



# Brisbane Mining Club

*“Diversification and delivery in a cyclical world”*

**Marius Kloppers** Chief Executive Officer  
17 October 2012



## Forward looking statements

This presentation contains forward looking statements, including statements regarding: trends in commodity prices and currency exchange rates; demand for commodities; plans, strategies and objectives of management; closure or divestment of certain operations or facilities (including associated costs); anticipated production or construction commencement dates; capital costs and scheduling; operating costs and shortages of materials and skilled employees; anticipated productive lives of projects, mines and facilities; provisions and contingent liabilities; tax and regulatory developments.

Forward looking statements can be identified by the use of terminology such as 'intend', 'aim', 'project', 'anticipate', 'estimate', 'plan', 'believe', 'expect', 'may', 'should', 'will', 'continue' or similar words. These statements discuss future expectations concerning the results of operations or financial condition, or provide other forward looking 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. Readers are cautioned not to put undue reliance on forward looking statements.

For example, our future revenues from our operations, projects or mines described in this presentation will be based, in part, upon the market price of the minerals, metals or petroleum produced, which may vary significantly from current levels. These variations, if materially adverse, may affect the timing or the feasibility of the development of a particular project, the expansion of certain facilities or mines, or the continuation of existing operations.

Other factors that may affect the actual construction or production commencement dates, costs or production output and anticipated lives of operations, mines or facilities include our ability to profitably produce and transport the minerals, petroleum and/or metals extracted to applicable markets; the impact of foreign currency exchange rates on the market prices of the minerals, petroleum or metals we produce; activities of government authorities in some of the countries where we are exploring or developing these projects, facilities or mines, including increases in taxes, changes in environmental and other regulations and political uncertainty; labour unrest; and other factors identified in the risk factors discussed in BHP Billiton's filings with the US Securities and Exchange Commission (the "SEC") (including in Annual Reports on Form 20-F) which are available on the SEC's website at [www.sec.gov](http://www.sec.gov).

Except as required by applicable regulations or by law, the Group does not undertake any obligation to publicly update or review any forward looking statements, whether as a result of new information or future events.

## Non-IFRS financial information

BHP Billiton results are reported under International Financial Reporting Standards (IFRS) including Underlying EBIT and Underlying EBITDA which are used to measure segment performance. This presentation also includes certain non-IFRS measures including 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.

## No offer of securities

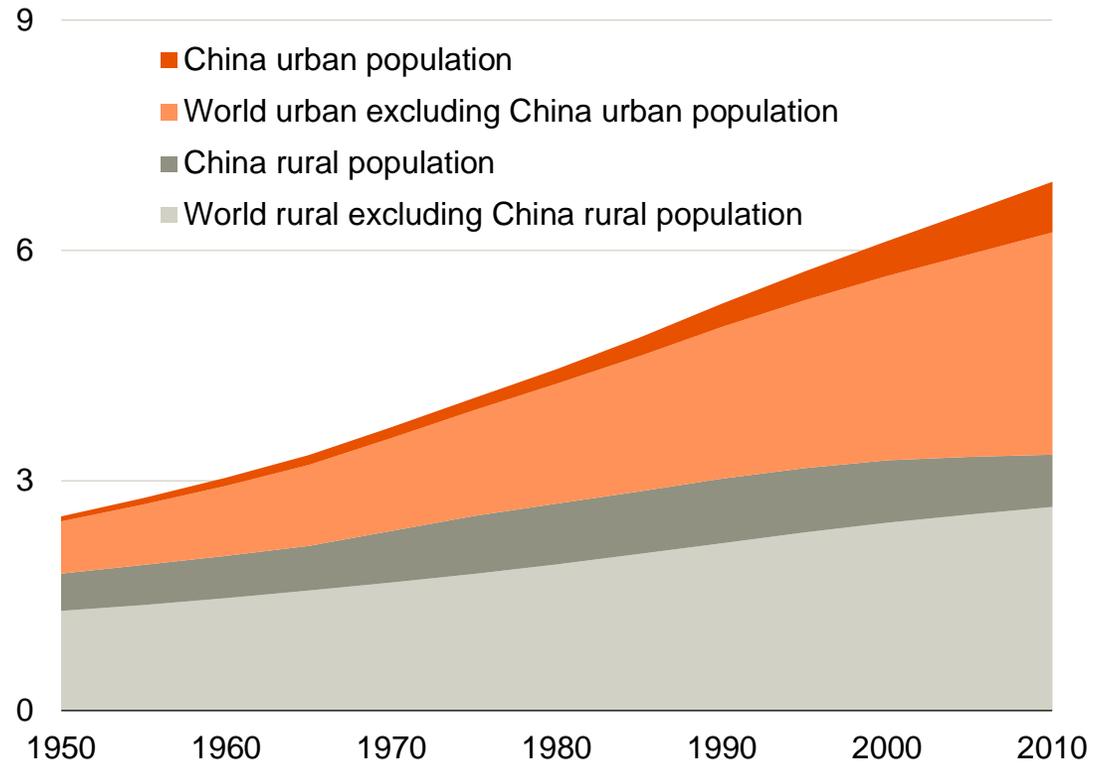
Nothing in this presentation should be construed as either an offer to sell or a solicitation of an offer to buy or sell BHP Billiton securities in any jurisdiction.

