

**BLUESCOPE
STEEL**

Analyst Site Visit BlueScope Lysaght Indonesia

28th June 2007

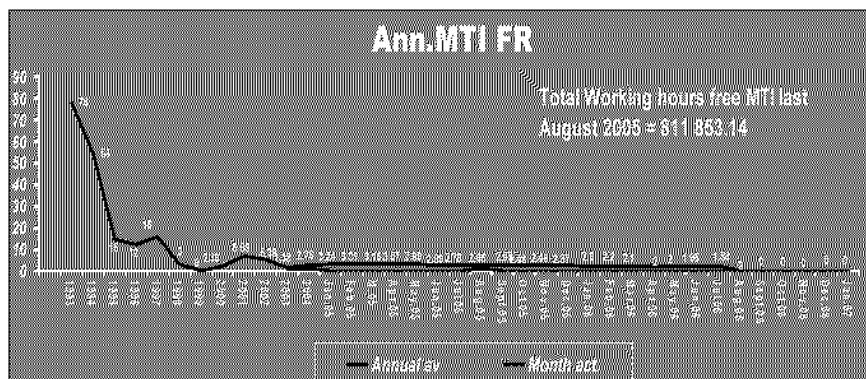
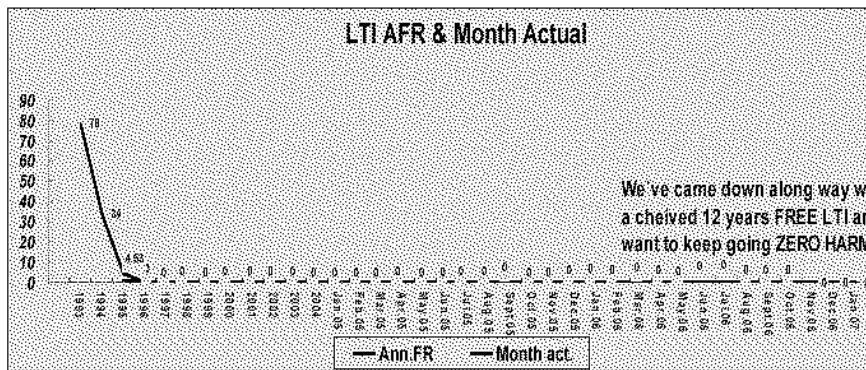
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Safety Performance

- 12 years LTI free across 3 factories
- 100% audit involvement
- Recipient of the BSL Safest Business Award 2006
- Recipient of the Indonesian Presidents Safety Award 2003 and 2007



Our Indonesian downstream management team



Surono
SHE Manager



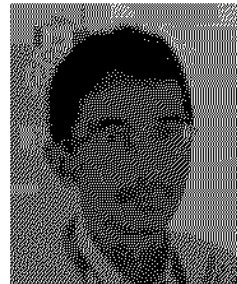
Willius Suwandana
President Director



Petronella Samosir
Customer Services Manager & MR



Rusnina Isfandiari
HRD Manager



Harry Trenggan
Manufacturing Manager

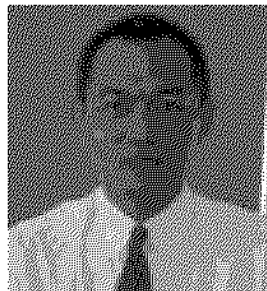
Vacant
Commercial Manager



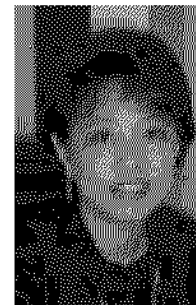
Elisbeth Okmisila
Log & Supply Chain Manager



