International Roadshow October 2007



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- OneSteel Overview
- Market Conditions
- Latest Financials
- Growing & Diversifying 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
  - · One major player
  - 2.6 million tonnes
  - Aligned to domestic market
  - Significant downstream distribution businesses
- Flat products
  - One major player
  - 5.0 million tonnes
  - Large proportion exported
  - Significant downstream distribution business



### Australian Steel Long Products Market

#### **OneSteel's Positioning**

- Vertically integrated from iron ore and metals recycling business, integrated and scrap based steel making; largest distribution network with over 150 outlets across Australia
  - •2.6 million tonnes steel production capacity
    - 1,200 thousand tonnes integrated route
    - 1,400 thousand tonnes scrap route
    - Can match production to the market
  - Self sufficient in iron ore till beyond 2027
    - •Sold ~2.8 million tonnes FY07. Will sell ~4 million tonnes in FY08
- Construction accounted for approximately 52% of revenue in FY07
- 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
- FY07 sales of A\$4.3 billion 88% generated domestically (OneSteel only)
- 7,700 staff (over 10,000 staff post merger with Smorgon Steel on 20 August 2007)
- 30,000 customers



### **Product Processes**

Materials	Steel Production	Product Mills	Distribution	International Distribution	
• Iron Ore	Whyalla Steelworks	• Rod	Sheet & Coil	50.3% Ownership	
9.6m tonnes (of which 4.0m tonnes sold	1.2m tonnes	• Bar	Aluminium	Steel Distribution and	
externally)	Laverton     O.6m tonnes	• Wire	Steel and Tube	Processing	
• Metals Recycling	Sydney Steel Mill 0.55m tonnes     Waratah 0.25m tonnes	Reinforcing	Piping Systems	<ul> <li>Roofing Products and Reinforcing</li> </ul>	
1.5m tonnes		Bright Drawing	• Metaland	Piping Systems	
		Rail Wheels	Midalia Steel	Fastening Systems and	
		• Rail products &	• Fagersta	Chain & Rigging	
		Sleepers	• Coil Coaters	Stainless Steel service	
		Structural products	More than 100 outlets	centres	
		<ul> <li>Grinding Media</li> </ul>	across Australia and	Hurricane Wire	
		• Pipe & Tube	New Zealand	Products	
		• LitaStaal™ haam			



### OneSteel Competitive Advantages

#### Industry Market Positioning Long Products Market Leader

- · 2.6 million tonnes steel production capacity
- Employs over 10.000 people in Australia and New Zealand
- · Leading market shares for key products

#### Strong Market position

- · 2001 joint acquisition of Email by OneSteel and Smorgon Steel
- · August 2007 merger with Smorgon Steel

#### 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 products
- This process to continue with Smorgon Steel

#### **Strong Brand Names**

- Australia's largest steel long products producer with leading brands
- ·Market leader in all of its product lines

# Competitive Advantages Vertically Integrated Business

- OneSteel has all parts of the value chain resources and recycling, 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

- Almost half of OneSteel's production is insulated from rising scrap prices by its iron ore mine situated 80km 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 half of its products from OneSteel
- •Well positioned in regional centres close to market i.e. mining

#### Strong Cashflows

Strong cash flow business with sales of A\$4.3 billion in FY07.



# **OneSteel Management Actions**

	Restructuring	Investments
Resources	•Unlocking value from magnetite reserve	•Ore beneficiation plant 2005/06 •Project Magnet 2006/08
Steel Production	Record annual steel production from each of Whyalla integrated steelworks and Sydney Steel Mill in FY07  35% increased production from Mini Mill  30% reduction in grade sections	Blast furnace reline 2004     De-bottlenecking Sydney Steel Mill 2004/07     De-bottlenecking Laverton Steel Mill     SSM Licence upgrade
Value-add Rolling Mills	Exited export shift from Rod mill – 2003     Increased output of Sydney Bar Mill     ATM restructure - 2007	-Galvanised fence post plant 2004 -Eight-strand rope 2005 -Centralised mesh manufacturing 2005 -Upgrade wheel plant at Waratah Steel Mill 2007 -Plastic injection & rewinding facility at wire ropery
Distribution	Acquisition of Email Metals 2001     Closed pipe manufacturing line – 2002     Sold Canadian Distribution Business 2002	Acquired retail capability 2004 - Midalia acquisition     Several small bolt-on acquisitions     Built aluminium business     Building stainless steel business
Sales and Marketing	•Combined sales and marketing 2000	•SAP sales and marketing system 2005
Capital Management	Combined finance and administration 2000     EquityrRaising 2001     Sales of surplus assets	Gearing reduction from 50% to low 30s on net debt to net debt plus equity basis     Internal funding of Project Magnet \$395 million
Organisational	*8 Business Units to 4 – 2001     *Centralised Sourcing – 2001     *Established shared services - 2003     *Annualised cost reductions of \$40-\$50 mln	OneSteel/ Smorgon Steel merger 2006/07     Realigned incentive structure to reflect company's performance instead of individual businesses, incorporating company profit, funds employed, cash generation, cost control and safety.



