

# INTERIM RESULTS

19 February 2004

**Chip Goodyear** Chief Executive Officer

**Chris Lynch** Chief Financial Officer



**bhpbilliton**

# INTERIM RESULTS

**Chip Goodyear**

Chief Executive Officer



**bhpbilliton**

# Highlights – half year ended 31 December 2003

## Executing the business strategy

- Record half yearly production for Australian iron ore operations, Aluminium, Ekati diamonds and Nickel.
- **EBITDA up 23%** to US\$3,119 million and **EBIT up 32%** to US\$2,183 million, before exceptional items.
- **Attributable profit up 30% to US\$1,213 million**; earnings per share of 19.5 US cents, before exceptional items.
- **Available cashflow** flow of US\$1,681 million, **up 43%**.
- **Cost savings and merger benefits of US\$655 million** against target of US\$770 million by end of FY 2005.
- Commissioning of Hillside 3, Area C, PACE, Mt Arthur North and Ohanet.

Note – the financial results of BHP Billiton are prepared in accordance with UK generally accepted accounting principles.  
Data for six months ended 31 December 2003 throughout this presentation represents continuing operations only.

# INTERIM RESULTS

**Chris Lynch**

Chief Financial Officer



**bhpbilliton**

## Results highlights – half year ended 31 December

(US\$M)	2003	2002	% Change
Turnover <sup>(1)</sup>	10,963	8,048	+36.2
EBITDA <sup>(1)(2)(3)</sup>	3,119	2 536	+23.0
EBIT <sup>(1)(2)</sup>	2,183	1,659	+31.6
Attributable profit <sup>(1)(2)</sup>	1,213	931	+30.3
Exceptional items	126	(19)	
Attrib profit (incl exceptionals) <sup>(1)</sup>	1,339	912	+46.8
Available cash flow	1,681	1,179	+42.6
EPS (US cents) <sup>(1)(2)</sup>	19.5	15.0	+30.0
EBITDA interest cover (times) <sup>(1)(2)</sup>	14.8	12.7	+16.5

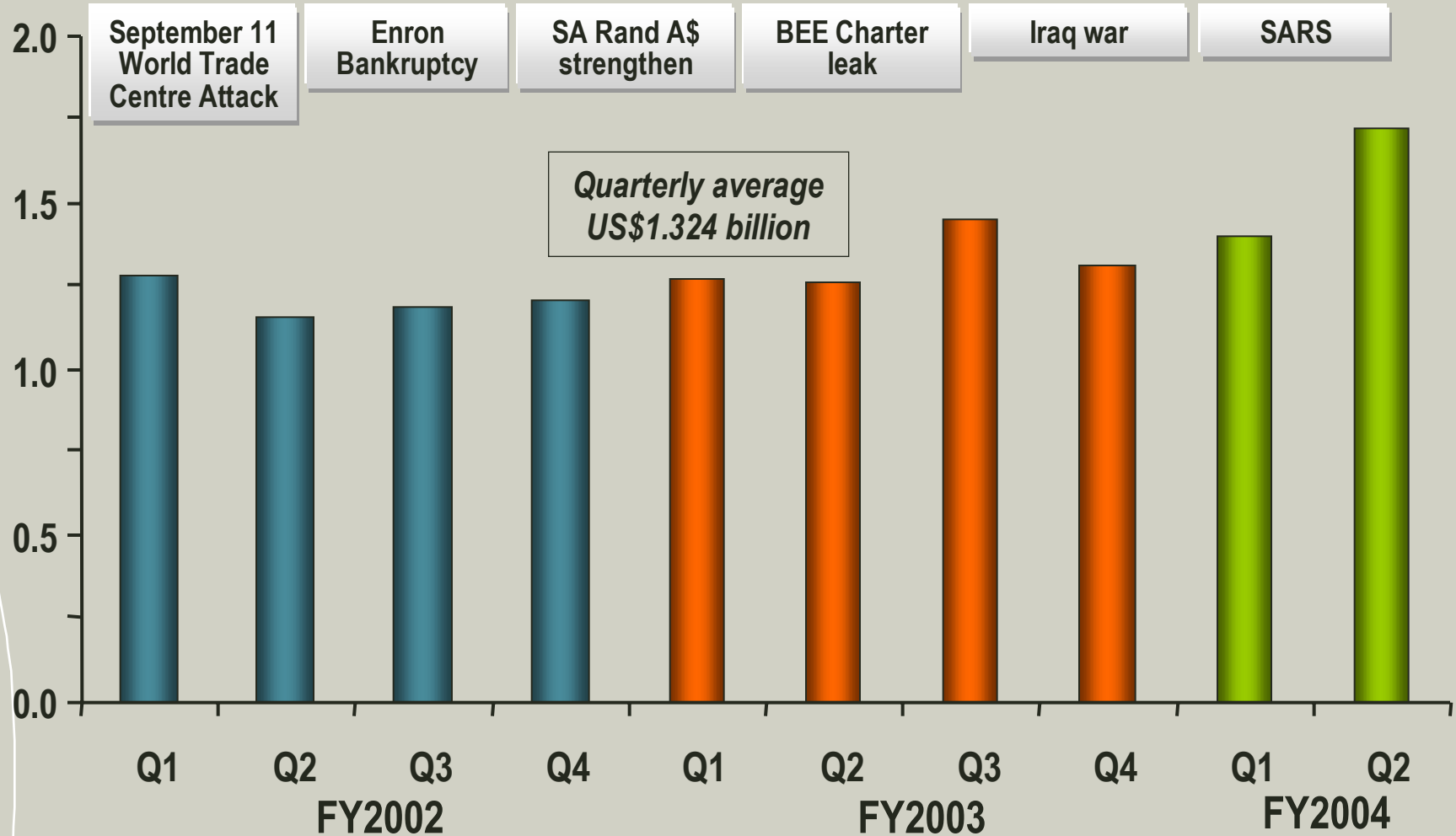
(1) Including share of joint ventures and associates.

