

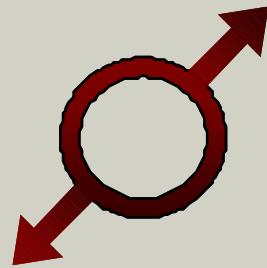


# BHP Billiton Aluminium

*Aspiring to be the best aluminium company in the world*

Sydney - London

November 2003



Aluminium CSG



bhpbilliton

# Key Messages

- Quality of asset portfolio - Upstream   
Metal  
Alumina
- Opportunity for significant further improvement
- Still brownfield opportunities to harvest
- Change in growth emphasis —> Aluminium to Alumina
  - Response to supply / demand evolution in China
  - Where we believe the greatest source of future rent lies



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# Speakers

- Introduction and Strategy Mike Salamon
- Marketing Rod Kinkead-Weekes
- Industry Issues Paul Everard
- Smelting Operations & Continuous Improvement Mahomed Seedat
- Refining Operations & Continuous Improvement Colin Agnew
- Future Growth Ian Jacobson
- Finance / Value Alex Vanselow



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# Introduction

- Aspiring to be the best aluminium company in the world:

## The scorecard

- Zero harm in HSEC
- Lowest unit cash costs
- Growth and Sustainability
- Size / Materiality
- Value
- Cash generation

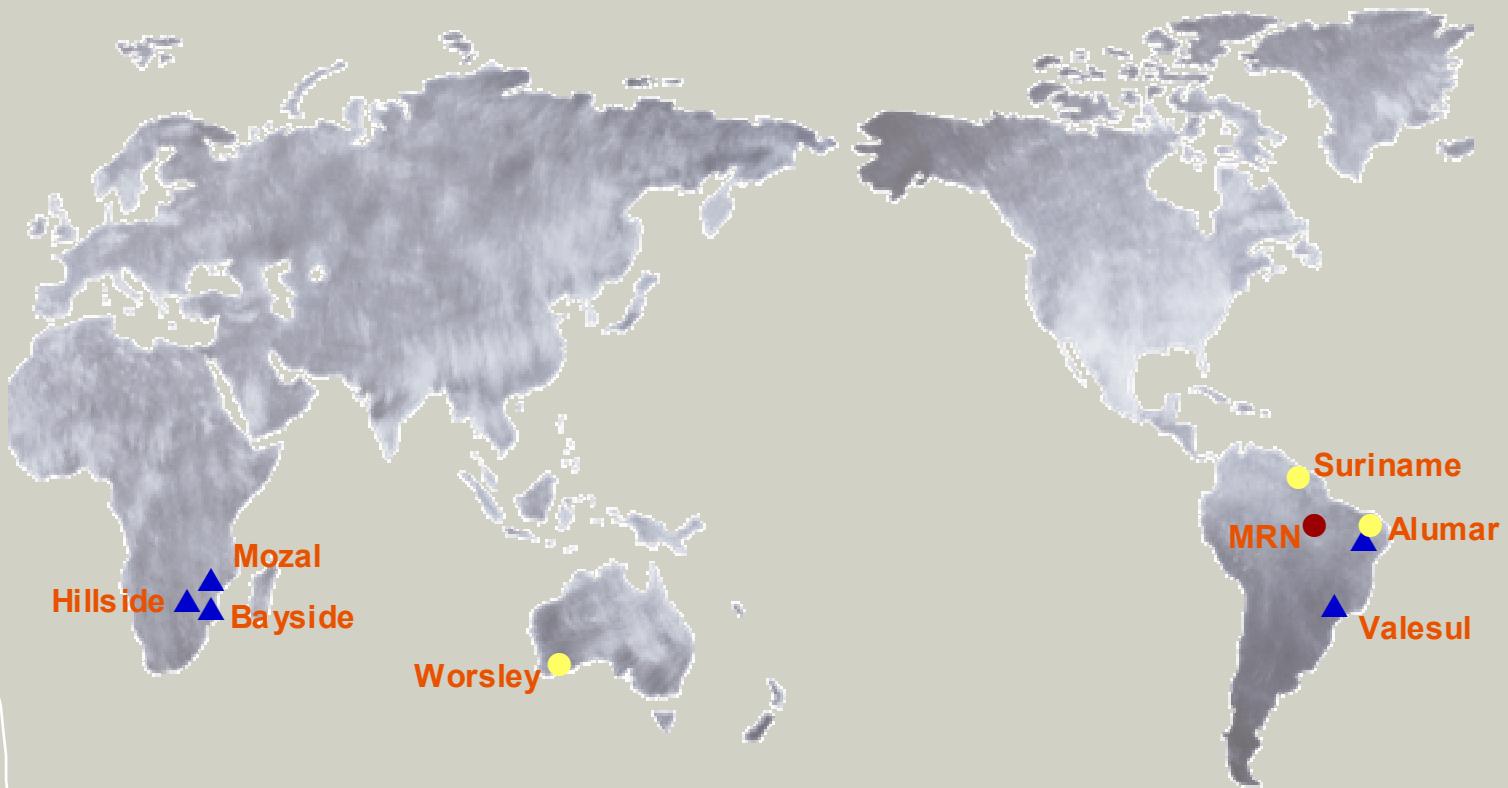
- How we measure up

- Zero harm is the focus
- Lowest metal & alumina system cash costs – but we can and will improve our relative advantage
- Strong growth track record, but industry consolidation makes future M&A value based growth challenging
- No. 2 in 3rd party aluminium (after RusAl) & No. 4 in 3rd party alumina (after Alcoa, Chalco and Glencore)
- No. 4 in ROC in calendar 2002 after Comalco, Alcoa & Chalco
- NPV large and growing



# Aluminium CSG

## (Total Production in '000t in fiscal years)

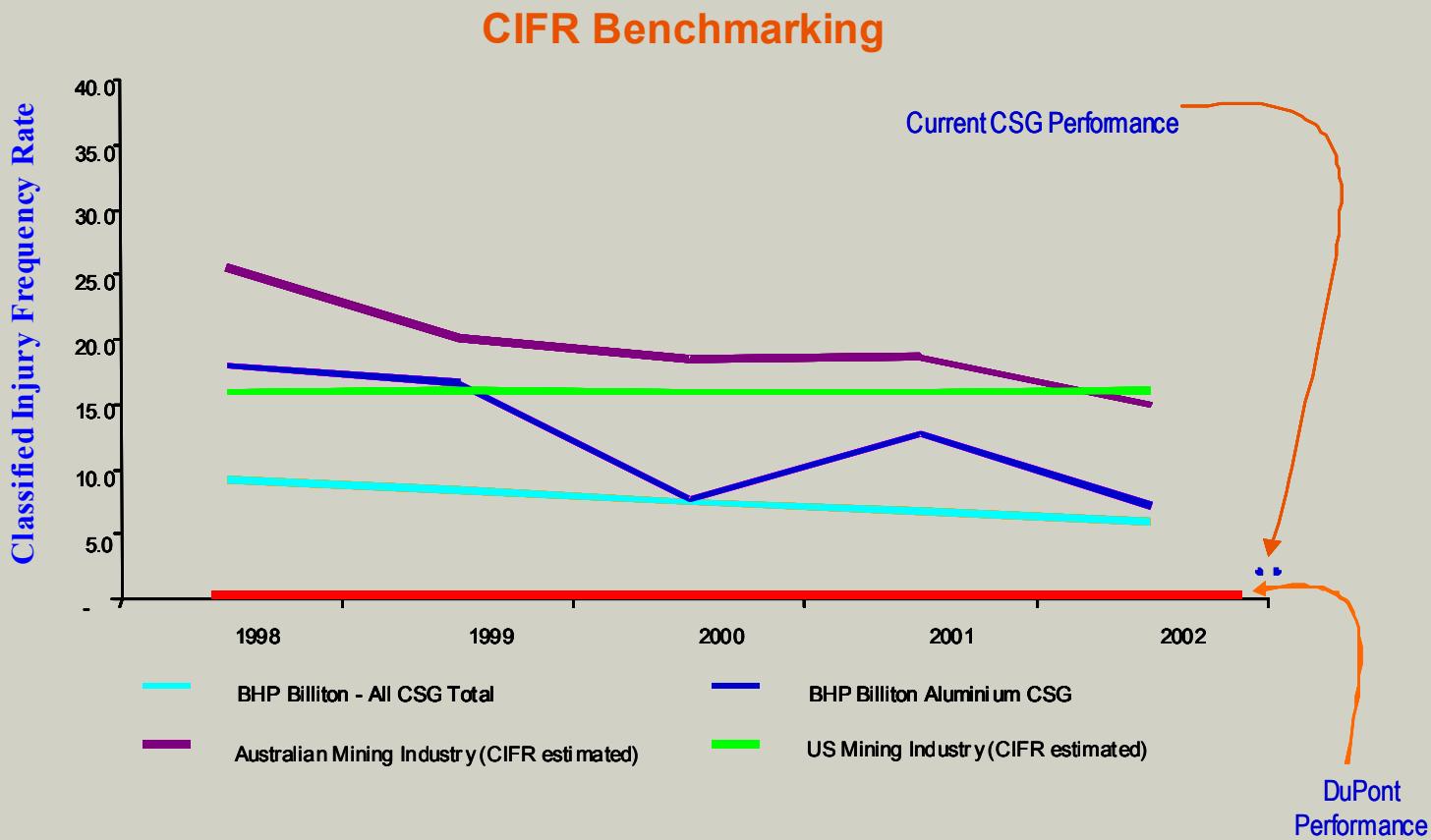


<u>Production ('000 tonnes)</u>	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05
Aluminium	883	981	992	1,074	1,250	1,300
Alumina	1,878	2,939	3,942	4,092	4,200	4,300
Bauxite	5,744	9,795	13,097	13,669	14,000	14,000

# BHP Billiton Strategic Framework - Progress

VALUE DRIVERS	PERFORMANCE
<i>Outstanding Assets</i>	CIFR down 20% and Improving Metal creep of 82,000 tons and normalised costs down by 7% (2002 to 2003 FY) Alumina creep of 149,000 tons and normalised costs down by 3% (2002 to 2003 FY)
<i>Growth</i>	Mozal II and Hillside III delivered Paranam 2.3mtpa expansion approved Worsley 3.5mtpa feasibility by Q4 FY04
<i>Customer-Centric Marketing</i>	Long-term non-LME linked alumina sales Metal sales into China
<i>Innovation</i>	335kA and beyond Slotted anodes Process control

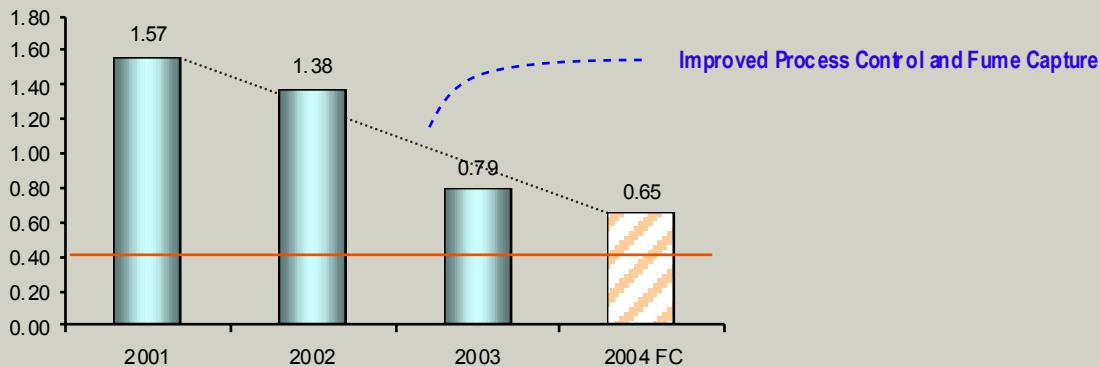
# HSEC – How We Compare



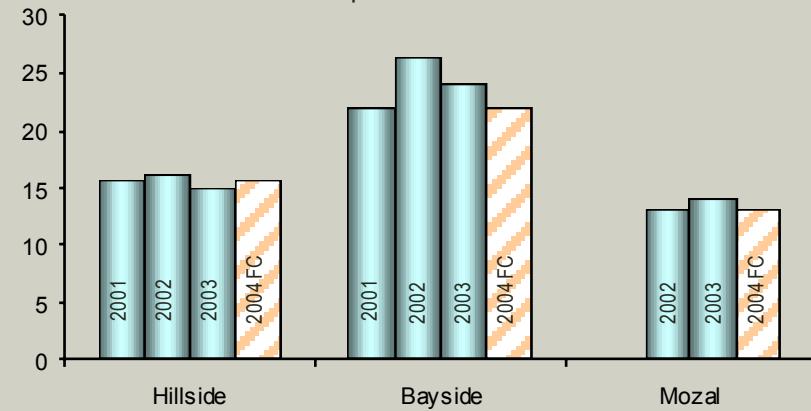
A Fundamental Part of “World’s Best”

# HSEC – Avg. Fluoride & CO<sub>2</sub> Equiv. Emissions / Tonne

Total Smelter Fluoride Emission

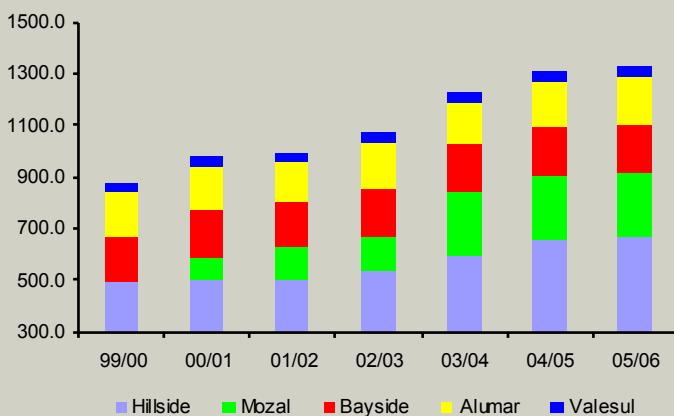


CO<sub>2</sub> Equivalent Emissions

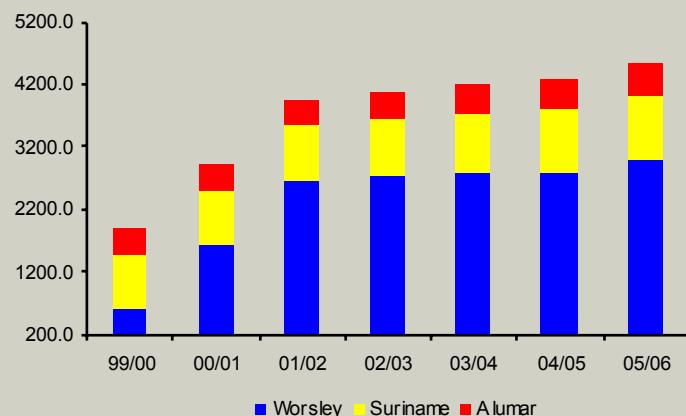


# BHP Billiton Aluminium and Alumina Production

## Aluminium Production



## Alumina Production



- Mothal 1 start-up in FY 01
- Mothal 2 start-up in FY 03
- Hillside 3 start-up in FY 04

- Worsley brownfield expansion from 1.8mtpa to 3.1mtpa
- Acquisition of 56% of Worsley
- Worsley brownfield expansion to 3.5mtpa and beyond 4.0mtpa
- Suriname “creep” from 1.9mtpa to 2.3mtpa
- Process control and optimisation

