

Results at a Glance

3rd Quarter and Year-to-Date – 31 December 2003

3rd QTR FY04

YTD FY04

James Hardie

Net Sales	Up	23%	to	US\$237.5	Up	24%	to	US\$730.6
EBIT ²	Up	36%	to	US\$ 41.2	Up	36%	to	US\$137.4
Operating Profit ³	Up	89%	to	US\$ 28.3	Up	56%	to	US\$ 94.0
Net Operating Profit ^{1,4}	Up	94%	to	US\$ 30.1	Down	16%	to	US\$ 97.6
EBIT Margin ²	Up	1.6pts	to	17.3%	Up	1.6pts	to	18.8%

USA Fibre Cement

Net Sales ⁶	Up	23%	to	US\$175.3	Up	22%	to	US\$553.5
EBIT ^{2,6}	Up	31%	to	US\$ 44.6	Up	30%	to	US\$152.4
EBIT Margin ^{2,6}	Up	2.2pts	to	25.4%	Up	1.6pts	to	27.5%
Volume	Up	20%	to	358.3mmsf	Up	16%	to	1136.3mmsf

Asia Pacific Fibre Cement

Net Sales	Up	26%	to	US\$55.9	Up	24%	to	US\$160.8
EBIT ²	Up	55%	to	US\$11.3	Up	28%	to	US\$ 29.3
EBIT Margin ²	Up	3.8pts	to	20.2%	Up	0.6pt	to	18.2%
Volume	Up	5%	to	98.3mmsf	Up	9%	to	301.0mmsf

Key Ratios

Earnings Per Share (Basic)	21.0 cents
EBIT Margin ²	18.8%
Return on Shareholders Funds ^{1, 5}	28.7%
Return on Capital Employed ⁵	26.2%
Gearing	22.9%
Net Interest Cover (EBIT ² / Net interest expense)	18.3x

All comparisons are against the 3rd quarter or first nine months of the previous fiscal year. All dollar amounts are in US\$ millions. Results are for continuing businesses only unless otherwise stated. Note: This document should be read in conjunction with other 3rd quarter and nine month results materials including a Media Release, a Management's Discussion and Analysis, a Management Presentation and a Financial Report.

¹ Includes discontinued operations.

² EBIT is defined as operating income. EBIT margin is defined as EBIT as a percentage of our net sales. We believe EBIT and EBIT margin to be relevant and useful information as these are the primary measures used by our management to measure the operating profit or loss of our business. EBIT is one of several metrics used by our management to measure the cash generated from our operations, excluding the operating cash requirement of our interest and income taxes. Additionally, EBIT is believed to be a primary measure and terminology used by our Australian investors. EBIT and EBIT margin should be considered in addition to, but not as a substitute for, other measures of financial performance reported in accordance with accounting principles generally accepted in the United States of America. EBIT and EBIT margin, as we have defined them, may not be comparable to similarly titled measures reported by other companies.

³ Operating profit from continuing operations is equivalent to the US GAAP measure of income from continuing operations.

⁴ Net operating profit including discontinued operations is equivalent to the US GAAP measure of net income.

⁵ Annualised.

⁶ For the 3rd quarter, excluding a US\$3.8 million rebate add-back in prior year revenue. Including the add-back, net sales increased 20%, EBIT was up 18% and the EBIT margin decreased 0.4 percentage points.