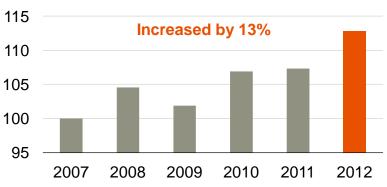
#### Performance since 2007







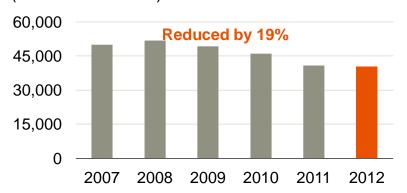
# **Production** (rebased to 100 (FY2007))

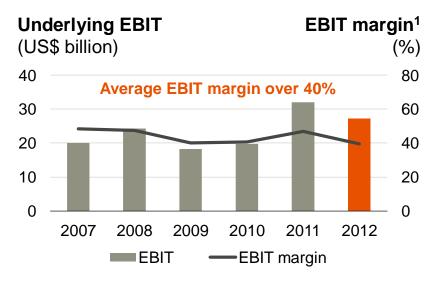


1. Excludes third party trading activities.

#### Greenhouse gas emissions

(kilotonnes CO<sup>2</sup>-e)





## **Community**





Artists working on Minyipuru (Seven Sister) as part of Yiwarra Kuju: The Canning Stock Route Project



**Mozal Community Development Trust Aluminium, Mozambique** 



Installing solar panels in local homes, Spence Base Metals, Chile



Newman Primary School Iron Ore, Australia

# Improving maternal and child health in southern Africa





'Window of Opportunity' project in partnership with Program for Appropriate Technology in Health (PATH)

## Community





Regional Science Fair, Illawarra Metallurgical Coal, Australia



School Library Toconao, Foundation of Escondida Base Metals, Chile



Students at a Sujag Sansar Organization school Petroleum, Pakistan



Pre-prep program at Blackwater Primary School, BMA Metallurgical Coal, Australia



### Agenda



#### Chairman's address

**CEO's address** 

**Questions** 

Items of business



# Marius Kloppers Chief Executive Officer

Annual General Meeting 29 November 2012



#### **Overview**



- Safety
- Financial Performance

 Current market conditions and economic outlook

 Our response to the challenges facing the industry

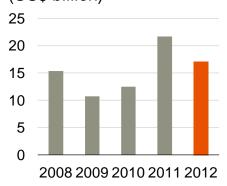


#### Robust financial results

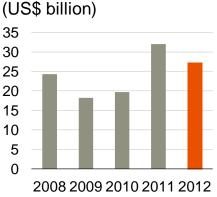


- Attributable profit of US\$15.4 billion included net exceptional charges of US\$1.7 billion
- Attributable profit (excluding exceptional items) of US\$17.1 billion, down 21%
- Underlying EBITDA of US\$33.7 billion, down 9%
- Underlying EBIT of US\$27.2 billion, down 15%
- Net operating cash flow of US\$24.4 billion, down 19%
- Gearing of 26% following the acquisition of Petrohawk Energy Corporation
- Full year dividend of 112 US cents per share, up 11%

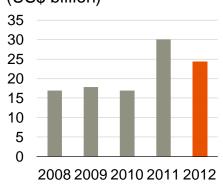




#### Underlying EBIT<sup>2</sup>

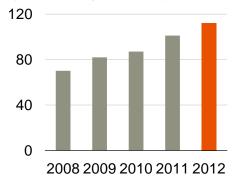


## Net operating cash flow<sup>3</sup> (US\$ billion)



#### Dividends per share<sup>4</sup>

(US cents per share)



- 1. Attributable profit excluding exceptional items.
- 2. Underlying EBIT is earnings before net finance costs, taxation and any exceptional items.
- 3. Net operating cash flows are after net interest and taxation.
- 4. Represents the dividend declared for each BHP Billiton Plc and BHP Billiton Limited share.