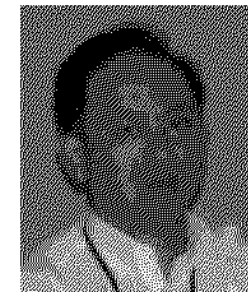
Yustinus Sigit
Manager Decking



Maman Djajasukmana
Manager I & C Solutions

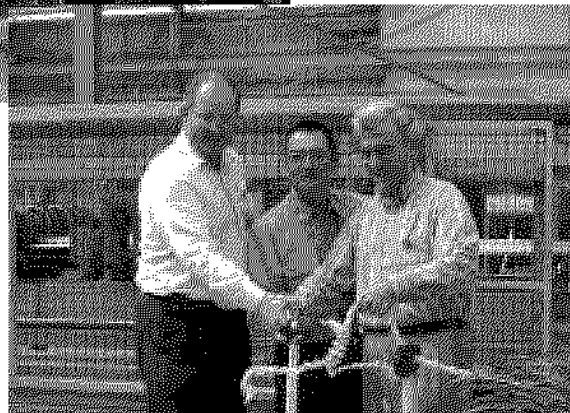
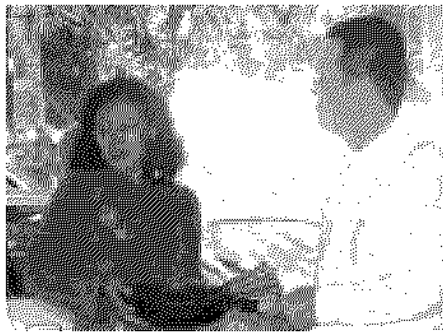
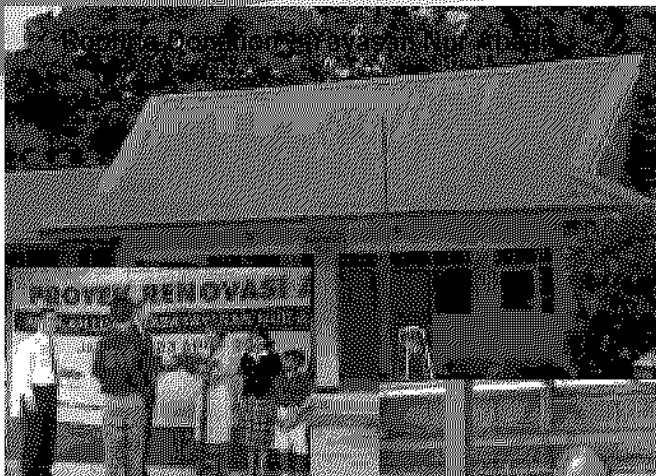


Puspita Sari
Manager Residential Solutions



Henry Chia
Marketing & KAM Manager

218 Employees Living the Bond



Our business in context



- ▶ Manufacturing facilities in Jakarta, Surabaya and Medan
- ▶ Distribution footprints in Jawa, Sumatera, Kalimantan, Sulawesi, Bali/Nusa Tenggara and Papua

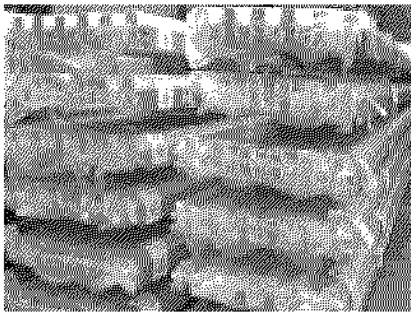
- Existing BlueScope Lysaght Indonesia's manufacturing facilities and sales offices (Jakarta, Surabaya and Medan)
- BlueScope Lysaght Indonesia's sales offices (Banda Aceh, Bandung and Yogyakarta)

Our Business in Context - transformation

From 1973 - 2002



- 4,000 tpa
- Losses in 2002 & 2003
- Building components



To 2002 - 2007



- 20,000 tpa
- Profitable every year from 2004
- Building components and solutions:

