International Roadshow February/March 2007

# onesteel

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- OneSteel Overview
- Latest Financials
- Growing & Diversify Earnings
- Summary and Outlook
- Attachments



### Australian Steel Long Products Market

### The Australian steel industry has capacity of 7.6 million tonnes

- Long products domestic market less fragmented than international markets
  - · 2 major players
  - 2.6 million tonnes
  - Aligned to domestic market
  - Both long products players have significant downstream distribution businesses
- Flat products
  - · One major player
  - 5.0 million tonnes
  - Large proportion exported



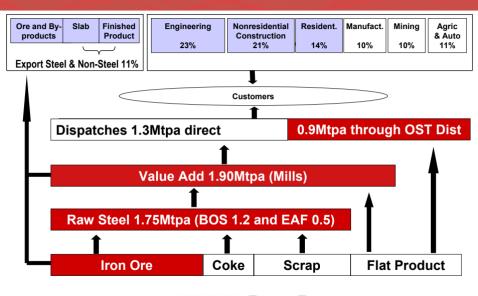
### Australian Steel Long Products Market

### OneSteel's Positioning – largest long products company in Australia

- Vertically integrated from iron ore, integrated and scrap based steel making; largest distribution network with over 150 outlets across Australia
  - 1.75 million tonnes steel production capacity
    - 1,200 thousand tonnes integrated route
    - 550 thousand tonnes scrap route
    - Can match production to the market
  - Self sufficient in iron ore till beyond 2027
    - •Will sell ~2.5 million tonnes FY07 rising to 4 million tonnes per annum rate in FY08
- Construction accounts for approximately 58% of revenue
- Long Products Market is a growing market underpinned by current strong construction market particularly in engineering construction and expansion in mining & energy
- ·Produce a wide range of steel products
- •Annual sales in the vicinity of A\$4billion 90% generated domestically
- •7,700 staff 30,000 customers



### OneSteel Product Flow







### **OneSteel Competitive Advantages**

#### Industry Market Positioning Long Products Market Leader

- •Produces 1.7 million tonnes of steel pa
- •Despatches 2.0 million tonnes pa
- •Employs almost 7,000 people in Australia and New Zealand
- ·Leading market shares for all products

#### Strong Market position

•The joint acquisition of Email by OneSteel and Smorgon Steel in 2001 and current merger lines.

#### Restructured Business

 Restructuring has aligned production with domestic demand and cut costs from the business. OneSteel has taken out duplication after merging eight businesses into four and has reduced capacity and exited unprofitable product

#### **Strong Brand Names**

- Australia's largest steel long products producer with leading brands.
- •Market leader in 7 of its 8 product lines.

### **Competitive Advantages**

#### **Vertically Integrated Business**

- •OneSteel has all parts of the value chain resources, steel production, value add rolling mills and distribution.
- •Have the ability to arbitrage Slab and long products via EAF and integrated production routes

#### Low-cost, high-quality Iron Ore

- •2/3 of OneSteel's production is insulated from rising scrap prices by its iron ore mine situated 80 klms from its main production facility.
- Proven reserves out to 2027.

#### **Leading Metals Distributor**

- Strong in market presence
- Over 150 sites, centres, franchises.
- More than 30.000 customers.
- •The distribution business sources one half of its products from OneSteel.
- •Well positioned in regional centres close to market i.e. mining

#### Strong Cashflows

•Strong cash flow business with annual sales are around A\$4 billion.



## **OneSteel Management Actions**

|                         | Restructuring  | Investments  |
|-------------------------|--|--|
| Resources               | •Unlocking value from Magnetite Reserve  | •Ore Beneficiation Plant 2005/06<br>•Project Magnet 2006/08  |
| Steel Production        | •Record monthly production from Whyalla integrated steelworks achieved in 2006 •35% increased production from Mini Mill •30% reduction in grade sections | Blast Furnace reline 2004     De-bottlenecking SSM 2004/07     SSM Licence upgrade   |
| Value Add Rolling Mills | Closed Brisbane Bar Mill - 2001 Exited export shift from Rod mill – 2003 Increased output of Sydney Bar Mill   | *Galvanised fence post plant 2004 *Eight Strand Ropery 2005 *Centralised mesh manufacturing 2005   |
| Distribution            | •Acquisition of Email Metals 2001 •Closed Pipe manufacturing line – 2002 •Sold Canadian Distribution Business 2002                                       | -Acquired Retail capability 2004     -Several small bolt acquisitions     -Built Aluminium business                                      |
| Sales and Marketing     | •Combined sales and marketing 2000   | •SAP Sales and Marketing system 2005   |
| Capital Management      | -Combined finance and administration 2000 -Equity Raising 2001 -Sales of surplus assets – eg Ardrossan   | -Gearing reduction from 50% to low 30s on net<br>debt to net debt plus equity basis<br>-Internal Funding of Project Magnet \$385 million |
| Organisational          | 8 Business Units to 4 – 2001 Centralised Sourcing – 2001 Established shared services - 2003 Annualised cost reductions of \$50 million                   | OneSteel/ Smorgon Steel Merger 2006/07     Realigned incentive structure   |



# **Market Conditions**



# Project Magnet – Magnetite Stream

An overview of the

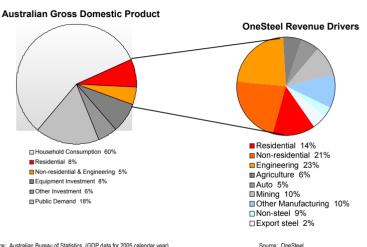
Magnet concentrator site.
As can be seen, key pieces of equipment including High Pressure grinding rolls, Ball Mill, thickener, magnetic separators and associated

conveying systems are in

position.