# **Market Conditions**

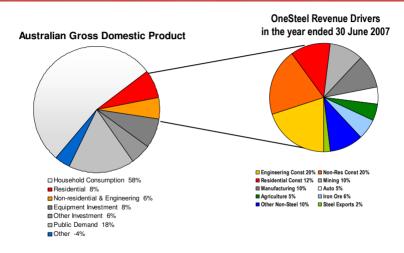


### Project Magnet – Magnetite Stream

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



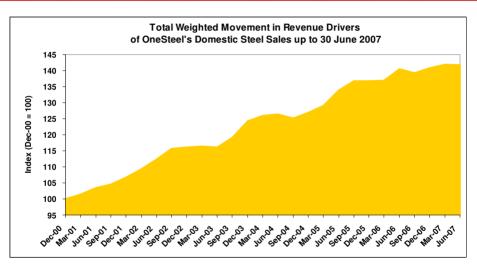
Source: Australian Bureau of Statistics (GDP data for 2006 calendar year)

Source: OneSteel, for year ended 30 June 2007

The information on this slide is before the merger and covers OneSteel only to 30 June 2007



### OneSteel Domestic Steel Sales Revenue Drivers

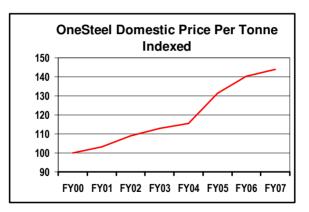


The information on this slide is before the merger and covers OneSteel only to 30 June 2007



### Market Drivers – Price/Tonne Movement

2.6% increase in underlying domestic steel price per tonne in the 12-months to June 2007 from prior corresponding period reflecting price increases to recover higher costs for raw materials and purchased products, as well as changed product mix.



The information on this slide is before the merger and covers OneSteel only to 30 June 2007



### Review of Financials - year ended 30 June 2007



Project Magnet – Hematite Stream The export storage facility preparing iron ore for export shipment.

# Financial Highlights – YE 30 June 2007 – Details

Operating profit after tax and minorities	\$197.5m	1	15.1% from \$171.6m
Net profit after tax (statutory)	\$207.0m	1	10.4% from \$187.5m
Earnings per share - based on no. shares at end period	34.5 cents	1	13.8% from 30.3c
Operating cash flow	\$276.5m	1	was \$250.8m
Free cash flow	(\$81.4m)	-	was \$36.4m
Free cash flow excluding Project Magnet	\$157.4m	-	was \$203.4m
Sales margin (EBIT)	7.9%	1	from 7.6%
Gearing (net debt/net debt plus equity) including derivative	33.5%	1	from 31.4%
Net debt including derivative	\$831.1m	1	from \$688.2m
Interest cover	6.1 times	1	from 5.3 times
Return on equity	13.3%	1	from 12.9%
Return on funds employed	14.6%	1	from 14.4%
Fully franked final dividend	18.5 cents	1	from 17.0 cents

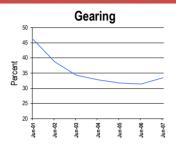


# Overview - Operational - YE 30 June 2007

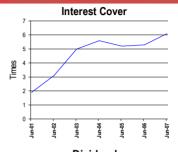
- Business Performance
  - Underlying domestic price per tonne (excluding special projects) up 2.6%
  - Sales margin increased to 7.9% from 7.6%
- Overall domestic market activity up ~ 2.0% in OneSteel segments
  - Underlying domestic steel tonnes up 5.6%
- Business Improvement
  - Cost reductions of \$40 million
  - Revenue enhancements of \$150 million
  - Cost increases raw materials and inflationary of \$159 million
- Safety Performance
  - Medical Treatment Injury Frequency Rate improved 31% from 11.7 to 8.1
  - Lost Time Injury Frequency Rate improved 44% from 1.6 to 0.9

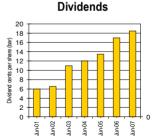


### Trends in Key Financial Ratios to 30 June 2007





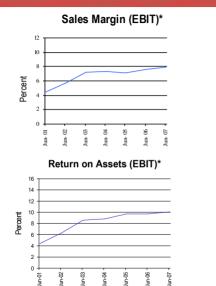




The 2001-2004 figures have been presented under previous AGAAP. These figures have been adjusted to exclude goodwill amortisation from earnings.