Components

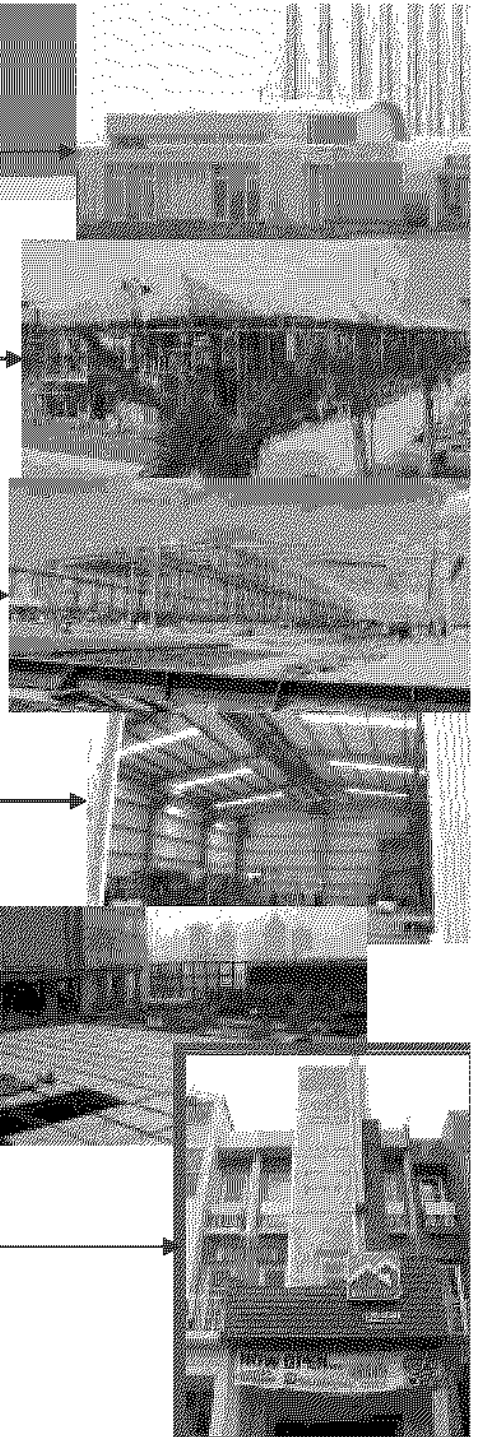
Residential

PEB Heavy

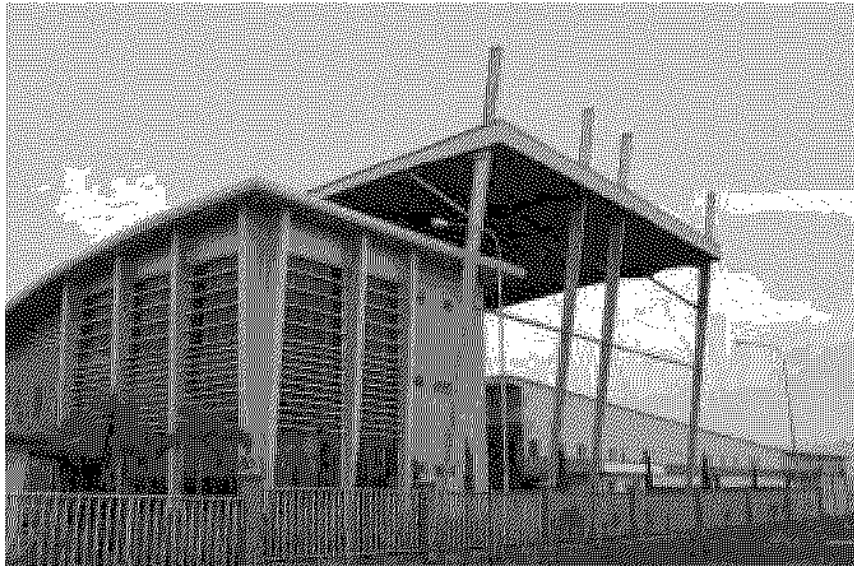
PEB Lite

Multi Story

Retail



BLI is the pioneer in the steel building products and now building solutions



- ▶ Has been operating in Indonesia since 1973.
- ▶ Pioneer of high-quality roofing/cladding products
- ▶ Pioneer of structural decking
- ▶ Pioneer the lightweight steel trusses and frames
- ▶ Pioneer of wire mesh fencing (business sold in 1998)
- ▶ Pioneer of Pre-engineered building solutions heavy and lite
- ▶ Dominant player in emergency buildings

- ▶ Excellent safety record, winner of national safety awards
- ▶ Fully owned by BlueScope Steel Limited, Australia
- ▶ Employees hold share ownership of the company



Successful differentiating and innovating to stay ahead of the game

■ Status

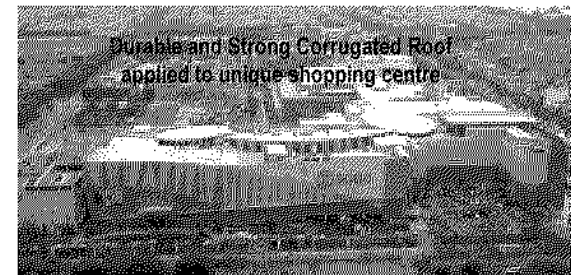
- Annual volume approximately 20,000 tonnes
- Largest steel truss supplier in Indonesia
- Maintaining strong position in roofing walling – component business,
- Successfully launched and building leadership position in PEB heavy, PEB Lite, Multi storey, and Retail Solutions