## Reliance on third party information

The views expressed in this presentation contain information that has been derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information. This presentation should not be relied upon as a recommendation or forecast by BHP Billiton.

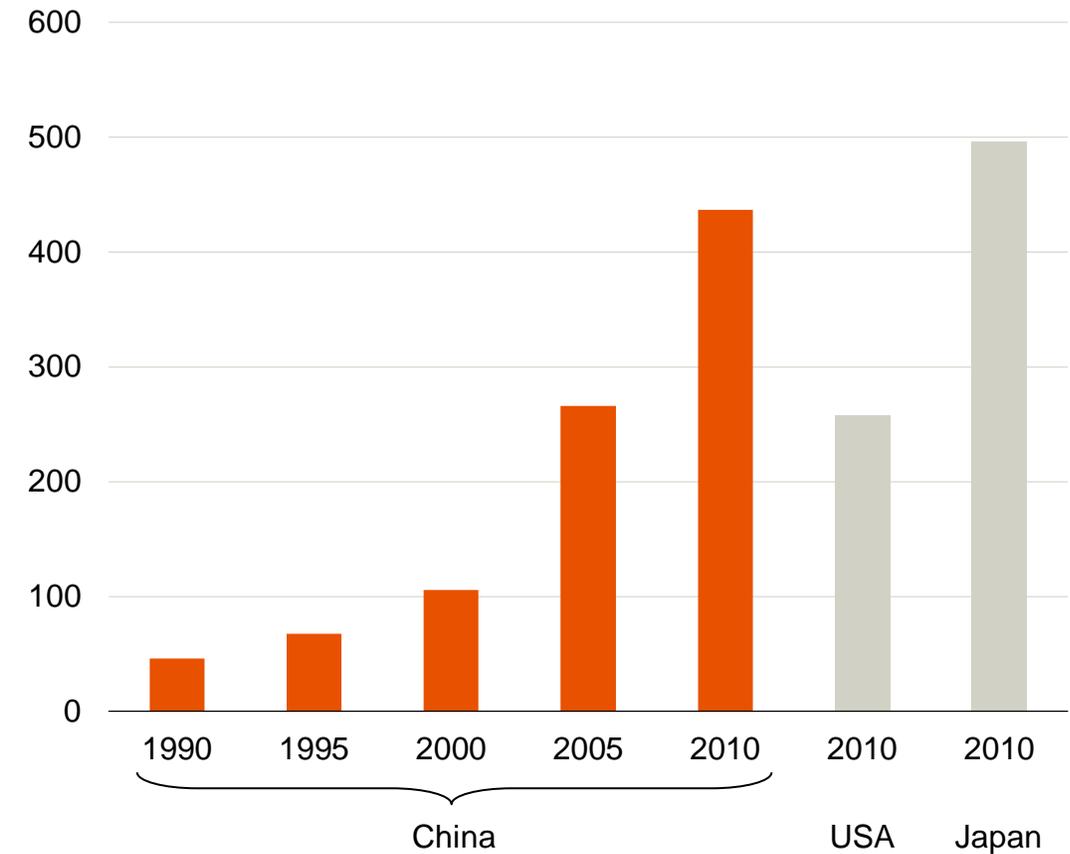
# Urbanisation drives steel consumption intensity

**Urbanisation remains a major driver for demand**  
(billion people)



Source: United Nations (World Urbanisation Prospects 2011 Revision).

