## BHP Billiton Carbon Steel Materials

JB Were 7<sup>th</sup> Annual Resource Conference 25 July 2003

R.W. Kirkby
President Carbon Steel Materials

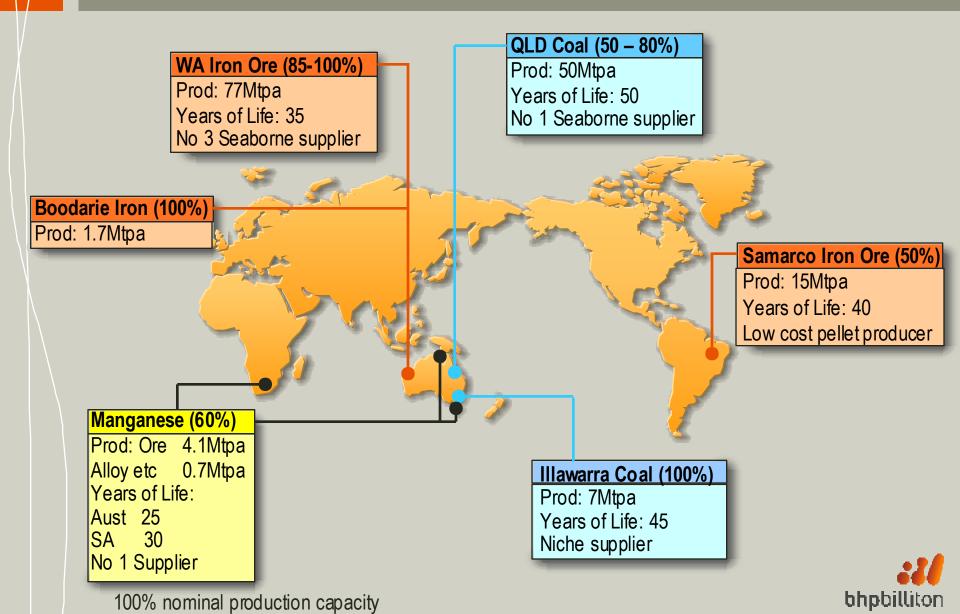


#### BHP Billiton Carbon Steel Materials

- The world's largest supplier of steel making raw materials
- Impressive portfolio of long-life, high-quality and low-cost iron ore, metallurgical coal and manganese assets
- World class supporting infrastructure
- Ranked number one in the seaborne supply of metallurgical coal and manganese and number three in iron ore



#### Carbon Steel Materials Assets



# China A Key Opportunity For Carbon Steel Materials

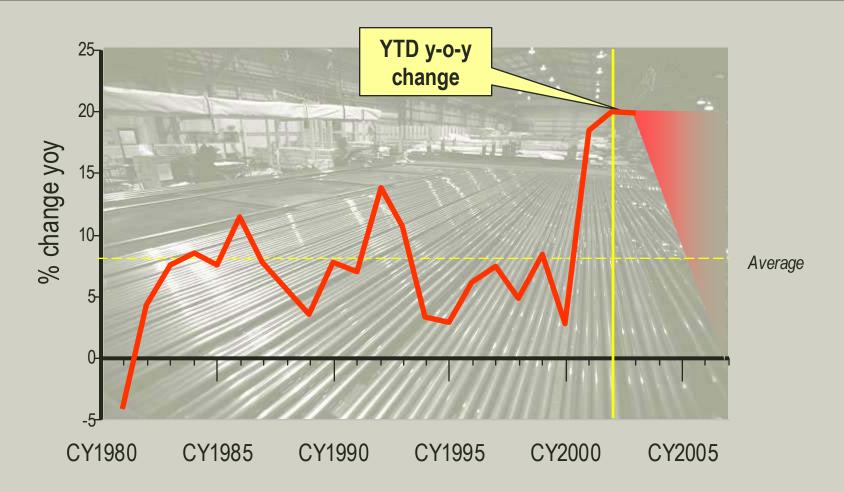


#### China – A Key Opportunity For CSM

- Global steel production was >900Mt in 2002 with China the driving force
- Over the past decade Chinese steel production has grown by 8.4% per annum – This rate has doubled since 2000
- China is now the world's number one producer of steel with production expected to break the 200Mt barrier in 2003