■ Challenges

- Market opportunity window is short
- Growing solutions business commensurate with people capability

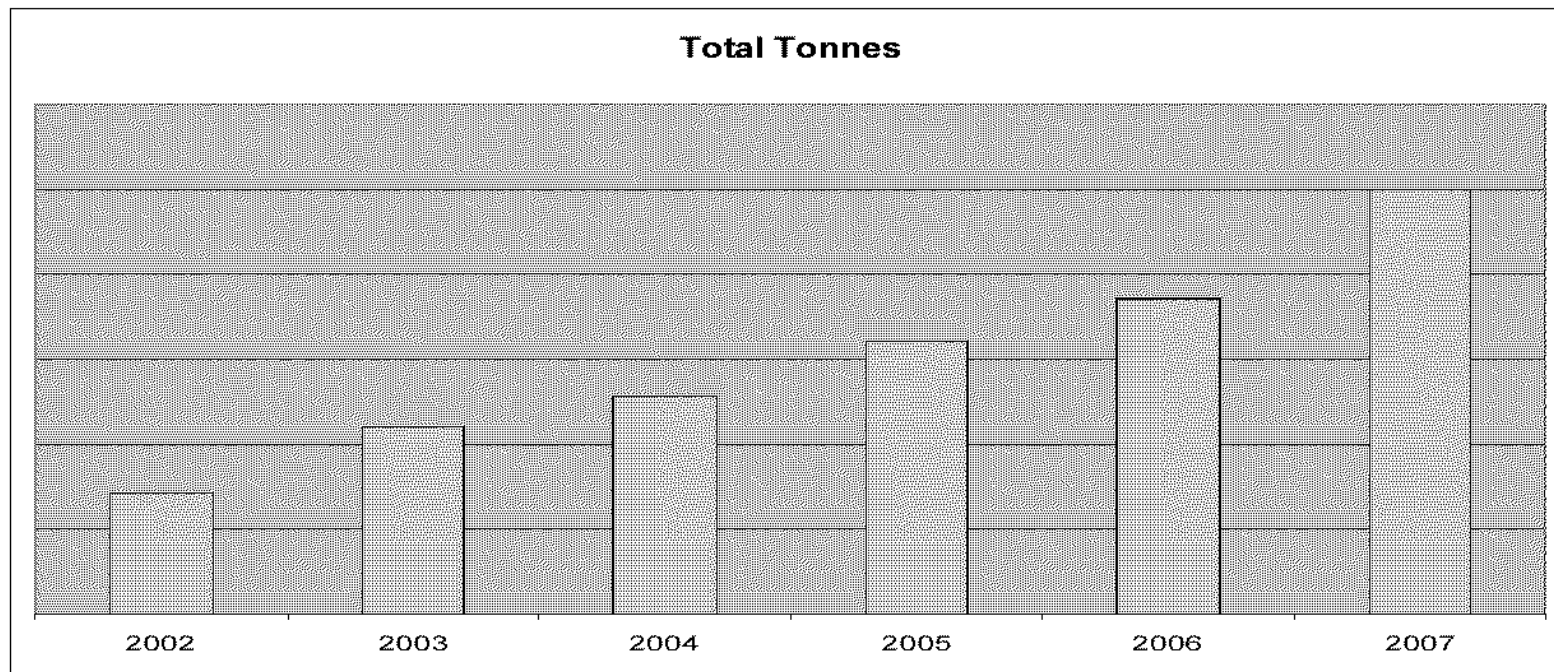
■ Initiatives to improve performance

- Product Development
- Market Development
- Channel Development



Enjoying YOY market growth

- Real growth occurring in the residential and PEB solutions business
- Building components steady
- Sound earlier progress in the multi stories solutions



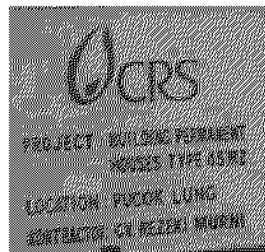
Our Customers are Our Partners



BlueScope Lysaght Aceh Projects

PROJECTS SUPPLIED to date
Housing projects : 9400 units
Schools & Public Facilities : 650 units

>1220 units permanent
housing donated by CRS



3700 units permanent housing donated by Buddha Tzu Chi



Schools projects
750 units permanent housing donated by CANADIAN RED
CROSS



BlueScope Lysaght Aceh Projects

PROJECTS SUPPLIED to date
Housing projects : 9400 units
Schools & Public Facilities : 650 units