(2) Excluding exceptional items.

(3) Refer slide 32 for further information.

# Steady increases in EBITDA<sup>(1)</sup>

US\$ billion



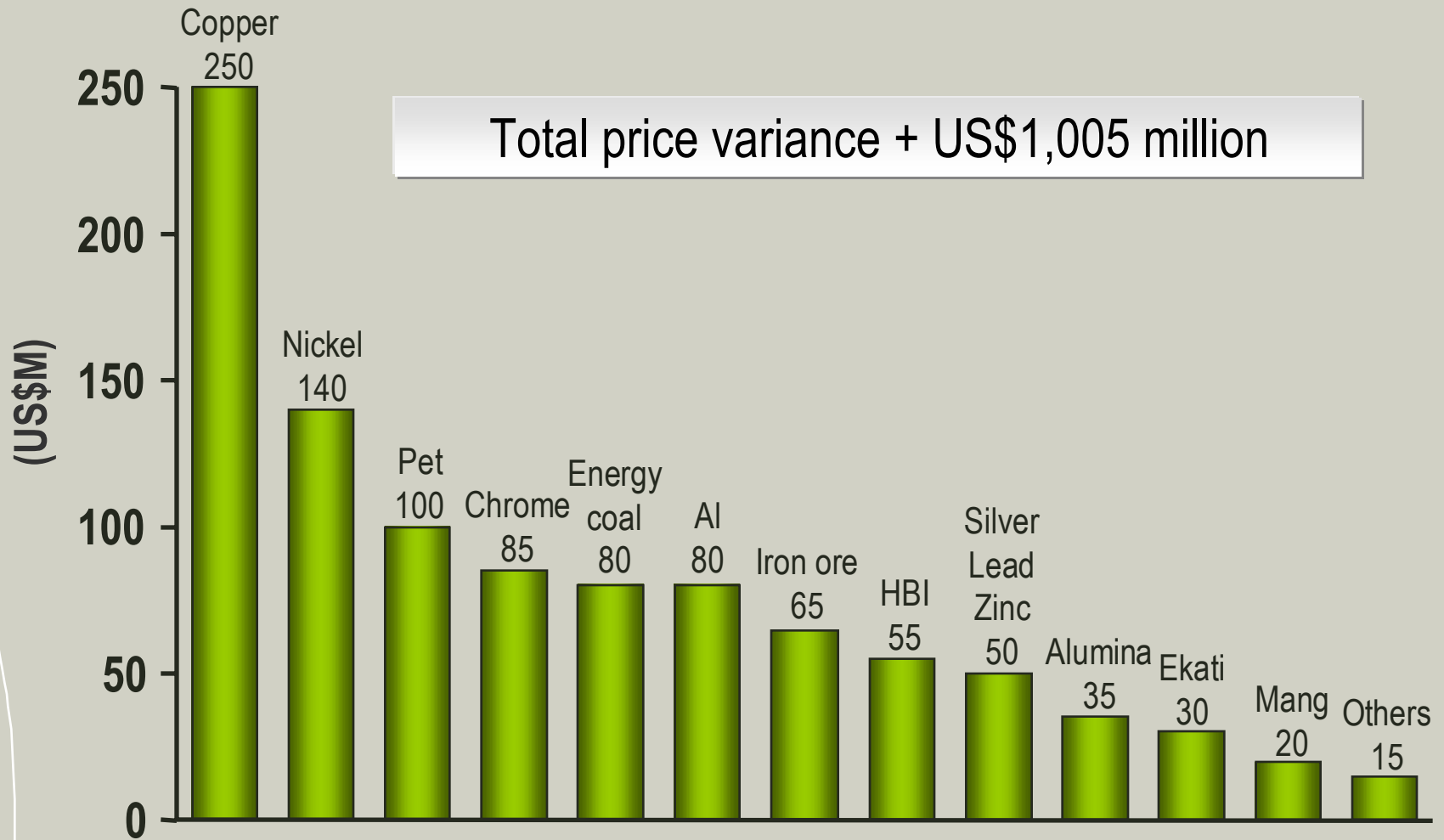
# EBIT by Customer Sector Group

## Half year ended 31 December

(US\$M)	2003	2002	% Change
Petroleum	602	660	-9
Aluminium	307	266	+15
Base Metals	333	83	+301
Carbon Steel Materials	505	506	
Diamonds & Spec Products	174	173	+1
Energy Coal	85	124	-32
Stainless Steel Materials	193	61	+216
Exploration & Technology	21	(23)	
Group & unallocated items	(67)	(96)	+30
Legacy hedging	30	(95)	
<b>BHP Billiton</b>	<b><u>2,183</u></b>	<b><u>1,659</u></b>	<b><u>+32</u></b>