**Steel consumption**  
(kg/capita)

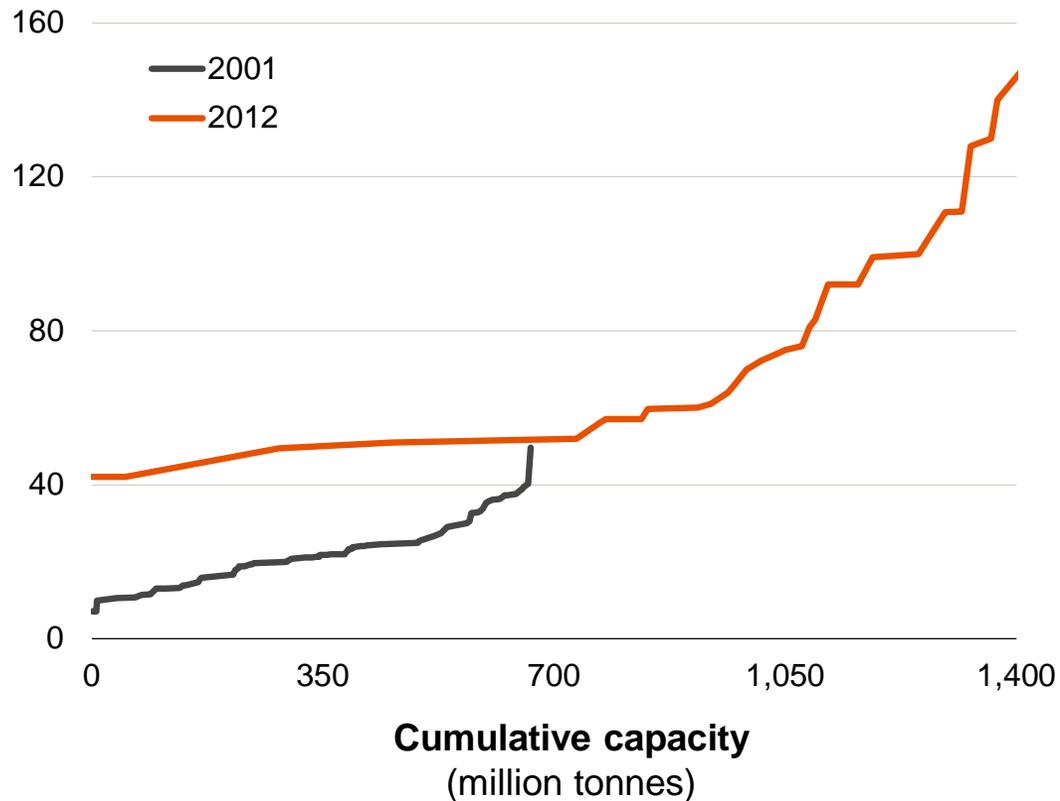


Source: BHP Billiton analysis; Global Insight; World Steel Association.

# New production delivered at higher cost

## Iron ore cash cost curves

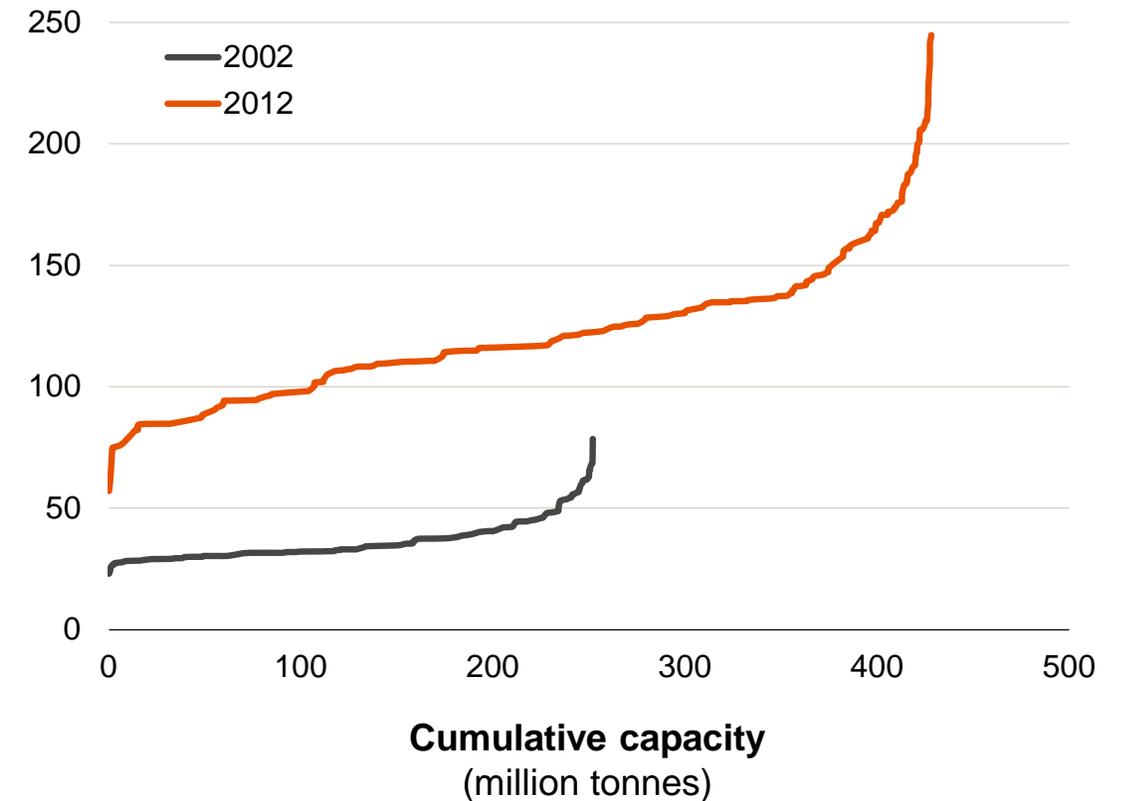
(US\$/dmt, 62-63% Fe, CIF China equivalent basis)