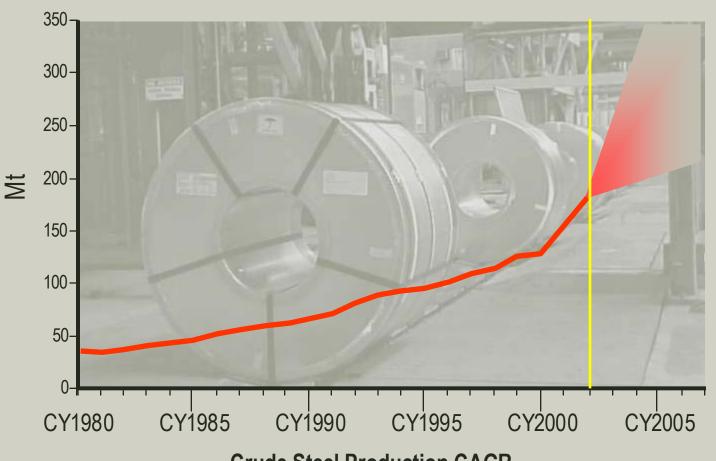


#### Chinese Crude Steel Production - % Change YOY





#### Chinese Crude Steel Production



#### **Crude Steel Production CAGR**

CY82 - 92	CY92-02
8.1%	8.4%



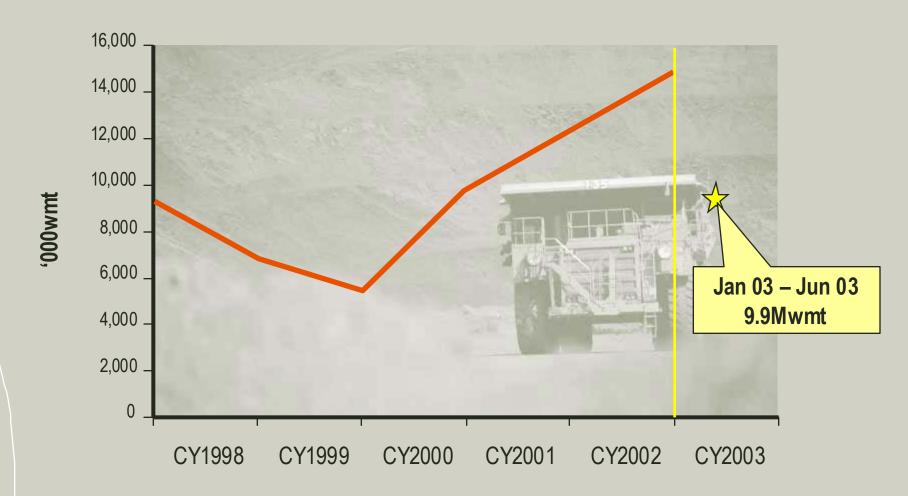
### Chinese Iron Ore Imports



CY82 - 92	CY92-02
20.7%	17.3%

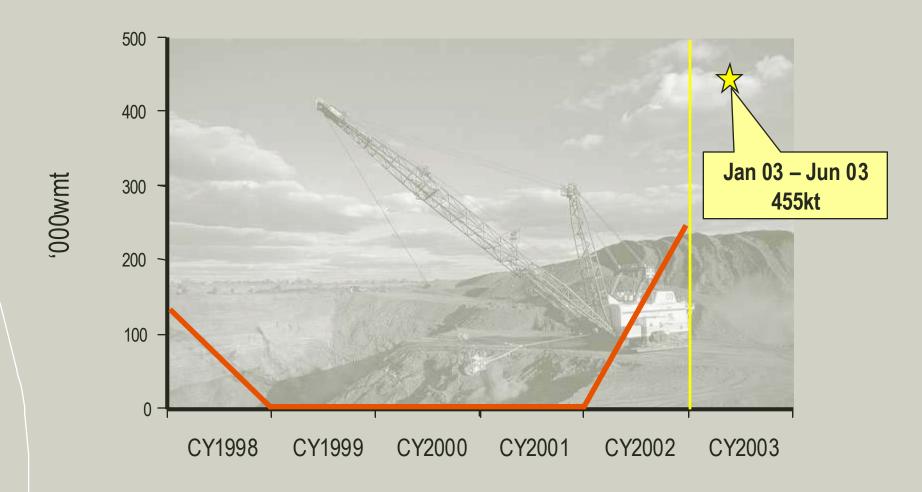


#### BHP Billiton Exports to China – Iron Ore



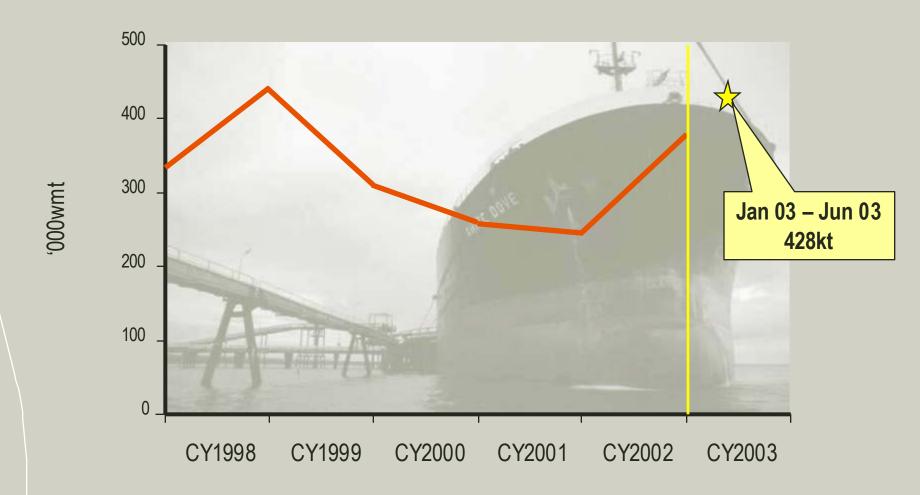


#### BHP Billiton Exports to China – Metallurgical Coal





#### BHP Billiton Exports to China – Manganese Ore

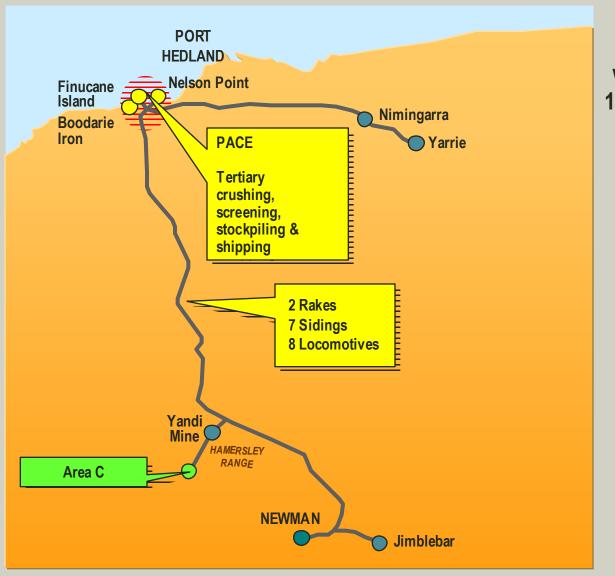