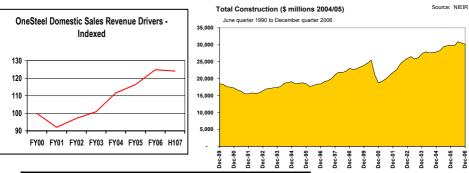
### OneSteel Revenue Drivers vs Broader Economy's Drivers



Source: Australian Bureau of Statistics (GDP data for 2005 calendar year) Data for year ended 30 June 2006



# Domestic Market Drivers - Construction Still Strong



|                           |                       | 0 0 0 0 0 0            |  |  |  |  |  |
|---------------------------|-----------------------|------------------------|--|--|--|--|--|
| Segment                   | % OST Sales Revenues* | % Change Dec06 v Dec05 |  |  |  |  |  |
| Engineering               | 23                    | 2.6                    |  |  |  |  |  |
| Non-residential           | 21                    | 7.4                    |  |  |  |  |  |
| Residential               | 14                    | -0.9                   |  |  |  |  |  |
| <b>Total Construction</b> | 58                    | 3.5                    |  |  |  |  |  |
| Other Manufacturing       | 10                    | -5.8                   |  |  |  |  |  |
| Mining                    | 10                    | 6.2                    |  |  |  |  |  |
| Agricultural              | 6                     | -23.2                  |  |  |  |  |  |
| Automotive                | 5                     | -7.7                   |  |  |  |  |  |
| Total Weighted Change     |                       | 0.3                    |  |  |  |  |  |

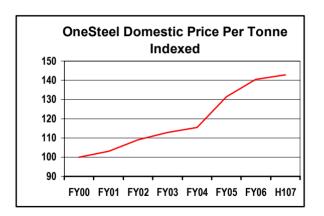
Source: NIEIR

\* Export steel (2%) and non-steel sales (9%) drive the balance of OneSteel's sales revenue

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### Market Drivers – Price/Tonne Movement

1.7% increase in underlying domestic steel price per tonne in six-month period to December 2006 from prior corresponding period reflecting price increases to recover higher costs for raw materials and purchased products, as well as changed product mix.





# **Review of Financials**



### Project Magnet – Hematite Stream

The export storage facility preparing iron ore for export shipment.

Over one million tonnes has now been moved through this facility.



# Financial Highlights - Details

| Net operating profit after tax and minorities          | \$98.2m    | 1        | 16.8% from \$84.1m  |
|--|------------|----------|---------------------|
| Earnings per share - based on no. shares at end period | 17.2 cents | 1        | 15.4% from 14.9c    |
| Operating cash flow                                    | \$90.8m    | <b>↓</b> | was \$93.7m         |
| Free cash flow   | (\$86.2m)  | <b>↓</b> | was (\$21.2m)       |
| Free cash flow excluding Project Magnet                | \$55.3m    | 1        | was \$40.9m         |
| Sales margin (EBIT)                                    | 8.0%       | 1        | from 7.8%           |
| Gearing (net debt/net debt plus equity)                | 33.9%      | 1        | from 32.9%          |
| Net debt including derivative                          | \$804.1m   | 1        | 13.9% from \$706.2m |
| Interest cover   | 6.5 times  | 1        | from 5.3 times      |
| Return on equity                                       | 13.6%      | 1        | from 13.1%          |
| Return on funds employed                               | 14.9%      |          | from 14.9%          |
| Fully franked interim dividend                         | 8.0 cents  | 1        | from 7.0 cents      |

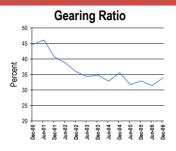


# Overview - Operational

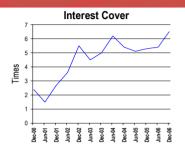
- Business Performance
  - Underlying domestic price per tonne (excluding special projects) up 1.7%
  - Sales margin increased to 8.0% from 7.8%
- Overall domestic market activity up 0.3% in OneSteel segments
  - Underlying domestic steel tonnes up 7.7%
- Business Improvement
  - Cost reductions of \$17 million
  - Revenue enhancements of \$48 million
  - Cost increases raw materials and inflationary of \$58 million
- Safety Performance
  - Medical Treatment Injury Frequency Rate improved 19% from 12.1 to 9.8
  - Lost Time Injury Frequency Rate improved 57% from 2.1 to 0.9



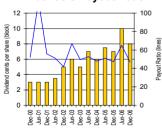
## Trends in Key Financial Ratios





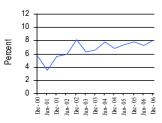


### **Dividends & Payout Ratio**

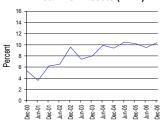


## Trends in Key Operating Ratios

### Sales Margin (EBIT)\*

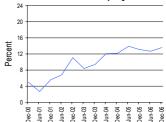


#### Return on Assets (EBIT)\*



#### ROFE (EBIT)\*





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# **Growing & Diversifying Earnings**



# Project Magnet – Hematite Stream

One of the transfer barges that will be used to trans-ship ore product from the newlyconstructed export facilities at the Whyalla port. The two barges and the Floating Offshore Transfer Terminal have arrived in Whyalla. The barges will carry hematite lump and fines approximately 7.5 nautical miles to the Floating Offshore Transfer Terminal which will facilitate loading of Cape-sized ships sitting in the Spencer Gulf.