Source: Macquarie Research.  
 Note: Includes seaborne and China domestic.

## Metallurgical coal cash cost curves

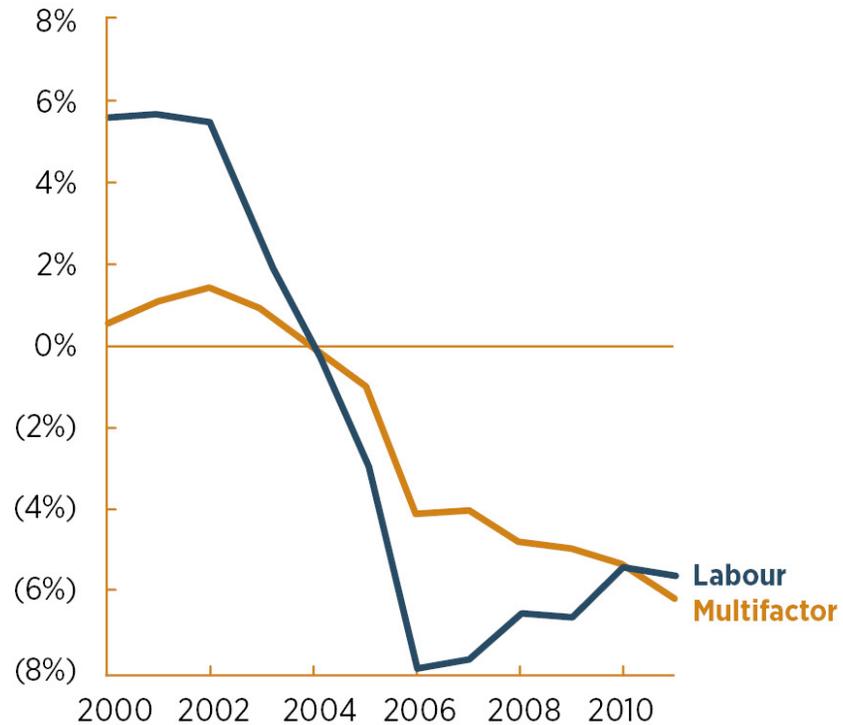
(US\$/t CIF Qingdao)