# Trends in Key Operating Ratios to 30 June 2007





The 2001-2004 figures have been presented under previous AGAAP. These figures have been adjusted to exclude goodwill amortisation from earnings.

# **Growing & Diversifying Earnings**



#### Project Magnet – Hematite Stream

One of the transfer barges that trans-ships ore product from the newly-constructed export facilities at the Whyalla port. The barges carry hematite lump and fines approximately 7.5 nautical miles to the Floating Offshore Transfer Terminal which facilitates loading of Cape-sized ships, such as the one in this photo, sitting in the Spencer Gulf. As at 30 June 2007. six ore shipments in Cape-size vessels had sailed from Whyalla.



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# **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

- The merger with Smorgon Steel was completed on 20 August 2007
  - 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.

#### Ongoing Investment

- September 2007 acquisition of Fagersta stainless steel distribution business
- Upgrade of wheel plant at Waratah Steel Mill
- Plastic injection & rewinding facility at wire ropery



# Project Magnet - Status

- Capital Expenditure
  - FY 2005
  - FY 2006
  - FY 2007
  - Total to Date
  - Forecast total

- ~ \$ 24 million
- ~ \$165 million
- ~ \$189 million
- ~ \$379 million as at 30 June 2007
- ~ \$395 million

- Benefits
  - Iron Ore sales additional to historic sales of 1mtpa
    - FY2006
    - FY 2007
    - FY 2008

- ~ 700kt iron ore lump and fines
- ~ 300kt ore by-products
- ~ 1.8m tonnes ore
- ~ 266k tonnes ore by-products
- ~ 3.0m tonnes ore

- Steelworks benefits
  - Increased iron and steel production ramp up through FY 2008
  - Value-in-use benefits ramp up through FY 2008



## Project Magnet – Latest Progress

**Hematite Stream** 

<u>Process / Equipment</u> <u>Construction</u> <u>Commissioning</u>

-Rail Upgrade Complete Complete

-Rail Wagons

- Upgrade Complete Complete

- Additional Wagons Complete Complete

-Tip Pocket Complete Complete

-Export Shed Complete Complete

-Shiploader Complete Complete

-Transhipping Complete Complete

> Six shipments of iron ore in Cape-sized vessels were made from Whyalla in FY07

> Three export contracts signed in FY07 covering over 17mt of the 30mt of ore available for export

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### Project Magnet – Latest Progress and Next Steps

#### **Magnetite Stream**

Process / Equipment	Construction	Commissioning					
- Crushing & Screening (Hematite & Magnetite Iron Ore)							
- Primary	Complete	Complete					
- Secondary	Complete	Complete					
- Tertiary	Complete	Complete					
- Concentrator	Complete	First concentrate made					
- Pipeline	Complete	First slurry pumped					
- Filter Flux	Complete	First filter cake produced					
- Desulphurisation	Complete	Complete					

- Magnetite concentrate has been produced
- Slurry delivered to Filter Flux Plant and filter cake produced
- · Pellet Plant cutover to occur shortly, followed by Blast Furnace transition



# Smorgon Steel Merger Summary

The merger that took effect on 20 August 2007 is expected to create significant benefits

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

A stronger company is established

Increased ability to service customers

Improved security of raw material supply

Growth opportunities through new revenue streams

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

•EPS accretive (pre non-recurring items and amortisation) in the first full year

•Significant premium to Smorgon Steel shareholders

•Provides a stronger platform to compete domestically and internationally

•Revenues in excess of \$5.5 billion<sup>1</sup>, EBITDA in excess of \$700 million<sup>1</sup>, over 10,000 employees and 200 sites across Australia and over 10 offshore with greater diversification

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

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

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

Approximate only.



# Synergies - Progress/Actions

#### Synergy Streams

· 21 synergy streams working on effective integration and capturing benefits

#### **Australian Tube Mills Restructure**

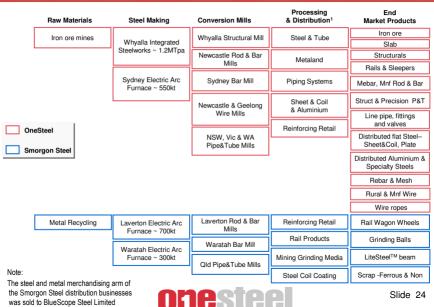
- Expected to provide \$10 to \$20 million per annum of net EBITDA synergy benefits
- Cost of the restructure falls within the \$35 million forecast for the first year of restructuring associated with the merger
- The reconfiguration of mills provides the lowest cost option while still servicing customer requirements
- · Provides improved customer service and a much more competitive position
- The restructuring will be completed in FY 2008