# **Growing & Diversifying Earnings**

### Project Magnet

- This project represents the commercialisation of OneSteel's magnetite iron ore reserves for producing steel and the sale of surplus hematite ore reserves. Benefits include:
  - improving OneSteel's competitive position
  - · extending the life of the steelworks
  - · lowering the cost of steelmaking at Whyalla
  - · an additional source of earnings and profit.

#### Smorgon Steel Transaction

- OneSteel remains committed to the transaction
  - Corporate benefits a stronger more financially flexible company with enhanced growth opportunities
  - Customer and market benefits increased ability to service the customer with new products and service offerings and a greater diversity and scope of operations
  - Competitive benefits a more competitive business with lower costs, improved raw material integration and opportunities with diversified revenue streams.



## Project Magnet - Current Status

### Capital Expenditure

FY 2005 \$ 24.5 million
 FY 2006 \$165.2 million
 H1 2007 \$ 119.8 million
 Total to Date \$309.5 million

Forecast total \$355 million + ~8% = \$385 million

Note: An additional \$45.4 million was committed as at 31 December 2006

#### Revenues

 Incremental Iron Unit Sales (on top of 1mtpa historic sales) – Ore, Pellet and Byproducts

FY 2007

~ 1.500k tonnes ore

 700,000 tonnes lump and fines in H1 2007 plus almost 150,000 tonnes off-spec ore by products

FY 2008

~ 3.0m tonnes ore

- Slab Sales

FY 2008

Sales commence



## Project Magnet – Latest Progress

### Two process streams are under construction

- Hematite Stream key parts of the hematite ore export facilities were successfully commissioned in October and November 2006. On track to ramp up incremental external sales to 1.5mtpa in 2006/07 and 3mtpa in 2007/08
  - The floating offshore terminal vessel "Spencer Gulf" and the two transfer barges "Barngarla" and "Middleback" arrived in Whyalla for commissioning in preparation for moving to Cape-size ships for iron ore exports
- Magnetite Stream is now the major focus of construction activities
  - Construction to be effectively completed in late May 2007. Final commissioning, transition and ramp-up phases follow.
- 5-year contract worth over \$300 million covering mining and related services at the iron ore mines in South Middleback Ranges awarded to Leighton Contractors' mining division



# Project Magnet - Next Steps

### Focus remainder of 2006/07

- Complete capital works program
- Commissioning, transition and ramp-up phases begin
- Marketing of ore securing contracts
- Ramp-up ore sales to 2.5mtpa (1.5mt export plus 1.0mt external domestic)

### 2007/08 financial year

- Ship ore at rate of 4mtpa
- Completion of transition of Whyalla Steelworks to magnetite feed
- Ramp up of additional steel production
- Value-in-use cost benefits



# **Smorgon Steel Transaction Summary**

The proposed transaction is expected to create significant benefits

•Net EBITDA synergies expected to be \$70 million pa

•EPS accretive (pre non-recurring items and amortisation) in the first full year (assumes demerger of Smorgon Steel Dist)

•Significant premium to Smorgon Steel shareholders

It is the next step in the streamlining of the Australian steel industry

•Provides a stronger platform to compete domestically and internationally

A stronger company is established

•Revenues in excess of \$5.5 billion¹, EBITDA in excess of \$700 million¹, over 10,000 employees and 200 sites across Australia and over 10 offshore with greater diversification

Increased ability to service customers

•Wider product range, more extensive geographical manufacturing footing, streamlined supply chain management

Improved security of raw material supply

•The addition of a scrap recycling business alongside OneSteel's iron ore business

Growth opportunities through new revenue streams

•New businesses and products with scrap, railway wheels and axles, grinding media and LiteSteel<sup>TM</sup> Beam

1 Approximate only. Further detail will be provided in shareholder information for approval of the transaction.

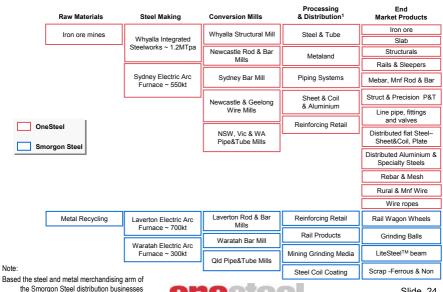


## Smorgon Steel Merger Status –

- February 2007 proceeding with the new transaction structure as announced in December 2006
- Next Steps include
  - ACCC review of new transaction structure
  - Taxation rulings
  - Despatch documentation to OneSteel Shareholders
  - Meetings of shareholders to approve transaction
- Pipe and Tube Joint Venture
  - Moving to implement the JV at earliest feasible date to realise the synergies that both companies believe the JV will deliver



### Businesses are Complementary



remaining as part of Smorgon Steel Limited

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### Customer Benefits – New Revenue Streams

