

# Annual General Meeting



# Annual General Meeting Graham Kraehe Chairman 12 November 2003

#### **Board of Directors**



GRAHAM KRAEHE
Chairman



RON MCNEILLY Deputy Chairman



KIRBY ADAMS
MD & CEO



TAN YAM PIN
Non-Executive Director



JOHN CRABB

Non-Executive Director



DIANE GRADY

Non-Executive Director



KEVIN McCANN

Non-Executive Director



PAUL RIZZO

Non-Executive Director



# Annual General Meeting Graham Kraehe Chairman 12 November 2003



# Chairman's Address

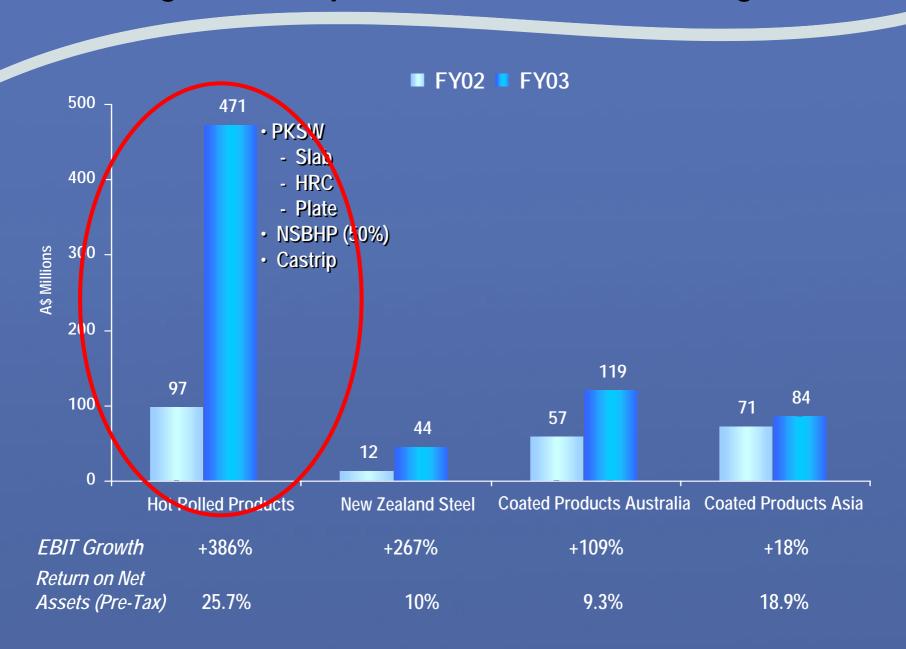
# Share price performance since public listing



# FY2003 – A Very Good Start for BSL

•	Revenue	\$5.3 billion	First time above \$5.0 billion.
•	Despatches	6.8 million metric tonnes	Record shipments.
٠	Nei Profit After Tax	\$452 million	
٠	Earnings Per Share	<b>57.1</b> ¢	
•	Dividends / Shares	22¢ Fully Franked	Scheme Booklet Forecast was 20¢ 0/40% Franking.
٠	Special Dividend	7¢ Fully Franked	
•	Return on Invested Capital	14.5%	
•	Net Cash Flow	\$598 million	
٠	Buyback (30 June 2003)	8.3 million shares	27 August 2003 21.9 million shares.
•	Debt Reduced	By \$540 million	To \$168 million.
•	Gearing (net debt)	2.4%	