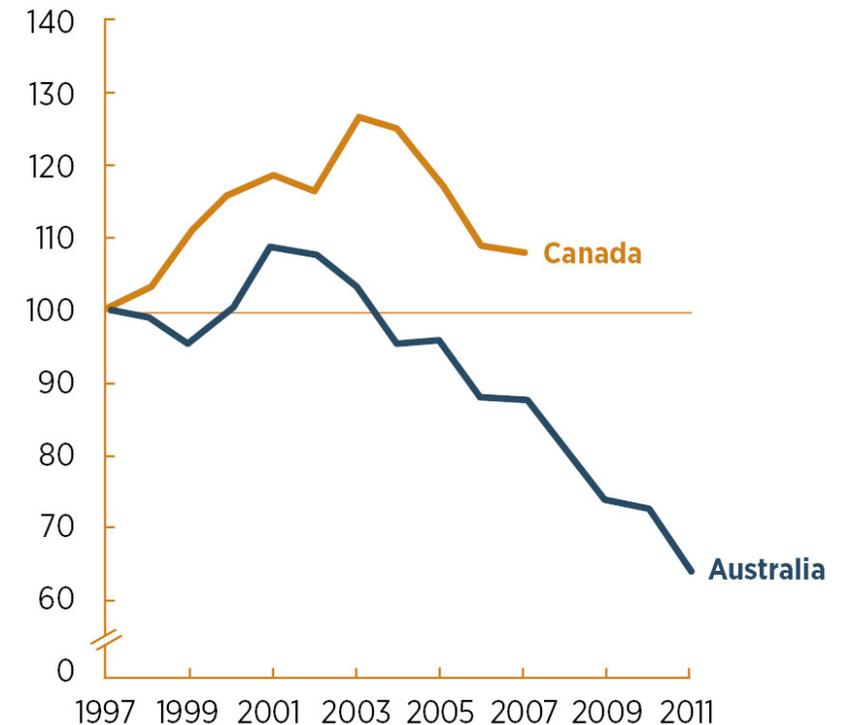
Source: Wood Mackenzie, IHS McCloskey, BHP Billiton, inclusive of only HCC projects.  
 Note: HCC total delivered cost, nominal terms; 2012 costs include the introduction of an A\$23/t CO<sub>2</sub>e carbon tax mid-way through the calendar year, and exclude MRRT.

# Australia's mining productivity

**Productivity growth**  
(per cent, rolling five year CAGR)



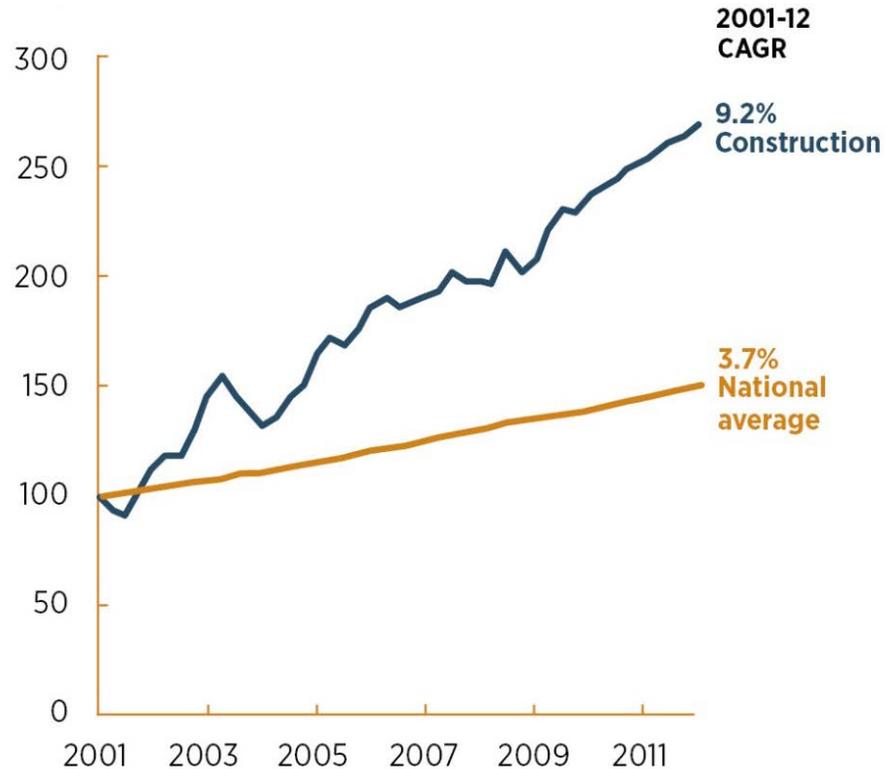
**Multifactor productivity index**  
(index, 1997 = 100)