#### **Production records**





Angostura
Petroleum
Trinidad and Tobago



Antamina Base Metals Peru



Alumar refinery Aluminium & Nickel Brazil



Cerrejón Coal Energy Coal Colombia



GEMCO Manganese Australia



Hotazel Manganese South Africa



Illawarra Metallurgical Coal Australia



New South Wales Energy Coal Australia



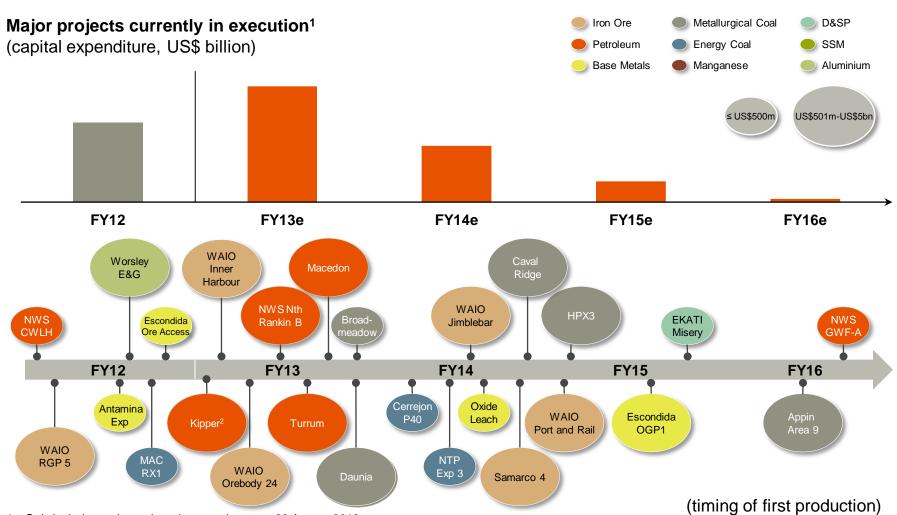
Spence
Base Metals
Chile



Western Australia Iron Ore Australia

# Our robust returns enable investment in our core commodities throughout the cycle





1. Only includes major projects in execution as at 22 August 2012.

2. Facilities completed in the September 2012 quarter and ready to commence production pending resolution of the mercury content.

#### We are committed to our communities





Drinking water program, Zamzama Petroleum, Pakistan



School Library Toconao, Foundation of Escondida Base Metals, Chile



Literacy program, BMA Metallurgical Coal, Australia

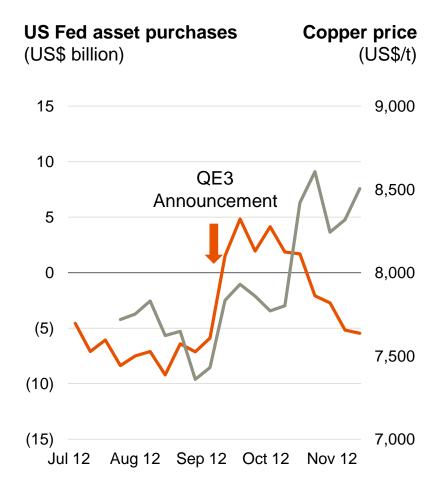


Nelson Mandela Secondary School Aluminium, Mozambique

## Prices have been volatile over the short term







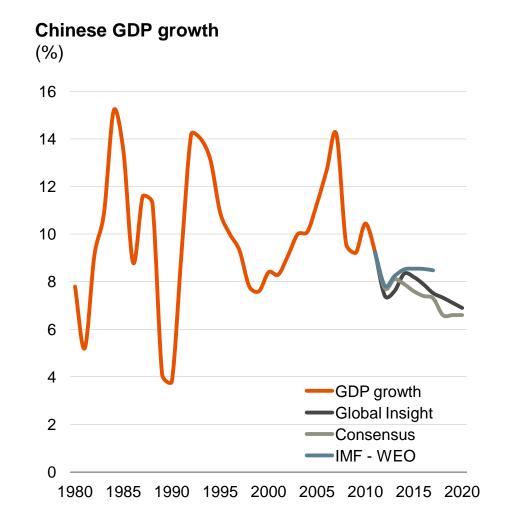
Note: Inventory from Mysteel survey on 55 mills' inventory of seaborne iron ore. Source: Platts; Mysteel

Note: Change in Federal Reserve Bank assets is shown as a four week moving average. QE3 announced on 13 Sep. Source: US Federal Reserve, Bloomberg.

#### China's GDP growth



- Over the past decade China grew rapidly as investment facilitated urbanisation
- China's slowdown is directionally in line with expectations
- Over the next decade, urbanisation and industrialisation will continue to be the primary drivers of economic growth
- GDP Growth forecast at 7% to 8% this financial year and for the next decade

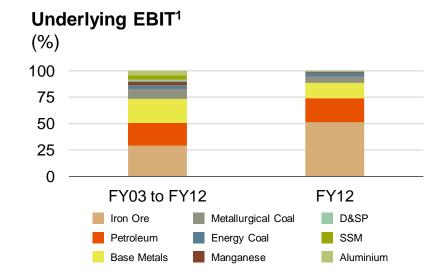


Source: Global Insight, IMF.