### Build on existing product and service offering through extending products range Many common customers, markets and service offerings

#### Octagonal product and service range

- · Rail rail line, sleepers, clips with
- Mining mine mesh, rail, product used in strata control systems, pipes valves and fittings, mining rope, general steel supply
- Construction reinforcing steel, structural sections, merchant bar, pipe and tube
- Manufacturing rod and bar, wire, pipe and tube
- Steel making raw materials iron ore
- International trading iron ore, slab, steel products

#### Sunline Additional Product Offerings



Rail - rail wheels and axles



Mining – grinding media



Construction - Lite Steel Beam



Coil Color Coating business



Ferrous and non-ferrous scrap recycling



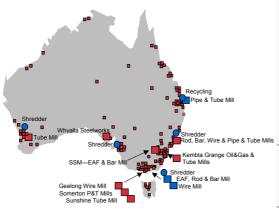
Ferrous and non-ferrous scrap steel and offshore trading capability



### Customer benefits — Diversity and scope of operations

Over 200 sites across Australia and more than 10 offshore provides a solid platform for growth

#### OneSteel operations post transaction



#### Offshore sites

#### OneSteel

· NZ Distribution

#### **Smorgon Steel**

- Recycling operations—HK, Malaysia, Thailand, Philippines, USA
- Trading offices—Vietnam, China, HK, India, NZ, and England
- Grinding media operations— Indonesia and USA
- Smorgon Steel Recycling key sites
- OneSteel manufacturing
- Smorgon Steel manufacturing sites
- OneSteel Distribution and Reo sites



# Summary and Outlook

- Improvement in profit and sales margin
- Continued improvement in earnings per share
- Gearing remains in lower end of target range after investing almost \$310 million in Project Magnet over 24 months
- Project Magnet progressing well
- Whyalla floods to impact second half 2007 financial year
- Overall level of domestic activity and demand expected to be similar
- International steel market and pricing expected to remain fluid
- Priorities:
  - · continue to improve returns from existing businesses
  - completion of Magnet and delivery of its value
  - · realise the benefits of the pipe and tube joint venture
  - to complete and effectively integrate of the Smorgon Steel new transaction



# **Attachments – Financials**



### Project Magnet – Magnetite Stream

This is an overview of the concentrator area showing

- a) the magnetite ore feed bin
- b) ball mill
- c) High Pressure grinding roll
- d) magnetic separation building
- e) slurry concentrate holding bins



# **Share Price Performance**

### OneSteel Share Price versus All Ordinaries Share Index Indexed - 23 October 2000 to 20 February 2007



### Cash Flow Reconciliation – Historical Data

|  | Statutory |         |        |        |        |        |  |  |
|--|-----------|---------|--------|--------|--------|--------|--|--|
| A\$ Millions                             |           | AIFRS   |        |        | AGAAP  |        |  |  |
| Six months to December                   | 2006      | 2005    | 2004   | 2003   | 2002   | 2001   |  |  |
| EBITDA (adjusted for non-<br>cash items) | 215.6     | 203.7   | 172.8  | 139.7  | 168.2  | 124.3  |  |  |
| Interest                                 | (26.3)    | (29.4)  | (23.9) | (20.8) | (22.9) | (30.6) |  |  |
| Tax                                      | (40.8)    | (33.0)  | (24.2) | (13.7) | (6.1)  | (9.4)  |  |  |
| Capital & Invest Expenditure             | (177.0)   | (114.9) | (63.6) | (45.0) | (26.4) | (22.1) |  |  |
| Working Capital                          | (57.7)    | (47.6)  | (68.6) | (48.8) | (30.1) | (83.3) |  |  |
| Free Cash Flow                           | (86.2)    | ( 21.2) | (7.5)  | 11.4   | 82.7   | (21.1) |  |  |
| - Investments                            | -         | 0.3     | 0.8    | -      | -      |        |  |  |
| - Plus Asset Sales                       | 3.9       | 0.5     | 3.6    | 5.0    | 2.6    | 31.0   |  |  |
| - Other                                  | (0.4)     | 1.6     | (0.1)  | 5.6    | (9.2)  | 66.6   |  |  |
| Operating Cash Flow                      | (82.7)    | (18.8)  | (3.2)  | 22.0   | 76.1   | 76.5   |  |  |