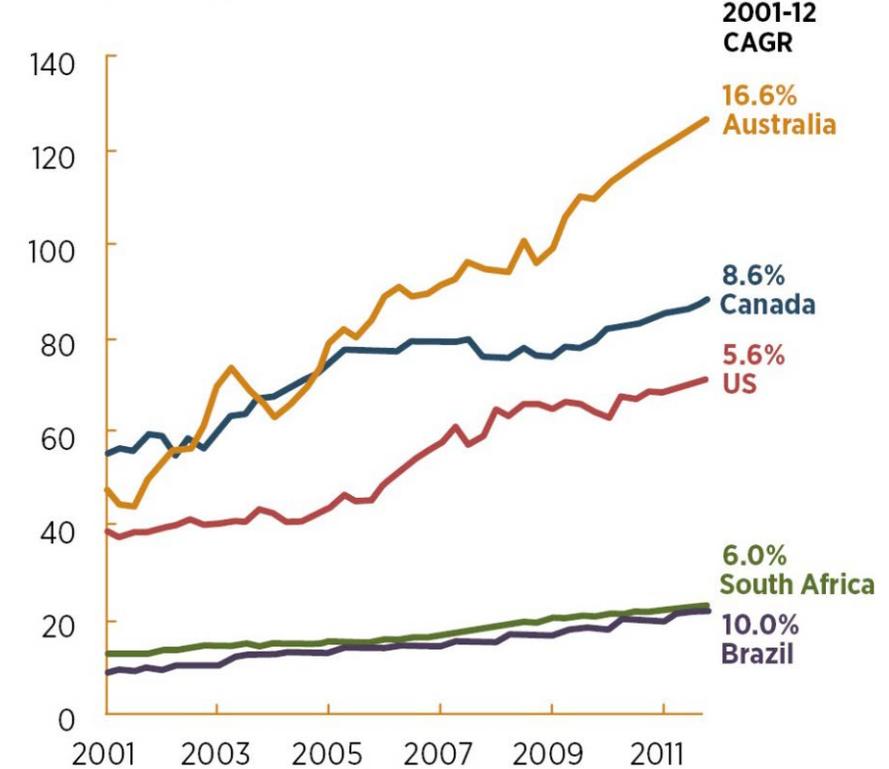
Source: ABS; CSLS; Minerals Council of Australia.

# Resource and Energy Sector project construction wages\*

**Resource sector vs national average**  
(Australian dollar index, Mar 2001 = 100)



**Australia vs competitors**  
(Nominal US\$ per hour)



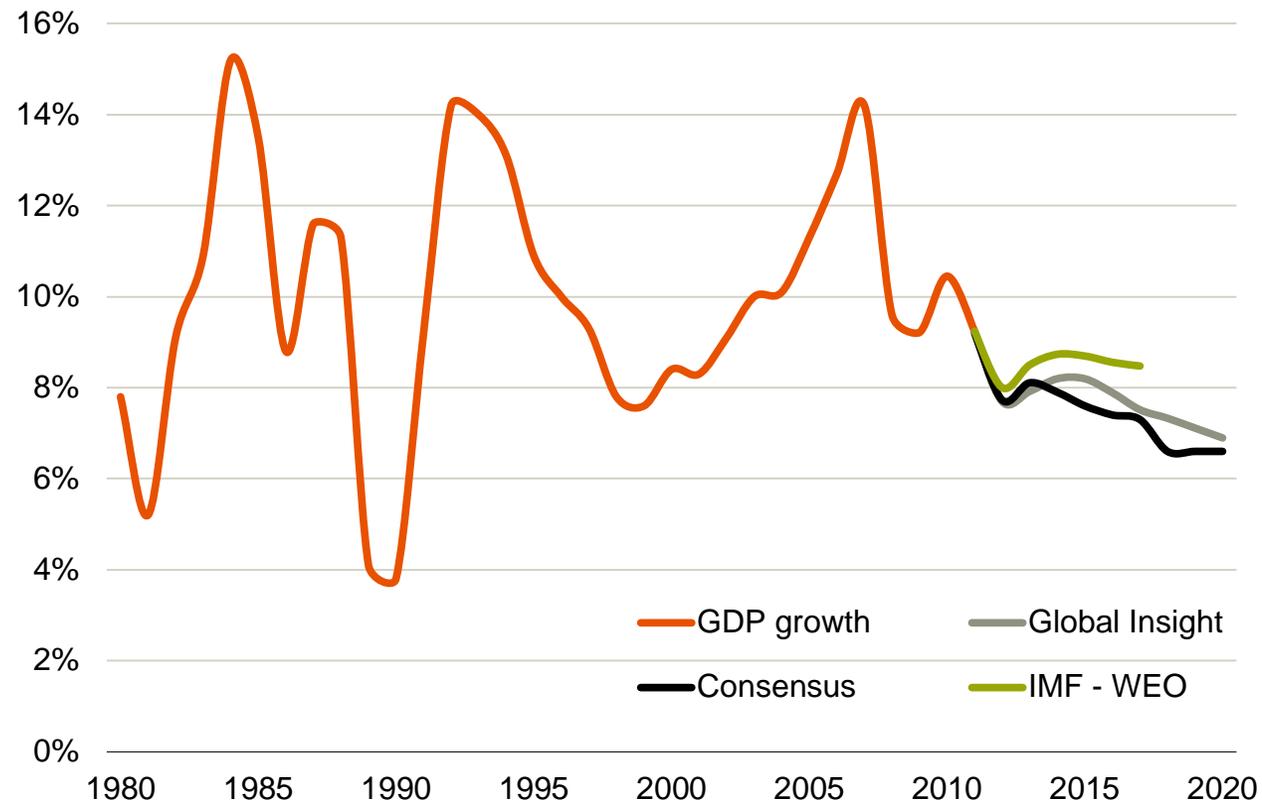
\* Australian and competitor wages are all-in hourly rates. Australian all sector national average is the total hourly rate of pay national labour index.  
Source: IPA; ABS; Minerals Council of Australia.