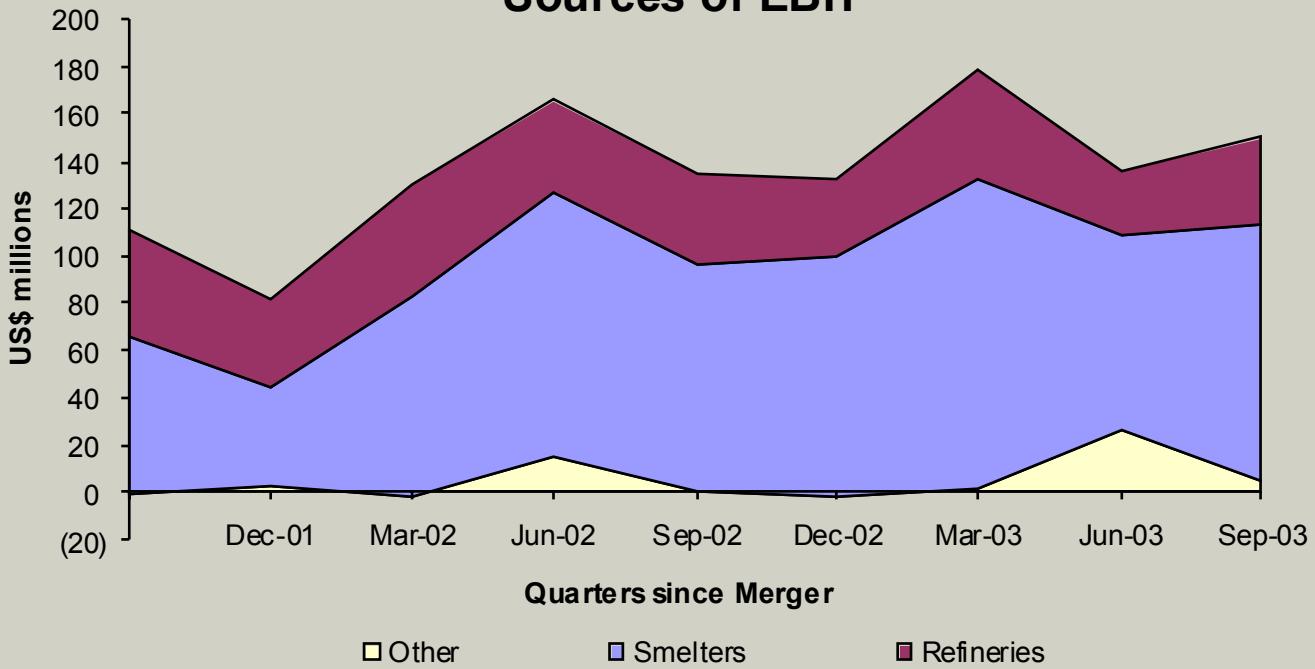


# CSG Sources of EBIT Since BHP – Billiton Merger

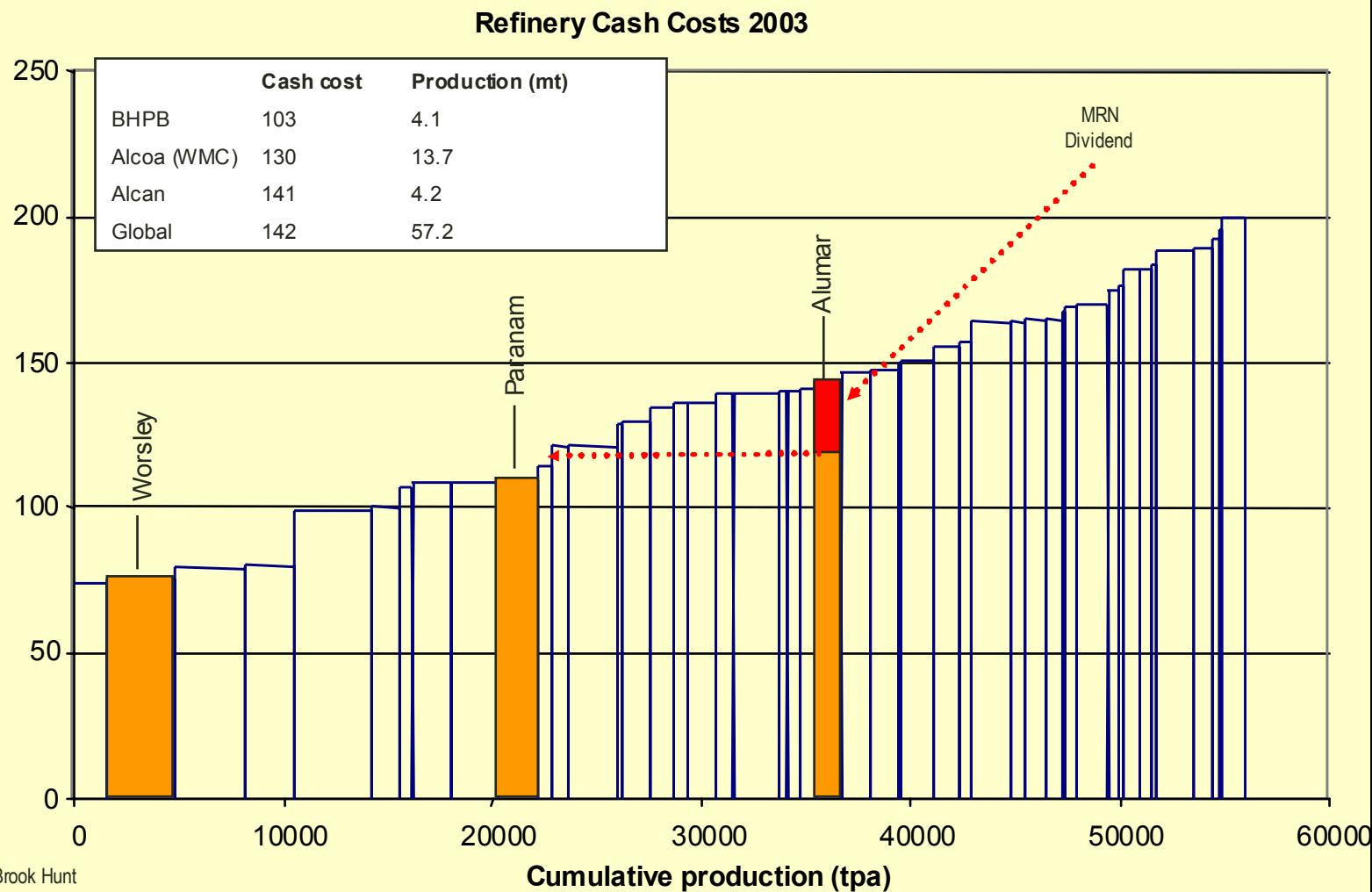
LME Cash

1,381    1,316    1,381    1,356    1,311    1,351    1,396    1,381    1,436

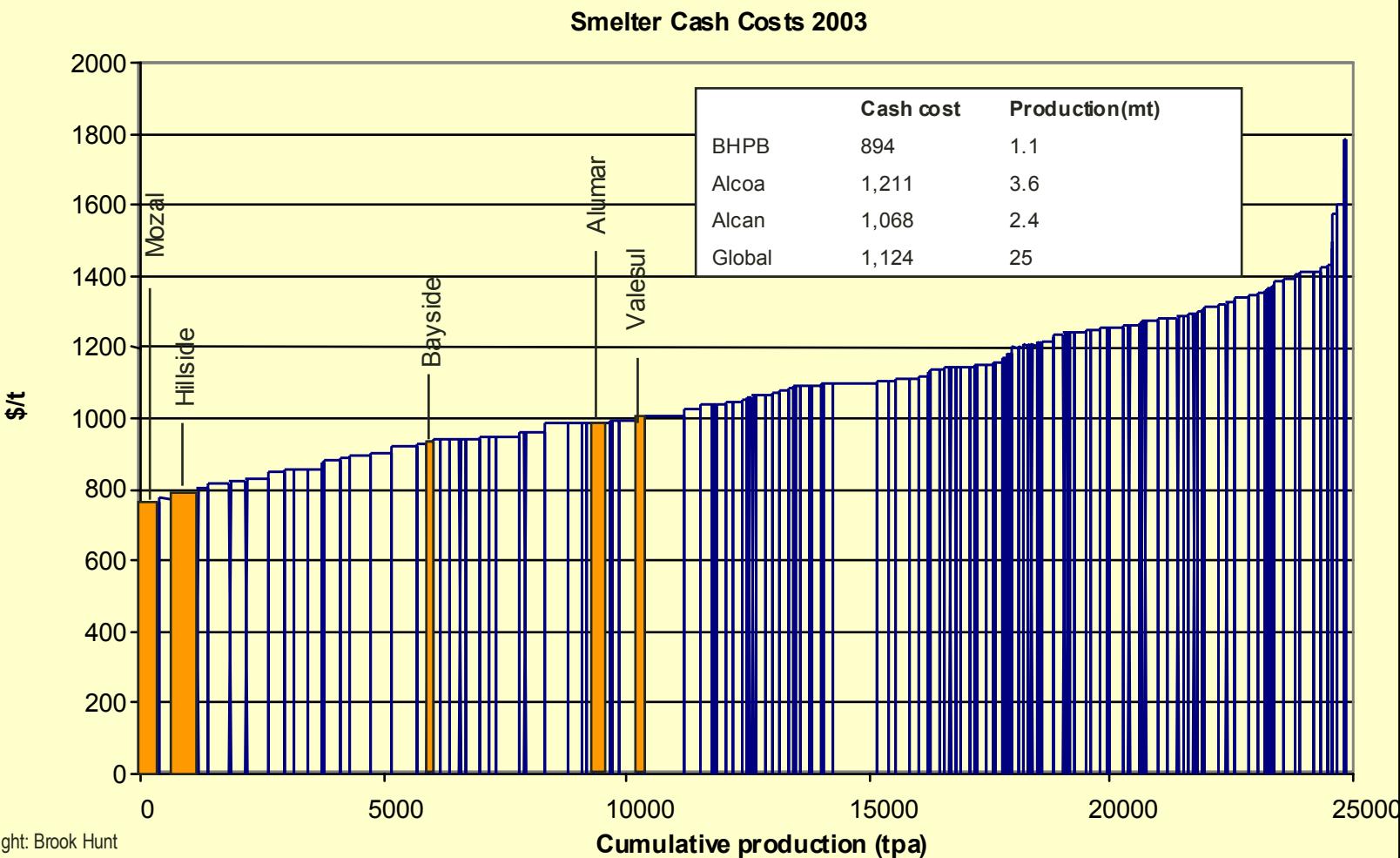
**Sources of EBIT**



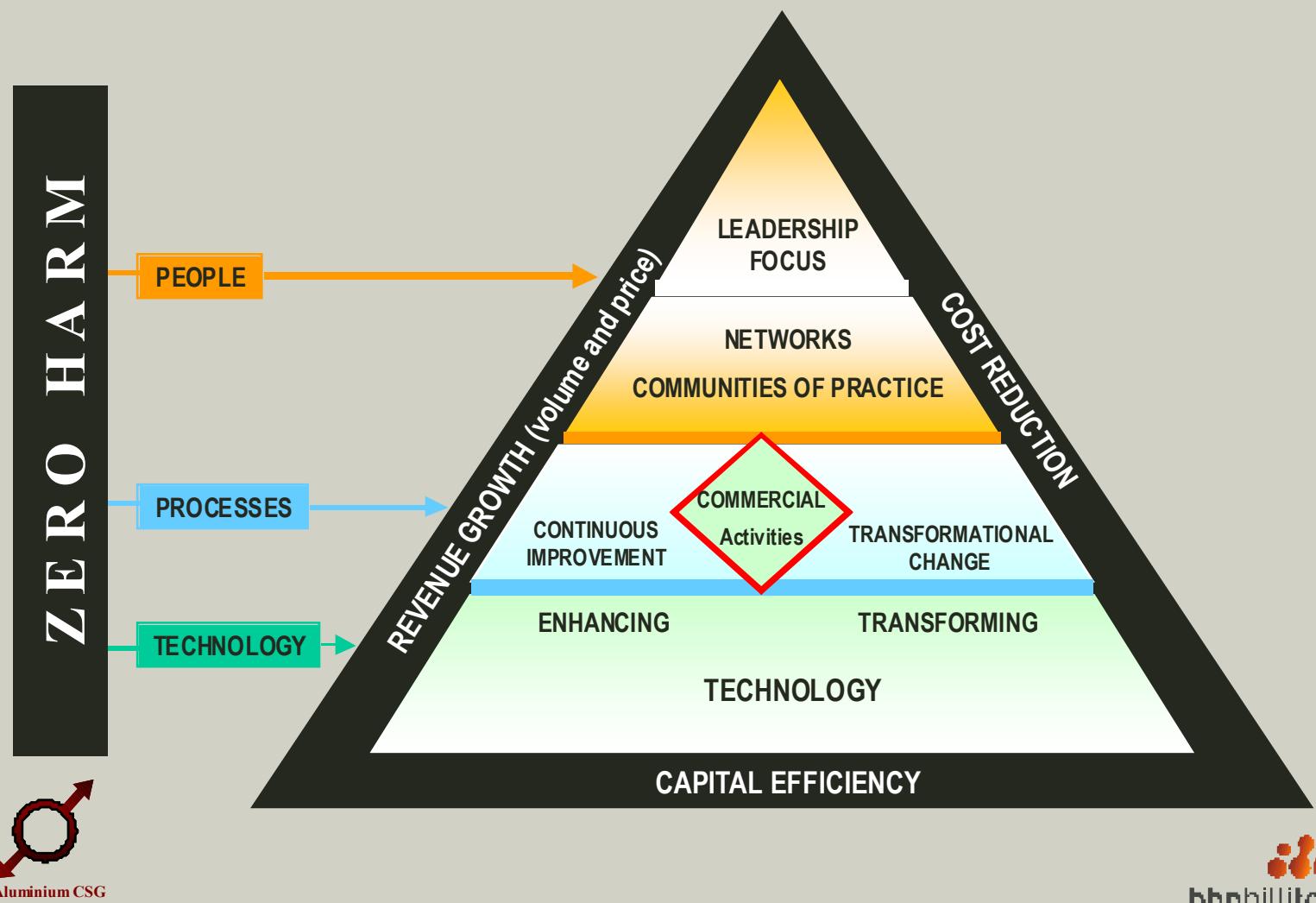
# Refinery Cash Costs – How We Compare (Brook Hunt)



# Smelter Cash Costs – How We Compare (Brook Hunt)



# Operating Excellence – People, Process & Technology



# BHP Billiton Aluminium Options

Value

## Embedded

- Worsley 3.5mtpa brown field
- Suriname 2.3mtpa brown field
- Alumar 1.5mtpa creep
- Smelter current increase - 350kA
- Restructuring
- BHP Billiton Way

## New Initiatives

### Alumina/Bauxite

- Suriname Bakhuys greenfield
- Worsley > 4.0mtpa brownfield
- Alumar 3.0mtpa brownfield

### Southern Africa Optimisation

- Additional pots
- Mothalane III / Hillside IIb
- Additional power contract

### Marketing

- Alumina Rent / China

## Challenging for the best

- Control of New Bauxite
- More Stranded Power
- Large scale & opportunistic M&A



(capital efficiency / creep of current asset base)

Scale

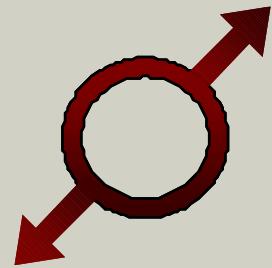
(stretch asset/business base)

(step-change growth)



# Marketing

Rod Kinkead-Weekes  
Marketing Director



Aluminium CSG



# Marketing Strategy

## Metal

- Maximise net premiums
- Diversify and promote flexibility
- Build on strong physical base...plus actively trade within specified limits
- Understand, manage and control risks



## Status

- Number 2 in non-integrated primary metal sales
- Global market reach

## Alumina

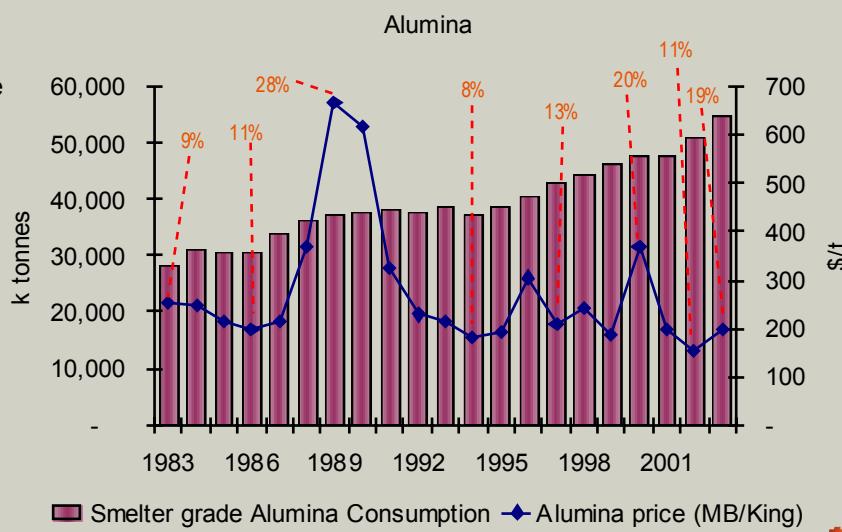
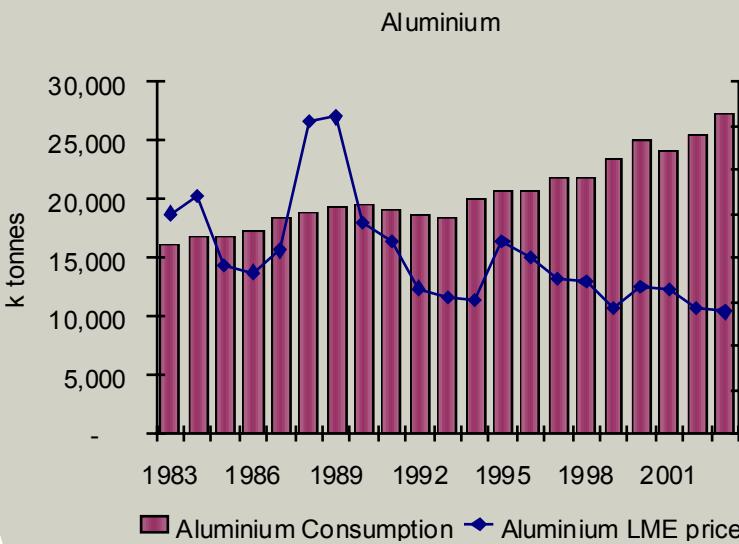
- Supply increasing internal requirements
- Position for further growth
- Maximise margins
- Actively trade
- Supply new markets
- Understand, manage and control risks



## Status

- Strong market presence
- Significant 3<sup>rd</sup> party player
- Growing in China