#### Other Progress and Areas of Action

- Closure of Smorgon Steel corporate office by end of 2007 calendar year
- Treasury and refinancing
- Started product swaps between manufacturing facilities
- Scrap utilisation benefits in electric arc furnaces via Recycling
- Workers Compensation/Self-insurance of ex-Smorgon businesses
- Procurement



### Businesses are Complementary



was sold to BlueScope Steel Limited

Slide 24

### Customer Benefits – New Revenue Streams

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

OneSteel 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

Additional product offerings post merger



· Rail - rail wheels and axles



Mining – grinding media



Construction - LiteSteel<sup>™</sup> beam



Coil Color Coating business



Ferrous and non-ferrous scrap recycling



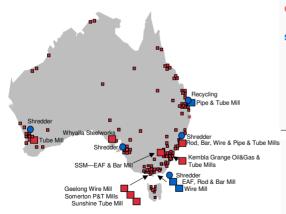
Ferrous and non-ferrous scrap steel and offshore trading capability



### 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 merger with Smorgon Steel



#### 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 56 sites in 9 countries, trading offices in 6 countries
- OneSteel manufacturing 3 major sites
- Smorgon Steel manufacturing 3 major
- OneSteel Distribution (more than 100 outlets across Australia and New Zealand) and Reo (39 sites)

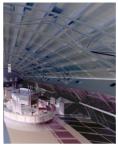
# Summary & Outlook

- Continued improvement in profit and earnings per share
- Improved sales margin, return on funds employed and return on equity
- Strong operating cashflow helps gearing to remain in lower end of target range after total investments of \$379 million in Project Magnet as at 30 June 2007
- Project Magnet progressing well planned iron ore shipments exceeded
- Completion of Smorgon Steel transaction
- Overall level of domestic activity and demand expected to be at similar levels
- International steel market and prices expected to remain volatile, particularly given current market conditions and FX rate
- Priorities
  - continue to improve returns from current businesses
  - · transition Whyalla Steelworks to magnetite ore feed
  - · total of 4 million tonnes of iron ore sales
  - effectively integrate the Smorgon Steel businesses and to deliver the benefits and synergies of the merger











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# **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



### Cash Flow Reconciliation – Historical Data

		AIFRS			AGAAP			
	Statutory						Proforma	
A\$ million	Jun 07	Jun 06	Jun 05	Jun 04	Jun 03	Jun 02	Jun 01	
EBIT* (adjusted for non-cash items)	427.6	395.6	377.1	307.6	308.7	244.3	181.7	
Interest	(55.8)	(56.7)	(53.6)	(42.2)	(44.5)	(54.4)	(61.8)	
Tax	(67.1)	(53.7)	(54.1)	(33.8)	(24.0)	(20.8)	(39.6)	
Capital Expenditure	(357.9)	(214.4)	(126.9)	(141.5)	(101.5)	(70.8)	(42.7)	
Working capital movements	(28.2)	(34.4)	(33.5)	(46.2)	17.5	(76.5)	183.2	
Free Cash Flow	(81.4)	36.4	109.0	43.9	156.2	21.8	220.8	
- Less Investments	(2.6)	(13.2)	(0.6)	(9.9)	(29.4)	-	-	
- Plus Asset Sales	12.2	6.7	4.9	45.3	16.7	56.2	116.8	
- Other	(8.0)	1.9	0.8	5.6	1.0	65.9	(128.7)	
Operating & investing cash flow	(72.6)	31.8	114.1	84.9	142.5	143.9	209.0	

<sup>\*</sup> The 2001 – 2004 EBIT figures have been adjusted to exclude goodwill amortisation from earnings.



### Profit & Loss – Historical Data

	Statutory						Proforma	% chg
12m ended 30 Jun	2007	2006	2005	2004	2003	2002	2001***	07/06
A\$ million	AIFRS	AIFRS	AIFRS	AGAAP	AGAAP	AGAAP	AGAAP	
Sales	4,300.6	4,004.6	3,938.5	3,269.2	3,060.6	2,906.0	2,637.7	7.4
EBITDA	436.1	396.7	377.1	324.2	307.6	251.0	202.6	9.9
Dep'n & amortisation*	(96.2)	(94.0)	(97.5)	(87.1)	(86.5)	(84.2)	(84.2)	2.3
EBIT	339.9	302.7	279.6	237.1	221.1	166.8	118.4	12.3
Finance costs	(55.8)	(56.7)	(53.6)	(42.2)	(44.5)	(54.4)	(61.8)	(1.6)
Earnings before Tax	284.1	246.0	226.0	194.9	176.6	112.4	56.6	15.5
Tax	(74.7)	(60.8)	(55.4)	(53.4)	(53.3)	(39.0)	(12.1)	22.9
NOPAT	197.5	171.6	153.1	129.1	113.8	66.0	38.6	15.1
NPAT	207.0	187.5	153.1	127.9				10.4
EPS (cents)**	34.5	30.3	27.3	23.3	20.8	12.3	5.1	13.8
ROFE (%)***	14.6	14.4	14.2	13.3	12.5	9.1	6.1	
Full Yr Dividend (cents/share)	18.5	17.0	13.5	12.0	11.0	6.5	6.0	