### Income Statement – Historical Data

| Six months to Dec<br>A\$ Million | 2006<br>AIFRS | 2005<br>AIFRS | 2004<br>AIFRS | 2003<br>AGAAP | 2002<br>AGAAP | 2001<br>AGAAP | 2000<br>AGAAP | % Chg<br>Dec 06/<br>Dec 05 |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------------|
| Sales                            | 2,134.3       | 1,988.8       | 1,890.5       | 1,566.7       | 1,525.0       | 1,473.2       | 1,267.0       | 7.3%                       |
| EBITDA                           | 218.0         | 203.5         | 173.7         | 146.9         | 168.2         | 125.6         | 111.6         | 7.1%                       |
| Dep & Amort*                     | (48.1)        | (47.4)        | (45.0)        | (43.1)        | (43.3)        | (43.4)        | (41.0)        | 1.5%                       |
| EBIT**                           | 169.9         | 156.1         | 128.7         | 103.8         | 124.9         | 82.2          | 70.6          | 8.8%                       |
| Finance Costs                    | (26.3)        | (29.4)        | (23.9)        | (20.8)        | (22.9)        | (30.6)        | (29.6)        | (10.5%)                    |
| EBT                              | 143.6         | 126.7         | 104.8         | 83.0          | 102.0         | 51.6          | 41.0          | 13.3%                      |
| Tax Expense                      | (39.2)        | (34.5)        | (25.5)        | (22.0)        | (32.5)        | (19.1)        | (12.0)        | 13.6%                      |
| NPAT                             | 98.2          | 84.1          | 70.3          | 55.8          | 64.8          | 28.9          | 26.4          | 16.8%                      |
| EPS (cents)                      | 17.2          | 14.9          | 12.6          | 10.1          | 12.0          | 5.4           | 5.8           | 15.4%                      |
| ROFE%**                          | 14.9          | 14.9          | 14.4          | 11.7          | 14.0          | 8.9           | 7.0           |                            |
| Dividend<br>(cents/share)        | 8.0           | 7.0           | 6.0           | 5.0           | 5.0           | 3.0           | 3.0           |                            |



<sup>\*\*</sup>Against EBIT 2004 to 2006, earlier calculations against EBITA

### Balance Sheet - Historical Data

| Six months to Dec<br>A\$ Million           | 2006<br>AIFRS | 2005<br>AIFRS | 2004<br>AIFRS | 2003<br>AGAAP | 2002<br>AGAAP | 2001<br>AGAAP | % Chg<br>06v 05 |
|--|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| 7 to minion                                | 7.11.1.0      | 7111110       | 7111 110      |               | 7107011       |               |                 |
| Total Assets                               | 3,375.3       | 3,058.3       | 2,748.1       | 2,609.6       | 2,602.9       | 2,625.4       | 10.4%           |
| Liabilities                                | 1,804.1       | 1,619.9       | 1,465.9       | 1,305.5       | 1,331.8       | 1,424.7       | 11.4%           |
| Net Assets                                 | 1,571.2       | 1,438.4       | 1,282.2       | 1,304.1       | 1,271.1       | 1,200.7       | 9.2%            |
| Net Debt (inc derivative)*                 | 804.1         | 706.2         | 709.0         | 696.9         | 712.6         | 822.2         | 13.9%           |
| Inventory                                  | 8.888         | 840.2         | 758.8         | 646.5         | 626.0         | 608.0         | 5.8%            |
| Funds Employed                             | 2,375.3       | 2,144.6       | 1,791.2       | 1,801.0       | 1,783.7       | 1,822.9       | 10.8%           |
| Gearing % (net debt/ net debt plus equity) | 33.9          | 32.9          | 35.6          | 34.8          | 35.9          | 40.6          |                 |
| Interest Cover – times                     | 6.5           | 5.3           | 5.4           | 5.0           | 5.5           | 2.7           |                 |
| NTA / Share \$                             | 2.26          | 2.03          | 1.77          | 1.82          | 1.78          | 1.70          |                 |

<sup>\*</sup> For the purposes of comparing the December 2005 result, historical figures for net debt include a \$200 million securitisation program that was discontinued in January 2005



### Cash Flow – Historical Data

| A\$ Million                                    |         |         |        |        |        |        |
|--|---------|---------|--------|--------|--------|--------|
| Six months to December                         | 2006    | 2005    | 2004   | 2003   | 2002   | 2001   |
| Earnings before Tax (adj'd for non-cash items) | 141.2   | 126.9   | 103.8  | 75.4   | 102.0  | 50.3   |
| Dep & Amort (ex goodwill)                      | 48.1    | 47.4    | 45.0   | 43.1   | 43.3   | 43.4   |
| Capital & Investment                           |         |         |        |        |        |        |
| Expenditure                                    | (177.0) | (114.9) | (63.6) | (45.0) | (26.4) | (22.1) |
| Working Cap movement                           | (57.7)  | (47.6)  | (68.5) | (48.8) | (30.1) | (83.3) |
| Income Tax Payments                            | (40.8)  | (33.0)  | (24.2) | (13.7) | (6.1)  | (9.4)  |
| Asset Sales                                    | 3.9     | 0.5     | 3.6    | 5.0    | 2.6    | 31.0   |
|  |         |         |        |        |        |        |

(0.4)

90.8

(86.2)

Other

**Operating Cash Flow** 

Free Cash Flow



1.9

0.7

6.0

56.0

11.4

82.7 Slide 33

(9.2)

109.1

66.6

1.0

### Australian Distribution – Historical Data

| \$A Million Six months to Dec | AIFRS<br>2006 | AIFRS<br>2005 | AIFRS<br>2004 | 2003    | 2002    | 2001    | 2000  | % chg<br>06 v 05 |
|-------------------------------|---------------|---------------|---------------|---------|---------|---------|-------|------------------|
| Revenue                       | 939.6         | 923.2         | 863.8         | 747.5   | 727.1   | 749.4   | 551.7 | 1.8              |
| EBITDA                        | 76.4          | 76.4          | 83.5          | 53.4    | 70.9    | 54.6    | 31.1  | 0                |
| EBIT*                         | 64.0          | 64.6          | 71.7          | 42.4    | 58.0    | 43.7    | 20.6  | (0.9)            |
| Assets                        | 1,108.9       | 1,123.9       | 1,144.4       | 1,029.5 | 1,039.4 | 1,008.7 | 768.0 | (1.3)            |
| Employees                     | 2,401         | 2,467         | 2,416         | 2,299   | 2,301   | 2,448   | 2,277 | (2.7)            |
| Sales Margin %                | 6.8           | 7.0           | 8.3           | 5.7     | 8.0     | 5.8     | 3.7   |                  |
| ROFE %                        | 16.2          | 15.7          | 17.7          | 10.7    | 14.0    | 11.1    | 6.6   |                  |

Results of previous six-month periods to December have been restated to reflect the business restructure that became effective July 2005.