# Impact of major commodity price changes on EBIT

## Half year ended 31 Dec 03 v half year ended 31 Dec 02



Excludes impact of price linked costs, US\$85 million unfavourable

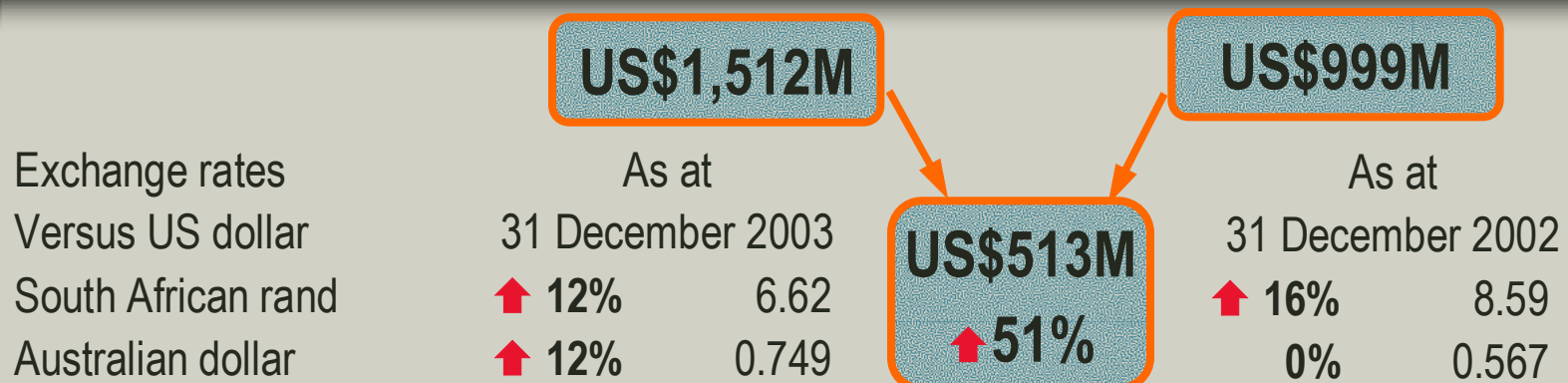


# Net interest, taxation & attributable profit Excluding exceptionals

Half year ended 31 December (US\$M)	2003	2002
EBIT	2,183	1,659
Net interest expense	(211)	(200)
Exchange impact on debt	(89)	(58)
Discounting of provisions/Capitalised interest	<u>6</u>	<u>13</u>
<b>Profit before tax</b>	<b>1,889</b>	<b>1,414</b>
Tax expense	(517)	(458)
Exchange impact on tax expense	(141)	(8)
Minorities	<u>(18)</u>	<u>(17)</u>
<b>Attributable profit</b>	<b>1,213</b>	<b>931</b>

# Impact of restatements of net monetary liabilities - Half year ended December

(US\$M)	2003	Impact of Restatement	2002	Impact of Restatement
EBIT	2,183	(100)	1,659	(20)
Net interest	(294)	(89)	(245)	(58)
Taxation expense	(658)	(110)	(466)	10 <sup>(1)</sup>
Attributable profit	<b>1,213</b>	<b>(299)</b>	<b>931</b>	<b>(68)</b>



# Cash flow

Half year ended 31 December (US\$M)	2003	2002
Operating cash flow and JV dividends	2,392	1,889
Net interest paid	(168)	(170)
Tax paid	(543)	(540)
<b>Available cash flow</b>	<b>1,681</b>	<b>1,179</b>
Capital expenditure	(1,236)	(1,268)
Exploration expenditure	(193)	(130)
Sale of fixed assets & investments	102	198
Acquisitions & disposals of subsidiaries and JVs	6	272
<b>Net cash flow before dividends and funding</b>	<b>360</b>	<b>251</b>
Dividends paid	(959)	(830)
<b>Net cash flow before funding</b>	<b>(599)</b>	<b>(579)</b>

## Cost savings – progress to 31 December 2003

(US\$M)	FY 02	FY 03	H1 04	Total
Cost related merger benefits	160	40		200
Non cost related merger benefits	60	25		85
<b>Total merger benefits</b>	<b>220</b>	<b>65</b>		<b>285</b>
<b>Cost savings</b>				
Operating Excellence		200	60	260
Strategic sourcing		40	10	50
Portfolio mix		70	(10)	60
<b>Total cost savings</b>		<b>310</b>	<b>60</b>	<b>370</b>
<b>Total cost savings &amp; merger benefits (before one-off costs)</b>	<b>220</b>	<b>375</b>	<b>60</b>	<b>655</b>

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Chief Executive Officer



**bhpbilliton**

# Consistent execution of the business strategy

- Maximising the performance of operating assets
  - Safety
  - EBIT margins excluding third party product activities grown to 27%<sup>(1)</sup>
  - Annualised return on capital of 15.4%
- Continued savings and efficiencies
- Reinvestment in growth projects
  - 9 major projects currently in development; 7 in feasibility stage
  - Plus smaller scale, capital efficient expansions based on existing infrastructure