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\*\*The 2001 - 2004 figures have been adjusted to exclude goodwill amortisation from earnings in the EPS calculation \*\*\*Excludes provisions

exclude goodwill amortisation.

<sup>\*</sup> Under AIFRS goodwill is not amortised. The 2001 - 2004 Depreciation & amortisation figures have been adjusted to

### Balance Sheet - Historical Data

A\$ million	Jun 07 AIFRS	Jun 06 AIFRS	Jun 05 AIFRS	Jun 04 AGAAP	Jun 03 AGAAP	Jun 02 AGAAP	Jun 01 AGAAP	% chg 07/06
Total Assets	3,569.5	3,138.8	3,087.1	2,803.2	2,577.0	2,582.0	2,710.8	13.7
Liabilities	1,919.5	1,637.2	1,698.8	1,429.8	1,292.0	1,359.4	1,594.6	17.2
Net Assets	1,650.0	1,501.6	1,388.3	1,373.4	1,285.0	1,222.6	1,116.2	9.9
Net Debt*	831.1	688.2	645.3	669.0	670.2	771.6	953.4	20.8
Inventory	836.3	758.9	836.7	704.6	591.0	574.1	540.3	10.2
Receivables	640.9	635.4	643.1	487.8	439.9	452.8	561.5	0.9
Creditors	637.8	545.4	615.7	569.9	467.7	425.1	444.4	16.9
Funds Employed*	2,481.1	2,189.8	2,033.6	2,042.4	1,955.2	1,994.2	2,069.6	13.3
Gearing % (net debt / net debt + equity)*	33.5	31.4	31.7	32.8	34.3	38.7	46.1	
Interest cover – times	6.1	5.3	5.2	5.6	5.0	3.1	1.9	
NTA/Share \$	2.40	2.16	1.95	1.93	1.77	1.69	1.81	

<sup>\* 2001 – 2004</sup> figures include securitisation. Under AIFRS, net debt figures include derivatives.



### Cash Flow – Historical Data

	Statutory							
A\$ Million	AIFRS Jun 07	AIFRS Jun 06	AIFRS Jun 05	AGAAP Jun 04	AGAAP Jun 03	AGAAP Jun 02	AGAAP Jun 01	
Earnings before Tax (adjusted for non-cash items)	275.6	244.9	226.0	178.3	177.7	105.7	62.5	
Depreciation & amortisation*	96.2	94.0	97.5	87.1	86.5	84.2	84.2	
Capital & invest expenditure	(360.5)	(227.6)	(127.5)	(151.4)	(130.9)	(70.8)	(108.4)	
Working cap movement	(28.2)	(34.4)	(33.5)	(46.2)	17.5	(76.5)	183.2	
Income tax payments	(67.1)	(53.7)	(54.1)	(33.8)	(24.0)	(20.8)	(39.6)	
Asset sales	12.2	6.7	4.9	45.3	16.7	56.2	116.8	
Other	(8.0)	1.9	0.8	5.6	(1.0)	65.9	(128.6)	
Operating & investing cash flows	(72.6)	31.8	114.1	84.9	142.5	143.9	170.1	
Free Cash Flow	(81.4)	36.4	109.0	43.9	156.2	21.8	220.8	

<sup>\*</sup> Under AIFRS, goodwill is not amortised. The 2001 – 2004 Depreciation & amortisation figures have been adjusted to exclude goodwill amortisation



### Australian Distribution – Historical Data

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A\$ millions FY end 30 Jun	AIFRS 2007**	AIFRS 2006	AIFRS 2005	AGAAP 2004	AGAAP 2003	AGAAP 2002	% chg 07/06
Revenue	1,850.0	1,833.9	1,783.3	1,537.0	1,430.9	1,417.6	0.9
EBITDA	147.5	146.1	164.3	127.1	116.4	109.0	1.0
EBIT*	122.5	122.0	140.5	104.2	93.4	87.4	0.4
Assets	1,126.2	1,100.6	1,187.4	1,116.2	1,004.4	1,010.2	2.3
Employees	2,358	2,448	2,483	2,391	2,286	2,349	(3.7)
Sales Margin %	6.6	6.7	7.9	6.8	6.3	5.2	
ROFE %	15.4	15.1	17.5	13.0	11.5	8.9	
External Tonnes	876,851	905,066	981,409	938,157	917,800	900,500	(3.1)