<sup>\*</sup> The financial information presented for the years 2000 – 2003 are based on information prepared under previous AGAAP and have been adjusted to exclude goodwill amortisation from earnings.



# Manufacturing – Historical Data

| \$A Million<br>6 mths to Dec | AIFRS<br>2006 | AIFRS<br>2005 | AIFRS<br>2004 | 2003    | 2002    | 2001    | 2000    | % chg<br>06 v 05 |
|------------------------------|---------------|---------------|---------------|---------|---------|---------|---------|------------------|
| Revenue                      | 1,182.4       | 1,020.9       | 982.5         | 791.4   | 778.8   | 702.5   | 637.3   | 15.8             |
| EBITDA                       | 140.3         | 113.1         | 77.2          | 85.7    | 98.2    | 72.4    | 79.8    | 24.0             |
| EBIT*                        | 109.1         | 81.5          | 48.1          | 56.9    | 70.1    | 42.7    | 49.0    | 33.9             |
| Assets                       | 2,029.1       | 1,684.4       | 1,480.3       | 1,477.6 | 1,430.2 | 1,452.6 | 1,488.6 | 20.5             |
| Employees                    | 4,098         | 3,786         | 3,831         | 3,816   | 3,806   | 3,874   | 3,822   | 8.2              |
| Sales Margin %               | 9.2           | 8.0           | 4.9           | 7.2     | 9.0     | 6.1     | 7.7     |                  |
| ROFE %                       | 15.7          | 14.2          | 9.8           | 11.3    | 14.9    | 8.6     | 9.6     |                  |

Results of previous six-month periods to December have been restated to reflect the business restructure that became effective July 2005.

<sup>\*</sup> The financial information presented for the years 2000 – 2003 are based on information prepared under previous AGAAP and have been adjusted to exclude goodwill amortisation from earnings.



### International Distribution – Historical Data

| \$A Million<br>6 months to Dec<br>Sales | AIFRS<br>2006<br>194.8 | AIFRS<br>2005<br>204.4 | AIFRS<br>2004<br>198.6 | 2003<br>161.5 | 2002<br>142.1 | 2001<br>144.1 | 2000<br>152.4 | % chg<br>06 v 05<br>(4.7) |
|---|------------------------|------------------------|------------------------|---------------|---------------|---------------|---------------|---------------------------|
| EBITDA                                  | 23.3                   | 28.3                   | 30.9                   | 20.6          | 17.7          | 13.0          | 13.9          | (17.7)                    |
| EBIT*                                   | 20.7                   | 25.8                   | 28.2                   | 18.1          | 15.6          | 10.5          | 11.2          | (19.8)                    |
| Assets                                  | 201.0                  | 187.9                  | 181.5                  | 152.5         | 139.7         | 123.0         | 173.7         | 7.0                       |
| Employees                               | 892                    | 805                    | 803                    | 772           | 613           | 573           | 714           | 10.8                      |
| Sales Margin %                          | 10.6                   | 12.6                   | 14.2                   | 11.2          | 11.0          | 7.3           | 7.4           |                           |
| ROFE %                                  | 26.4                   | 32.5                   | 39.5                   | 28.3          | 28.1          | 17.2          | 15.4          |                           |

Results of previous six-month periods to December have been restated to reflect the business restructure that became effective July 2005.

<sup>\*</sup> The financial information presented for the years 2000 – 2003 are based on information prepared under previous AGAAP and have been adjusted to exclude goodwill amortisation from earnings.



# **Attachments – Growing & Diversifying Earnings**

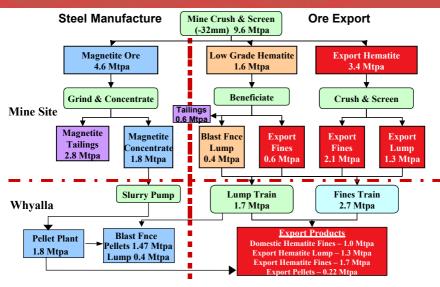


Project Magnet – Hematite Stream

Two transfer barges that will be used to transship ore product from the newlyconstructed export facilities at the Whyalla port were towed into Whyalla on Tuesday 23 January 2007.