Enables us to meet the challenge of increasing demand from China

**AND**

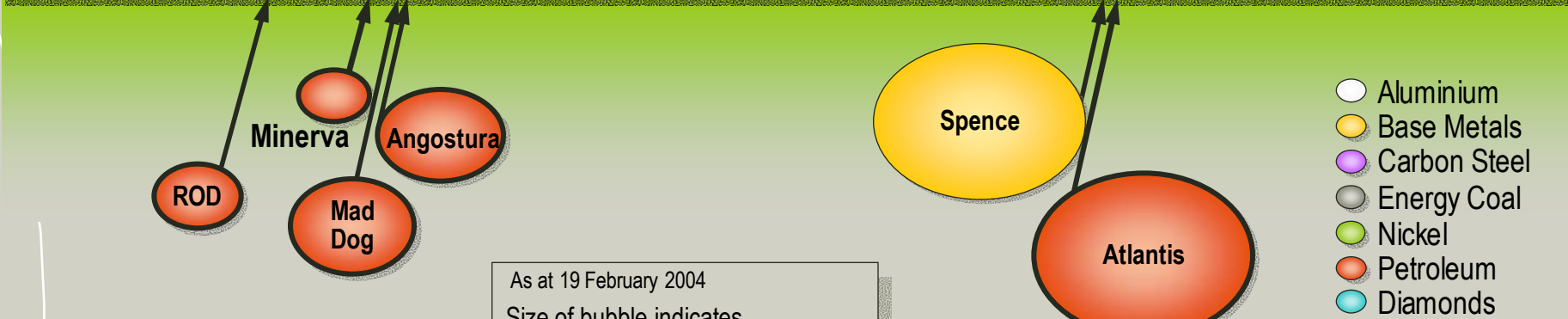
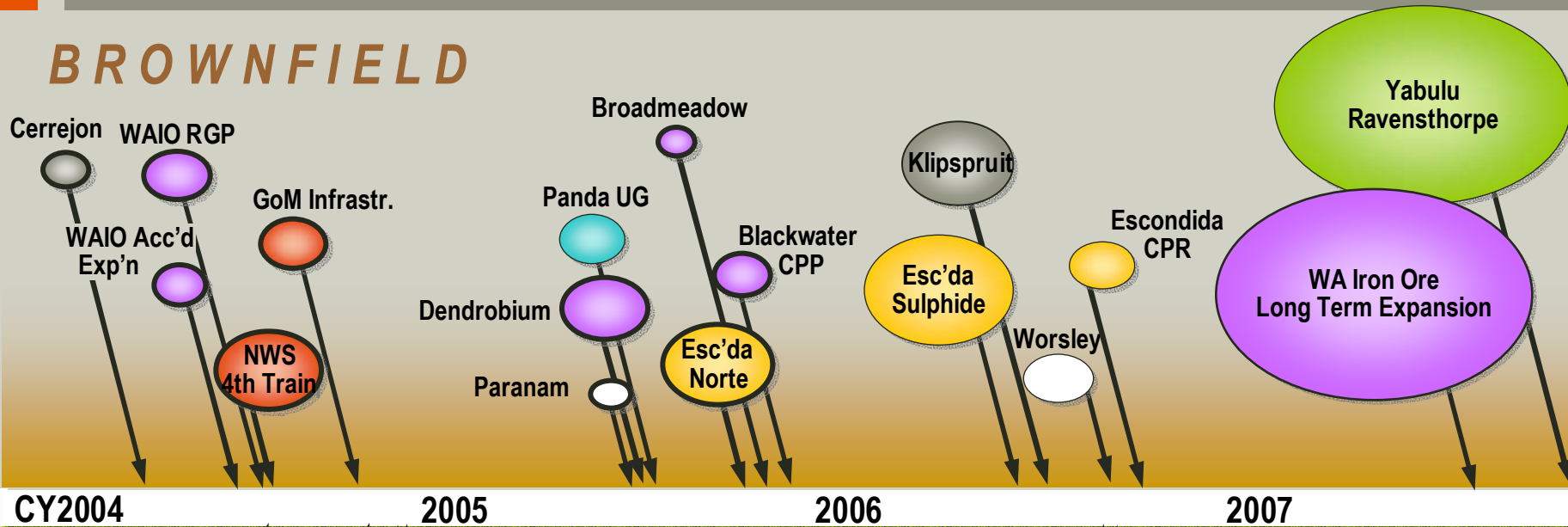
Positions us to benefit from recovering global economies

# Development projects commissioned since 30 June 2003

Project	Our share of capex		Initial production date	
	Budget	Actual	Budget	Actual
Products & Capacity Expansion (Australia) – 85%	299	<b>299*</b>	Q2 2004	← <b>Q1 2004</b>
Area C (Australia) – 85%	181	↓ <b>171*</b>	Q4 2003	← <b>Q3 2003</b>
Mt Arthur North (Australia) – 100%	411	<b>411*</b>	Q4 2003	<b>Q4 2003</b>
Hillside 3 (South Africa) – 100%	449	↓ <b>411</b>	Q2 2004	← <b>Q4 2003</b>
Ohanet (Algeria) – 45%	464	<b>464*</b>	Q4 2003	Q4 2003

# Deep inventory of projects

## BROWNFIELD



- Aluminium
- Base Metals
- Carbon Steel
- Energy Coal
- Nickel
- Petroleum
- Diamonds