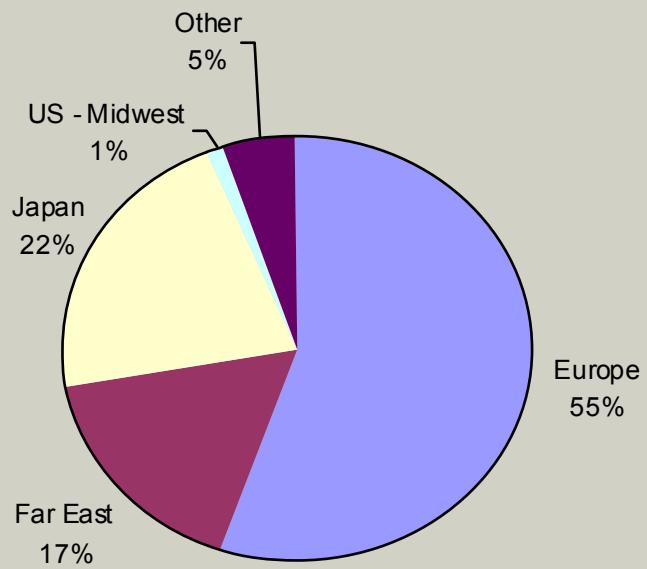
# Historical Global Consumption and Real 2003 Price



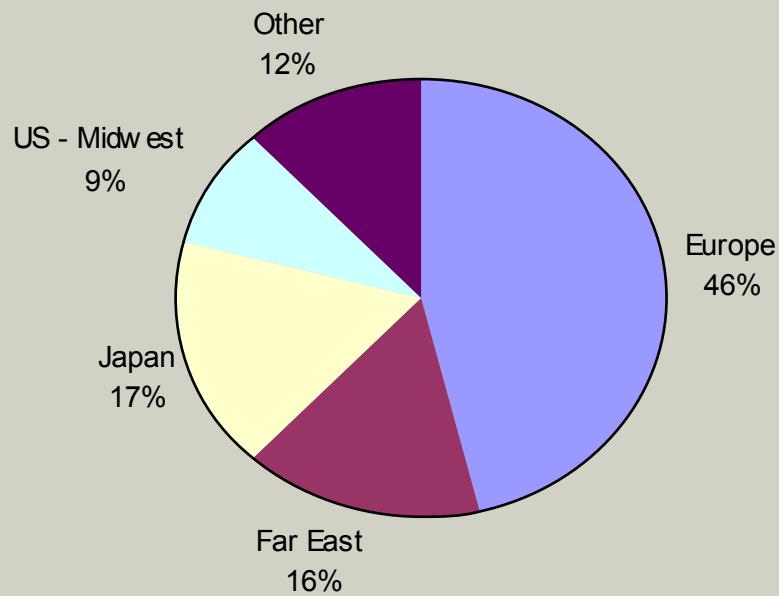
Source: Metal Bulletin, King and Brook Hunt

# Aluminium Sales by Destination

Actual 2003

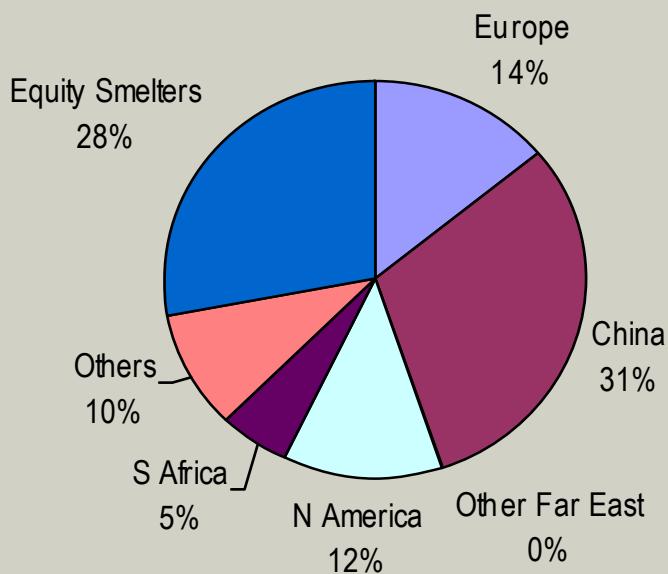


Forecast 2004

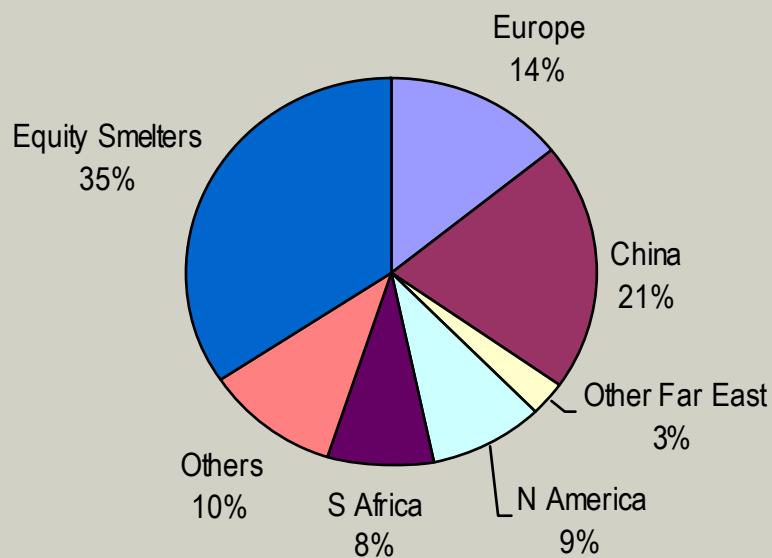


# Alumina Sales by Destination

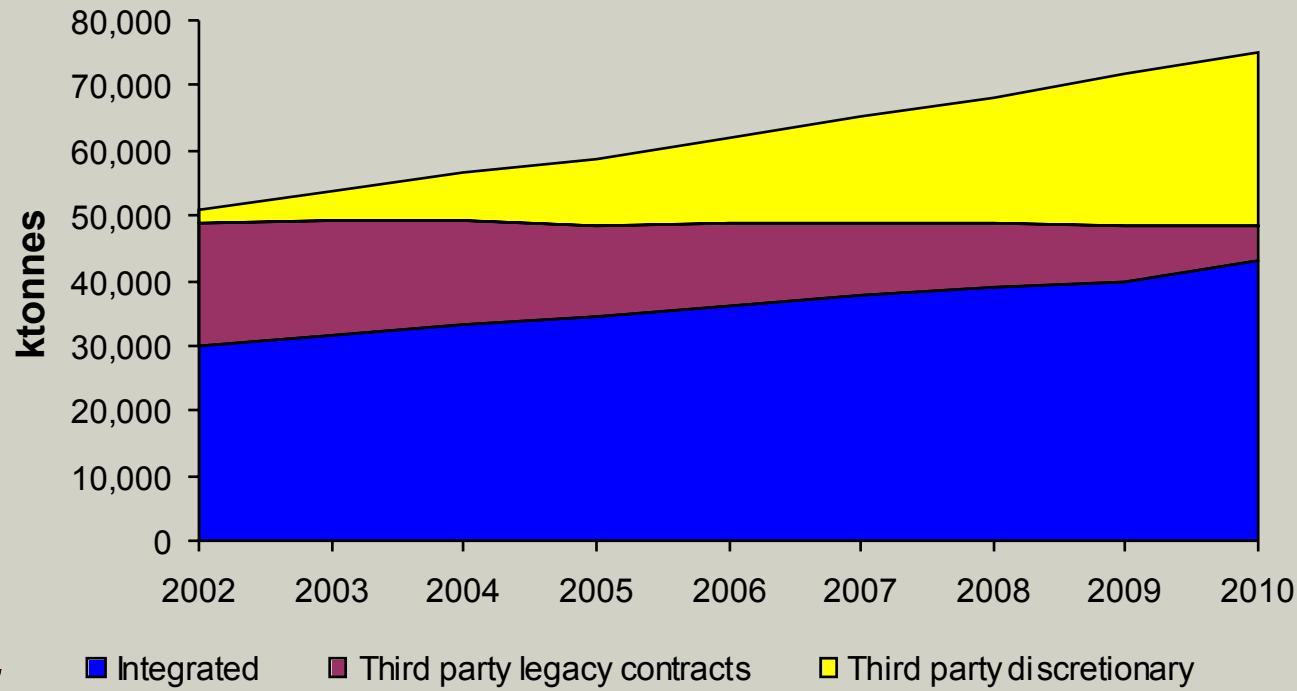
**Actual 2003**



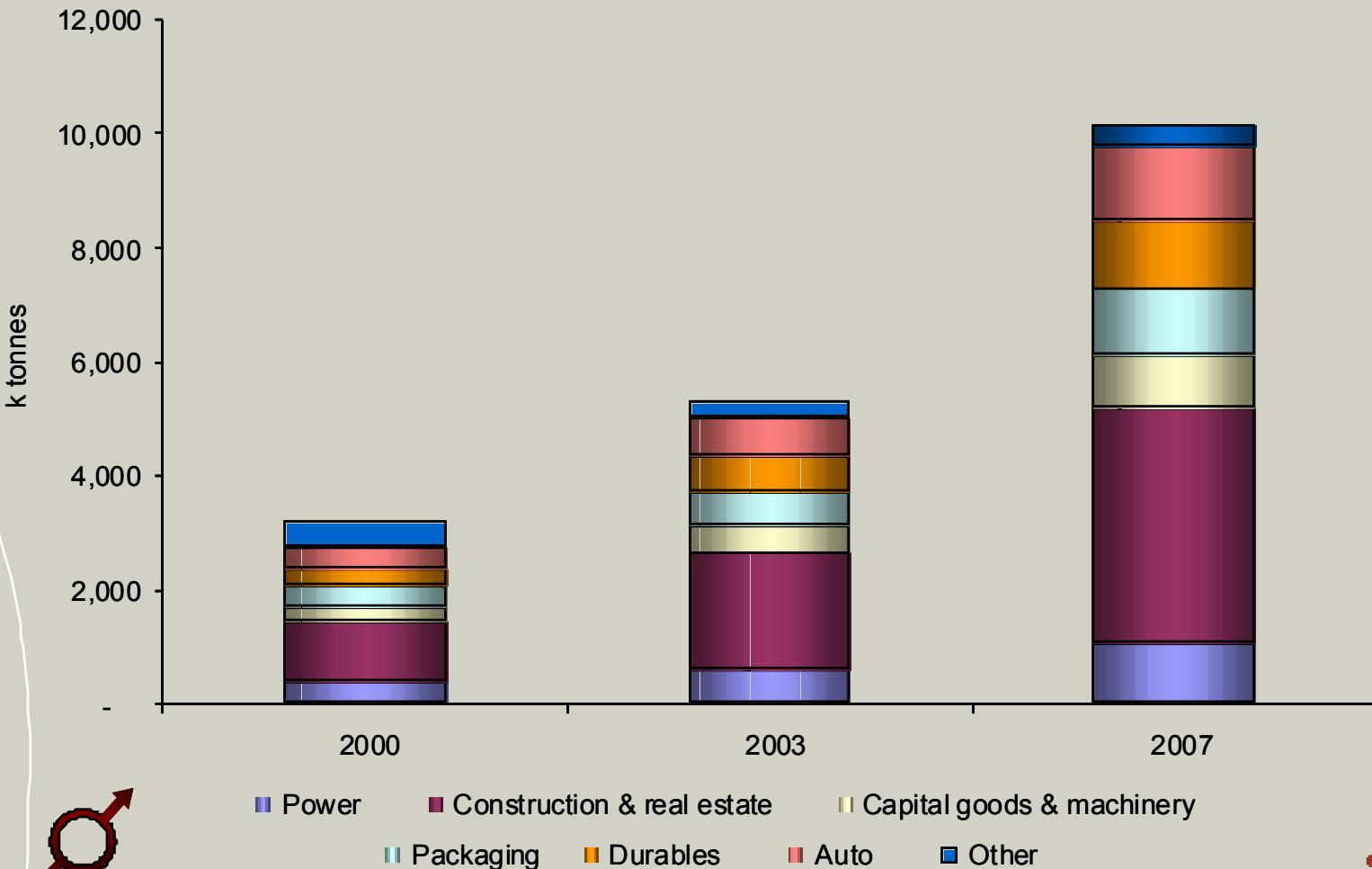
**Forecast 2004**



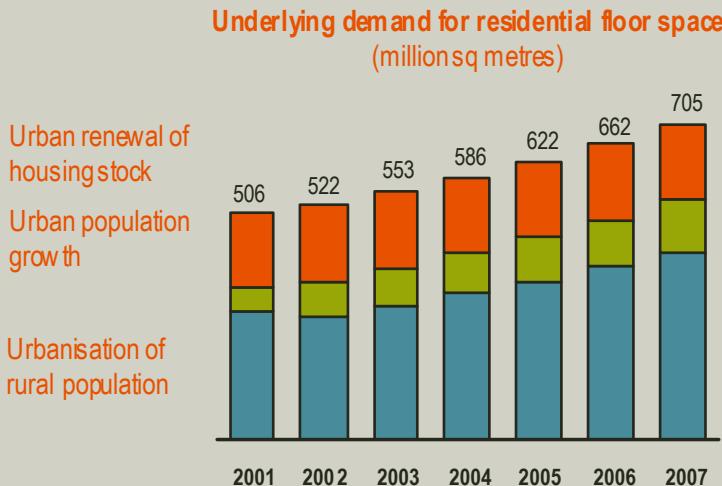
# Evolution of Global Alumina Market



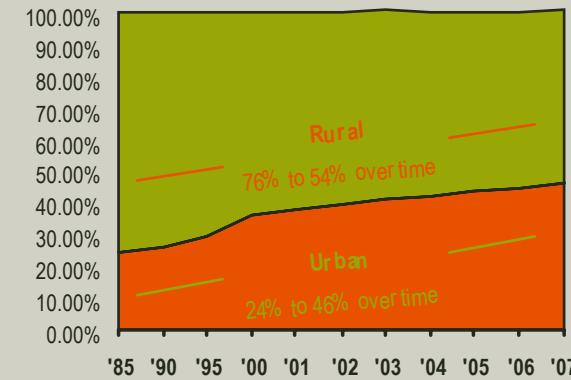
# China – Aluminium Demand



# China – Construction Industry Drivers



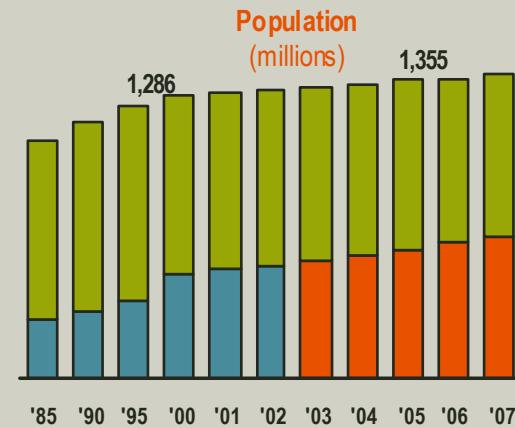
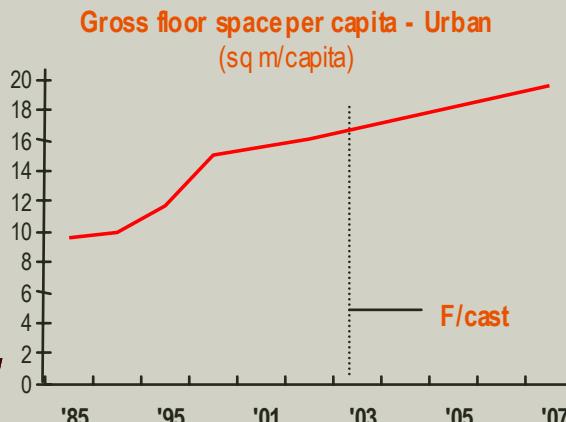
**Change in population from rural to urban**