Results of previous periods have been restated to reflect the business restructure that became effective July 2005

<sup>\*\*</sup>The 2007 figures stated have been normalised to include the results from the business that OneSteel contributed to the Australian Tube Mills joint venture as if the business had remained part of the Distribution segment for the full year.



<sup>\*</sup> The 2002 - 2004 EBIT figures have been adjusted to exclude goodwill amortisation from earnings

# Manufacturing - Historical Data

FY ended 30 Jun A\$ Million	2007 AIFRS	2006 AIFRS	2005 AIFRS	2004 AGAAP	2003 AGAAP	2002 AGAAP	% chg 07/06
Revenue	2,414.0	2,101.4	2,065.7	1,700.9	1,583.1	1,445.8	14.9
EBITDA	275.8	225.8	184.3	187.4	175.7	133.7	22.1
EBIT*	211.7	164.5	118.7	130.2	117.5	76.0	28.7
Assets	2,132.7	1,829.2	1,638.7	1,555.3	1,439.0	1,398.8	16.6
Employees	4,278	3,948	3,908	3,872	3,818	3,857	8.4
Sales Margin %	8.8	7.8	5.7	7.7	8.0	4.6	
ROFE %	14.9	13.7	11.5	12.3	11.9	6.3	
Tonnages							
External Despatches	1,401,471	1,370,714	1,282,642	1,221,379	1,306,346	1,280,875	2.2
Internal Despatches	275,106	272,141	270,719	257,266	259,854	252,325	1.1
Steel Tonnes	1,733,406	1,633,696	1,349,397	1,618,855	1,624,399	1,576,650	6.1

Results of previous periods have been restated to reflect the business restructure that became effective July 2005

\* The 2002 – 2004 EBIT figures have been adjusted to exclude goodwill amortisation from earnings



Produced

## International Distribution – Historical Data

2004

AGAAP

2003

AGAAP

2002

AGAAP

289.2

30.7

26.1

133.1

620

9.0

20.5

2001

AGAAP

312.2 3.8

23.8 (7.1)

700

7.6

16.2

29.3 (5.7)

174.0 24.8

(2.9)

2005

**AIFRS** 

ψ, το						
Sales	405.2	390.4	403.3	340.3	290.8	
EBITDA	45.9	48.7	61.4	47.6	36.6	
EBIT*	40.6	43.7	56.1	42.7	31.9	
Assets	222.6	178.4	196.1	172.2	156.1	
Employees	881	907	804	793	765	
Sales Margin %	10.0	11.2	13.9	12.5	11.0	

28.4

2006

**AIFRS** 

24.4

2007

**AIFRS** 

FY ended 30 Jun

\$4 million

ROFE %



31.7

27.0

37.4

% chg

07/06

<sup>\*</sup> The 2001 - 2004 results have been adjusted to exclude goodwill amortisation from earnings

# **Growing & Diversifying Earnings**



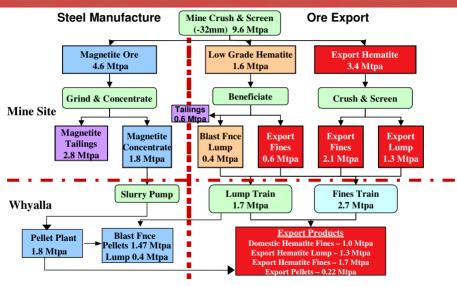
### Project Magnet – Hematite Stream

One of the transfer barges that trans-ships ore product from the newly-constructed export facilities at the Whyalla port. The barges carry hematite lump and fines approximately 7.5 nautical miles to the Floating Offshore Transfer Terminal which facilitates loading of Cape-sized ships, such as the one in this photo, sitting in the Spencer Gulf. As at 30 June 2007, six ore shipments in Cape-size vessels had sailed from Whyalla.