As at 19 February 2004  
 Size of bubble indicates proposed capital expenditure; bold outer border signifies sanctioned project

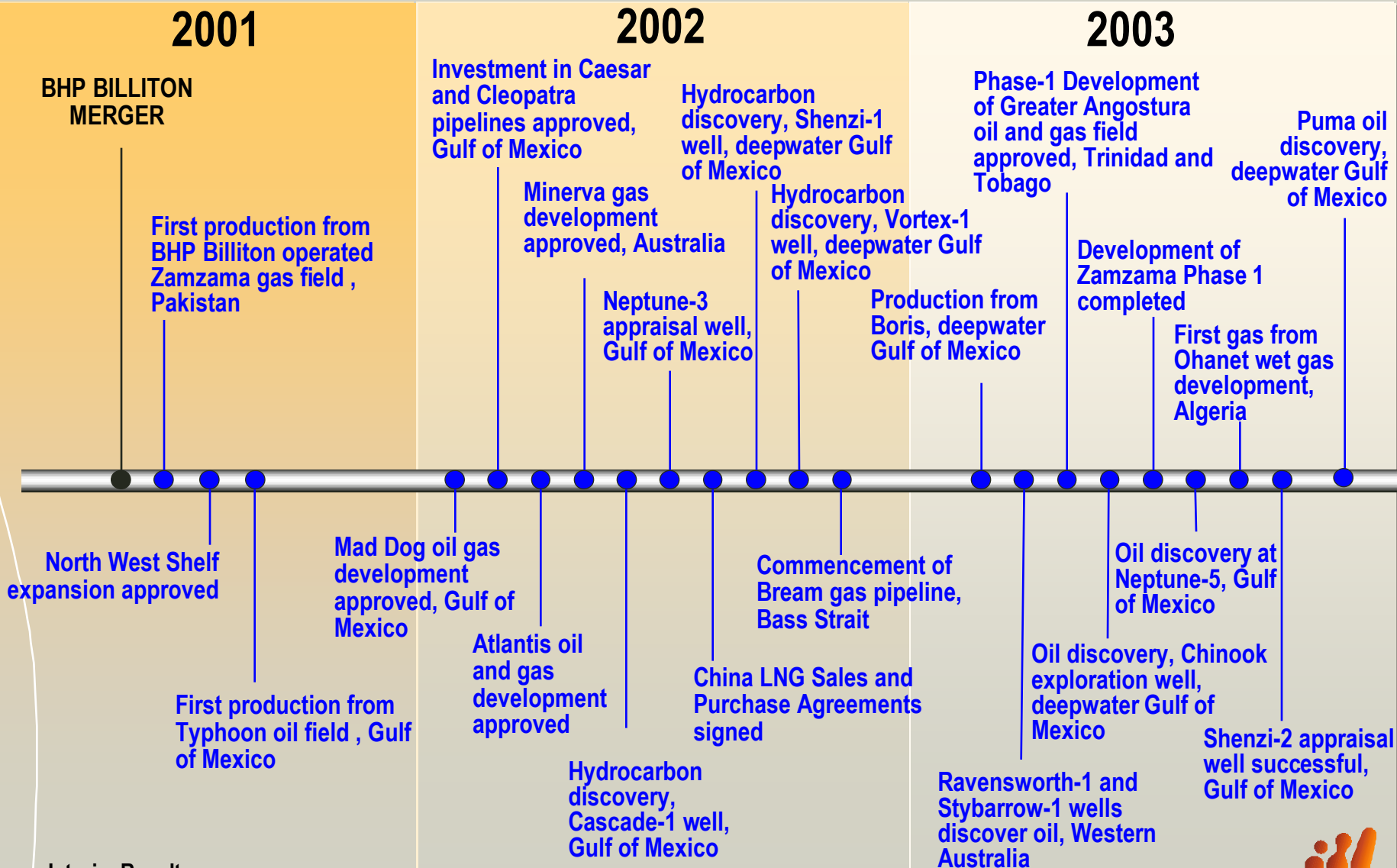
**\$US 200M**

## GREENFIELD



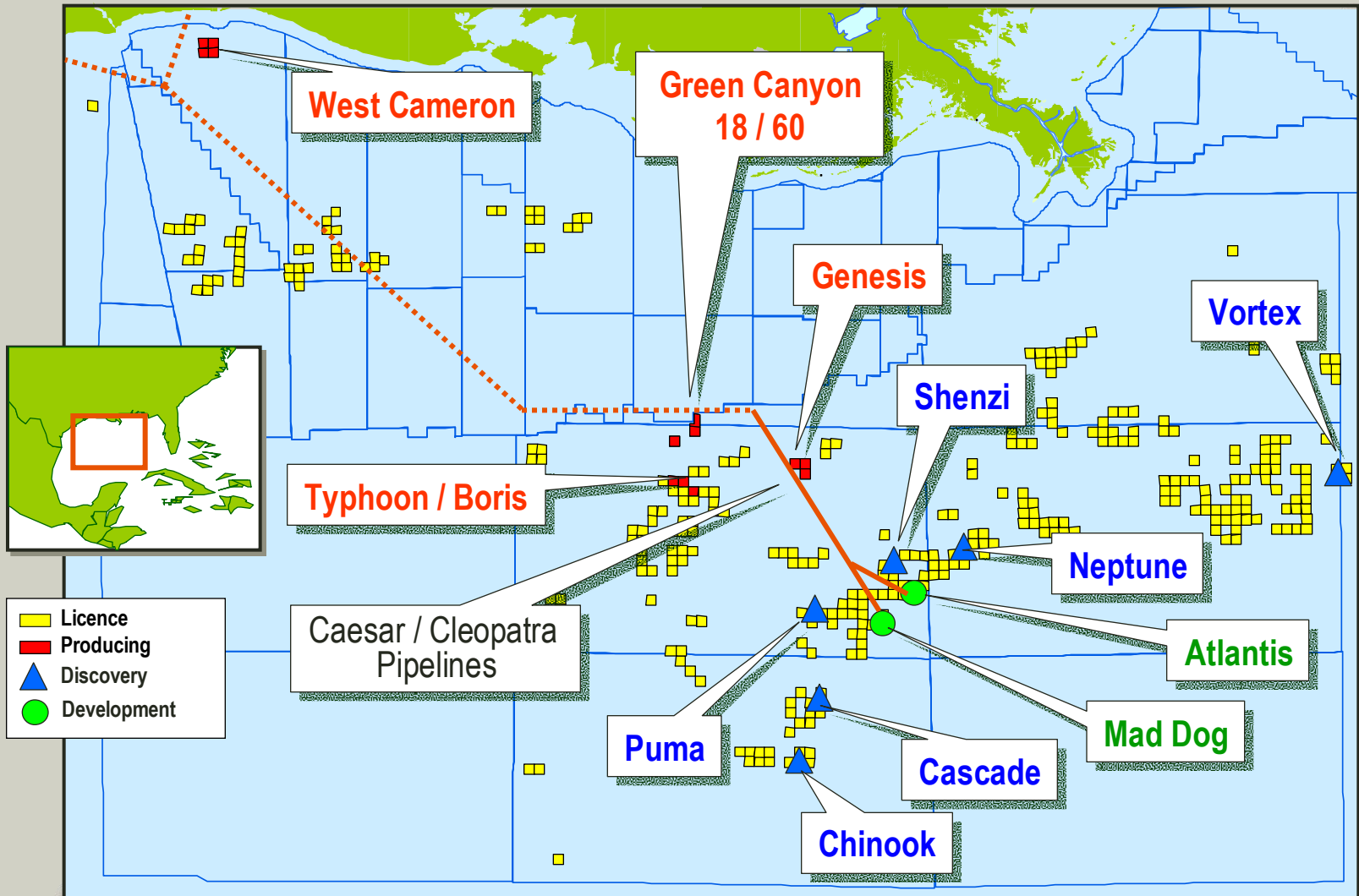


# BHP Billiton Petroleum announcements since merger



# Gulf of Mexico – an emerging core business

## Leaseholding at February 2004



# Outlook

- **Market Outlook**

- Rapid growth in direct sales to China continues (H1 FY04 sales = US\$1.1bn)
- Japan continues to record strong quarterly growth
- Rising manufacturing orders and output in North America
- Although not without risks, a synchronised global recovery is a possibility

- **Product Availability**

- Raw material stocks in decline
- Shipping availability tight
- Lead times for physical product increasing
- New projects accelerating