## Assumptions

Assume 4.5% pa “urbanisation” rate based on recent history

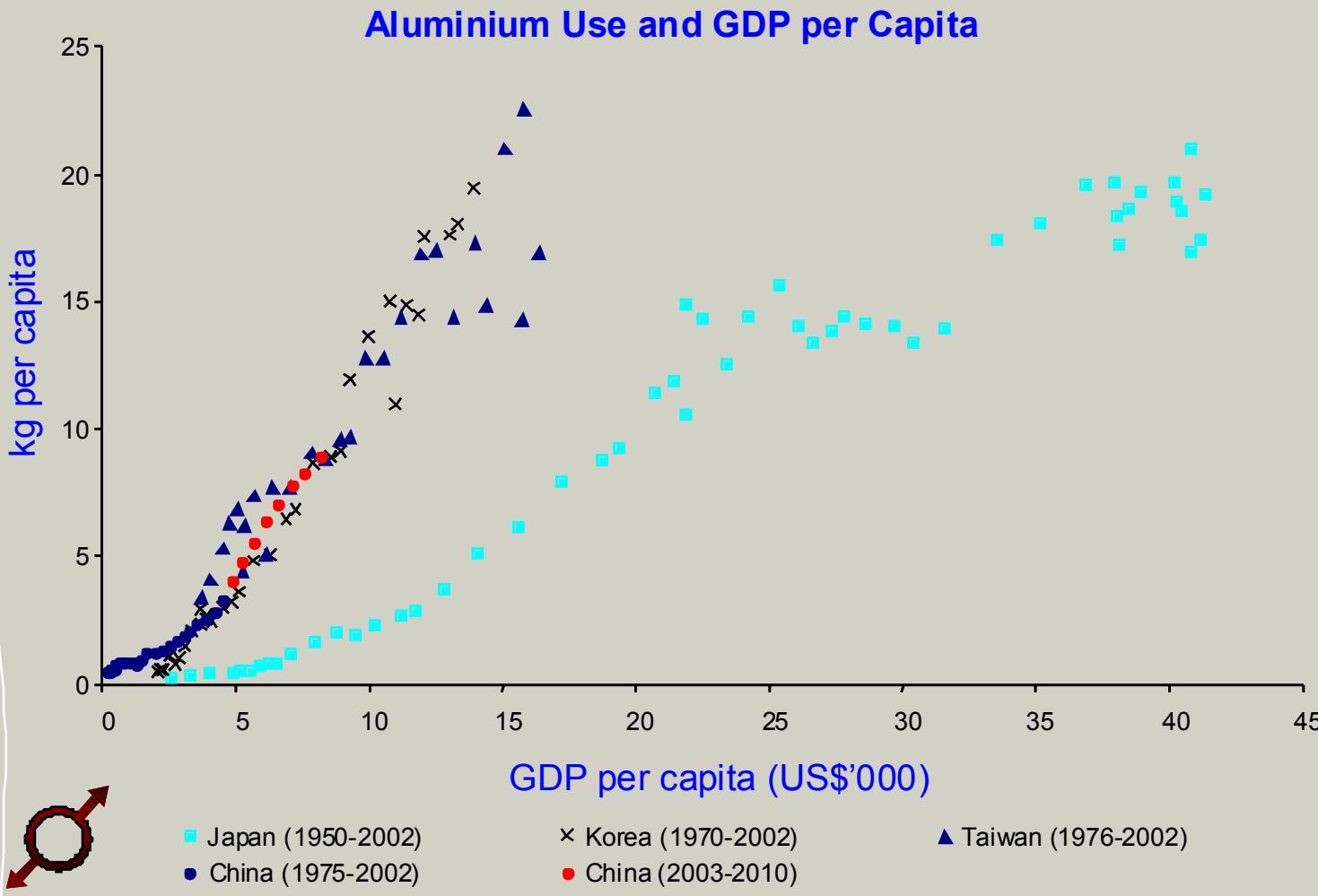
Assume 40 year life cycle for average accommodation



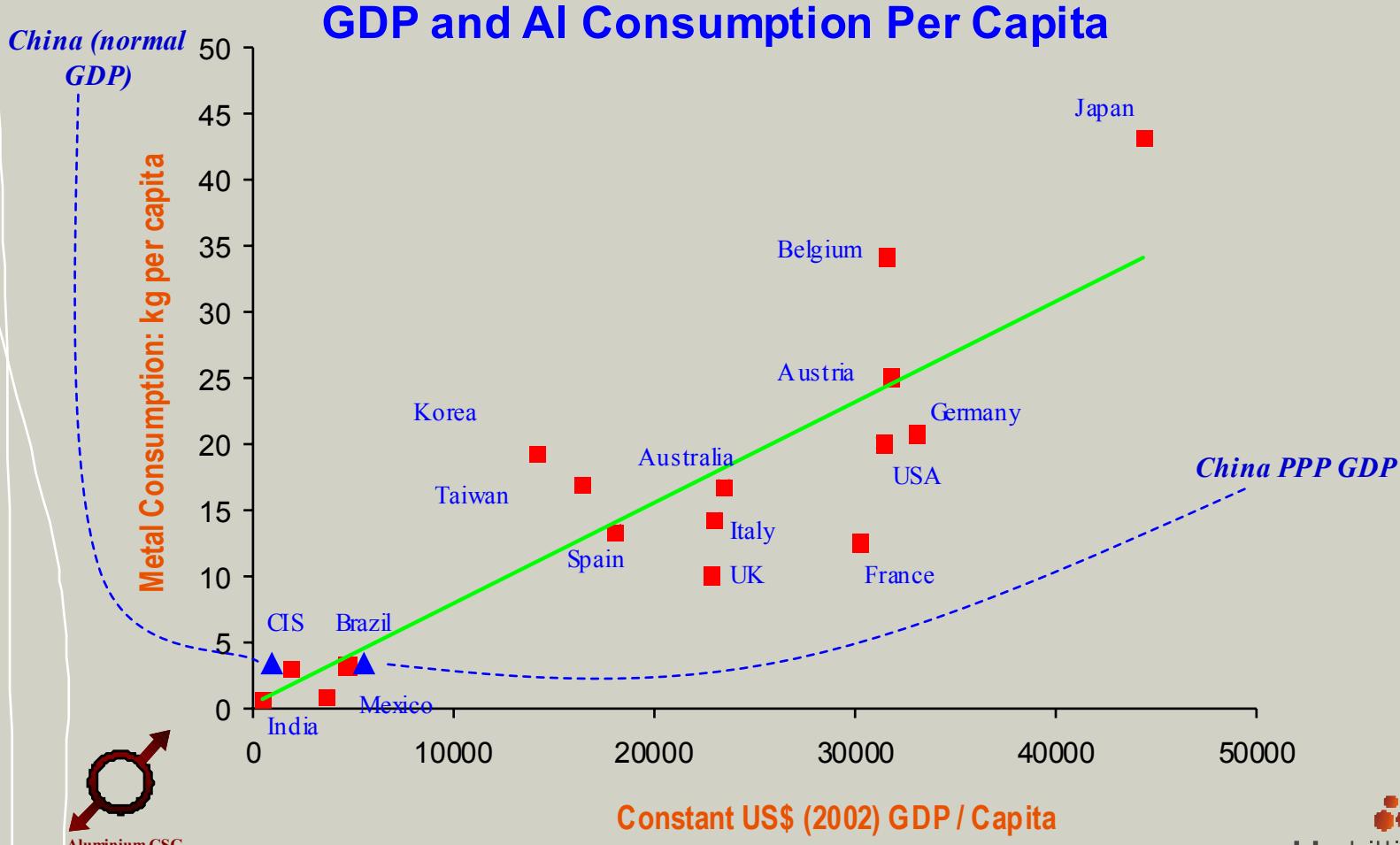
Assume 1% pa population growth

Assume floor space per capita continues to grow at 4% per annum based on historical trends

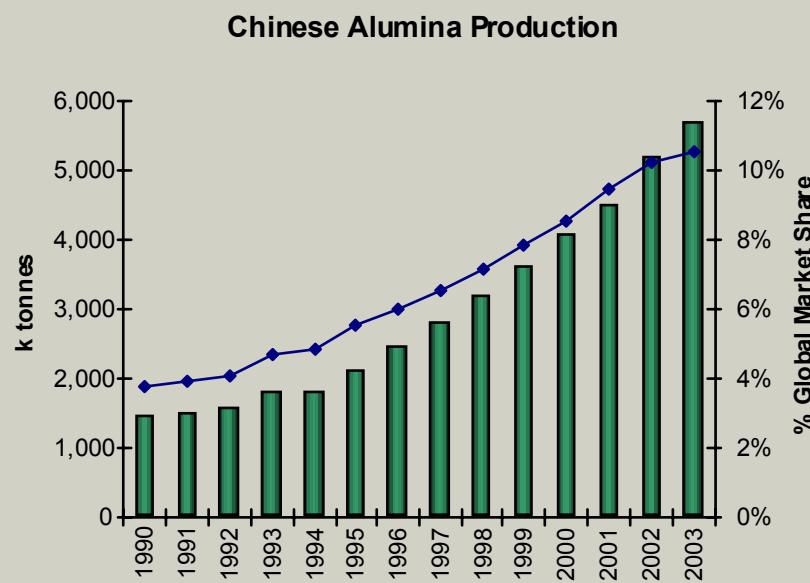
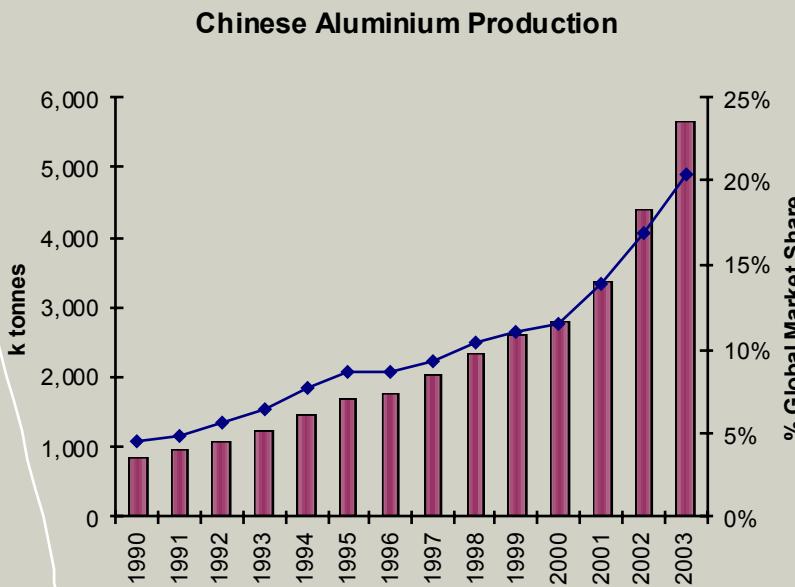
# Asian Metal Consumption – Evolution (Macquarie)



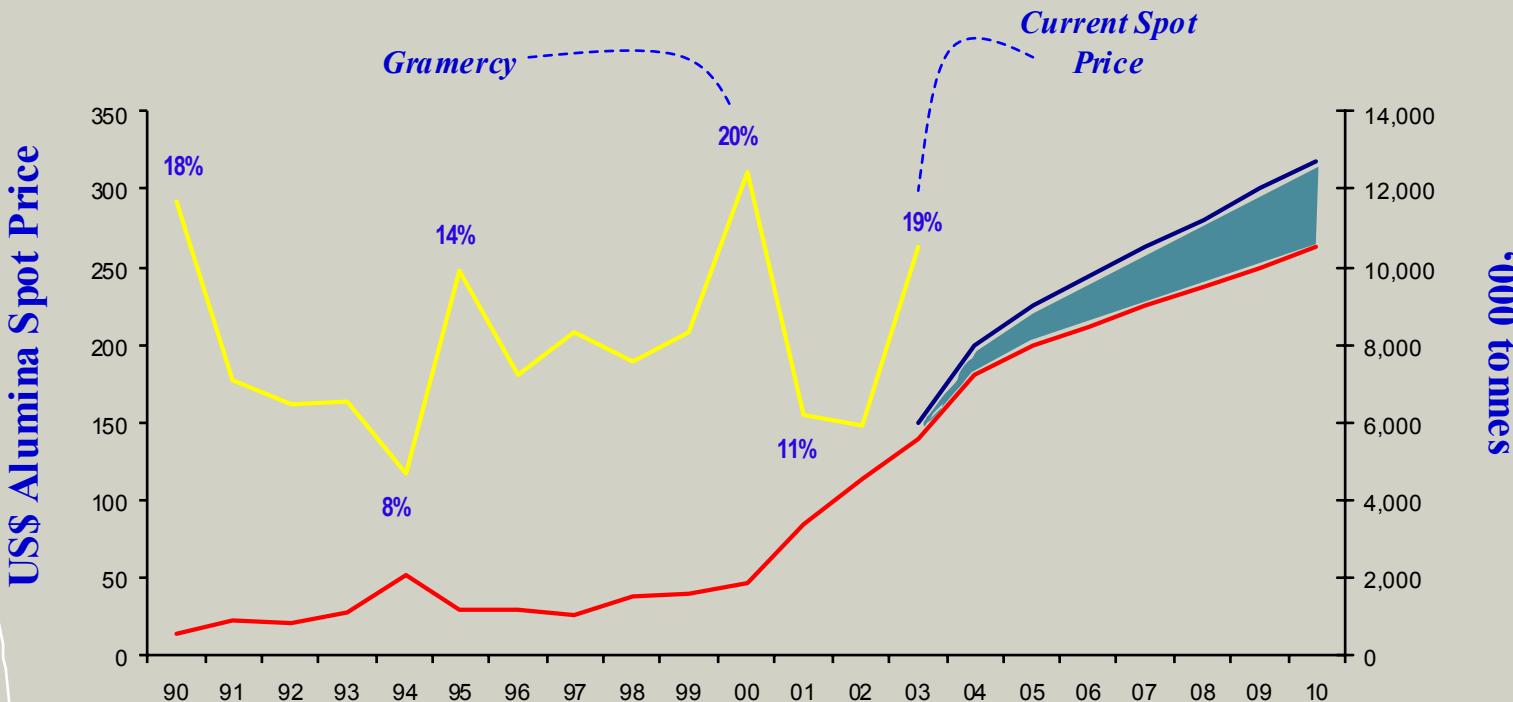
# Asian Metal Consumption - Evolution (Macquarie)



# Chinese Aluminium and Alumina Production



# Chinese Annual Alumina Imports – the Future?



# China – Global Market Implications

- **Metal**
  - Continuing to grow strongly and will continue to grow
  - Despite strong consumption growth – a net exporter
- **Alumina**
  - Not keeping pace with metal growth
  - Where will it come from / will it be available?



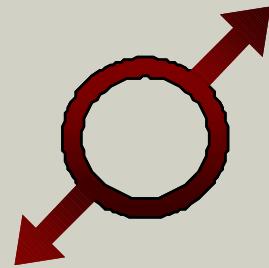
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# Industry Issues