- Speed
- Stability
- Competitiveness



# China's GDP growth

## Chinese GDP growth (%)



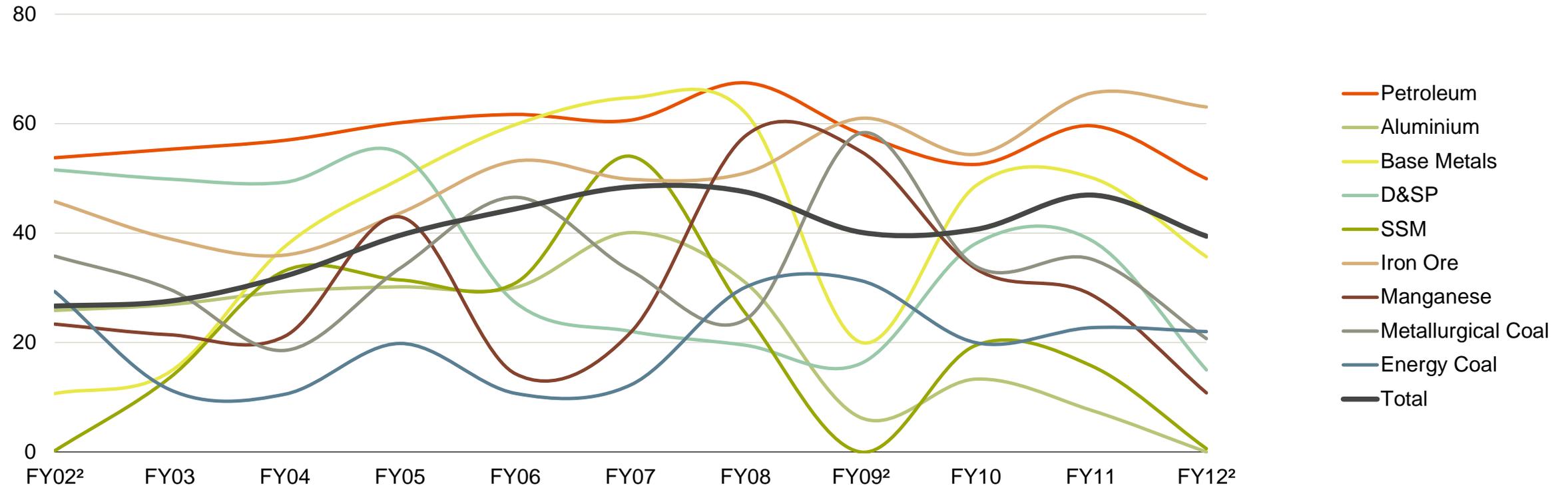
- Average GDP growth 10% over the past decade
- GDP growth forecast at 7% to 8% this financial year and for the next decade
- Fundamentals for GDP growth remain

Source: Global Insight, IMF.