# Summary

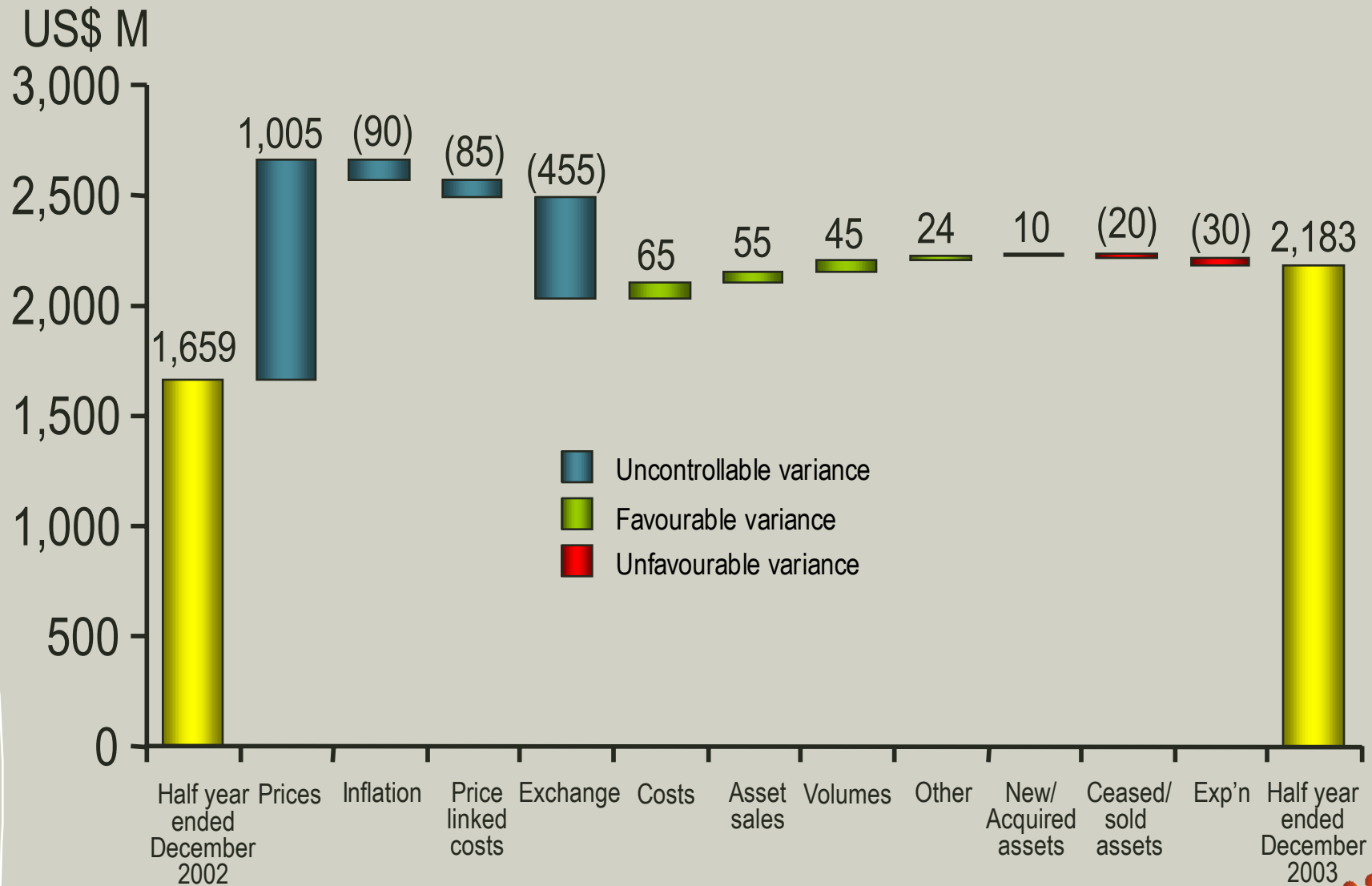
- Results reflect consistent execution of business strategy
  - Optimisation of low cost, high quality asset base
  - Savings and efficiencies
  - Executing on our substantial growth pipeline
- Demonstrated flexibility to respond to demand in an efficient way
- BHP Billiton is well placed to take advantage of:
  - Current strong demand
  - Recovery in global economies



# bhpbilliton

# EBIT analysis

Half year ended 31 Dec 03 v half year ended 31 Dec 02



# Sanctioned development projects – update

## Minerals (US\$0.8 billion)

Project	Commodity	Share of Capex US\$M	Initial production target date	Share of production capacity	Progress
Paranam refinery expansion (Suriname) – 45%	Alumina	29	Q3 2005	Increase capacity to 2.2 million tpa (100%)	On time
WA Iron Ore accelerated expansion (Australia) – 85%	Iron ore	66	Q2 2004	Increase system capacity to 100 million tpa (100%)	On time
WA Iron Ore Rapid Growth Project (Australia) – 85%	Iron ore	95	Q4 2004	Increase system capacity to 110 million tpa (100%)	On time
Dendrobium (Australia) – 100%	Met coal	170	Mid CY05	5.2 million tpa raw coal (3.6 million tpa clean coal)	On time
Broadmeadow underground coal mine (Australia) – 50%	Met coal	34	Q4 2005	1.8 million tpa saleable coal	On time
Blackwater coal preparation plant (Australia) – 50%	Met Coal	90	Q4 2005	New coal handling and processing facility to replace the three existing plants	On time
Escondida Norte (Chile) – 57.5%	Copper	230	Q4 2005	Maintain capacity at 1.25 million tpa (100%)	On time
Cerrejon Zona Norte (Colombia) – 33.3%	Energy coal	50	Q1 2004	28 million tpa by 2008 (100%)	On time

# Sanctioned development projects - update

## Petroleum (US\$2.4 billion)

Project	Commodity	Share of Capex US\$M	Initial production target date	Share of production capacity	Progress
ROD (Algeria) – 36%	Oil/gas	192	Mid CY04	28,800 boe/day	One quarter behind original schedule
Mad Dog (US) – 23.9%	Oil/gas	335	End CY04	20,700 boe/day	On time
Atlantis (US) – 44%	Oil/gas	1,100	Q3 2006	79,200 boe/day	On time
GoM Pipelines Infrastructure (US) – 22/25%	Oil/gas	100	Q4 2004	Capacities of Oil – 450,000 bbl/day (100%) Gas – 500 million scf/day (100%)	On time
NWS Train 4 (Australia) – 16.7%	LNG	237	Mid CY04	4.2 million tpa liquefaction processing facility (100%)	On time
Minerva (Australia) – 90%	Gas	150	Q4 2004	150 terrajoules per day	On revised schedule
Angostura (Trinidad) – 45%	Oil/Gas	327	End CY04	45,000 bbl oil per day	On time