**Paul Everard**

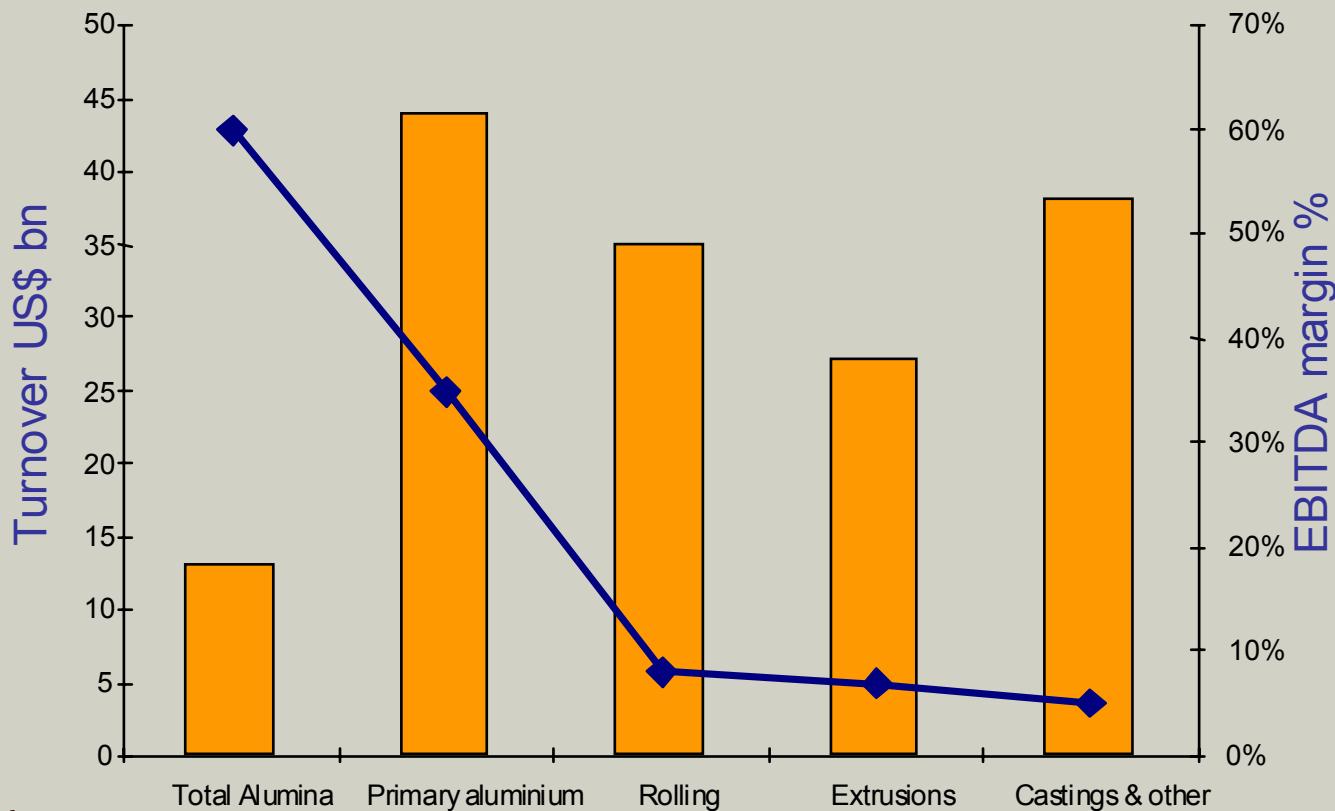
Deputy President - Aluminium



**Aluminium CSG**



# The Industry - Turnover & Lowest Quartile EBITDA Margins

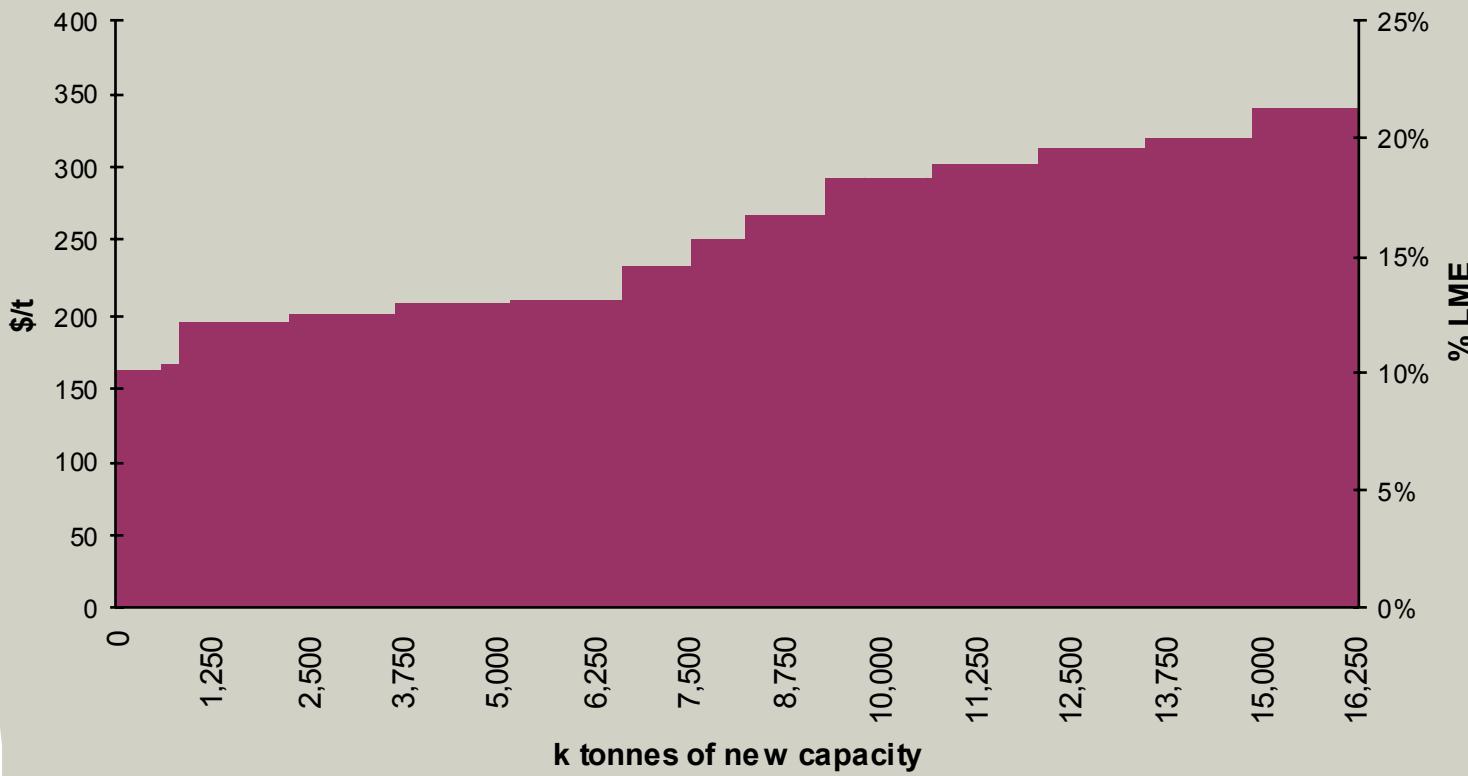


# Key Industry Factors

- China
- Automotive growth
- **Recycling**
- The environment
- Power
- Technological breakthrough
- **Entry and exit barriers**
- **Industry structure**



# Alumina Capacity - Inducement Price Curve



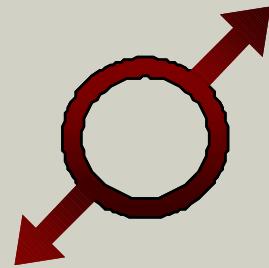
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# Smelting Operations & Continuous Improvement

**Mahomed Seedat**

Vice President and Chief Operating Officer – Southern Africa



**Aluminium CSG**



# Southern African Smelters



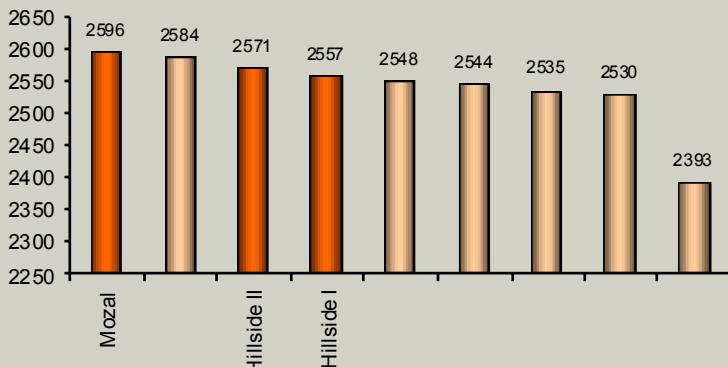
# Mozal II and Hillside III - Forecast Completion KPIs

		Hillside III		Mozal II	
KPI	Unit	Forecast	Budget	Actual	Budget
LTIFR	Injuries / million man hours	0.6	5.0	1.0	5.0
Fatalities	Injuries / million man hours	Zero	Zero	Zero	Zero
Capex	US\$ millions	416	449	660	860
Schedule to first metal	Months	18	27	21	27
IR	Man hours lost %	Zero	2.5	Zero	2.5

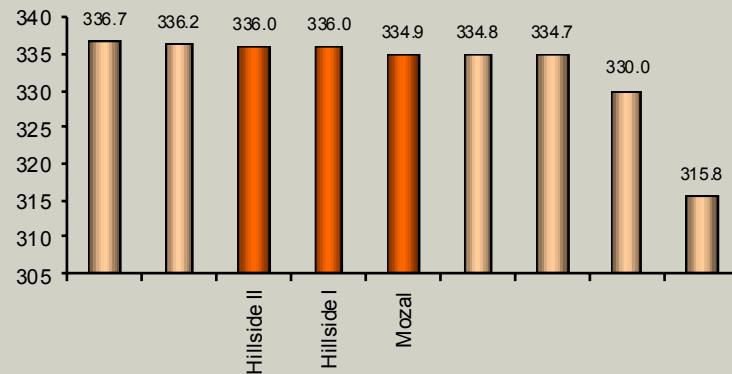


# AP30 Pre-Bake Benchmarks

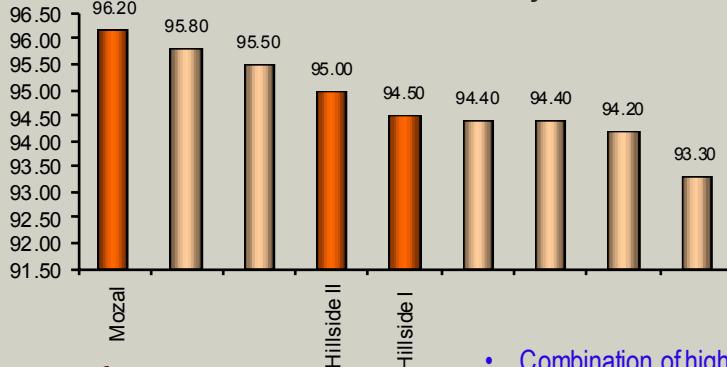
**AP30 Pot Output**



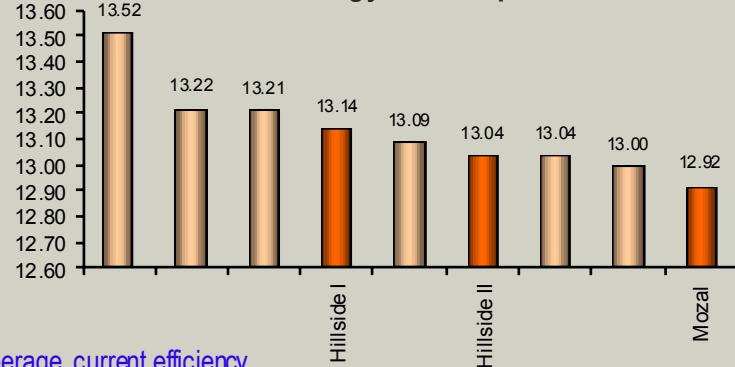
**AP30 Current**



**AP30 Current Efficiency**



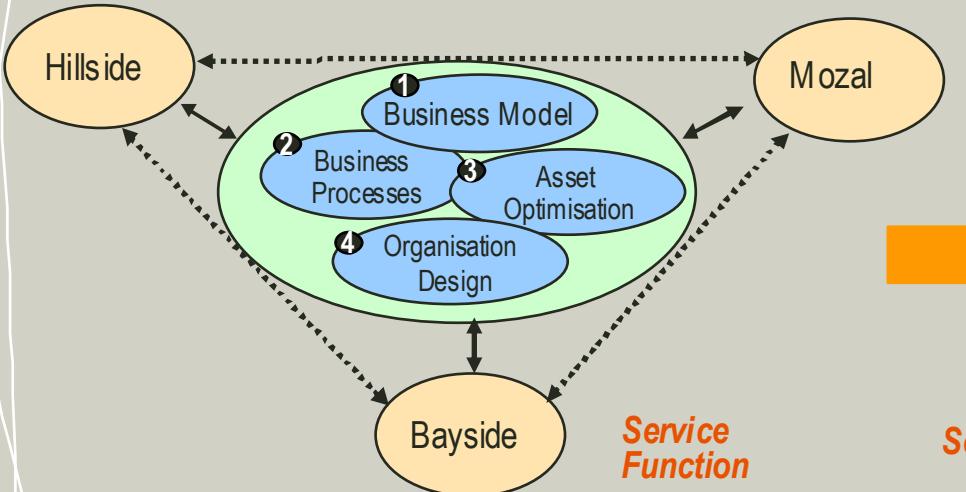
**AP30 Energy Consumption**



- Combination of higher amperage, current efficiency and low energy consumption is the goal
- Innovation is a major contributor
- Process control and elimination of variation critical



# Organizational Synergy – Project Simunye



**Continuous Improvement Projects**  
a part of the way we do business...

**..74 CI projects currently being implemented and tracked at Hillside and Mozal..**



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Service Function	Service Value-add	Indicative NPV
Human Resources	<ul style="list-style-type: none"> <li>Significantly improved HR Service delivery</li> <li>Optimisation of overall staff compliment</li> <li>Shared HR business model</li> </ul>	US\$ 4.1M
Business Solutions	<ul style="list-style-type: none"> <li>Standardisation of systems</li> <li>Improved governance</li> <li>Consolidated systems development</li> </ul>	US\$ 1.7M
Raw Materials	<ul style="list-style-type: none"> <li>Leveraging of combined purchasing power</li> <li>Exploit excess carbon capacity through sales of anodes and paste (not yet included in NPV)</li> </ul>	US\$ 5.9M
		US\$ 11.7M

# Understanding the Levers in Our Smelting Business

	Hillside	Mozal	Bayside A
Shareholding	100%	47%	100%
Pots	720	576	240
Pot output (kg/day)	2,525	2,592	1,062
Current (kA)	333	335	145
Current efficiency (%)	94.6%	96.2%	92.9%
<b>EBIT sensitivity (US\$ 'millions)</b>			
5kA increase	7	3	2
1% CE	5	2	1
10 extra pots	7	4	3
<b>NPV effect post 30% tax (US\$ millions)</b>			
5kA increase	67	30	20
1% CE	47	21	6
10 extra pots	62	35	24

350kA project at Hillside will deliver an additional 15kA, or three times this benefit

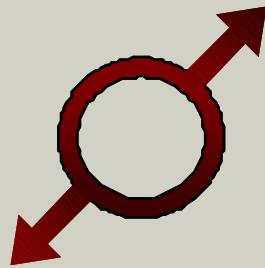


**Note: Example Excludes Capital Requirement**

# Refining Operations & Continuous Improvement

Ian Jacobson

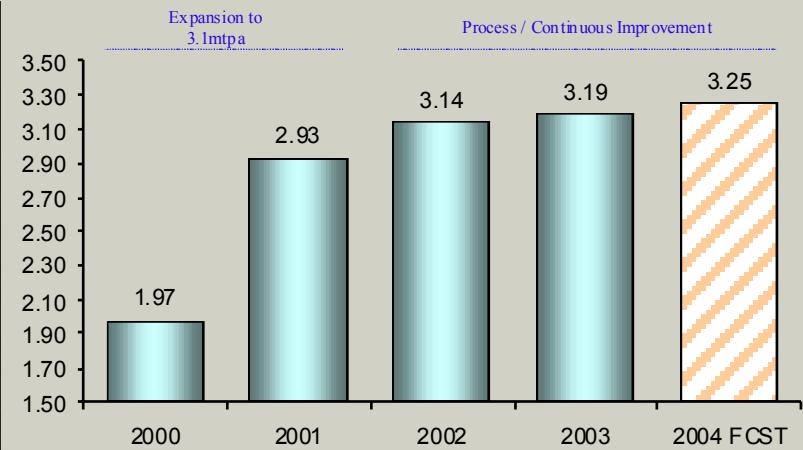
Vice President – Technical  
Chief Operating Officer



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# Worsley - Alumina Calcined Production



Worsley now operating at 3.25mtpa versus "nameplate" capacity of 3.1mtpa

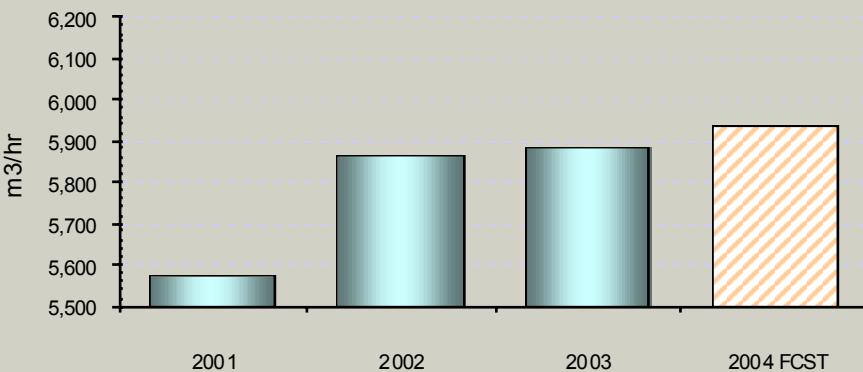
Approximate EBITDA benefit of 150ktpa = US\$18 million per year



# Operating Improvement via Plant Flow & Yield

**1 GPL Yield, or 100 m<sup>3</sup> Flow = US\$6 million EBIT impact**

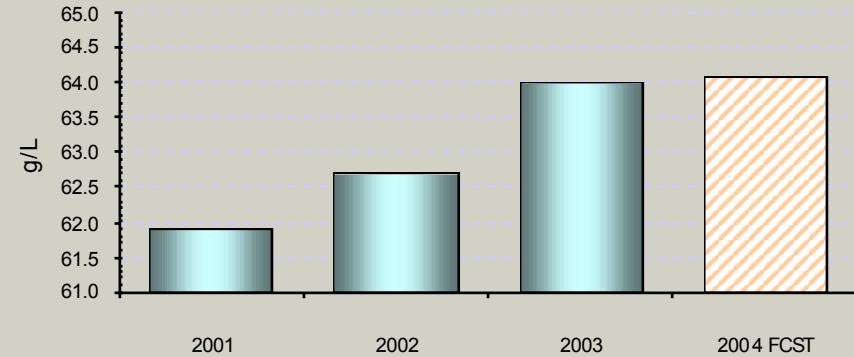
**Plant Flow**



## Flow Improvements:

- Mud Handling
- Operating Factor
- Powerhouse

**Plant Yield**



## Yield Improvements:

- Impurities control
- Higher in tank solids

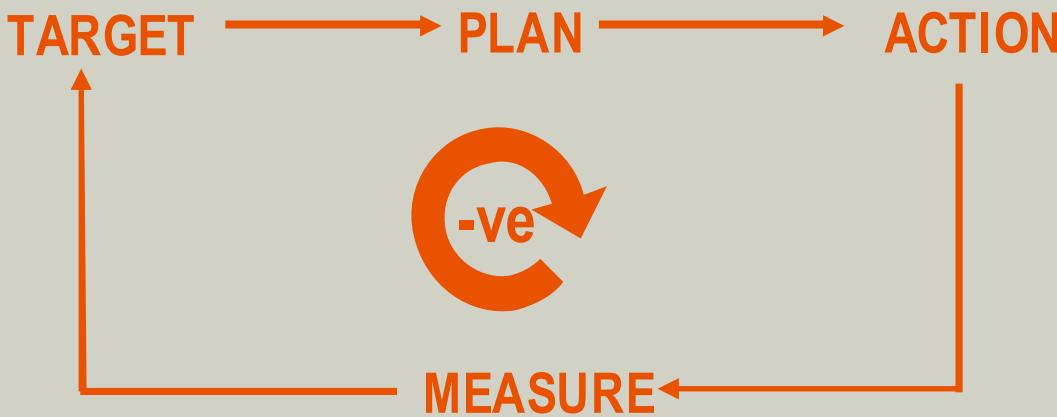


$$\text{Production} = f(\text{Flow} \times \text{Yield})$$

# The KPI / Value Driver Tree

The KPI Process Map is designed to :