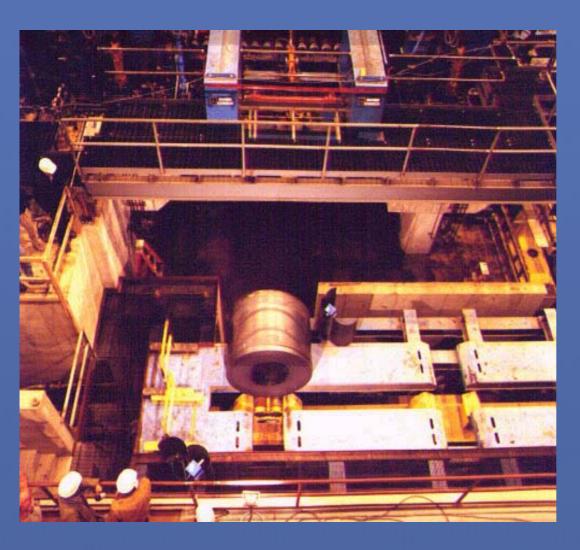
### Strong financial performance across all segments



# **Hot Rolled Products**



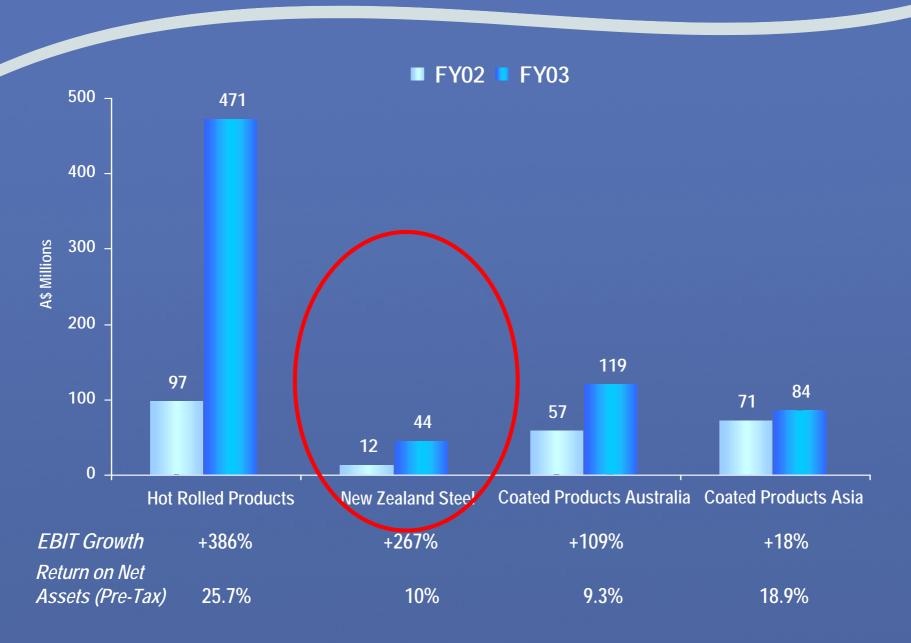
# North Star BHP Steel - Delta, Ohio



#1:

- Customer Satisfaction
- Quality
- Delivery

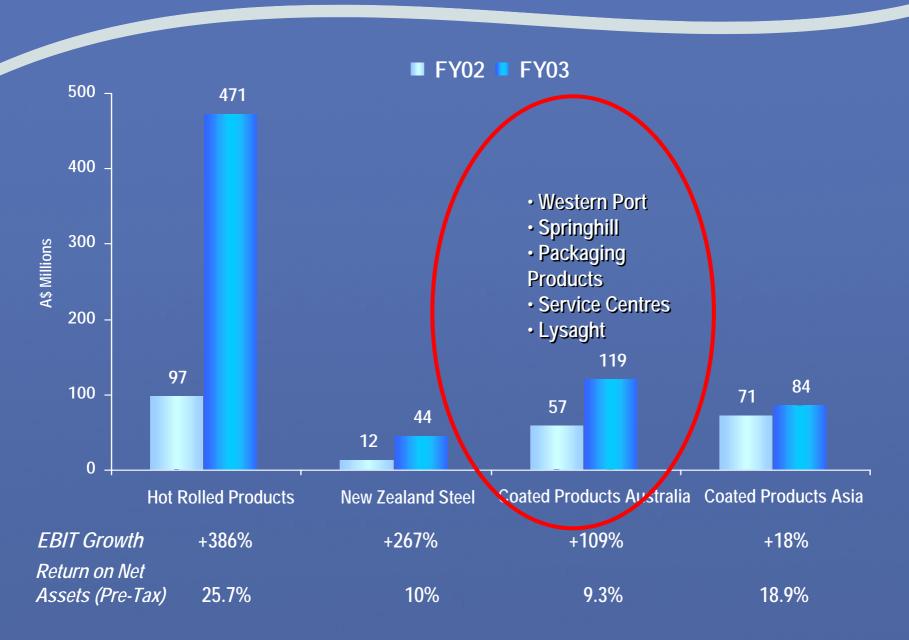
## Strong financial performance across all segments