# Development projects in feasibility Minerals (US\$4.9 billion)

Project	Commodity	Estimated Share of Capex* US\$M	Forecast initial production*	Project description
Worsley expansion (Australia) – 86%	Alumina	125	Late 2006	250,000 tonnes per annum (100%)
Escondida sulphide leach (Chile) – (Chile) 57.5%	Copper	495	Early 2006	180,000 tonnes per annum copper cathode (100%)
Spence (Chile) – 100%	Copper	840	Late 2006	200,000 tonnes per annum
Escondida Coarse Particle Recovery (Chile) – 57.5%	Copper	90	Late 2006	54,000 tpa (100%)
Western Australia iron ore long term expansion (Australia) – 85%	Iron Ore	1,500	Late 2007	35 million tonnes per annum (100%)
Panda underground (Canada) – 80%	Diamonds	145	Mid 2005	3,200 tonnes of ore per day
Klipspruit (South Africa) – 100%	Energy Coal	280	Mid 2006	6 million tonnes per annum
Ravensthorpe/Yabulu (Australia) – 100%	Nickel	1,400	Late 2007	50,000 tonnes per annum nickel in concentrate 45,000 tonnes per annum nickel

# Gulf of Mexico – near term activities

- Mad Dog commissioning end calendar year 2004
  - Production capacity\* 80,000 bbl of oil; 40 MMcf of gas per day
  - 4 development wells to be completed
- Atlantis commissioning September quarter 2006
  - Production capacity\* 150,000 bbl of oil; 180 MMcf of gas per day
  - 8 development wells to be completed
- Exploration wells
  - Minimum of 6 within 12 to 18 months
  - Including deep plays at Shenzi, Mad Dog and on shelf gas
- Appraisal wells
  - Minimum of 5 within 12 to 18 months
  - Including Neptune, Shenzi and Puma

Goal to sanction one major project within 12 to 18 months

# Strategic framework US\$500M cost reduction target

## Methodology principles

- Commodity based – unit costs
- FY01 base year – consistent with merger synergies
- Adjusted for price linked costs, exchange rates, inflation and exceptionals

## Cost savings and efficiency gains result from:

- Operating excellence
- Portfolio mix
- Strategic sourcing

## USD functional currency policy - general level of exposure

(US\$M)	AUD	Rand	Impact
Net payables, receivables & employee provisions	(500)	(100)	EBIT
Resource Rent Tax provision	(300)	-	EBIT
Tax provisions	(500)	(400)	Tax
Debt	-	(600)	Interest
Total	<u>(1,300)</u>	<u>(1,100)</u>	P&L
Restoration & Rehab	(1,000)	(300)	Bal sheet

# Key net profit sensitivities

Approximate impact on FY04 net profit after tax  
of changes of:

(US\$M)

US\$1/t on iron ore price	50
US\$1/bbl on oil price	35
US\$1/t on metallurgical coal price	20
USc1/lb on aluminium price	20
USc1/lb on copper price	15
US\$1/t on energy coal price	10
USc1/lb on nickel price	1

# Key net profit sensitivities

Approximate impact on FY04 net profit after tax  
of changes of:

(US\$M)

## Australian dollar (USc1/A\$)

Operations (net of hedging)<sup>(1)</sup> 30

Net monetary liabilities<sup>(2)</sup> 20

## South African Rand (0.2 Rand/US\$)

Operations<sup>(1)</sup> 20

Net monetary liabilities<sup>(2)</sup> 15

Rand debt<sup>(2)</sup> 20

(1) Impact based on average exchange rate for the period

(2) Impact based on difference in opening and closing exchange rates for the period

# Results under Australian GAAP

## Half year ended 31 December

(US\$M)	2003	2002
Sales revenue	9,947	7,056
Profit before tax	1,899	1,325
Profit after tax attributable to members	1,392	891
Net operating cash flow	1,685	1,209
EPS (US cents)	22.4	14.4
EBITDA interest cover (times)	14.8	12.3

# Non GAAP measures used within this presentation

## EBIT and EBITDA

EBIT is earnings before interest and tax, EBITDA is EBIT before depreciation and amortisation of Group companies, Joint Ventures and Associates, as detailed below. We believe that EBIT and EBITDA provide useful information, but should not be considered an indication of, or alternative to attributable profit as an indicator of operating performance or as an alternative to cash flow as a measure of liquidity.

US\$ million	FY2003	FY2004
	H1	H1
EBIT	1,659	2,183
Depreciation & Amortisation – Group companies	792	853
Depreciation & Amortisation – Joint Ventures and Associates	85	83
EBITDA	2,536	3,119

## Earnings excluding restatement of debt and net monetary liabilities

Slide 10 refers to attributable profit, excluding exceptional items and restatement of net monetary liabilities, as detailed below. We believe that this provides useful information but should not be considered an indication of, or alternate to attributable profit as an indicator of operating performance.

US\$ million	FY2003	FY2004
	H1	H1
Attributable Profit	931	1,213
Restatement of debt and net monetary liabilities	(68)	(299)
Attributable Profit excluding restatements	999	1,512

## EBIT margin excluding third party product activities

Slide 14 refers to EBIT margins, excluding third party product activities, as detailed below. We believe that this provides useful information but should not be considered an indication of, or alternate to margins derived from attributable profit as an indicator of operating performance.

US\$ million	H1 2004
Turnover	10,963
EBIT	2,183
EBIT margin (%)	19.9
Turnover from third party product activities	2,829
EBIT from third party product activities	6
Turnover excluding third party product activities	8,134
EBIT excluding third party product activities	2,177
EBIT margin excluding third party product activities (%)	26.8





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