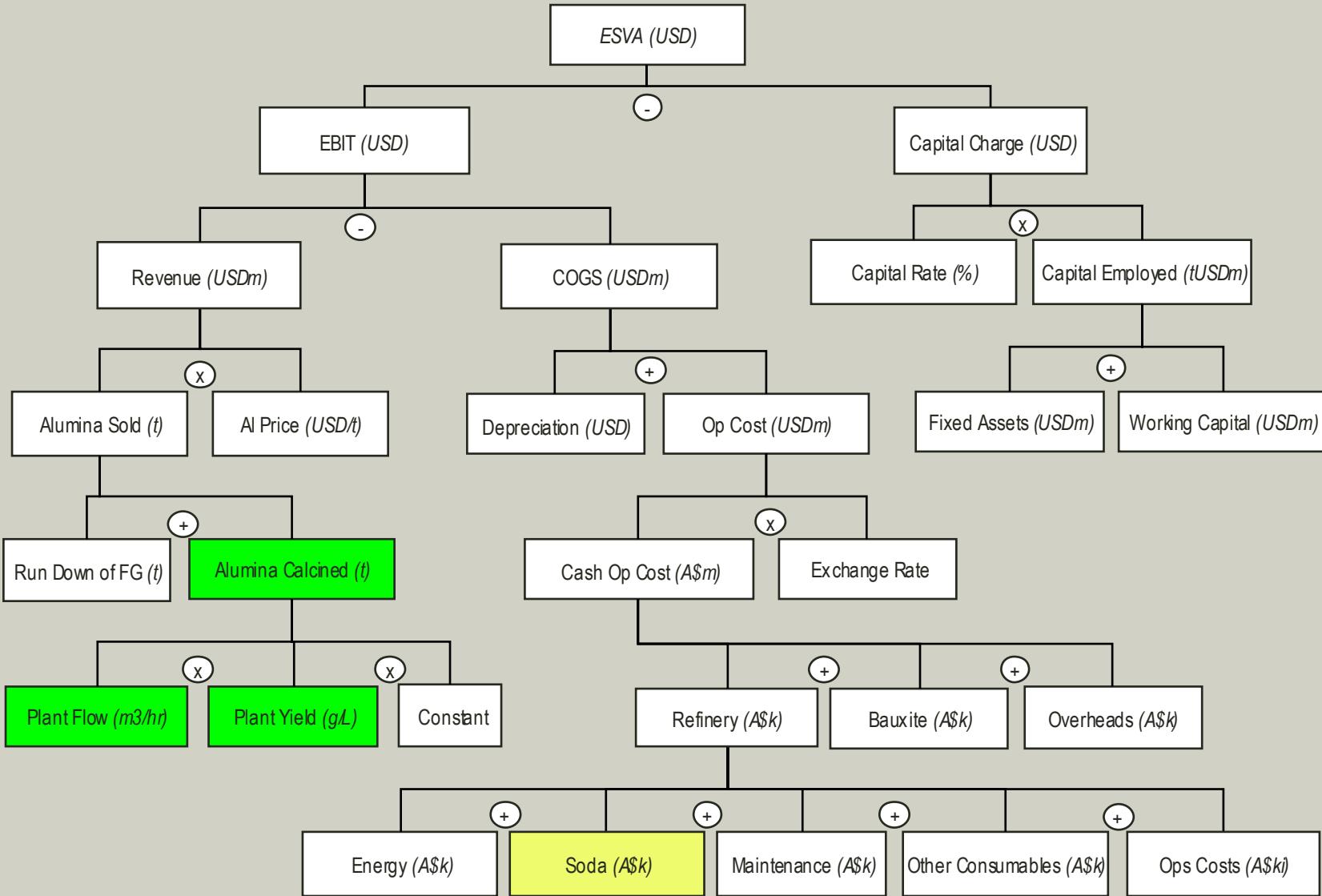
- Measure deviations from target (KPO's)
- Analyse the deviations to determine corrective actions (KPD's)
- Measure the economic impact on EBIT by not correcting variances



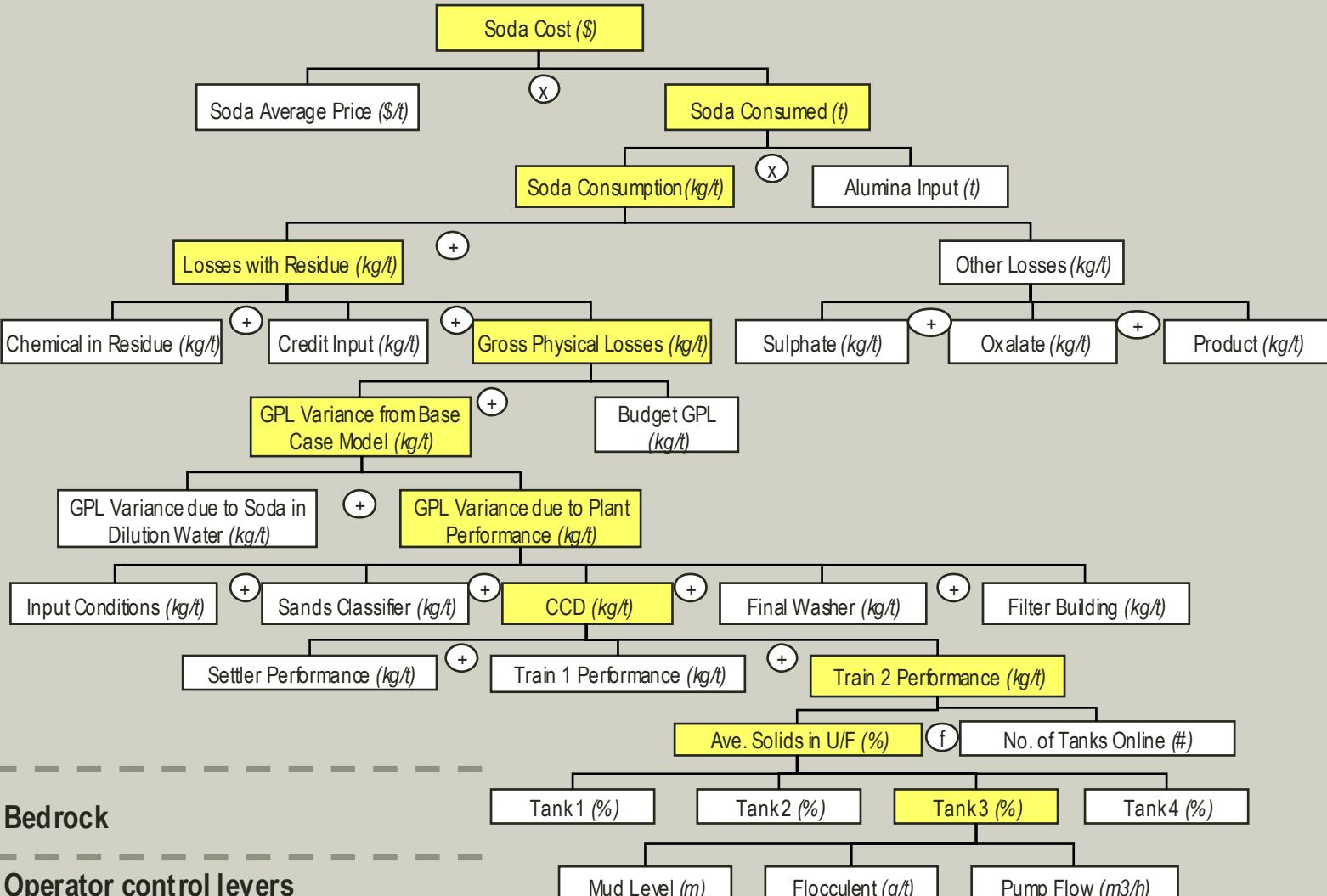
The KPI Process Map lies within a generic negative feedback loop, and identifies “defects” so that they can be corrected (targets change over time to reflect continuous improvement)

# KPI Process Map Tool – Example: Overall Performance Tree

-42-



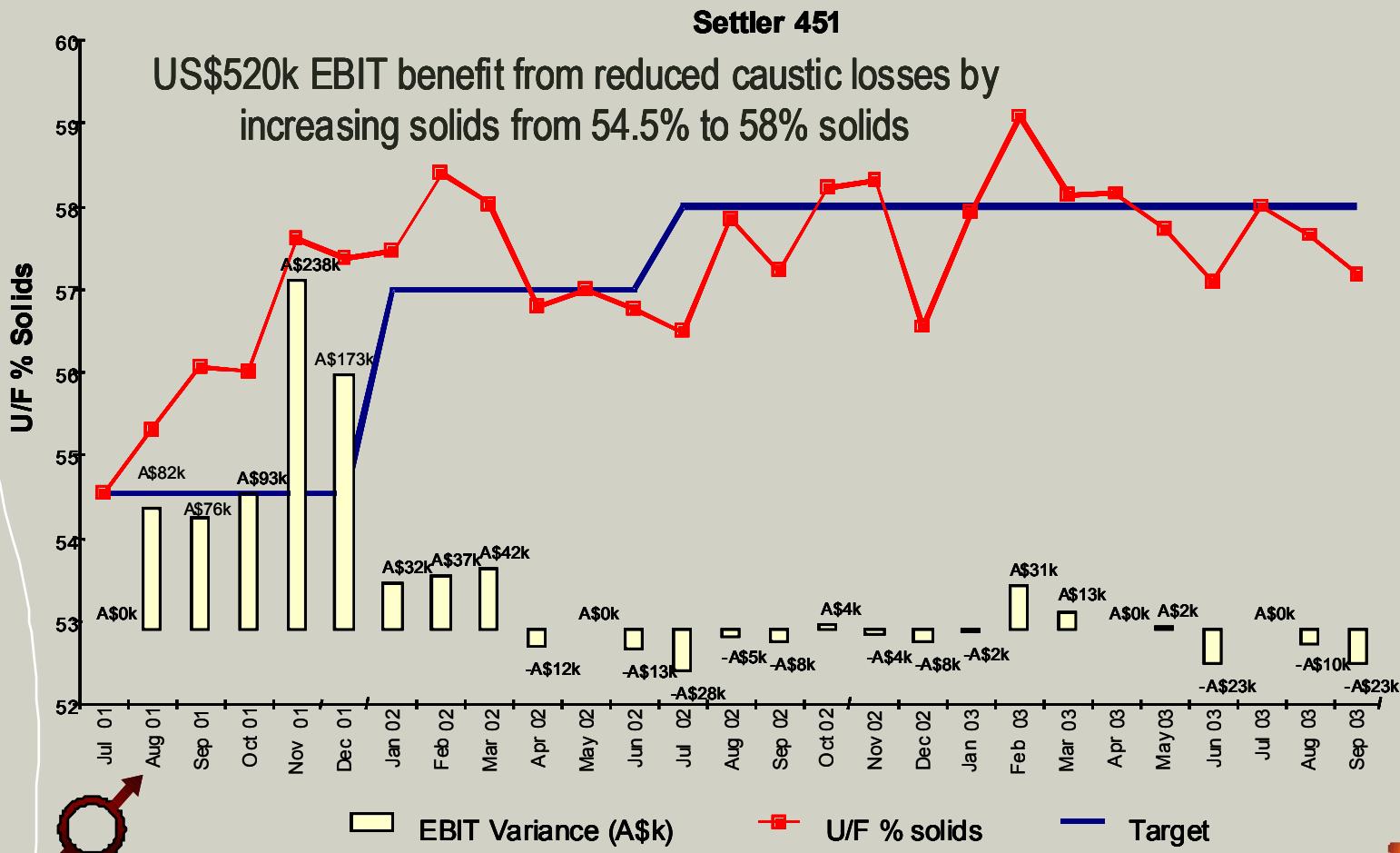
# KPI Process Map Tool – Example: Caustic Soda Loss



Information available to Primary Work Group

Sept 03	Actual	Target	\$ Effect
Tank 3 U/F solids (%)	37.1	41.0	A\$19k

# Benefits from Monthly Feedback – Caustic Soda Saving



# BCS - Bauxite Residue Disposal Solids

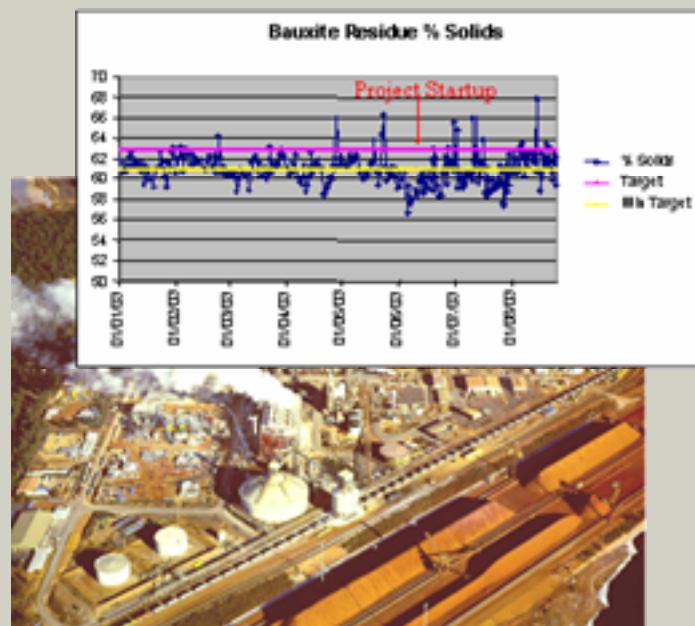
**Continuous Improvement Projects a part of the way we do business...  
(216 projects currently being implemented and tracked at Worsley)**

- Increase in Bauxite Residue Disposal Solids from 61% to 63%.
- Soda Consumption lowered by 4,700 tonnes/year at FY04 Standard Soda Price of AU\$219/tonne

**Recurring Benefit of AU\$1.0 million  
(pre-tax)**



## Measure & Analyse



# KPI Review Process – The Visual Workplace

## KPI Review L1

Primary Work Groups  
on the shop floor



Align:

- Start of shift Toolbox Meeting

# Level 1 Teams:

WAPL	BHA	BBA	MOZ
101	86	59	55

## KPI Review L2

Cross-functional teams led  
by Area Coordinators



Align:

- Area Morning Meetings
- Coordinator's Weekly Meeting

## KPI Review L3

The EMT led by the  
General Manager



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Align:

- Weekly EMT Meeting
- Monthly KPI Map Review

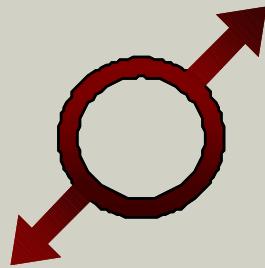


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# Future Growth

Ian Jacobson

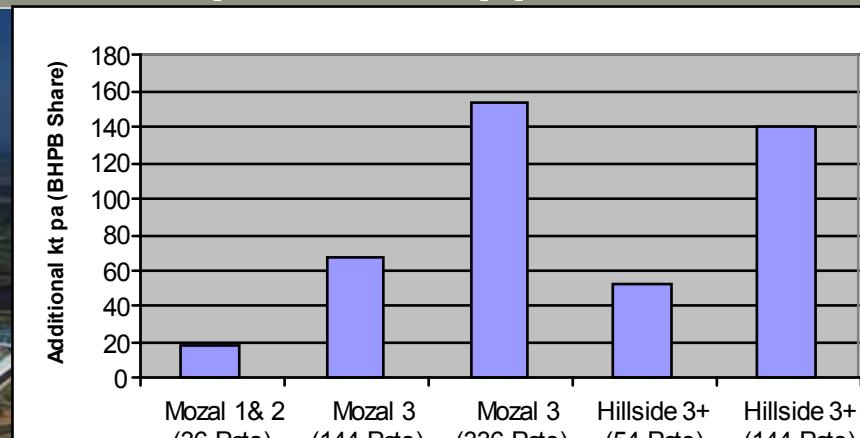
Vice President – Technical  
Chief Operating Officer



Aluminium CSG



# Southern African Brownfield Expansion Opportunities



## Hillside & Mozal

- Increase current to at least 350kA, increasing production by 5% or more at little capital cost
- Improve current efficiency
- Extend existing potlines subject to power constraints