# New Zealand Steel



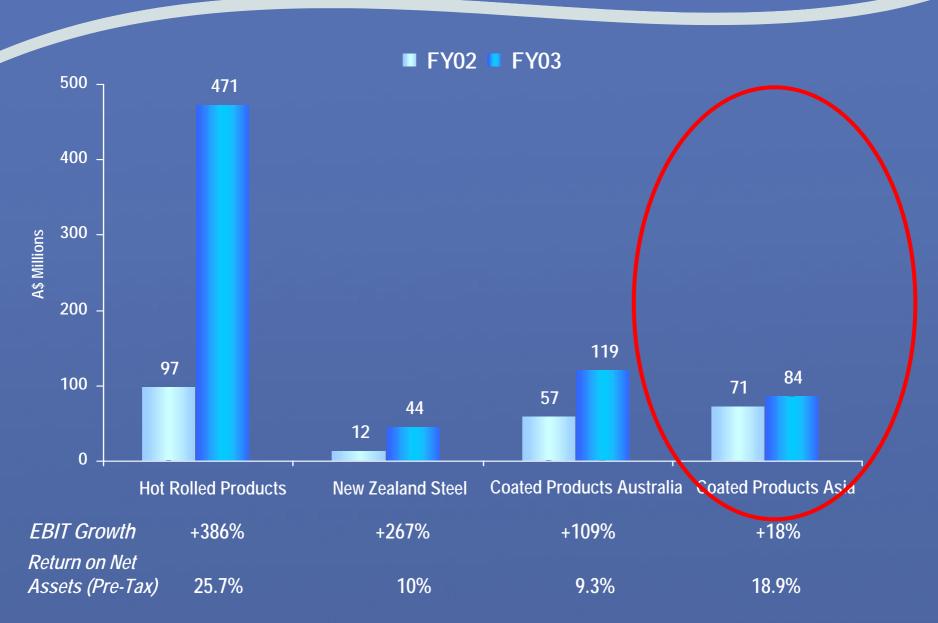
## Strong financial performance across all segments



## **Coated Products Australia**



# Strong financial performance across all segments



# Guangzhou Stadium - China



## FY2003 – A Very Good Start for BSL

\$5.3 hillion

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Gearing (net debt) 2.4%

#### BHP Steel Thailand – 11 million hours LTI-free





# Change in Shareholder Base

# **Board of Directors**





# Corporate Governance



# Remuneration Strategy



# Current Trading and Outlook



# Annual General Meeting Graham Kraehe Chairman 12 November 2003



# Annual General Meeting Kirby Adams Managing Director & CEO 12 November 2003

## Factors contributing to our performance

- Your company's integrity
- Our operational performance
- Our strategy

#### Our Bond - BHP Steel's 'Charter'

We and our customers proudly bring inspiration, strength and colour to communities with BHP Steel.

#### Our customers are our partners.

Our success depends on our customers and suppliers choosing us. Our strength lies in working closely with them to create value and trust, together with superior products, service and ideas.

#### Our people are our strength.

Our success comes from our people. We work in a safe and satisfying environment. We choose to treat each other with trust and respect and maintain a healthy balance between work and family life. Our experience, teamwork and ability to deliver steel inspired solutions are our most valued and rewarded strengths.

#### Our shareholders are our foundations.

Our success is made possible by the shareholders and lenders who choose to invest in us. In return, we commit to continuing profitability and growth in value, which together, make us all stronger.