550 units of School with
WORLD VISION INDONESIA



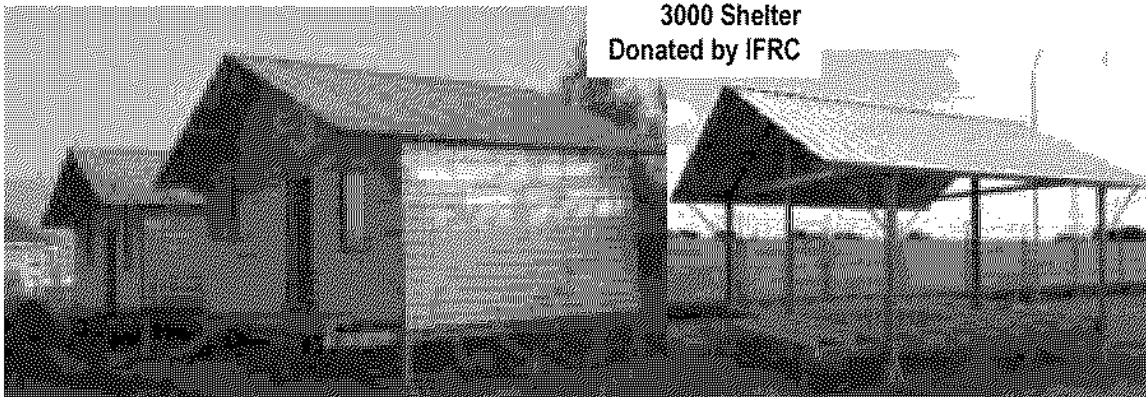
750 units permanent housing donated by
UPLINK



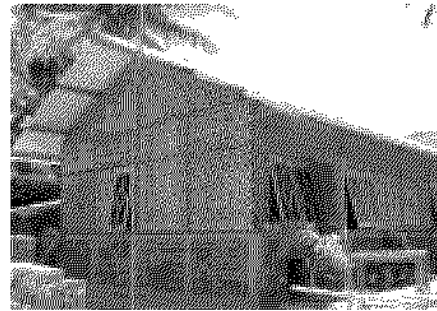
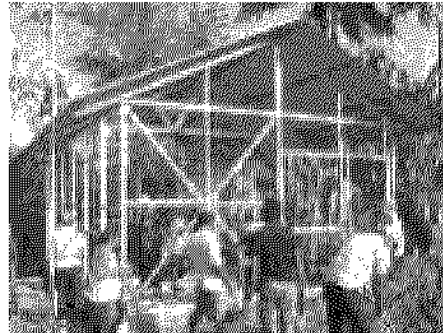
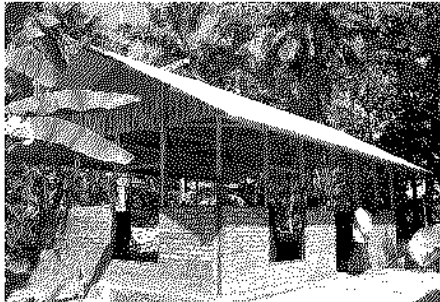
Housing donated by IOM



3000 Shelter
Donated by IFRC



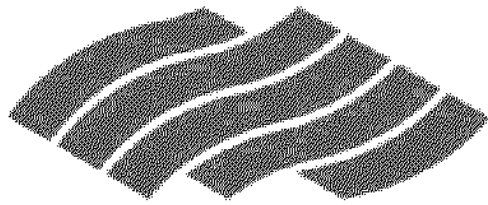
BlueScope Lysaght Aceh Projects



Summary

- Business turned around from 2 years of losses to profit last 4 years
- In this time, BLI has relocated and transformed from purely component business to the solutions & component business, enjoying growth in all market segments.
- We have optimistic outlook over next 5 years with a more robust economy and stable democracy.
- BLI is the leading providing of components and building solutions in the fourth most populous country, through:
 - Loyal channel to the market,
 - Extensive footprint across Indonesia
 - End customers focus,
 - Supportive in country supplier,
 - Strong brands and marketing,
 - Wide range of quality product offer,
 - Leader in quality of products and solutions,
 - State of the art engineering systems,
 - Safe and empowered work force.
- Our aim is to keep growing, outpacing midstream growth.





**BLUESCOPE
STEEL**

Analyst Site Visit Indonesia Business

June 2007