# The power of our diversified model

## EBIT margin<sup>1</sup>

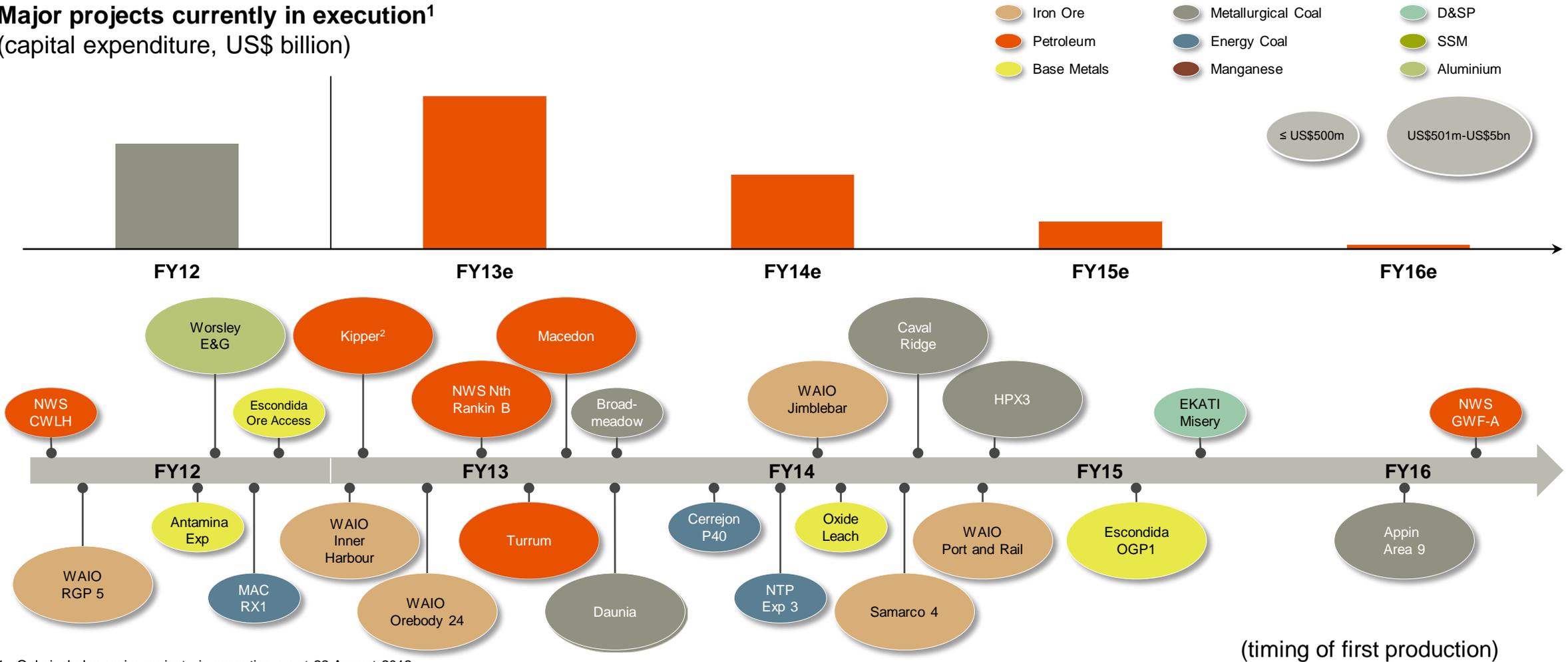
(%)



1. 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.
2. 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.

# Major projects in our core products underpin near term growth and returns

## Major projects currently in execution<sup>1</sup> (capital expenditure, US\$ billion)



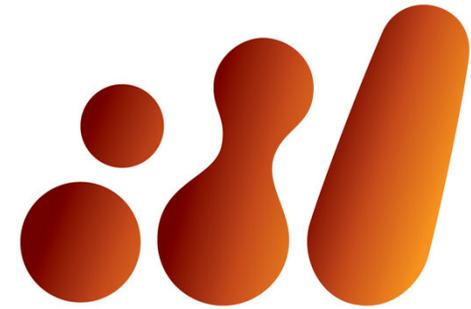
1. Only includes major projects in execution as at 22 August 2012.  
 2. Facilities ready for first production pending resolution of mercury content.

(timing of first production)

# We are committed to our communities

- Supporting local businesses through our Local Buying Program
- Isaac Affordable Housing Trust – \$3.5 million
- Rental subsidies to key community support services across the Bowen Basin – \$1 million
- Investing in accommodation – 400 additional townhouses and houses over the next two years
- Key infrastructure projects including Moranbah Airport, Dysart Community Centre and Day Care Centres in Blackwater and Dysart





**bhpbilliton**

resourcing the future