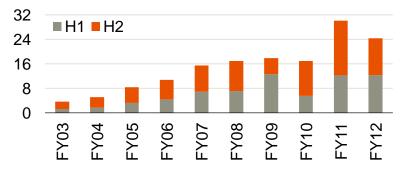
#### Strength in diversity



- The value of our diversified strategy was reflected in the Group's Underlying EBIT margin of 39%<sup>1</sup>
- Net operating cash flow of US\$12.1 billion in H2 FY12 declined by 1% when compared with H1 FY12 and demonstrated the cash generating capacity of our business throughout the economic cycle
- Underlying return on capital was 23% or 27% excluding capital investment associated with projects not yet in production



## Net operating cash flow<sup>2</sup> (US\$ billion)

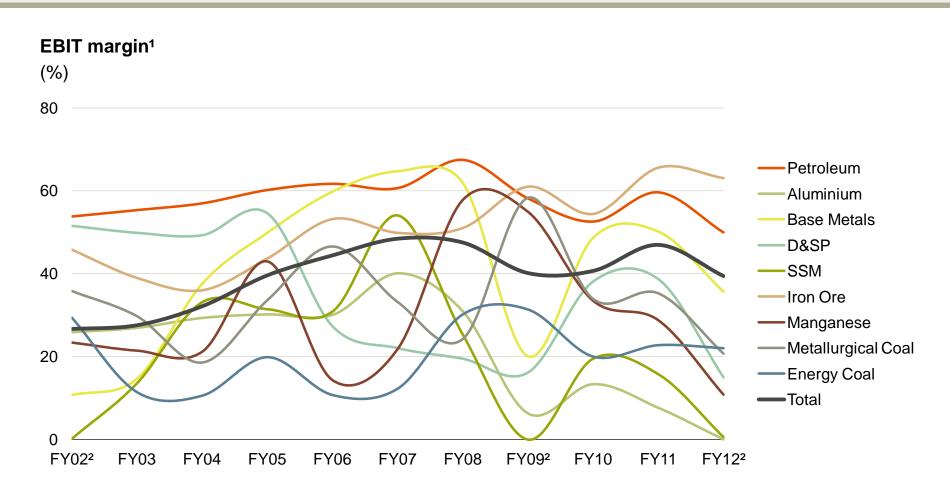


<sup>1.</sup> Excludes third party trading activities.

<sup>2.</sup> Cash flow reflects proportional consolidation of joint ventures for FY07 and future periods. Exploration expenditure incurred which has not been capitalised has been re-classified to net operating cash flow for FY06 and future periods.

#### The power of our diversified model





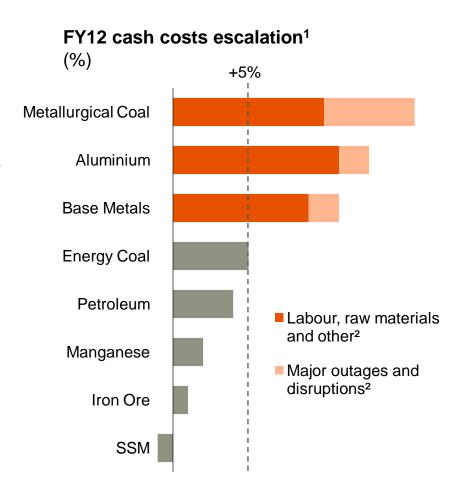
<sup>1.</sup> Calculated on the basis of UKGAAP for periods prior to FY05, except for the exclusion of PRRT from Petroleum's and BHP Billiton Group's results for all periods. All periods exclude third party trading activities. The Exploration and Technology business has been included in BHP Billiton Group's results from FY02 to FY05 and excluded from Diamonds and Specialty Products.

<sup>2.</sup> Negative margins are not shown as the y-axis is set at zero. SSM had a negative EBIT margin in FY02 and FY09. Aluminium had a negative EBIT margin in FY12.

#### Decisive actions in a challenging market



- Despite the rate of cost escalation being exacerbated by a number of temporary factors, we are targeting significant cost reductions in FY13
- Decisive action, including site closures and temporary stoppages, has been taken across the Group to respond to industry wide cost pressure to ensure we remain at the lower end of the cost curve
- Queensland Coal and Escondida will benefit significantly as production recovers from recent challenges
- WAIO will fully benefit from the acquisition of the HWE mining subsidiaries in FY13
- It is important Governments provide a stable and predictable policy environment to support the industry



<sup>1.</sup> Increase in FY12 cash costs, including Major outages and disruptions, excluding the impact of energy costs, inflation, exchange rate volatility and non-cash items, divided by FY11 cash costs. Excludes the non-operated Richards Bay Minerals operation and the EKATI diamond mine (both part of the D&SP CSG).

<sup>2.</sup> The impact of wet weather and industrial action at Escondida and Queensland Coal, and the outage at Hillside, are excluded from Labour, raw materials and other; included in Major outages and disruptions.

#### Superior returns throughout the cycle



- Our proven strategy has delivered sector leading returns
- With 19 major, largely brownfield projects currently in execution, we are on track to continue to deliver industry leading returns
- We have returned US\$53.8 billion<sup>1</sup> to shareholders over the last 10 years
- The unique diversification of our high quality asset portfolio means we are very well placed for the inevitable evolution of commodities demand



Source: Datastream; annual reports; press releases; BHP Billiton analysis.