#### Our communities are our homes.

Our success relies on communities supporting our business and products. In turn, we care for the environment, create wealth, respect local values and encourage involvement. Our strength is in choosing to do what is right.

### Our operational performance

- 1. Leadership
- 2. Business excellence
- 3. Customer engagement
- 4. Employee motivation / incentives
- 5. Improved global markets

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- 1. Leadership
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## Safety – World class performance

Further 30% improvement in Lost Time Injury Frequency Rate . . .



# Our operational performance

- 1. Leadership
- 2. Business excellence
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- 4. Employee motivation / incentives
- 5. Improved global markets

# Caring for the environment





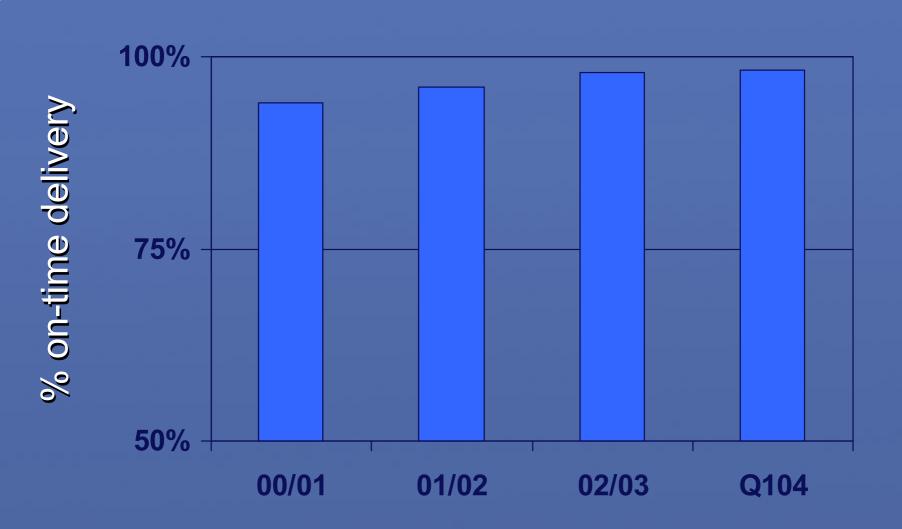
# Annual General Meeting

Kirby Adams
Managing Director & CEO
12 November 2003

# Our operational performance

- 1. Leadership
- 2. Business excellence
- 3. Customer engagement
- 4. Employee motivation / incentives
- 5. Improved global markets

# Delivery performance – Iron & Slabmaking



# Our operational performance

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#### Increase in world steel consumption

	tonnes change (mmt)		% change					
REGION	2001	2002	2003e	2004e	2001	2002	2003e	2004e
China	33	37	46	33	23.3	21.3	21.7	12.8
WORLD ex China	(16)	14	7	19	(2.7)	2.4	1.2	3.0
TOTAL WORLD	17	51	53	52	2.1	6.6	6.4	5.8