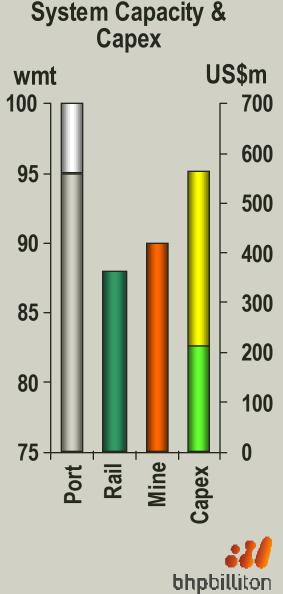


## China Carbon Steel Materials Ready to Meet the Challenge

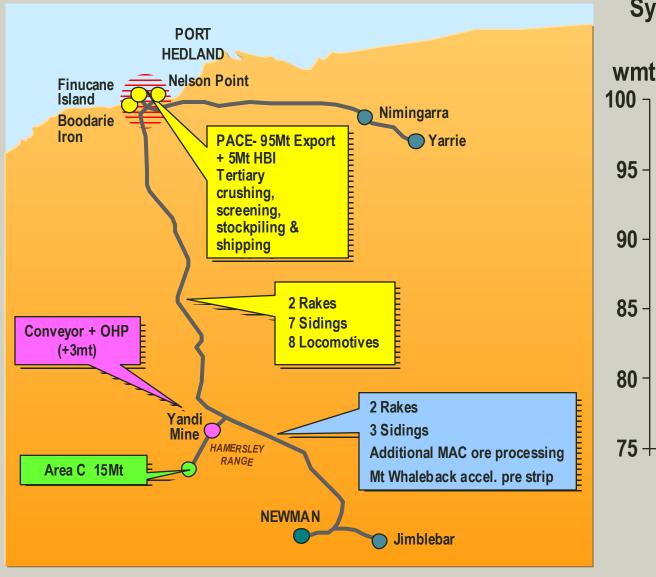


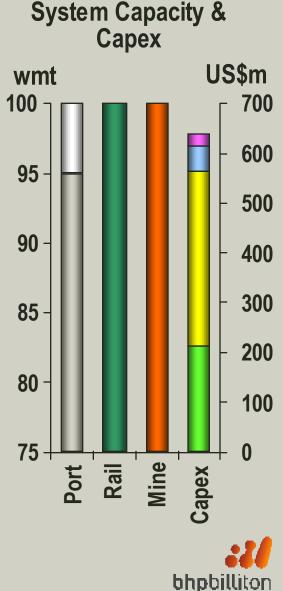
## Western Australian Iron Ore System Capacity: Area C & PACE





## Western Australian Iron Ore System Capacity: Area C & PACE → 100Mt







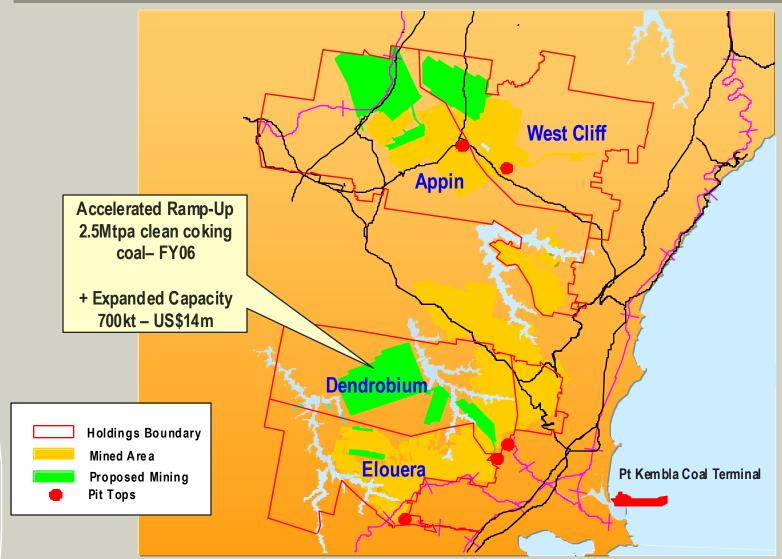


#### Broadmeadow Underground



**bhp**billiton

## Dendrobium – Accelerated Ramp-Up & Potential Expansion – FY06





#### CSM Marketing – Response to China Opportunities

- Consolidating and building our capabilities in China:
  - Five offices to two
  - Employed specialists in various disciplines
  - Upgraded systems
  - Established "WOFE"
  - Leveraging our position



#### China - Challenges Remain

- Maintaining supply to traditional markets
- Preparing for the inevitable downturn
- Appreciating A\$ and SA Rand impact on margins



#### Conclusion

- Carbon Steel Materials is in a unique position to take advantage of meteoric Chinese growth:
  - Low cost, low risk expansion options
  - Flexible supply
  - Diverse product range
  - World class resource base
  - Proximity to key markets