Slide 38

# Project Magnet - Capacities and Material Flows



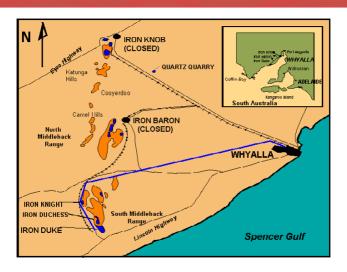


# Project Magnet – Resource Location





# **Project Magnet Geography**





# OneSteel's Mining Tenement



Outlined in yellow is OneSteel's tenement covering its mining operations at the Middleback Ranges in South Australia. Also highlighted are the locations of the current operating mines: Iron Knight, Iron Duke, Iron Duchess and Iron Magnet. The mines are located approximately 60 kilometres from OneSteel's Whyalla Steelworks.

# Benefits of Smorgon Steel merger

#### Growth

 Both OneSteel and Smorgon Steel have recently announced exciting and complementary growth options including Project Magnet, the LiteSteel™ 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





# Benefits of 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 merger, 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 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 and now ranks in the top 60 companies on the ASX. This provides greater liquidity for investors and should facilitate greater interest from domestic and international investors



# **Attachments – Market Conditions**

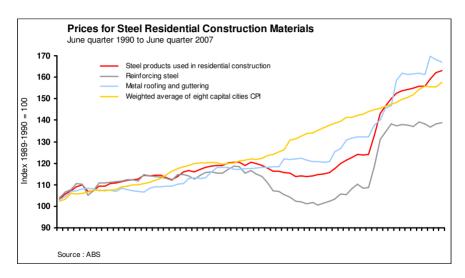


## Project Magnet – Magnetite Stream

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.

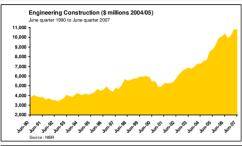


## Australian Steel Price Index



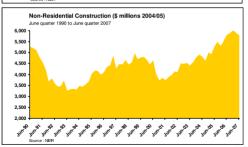


# OneSteel Key Segments – up to 30 June 2007



Engineering construction drove 20% of OneSteel's sales revenue in FY 2006/07

5.0% year-on-year increase in value of activity in 12m ended 30 June 2007



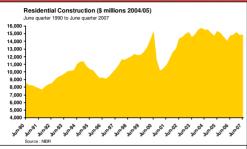
Non-residential construction drove 20% of OneSteel's sales revenue in FY 2006/07

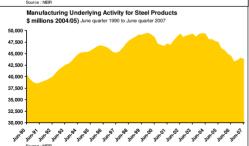
6.5% year-on-year increase in value of activity in 12m ended 30 June 2007

Source: NIEIR



# OneSteel Key Segments – up to 30 June 2007





Residential construction drove 12% of OneSteel sales revenue in FY 2006/07

2.1% year-on-year increase in value of activity in 12m ended 30 June 2007

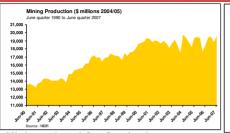
Overall weighted year-on-year increase in value of construction activity 4.9%

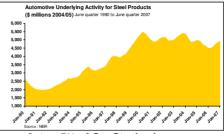
Manufacturing drove 10% of OneSteel sales revenue in FY 2006/07

3.6% year-on-year decrease in value of activity in 12m ended 30 June 2007 Source: NIEIR

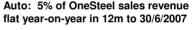


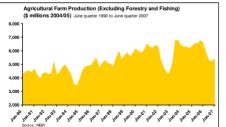
# Overall Increase In OneSteel Key Segments 2.0%\*





Mining: 10% of OneSteel sales revenue 3.3% increase year-on-year in 12m to 30 Jun 07





Agricultural: 5% of OneSteel sales revenue in FY 2006/07 17.6% decrease year-on-year in 12m to 30/6/2007 Source: NIEIR

\* Excludes export steel (2%) and non-steel (16%) which drove the remaining 18% of OneSteel's sales revenue in 2006/07



# Major Project Flow

#### Won/Awarded

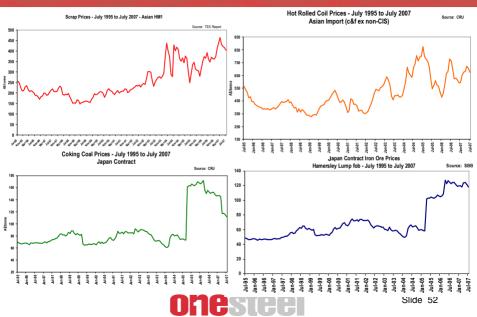
- Newcrest Boddington Gold Mine, Boddington, WA
- Rio Tinto Yandi Upgrade, WA
- BHP Billiton, Dampier Port Development JV, WA
- Abbot Point Coal Terminal Expansion, QLD
- Hay Point Expansions, QLD
- Woodside Angel Project, Topsides, NW Shelf, WA
- Santos DPCU Project, Perth. WA
- Comalco WEIPA Refinery, 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
  - ABB Grain Silos, SA
- Franklin Bus Terminal, Adelaide, SA
- "Northern Link" north/south Bypass Tunnel, Brisbane, QLD Lake Lindsay Dragline (Bucyrus), Bowen Basin QLD
- BHP Billiton RGP4, WA
- Oxiana Prominent Hill Development North, SA
- Rio Tinto Hope Downs Development WA
- Pilbara Bridge, SA
- Gateway Bridge upgrade, Brisbane, QLD
- Convention Centre, Melbourne, VIC
- GasNet OGP sale of Project Pipe VIC
- Santos OGP sale of Project Pipe QLD/SA