Source: International Iron & Steel Institute

#### Factors contributing to our performance

- Your company's integrity
- Our operational performance
- Our strategy

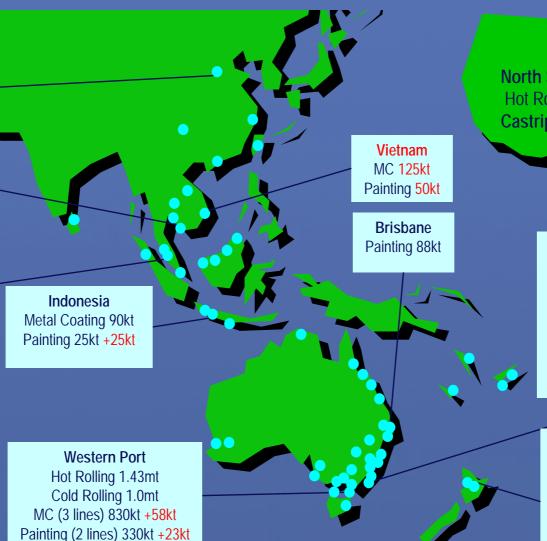
#### Geographic footprint

Asia / Pacific 23 Roll Forming Sites

## Thailand Cold Rolling 300kt Metal Coating 175kt Painting 90kt

Malaysia Metal Coating 160kt Painting 70kt

Australia
7 Service Centres
17 Roll Forming Sites



North Star JV Hot Rolling 1.62mt (100%)
Castrip JV

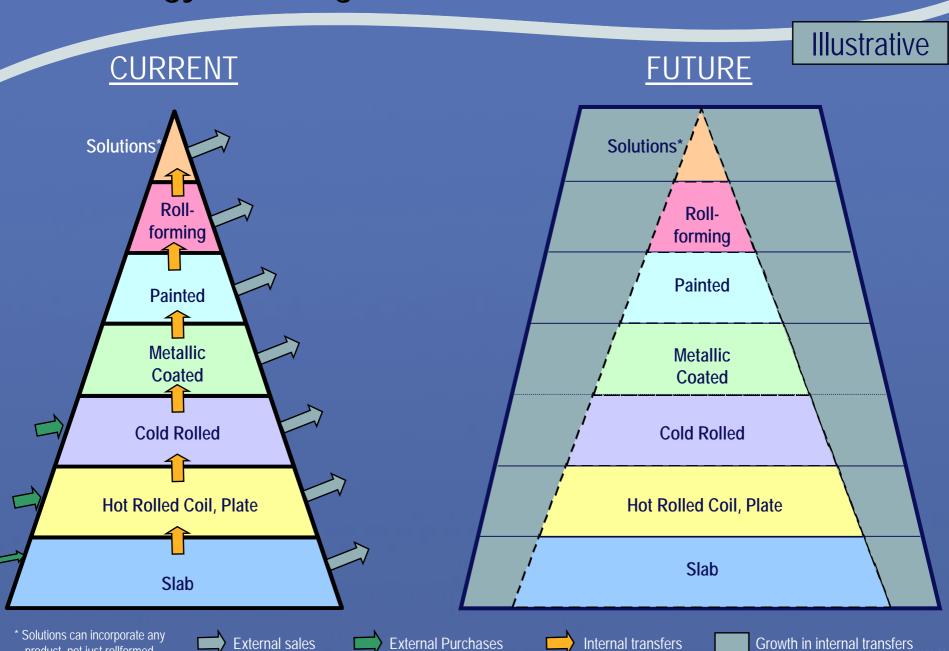
#### Port Kembla / Springhill

Raw Steel 5.1mt
Hot Rolling 2.4mt
Plate 320kt
Cold Rolling 930kt
Tinplate/Blackplate 450kt
MC (3 lines) 750kt +34kt
PL (2 lines) 193kt +50kt

#### **New Zealand**

Ironsand Mining
Raw Steel 625kt
Hot Rolling 750kt
Cold Rolling360kt
Metal Coating 210kt +24kt
Painting 60kt

#### Strategy: Growing our downstream business



product, not just rollformed



## Annual General Meeting

Kirby Adams
Managing Director & CEO
November 2003

#### World-class steelmakers

- 1. POSCO (South Korea)
- 2. Nucor (USA)
- 3. Baosteel (China)
- 4. Tata Steel (India)
- 5. BHP Steel
- 6. Gerdau (Brazil)
- 7. Severstal (Russia)
- 8. CST (Brazil)
- 9. China Steel (Taiwan)
- 10. Nippon Steel (Japan)

- 11. SDI (USA)
- 12. Anshan Steel (China)
- 13. JFE (Japan)
- 14. CSN (Brazil)
- 15. Dofasco (Canada)
- 16. Sha-gang (China)
- 17. Arcelor (E.U.)
- 18. LNM Group
- 19. U.S. Steel (USA)
- 20. Thyssen/Krupp (Germany)