- 1. Refers to the period FY03 to FY12; includes buy-backs and dividends.
- 2. Peer group based on LSE constituents: Rio Tinto, Anglo American and Xstrata. TSR assumptions include: US dollar terms and weighted average for dual listed companies; calculated over the period 30 June 2002 until 30 June 2012.



# Marius Kloppers Chief Executive Officer

Annual General Meeting 29 November 2012



## Jac Nasser Chairman

Annual General Meeting 29 November 2012





Chairman's address

**CEO's address** 

**Questions** 

Items of business



## **Questions**





Chairman's address

CEO's address

**Questions** 

#### Items of business

Item 1: Receive financial statements and reports



Chairman's address

CEO's address

Questions

#### Items of business

Items 2-14: Election of Directors

#### **Pat Davies**





**Member**Remuneration
Committee



Chairman's address

CEO's address

Questions

#### Items of business

Items 2-14: Election of Directors



Chairman's address

CEO's address

**Questions** 

#### Items of business

Item 15: Reappointment of auditor of BHP Billiton Plc



Chairman's address

CEO's address

**Questions** 

#### Items of business

Item 16: General authority to issue shares in BHP Billiton Plc



Chairman's address

CEO's address

**Questions** 

#### Items of business

Item 17: Issuing shares in BHP Billiton Plc for cash



Chairman's address

CEO's address

Questions

#### Items of business

Item 18: Repurchase of shares in BHP Billiton Plc



Chairman's address

CEO's address

**Questions** 

#### Items of business

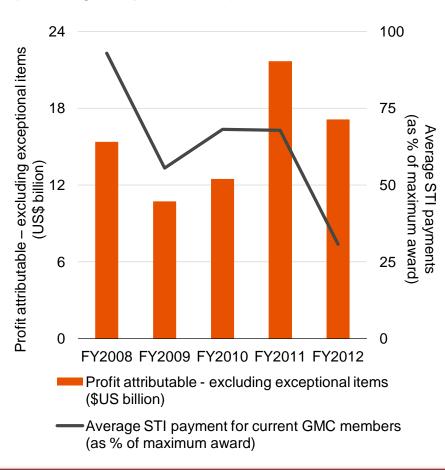
Item 19: Remuneration Report

#### **STI, LTI and Company Performance**



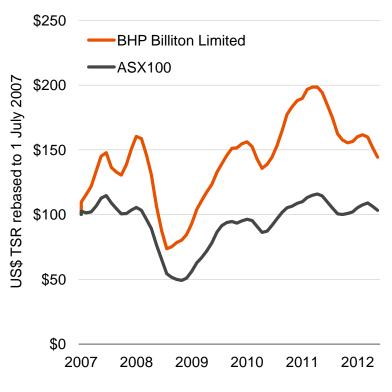
## Average STI reward for current GMC members vs profit attributable to shareholders

(excluding exceptional items)



## Value of US\$100 invested over the 2007 LTIP cycle

(with dividends reinvested)



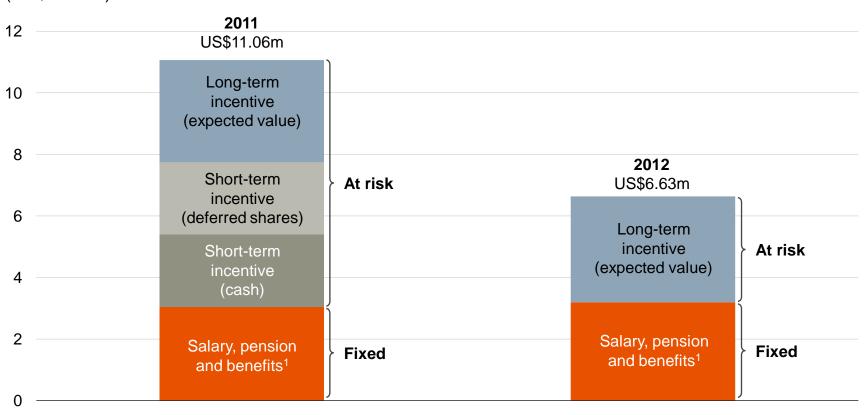
Year ended 30 June

#### **CEO Remuneration Mix**



#### **Total CEO Remuneration**

(US\$ million)



1. Health and other insurances and the costs of preparing taxation returns in multiple jurisdictions.



Chairman's address

CEO's address

**Questions** 

#### Items of business

Item 19: Remuneration Report



Chairman's address

CEO's address

Questions

#### Items of business

Item 20: Approval of Long-Term Incentive

performance shares to Executive Director