#### Potential/Upcoming

- Gorgon LNG Chevron/Texaco, NW Shelf, WA (comes into Australia at Karratha)
- Alcoa Wagerup Stage III. WA
- Gladstone Nickel Project, Yarwun, QLD
- Natural Fuels Australia Bio Processing Plant, East Arm, NT
- ADO Air Warfare Destroyers, Adelaide, SA
- Sydney International Car Park, Sydney, NSW BHP Billiton Olympic Dam Expansion, SA
- Worsley Alumina Refinery Upgrade, Worsley, WA
- Comalco Refinery (Phase 2), Gladstone, QLD
- Tyco, Water Pipe Backs, WA
- Worslev Alumina DCP Expansion, Collie, WA
- McArthur Coal, Fitzrov, QLD Goonvella Broadside Coal Mine Expansion, QLD
- Swanbank Paper, QLD
- Westfield Centrepoint, Sydney, NSW
- Water Front City, Melbourne, VIC
- Worsley Alumina LNG Plant, Dampier WA
- Dawson South Stage Two Project, Theodore QLD
- Segwater Recycled Water Scheme, Bundamba QLD
- Segwater Recycled Water Scheme East Pipeline, Brisbane QLD Kogan Creek Power Station Project QLD
- Arayle Underground Expansion, WA
- Rozelle Marina, NSW
- Kurell Desalination Plant, NSW
- CSR Warehouse Distribution, NSW
- Convention Centre Pedestrian Bridge, VIC
- Rectangular (Soccer) Stadium, VIC
  - ADI Mulwala, VIC
- Sugar Australia Yarraville Processing Plant Upgrade
- Pilkington Glass Redevelopment VIC
- Visv Pulp & Paper Mill Expansion, VIC



# Long Products Raw Material Inputs



## Market Drivers – International Traded Prices\*

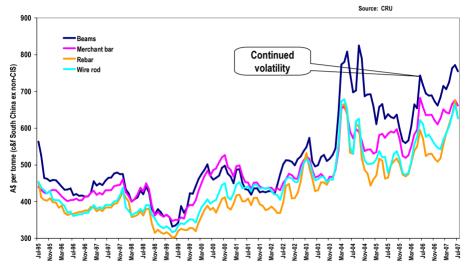
Raw Material/Input International Traded Prices*	Jul 06-Jun 2007	Jul 05-Jun 2006				
A\$ Scrap prices* - average in the 12m period	\$397 (range \$347-\$464)	Up from \$332 (source: TEX Report)				
A\$ HRC prices* – average in the 12m period	\$662 (range \$592-\$742)	Up from \$590 (source: CRU)				
US\$ Coking coal* – contract price (source CRU)	\$110.50	Was \$122.50				
Revenue Drivers International Traded Prices*						
US\$ Iron ore – contract price* (Hamersley lump, export FOB, US cent/dmtu)	\$95.97	Up from \$82.51 (source: SBB)				
Iron ore – spot price* – 12m avg (source SBB) (India into China, \$/t, cif, fines 63.5% Fe)	A\$105.7 US\$83.4	Up from A\$93.4 Up from \$69.8				
Long products international prices*	FY07 average price up over A\$50 from FY06 (source: CRU)					

•Prices quoted are traded international prices, not OneSteel's realised prices.



# International Long Products Prices

July 1995 to July 2007

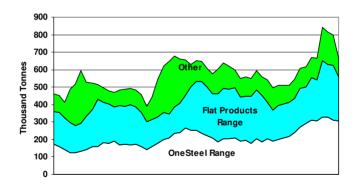


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# Imports into Australia

## **Steel Imports into Australia**

February 2003 to June 2007

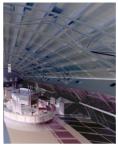


Source: ABS and OneSteel data, 3-month moving total The data include approximately 90,000 tonnes of OneSteel imports of finished and semi-finished product associated with production disruptions at the Whyalla Steelworks blast furnace in the latter and of 2004 calendar year.











# International Roadshow October 2007

onesteel