## Worsley Expansion to 3.5mtpa

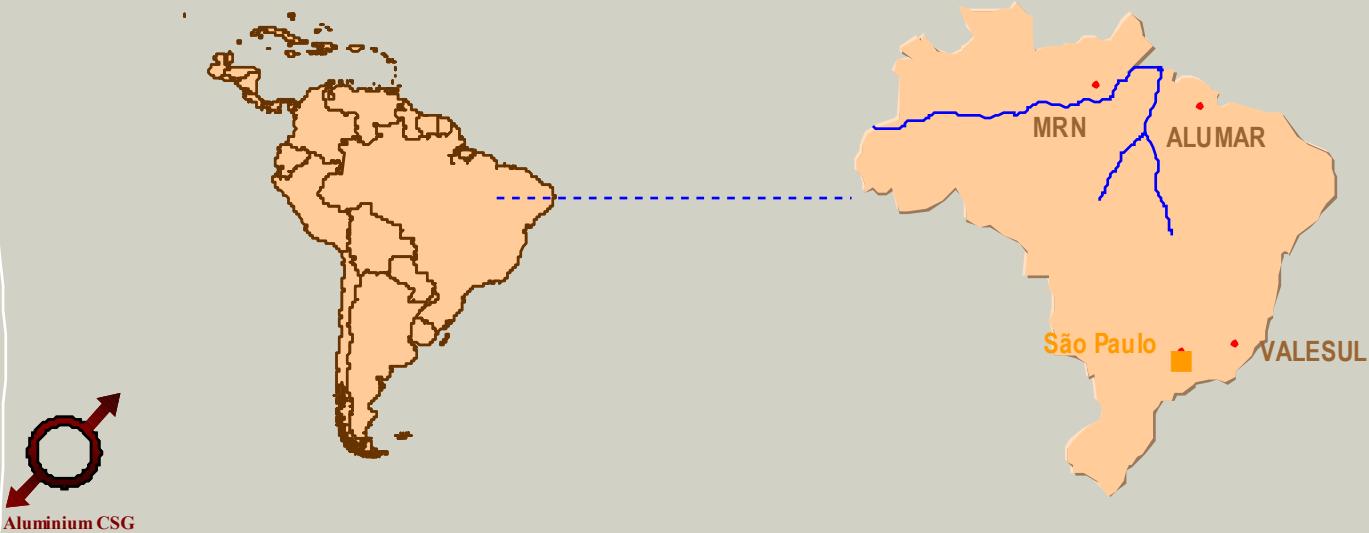
- Complete feasibility study Q4 FY04
- Estimated cost < US\$500 per annual tonne
- Production would commence Q3 FY06

## Worsley Expansion beyond 3.5mtpa

- Constrained by capacity of overland conveyor system, but expect > 4.0mtpa
- Presently undertaking a conceptual study
- A similar cost to the 3.5mtpa expansion is expected

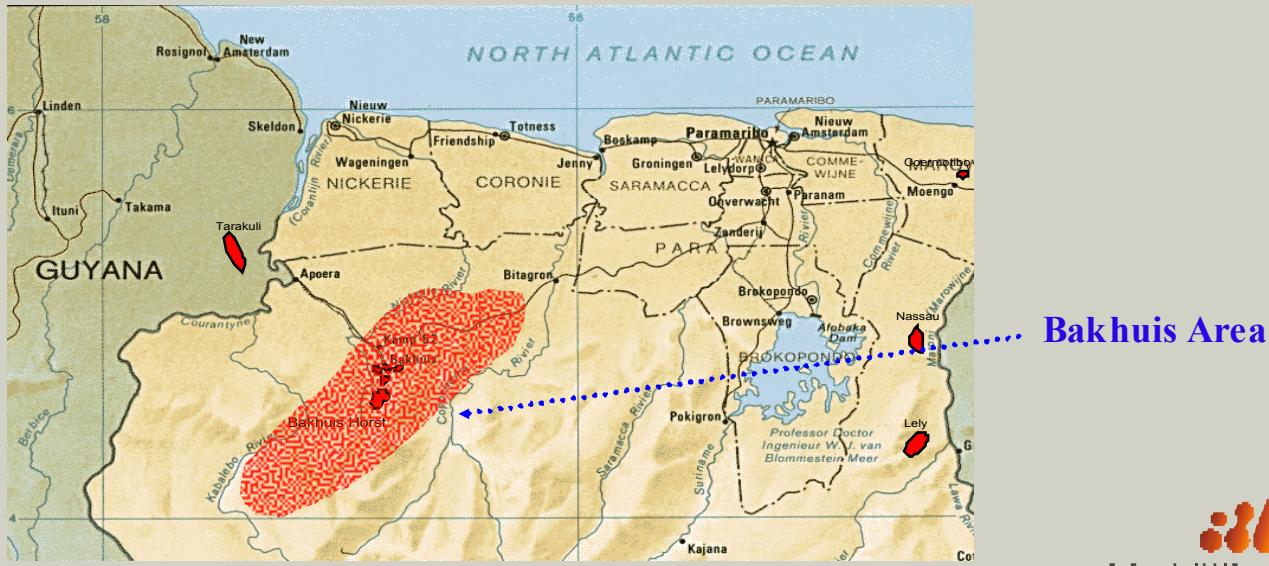
# Brazil

- Alumar Refinery creep from 1.3mtpa to 1.5mtpa by 2007
- Further potential for Alumar Refinery expansion to 3.0mtpa
- The bauxite for our share of the Alumar Refinery expansion is in place
- Alumar Smelter Line II full production by Q3 FY04
- Potentially short of power – BHP Billiton addressing by pursuing own generation capacity, in conjunction with its JV partners (Machadinho, Estreito)



# Suriname

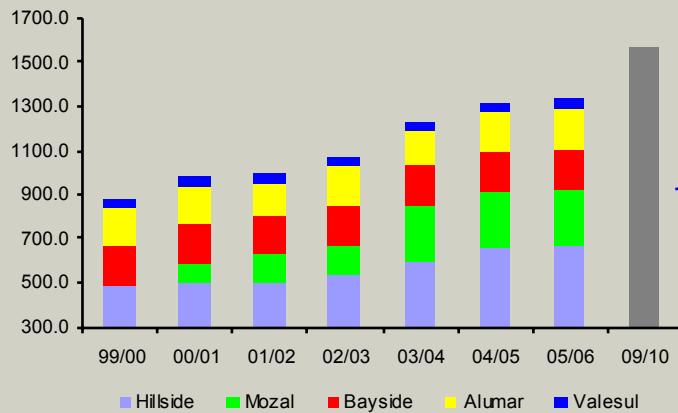
- Alignment of BHP Billiton & Alcoa Interests under new agreement gives BHP Billiton access to new bauxite areas & cost efficiencies
- Paranam refinery creep / expansion from 1.95mtpa to 2.3mtpa by Q1 FY06 (US\$65 million total, BHP Billiton US\$29 million)
- Ongoing cost improvement initiatives and evaluation of further expansion potential
- Western Suriname (Bakhuis) exploration under way



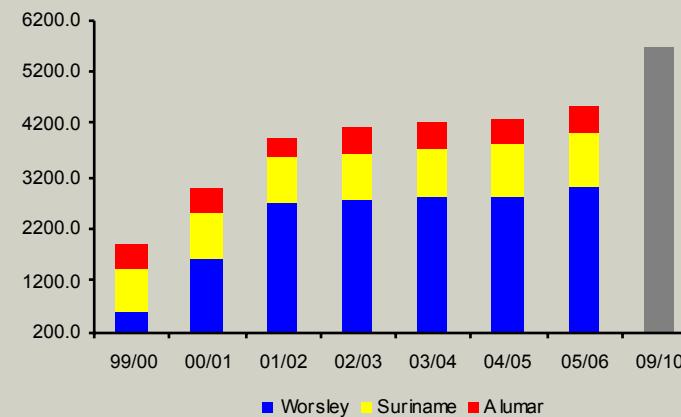
# BHP Billiton Aluminium and Alumina Production

How our portfolio might look in 2010, after harvesting our brownfield potential

**Aluminium Production**



**Alumina Production**



- Mothal III
- Hillside III – add 54 pots
- Current to at least 350kA

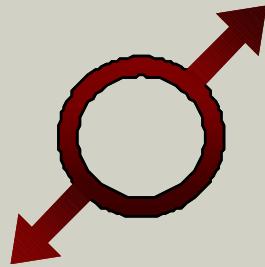
- Worsley to 4.1mtpa
- Alumar to 3.0mtpa
- Suriname to 2.3mtpa



# Finance

**Alex Vanselow**

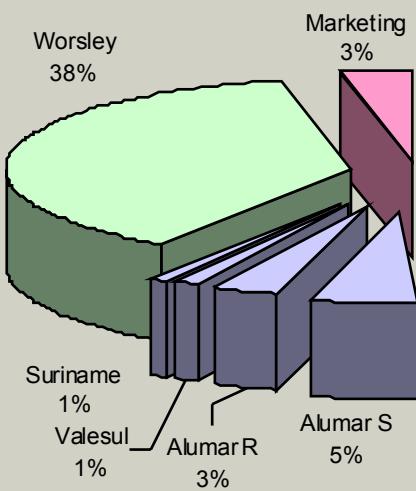
Vice President and Chief Financial Officer



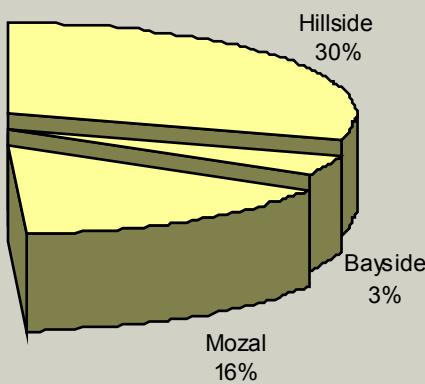
**Aluminium CSG**



# Net Operating Assets and EBIT – June 2003 Year End

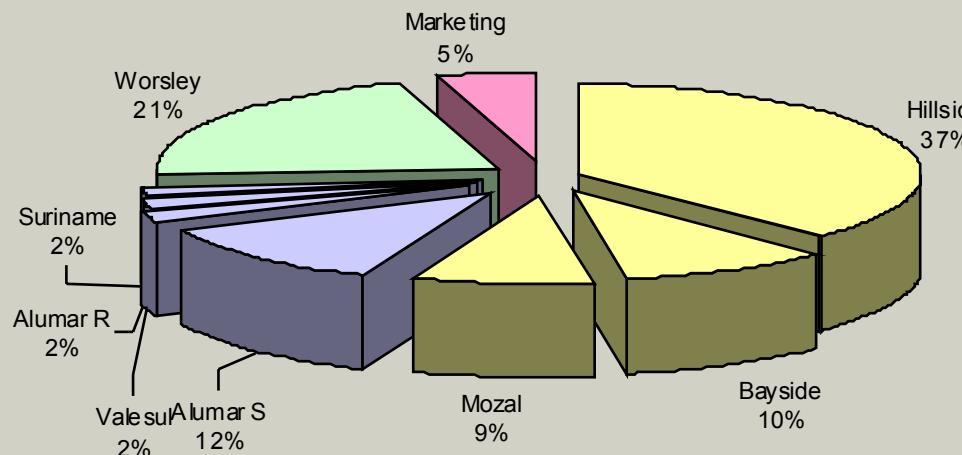


\$582 million



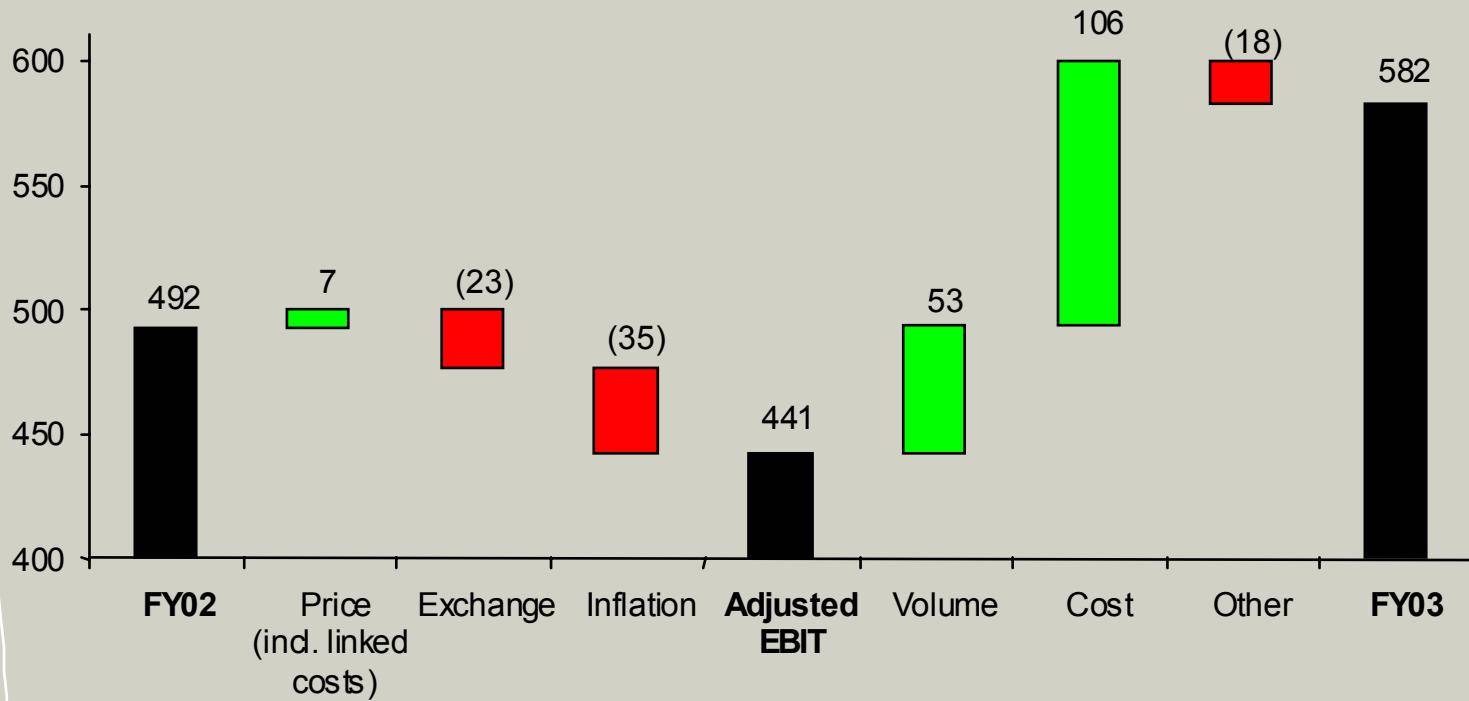
\$5.1billion

**Net Operating Assets**

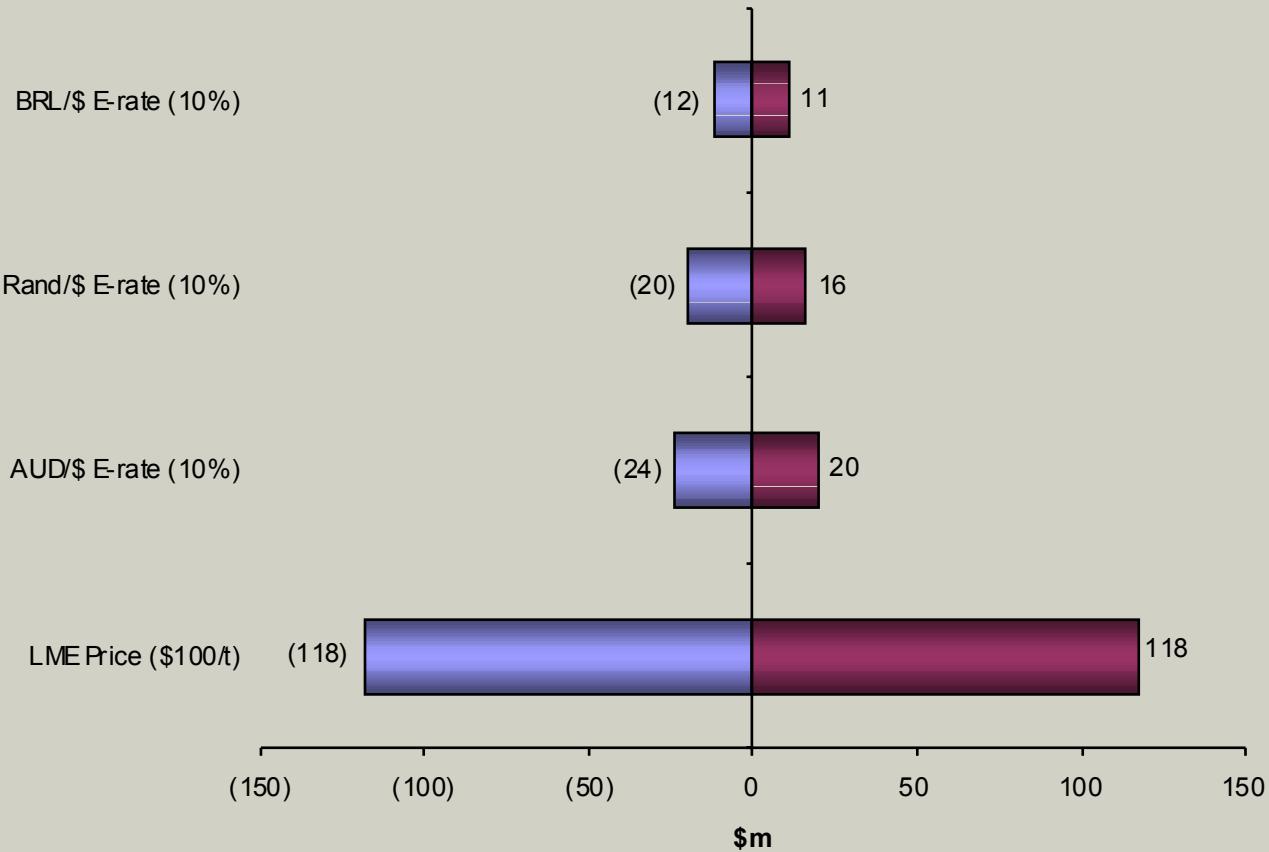


**EBIT**

# EBIT Variance Analysis (\$M)

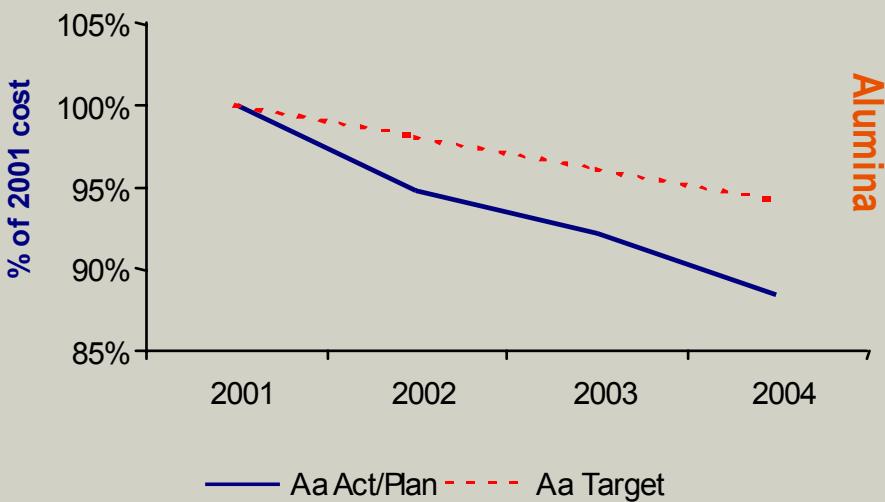


# EBIT Sensitivity Analysis



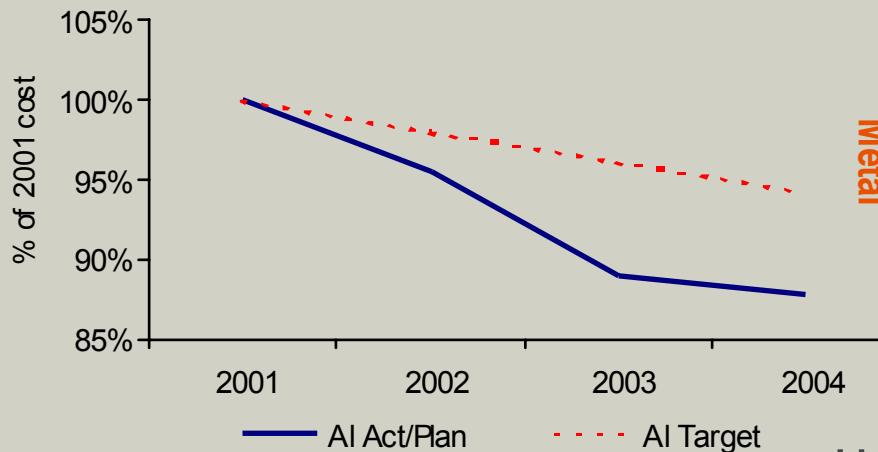
# Unit Cost Performance (Normalized)