# Project Magnet - Capacities and Material Flows



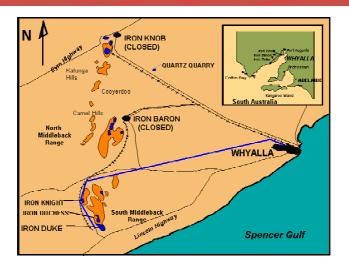


# Project Magnet – Resource Location





# **Project Magnet Geography**





## Benefits of proposed Smorgon Steel merger

#### Growth

 Both OneSteel and Smorgon Steel have recently announced exciting and complementary growth options including Project Magnet, the LiteSteel<sup>TM</sup> beam and expansions in metal recycling that offer shareholders diverse sources of potential earnings growth into the future

#### Stronger company

With pro forma revenue in excess of \$5.5 billion<sup>1</sup>, EBITDA in excess of \$700 million<sup>1</sup> and more than 10,000 employees, the combined entity will become the pre-eminent domestic manufacturer and distributor of steel and metal products in Australasia

#### More competitive business

 Various long-term strategic benefits are expected to be realised through efficiencies in manufacturing operations, improved facility utilisation, improved supply chain management, production, distribution and other savings providing benefits to customers and enabling improved ability to compete against imports

1 Approximate only. Further detail will be provided in shareholder information for approval of the transaction.



# Benefits of proposed Smorgon Steel merger

- Increased ability to service customers
  - A more diverse geographical manufacturing footprint and wider range of products and services provides the ability to streamline and improve the efficiency of the combined supply chains of the companies
  - In addition it is also expected to increase the products and services being offered to customers
- · Diversity and size of operations
  - Following the proposed transaction, OneSteel expects to have an enhanced regional footprint with over 200 sites across Australia and more than 10 offshore offices and operations. This presence is expected to provide a solid platform for growth in new and existing markets
- Expected synergies
  - The combination of the businesses is expected to generate net EBITDA synergies of \$70 million per annum by the third full year after completion of the proposed transaction. These synergies are net of expected asset disposals and potential sales leakage from combining the two businesses



# Benefits of proposed Smorgon Steel merger

- New revenue streams developed
  - The combination of OneSteel and Smorgon Steel's operations will allow
    OneSteel to offer an extended product offering to customers and will facilitate
    the development of new business structures (e.g. a "rail infrastructure"
    business unit covering wheels and bogeys, rails, sleepers, etc) generating
    greater value for customers and the potential for new revenue opportunities
- Improved security of raw material supply
  - The combined business will enjoy improved security of raw material supply via OneSteel's long term iron ore resources through Project Magnet and Smorgon Steel's scrap recycling business. It is also expected to be more competitive through the natural hedges associated with these improved raw material supply arrangements
- Increased liquidity
  - Following the proposed transaction, OneSteel will be a stronger Australian company which is expected to rank well inside the top 100 companies on the ASX. This should provide greater liquidity for investors and facilitate greater interest from domestic and international investors



# **Attachments – Market Conditions**



#### Project Magnet – Magnetite Stream An overview of the

Magnet concentrator site.
As can be seen, key pieces of equipment including High Pressure grinding rolls, Ball Mill, thickener, magnetic

separators and associated conveying systems are in

position.

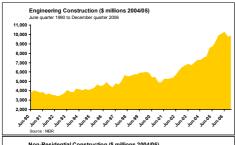


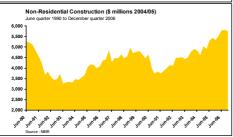
### Australian Steel Price Index





## OneSteel Key Segments





Engineering construction represents 23% of OneSteel's sales revenue

2.6% year-on-year increase in value of activity

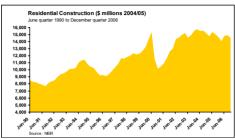
Non-residential construction represents 21% of OneSteel's sales revenue

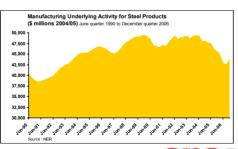
7.4% year-on-year increase in value of activity

Source: NIEIR



## **OneSteel Key Segments**





Residential construction represents 14% of OneSteel sales revenue

0.9% year-on-year decrease in value of activity

Overall weighted year-on-year increase in value of construction activity 3.5%

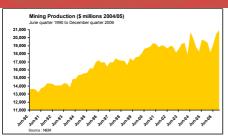
Manufacturing represents 10% of OneSteel sales revenue

5.8% year-on-year decrease in value of activity

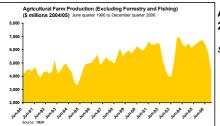
Source: NIEIR

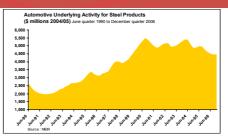


# Overall Increase In OneSteel Key Segments 0.3%\*



Mining: 10% of OneSteel sales revenue 6.2% increase year-on-year





Auto: 5% of OneSteel sales revenue 7.7% decrease year-on-year

Agricultural: 6% of OneSteel sales revenue 23.2% decrease year-on-year

Source: NIEIR

 Excludes export steel (2%) and nonsteel products (9%) which drive the remaining 11% of OneSteel's sales revenue