Normalized for LME, Exchange and Inflation



Alumina

— Aa Act/Plan - - Aa Target

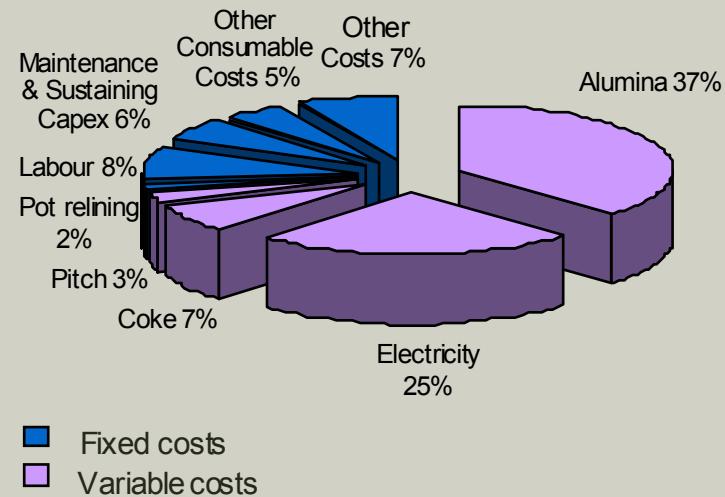
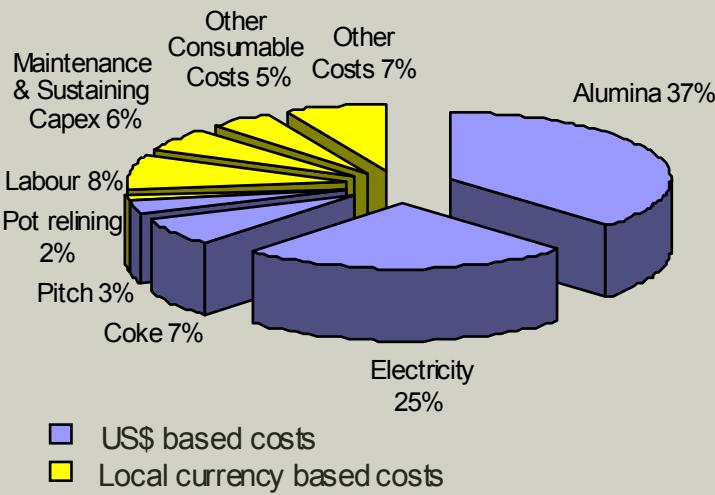


Metal

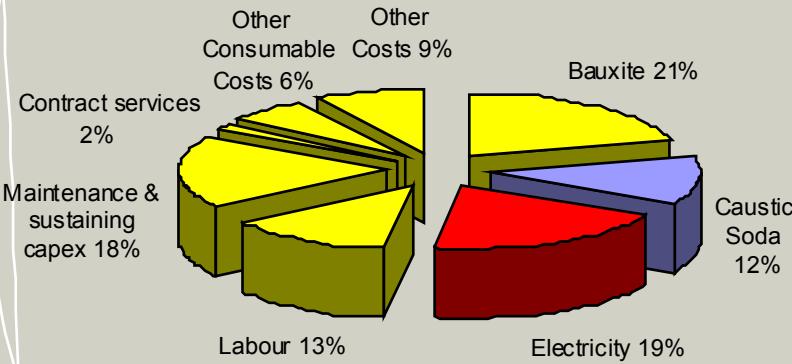
— AI Act/Plan - - AI Target



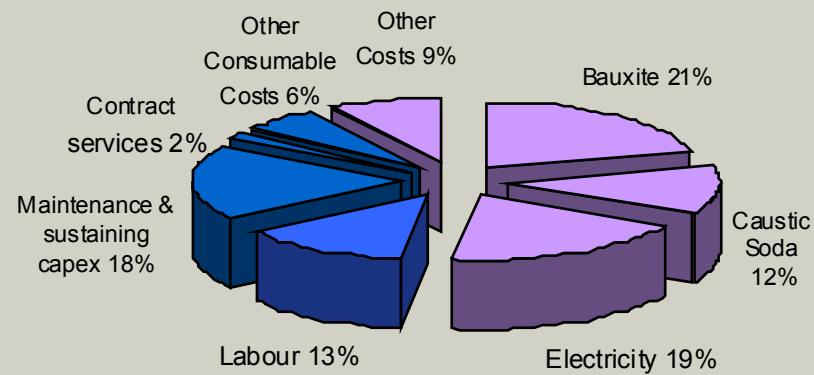
# Metal Cash Costs



# Alumina Cash Costs



- █ US\$ based costs
- █ Local currency based costs
- █ Local currency and US\$ based costs



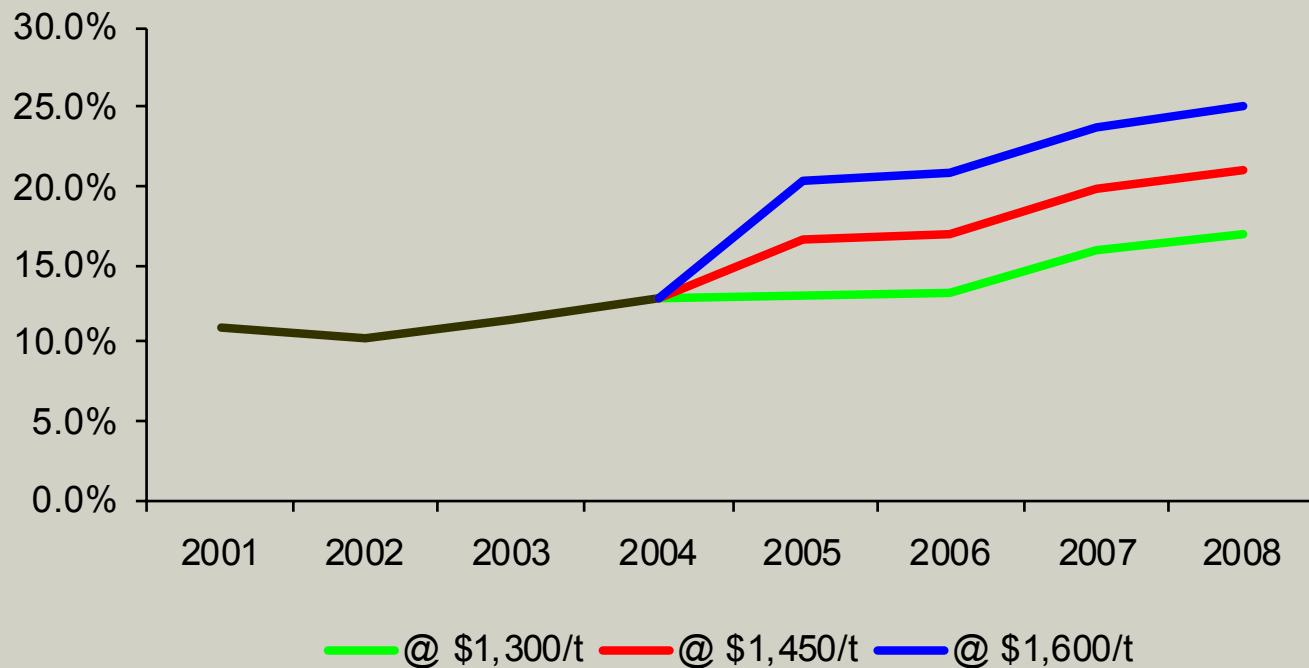
- █ Fixed costs
- █ Variable costs

# Capital Expenditure



# EBIT ROC based upon different real prices in 2005-08

June Year End

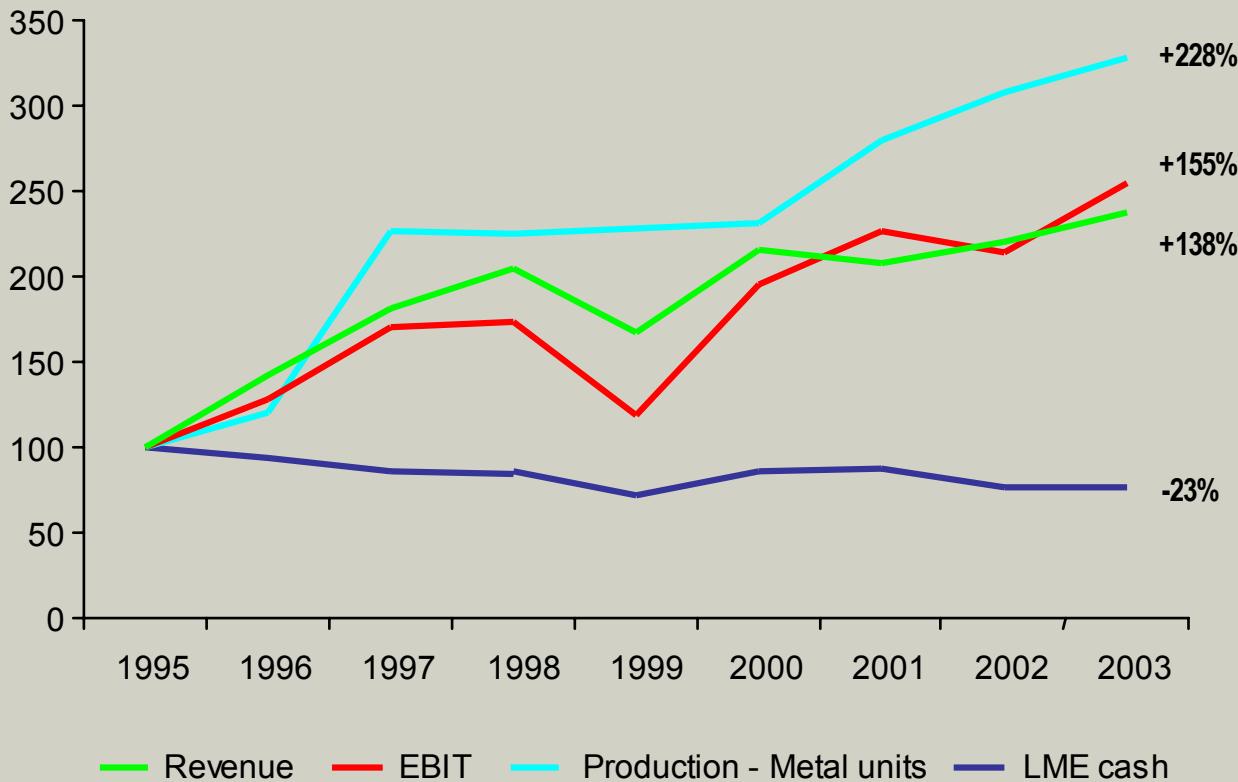


Aluminium CSG

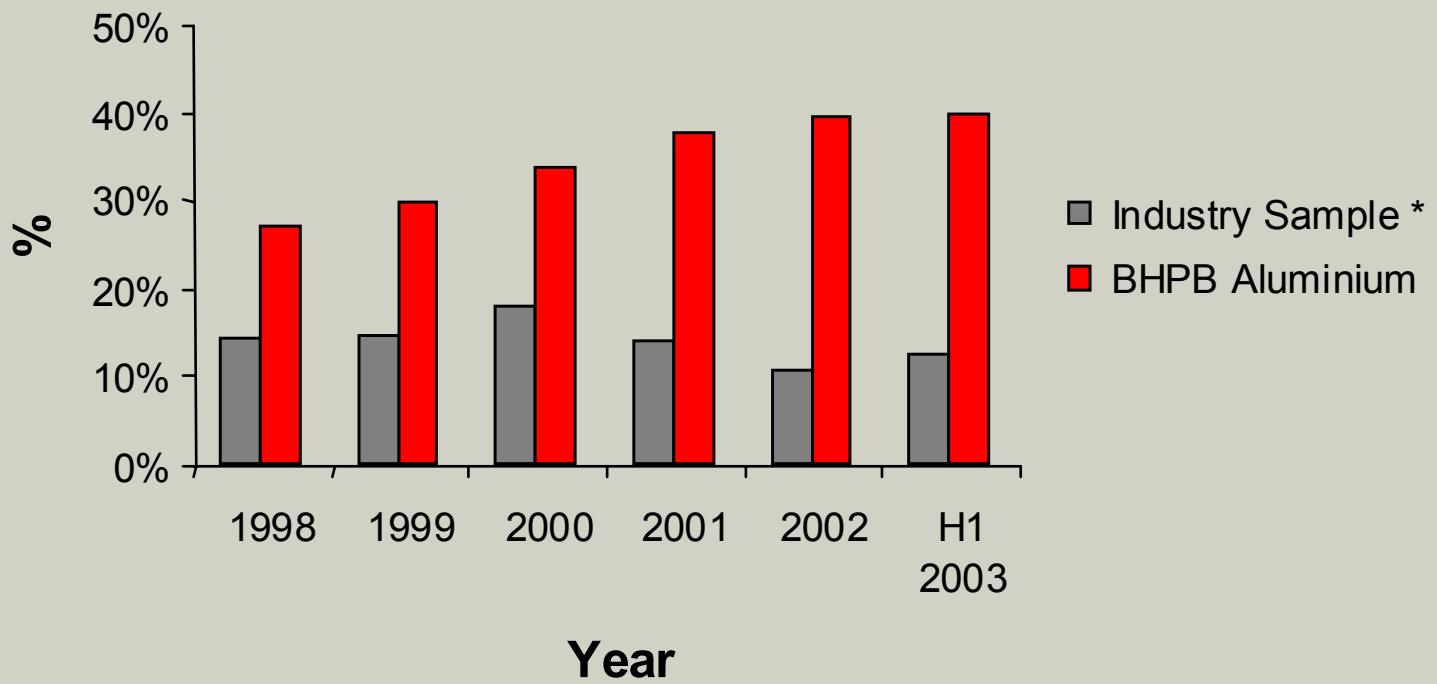


bhp billiton

# BHPB Aluminium Growth Indexed to 100 (Base Year 1995)



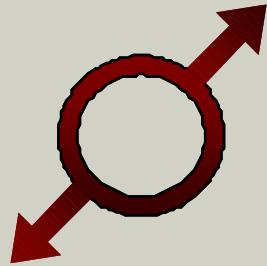
# EBITDA Margins (Calendar Years)



\* Alcoa, Alcan, Pechiney, Norsk Hydro Aluminium, Comalco, Chalco, Kaiser, Century and Reynolds

# Conclusion

**Mike Salamon**  
Executive Director  
Senior Minerals Executive  
President Aluminium



**Aluminium CSG**



# Key Messages

- Quality of asset portfolio - Upstream 
- Opportunity for significant further improvement
- Still brownfield opportunities to harvest
- Change in growth emphasis —> Aluminium to Alumina
  - Response to supply / demand evolution in China
  - Where we believe the greatest source of future rent lies



Aluminium CSG