## Major Project Flow

#### Won/Awarded

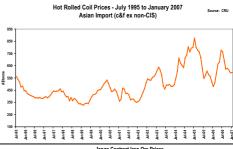
- OneSteel Project Magnet, Whyalla, SA
- · Connect East, East Melbourne Motorway, VIC
- Newcrest Boddington Gold Mine, Boddington, WA
- · Rio-Tinto Parker Point Upgrade (Dampier Wharf), WA
- · Rio Tinto Yandi Upgrade, WA
- BHP Billiton, Dampier Port Development JV, WA
   Abbot Point Coal Terminal Expansion, OLD
- Abbot Foint Coal Terminal Expansion
- · Hay Point Expansions, QLD
- Woodside Angel Project, Topsides, NW Shelf, WA
- Santos DPCU Project, Perth, WA
- Comalco WEIPA Refinery, QLD
- QNI Yabulu Expansion, Brisbane, QLD
- Hartley Mine, Lithgow, NSW
- Coles Myer Distribution, Goulburn, NSW
- Coles Myer, Erskine Park, NSW
- Coles Myer Distribution Centre, Adelaide, SA
- Woolworths Minchinbury, NSW
- BlueScope Steel's Erskine Park Coating Line, Sydney, NSW
- AXA Building, Melbourne, VIC
- Epping Plaza, Epping, Sydney, NSW
- ABB Grain Silos, SA
- Franklin Bus Terminal, Adelaide, SA
- "Northern Link" north/south Bypass Tunnel, Brisbane, QLD
- Woodside Train 5 (S&T Structural), NW Shelf, WA
- Woodside Train 5 Stick Built, WA
- · Lake Lindsay Dragline (Bucyrus), Bowen Basin QLD

#### Potential/Upcoming

- Gorgon LNG Chevron/Texaco, NW Shelf, WA (comes into Australia at Karratha)
- Alcoa Wagerup Stage III, WA
- Convention Centre, Melbourne CBD, VIC
- Gladstone Nickel Project, Yarwun, QLD
- Natural Fuels Australia Bio Processing Plant, East Arm, NT ADO Air Warfare Destroyers, Adelaide, SA
- ADO Ali Wanare Destroye
- Westfield Liverpool, NSW
- Sydney International Car Park, Sydney, NSW
- Vopak Botany Terminal, Sydney, NSW
- BHP Billiton Olympic Dam Expansion, SA
- Rio Tinto Hope Downs Development, WA
- Linfox Warehouse, WA
- Oxiana Prominent Hill Development North SA
- Worsley Alumina Refinery Upgrade, Worsley, WA
- Comalco Refinery (Phase 2), Gladstone, QLD
- Tyco, Water Pipe Racks, WA
- Worsley Alumina DCP Expansion, Collie, WA
- McArthur Coal, Fitzroy, QLD
- Goonyella Broadside Coal Mine Expansion, QLD
- Swanbank Paper, QLD
- Dalrymple Bay Coal Terminal, Dalrymple, QLD
- Gateway Bridge Upgrade, Brisbane, QLD
- Westfield Centrepoint, Sydney, NSW
- BLL Headquarters, Melbourne, VIC
- Water Front City, Melbourne, VIC
- Worsley Alumina LNG Plant, Dampier WA
- BHP Billiton RGP4, WA
- Dawson South Stage Two Project, Theodore QLD
- Seqwater Recycled Water Scheme, Bundamba QLD
- Seqwater Recycled Water Scheme East Pipeline, Brisbane QLD

# Long Products Raw Material Inputs











Slide 50

## Market Drivers – International Traded Prices\*

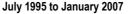
| Raw Material/Input International Traded Prices*                              | Jul-Dec 2006                         | Jul-Dec 2005    |
|--|--------------------------------------|-----------------|
| A\$ Scrap prices* - average in the 6m period                                 | \$363<br>(range \$347-\$373)         | Up from \$317   |
| A\$ HRC prices* – average in the 6m period                                   | \$653<br>(range \$592-\$764)         | Up from \$564   |
| US\$ Coking coal – contract price  | \$115                                | Down from \$125 |
| Revenue Drivers International Traded Prices*                                 |                                      |                 |
| US\$ Iron ore – contract price<br>(Hamersley lump, export FOB, US cent/dmtu) | 93.74                                | Up from 78.77   |
| Iron ore – spot price* – average in 6m period                                | A\$97.1                              | Up from A\$90.6 |
| (India into China, \$/t, cif, fines 63.5% Fe)                                | US\$74.2                             | Up from \$68.2  |
| Long products international prices*  | Average price up over A\$50 from pcp |                 |

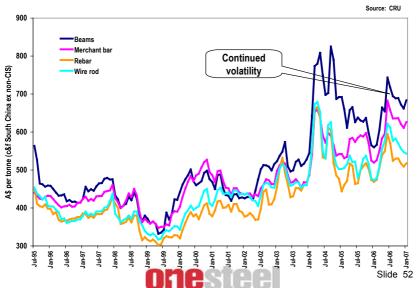
<sup>\*</sup> Prices quoted are traded international prices, and are not OneSteel's realised

prices.

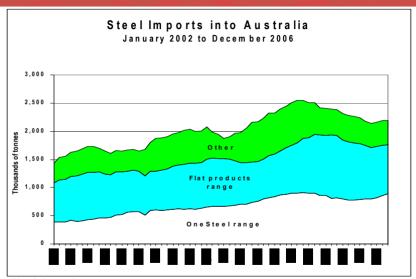


# International Long Products Prices





# Imports into Australia



Source: ABS and OneSteel data, 12-month moving average The data include approximately 90,000 tonnes of OneSteel imports of finished and semi-finished product associated with production disruptions at the Whyalla Steelworks blast furnace in the latter part of 2004 calendar vear.



### **OneSteel Overview**



9 Major Manufacturing sites Over 150 Distribution Sites