Source: World Steel Dynamics, June 2003



## Annual General Meeting

Kirby Adams
Managing Director & CEO
12 November 2003



# Annual General Meeting Formal Business

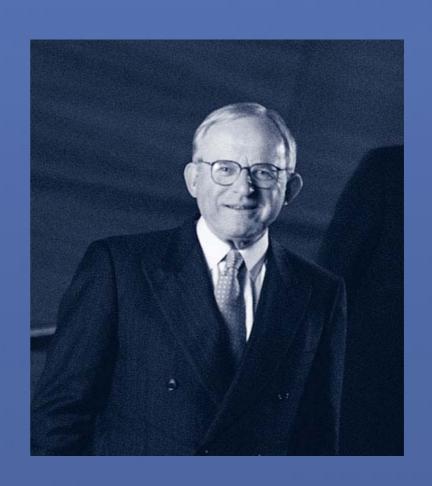
# Receiving and Considering Accounts and Reports

#### **Election of Directors**

#### **Election of Directors**

Mr Kevin McCann retires in accordance with the Company's Constitution, and being eligible, offers himself for re-election.

## KEVIN McCANN



#### Resolution 2 (a)

#### To re-elect Mr H K McCann as a Director

	Number of shares	%
FOR	264,071,221	87.24
	, ,	0.1.2
AGAINST	5,193,401	1.72
DISCRETIONARY*	33,444,533	11.05
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 32,481,317 (10.73%)

#### **Election of Directors**

Mr Paul Rizzo retires in accordance with the Company's Constitution, and being eligible, offers himself for re-election.

## PAUL RIZZO



#### Resolution 2 (b)

#### To re-elect Mr P Rizzo as a Director

	Number of shares	%
FOR	267,244,873	87.79
TOK	201,244,010	01.10
AGAINST	3,733,417	1.23
DISCRETIONARY*	33,448,457	10.99
		10.00
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 32,481,190 (10.67%)

#### **Election of Directors**

Mr Tan Yam Pin, having been appointed by the Directors, vacates office in accordance with the Company's Constitution, and being eligible, offers himself for election.

# TAN YAM PIN



#### Resolution 2 (c)

#### To elect Mr Y P Tan as a Director

	Number of shares	%
FOR	268,508,206	88.24
AGAINST	2,235,888	0.73
AGAINST	2,233,000	0.73
DISCRETIONARY*	33,536,002	11.02
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 32,568,280 (10.70%)

### Change of Company Name

#### "That:

- (a) the name of the Company be changed to BlueScope Steel Limited, with effect from a date determined by the Board, being no later than 2 February 2004; and
- (b) the Constitution of the Company be amended by deleting in clause 24, the words "Company means BHP Steel Limited" and substituting "Company means BlueScope Steel Limited", with effect from a date determined by the Board, being no later than 2 February 2004."



#### **Change of Company Name**

	Number of shares	%
FOR	265,359,100	87.63
ACAINOT	4 550 005	4.54
AGAINST	4,558,005	1.51
DICODETIONADV*	00 007 040	40.07
DISCRETIONARY*	32,907,218	10.87
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 32,022,731 (10.57%)



# Approval of participation by the Managing Director & CEO in the Employee Share Purchase Plan

"That the participation of the Managing Director and Chief Executive Officer, Mr Kirby Adams, in the Employee Share Purchase Plan as described in the Explanatory Notes to this Notice of Meeting be approved for all purposes, including for the purpose of ASX Listing Rule 10.14."

Approval of participation by the Managing Director and Chief Executive Officer in the Employee Share Purchase Plan

	Number of shares	%
FOR	050 050 000	00.00
FOR	253,352,026	86.82
AGAINST	13,996,258	4.8
DISCRETIONARY*	24,462,690	8.38
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 23,569,954 (8.08%)

# Approval of grant of Share Rights to the Managing Director & CEO

"That the grant of Share Rights to the Managing Director and Chief Executive Officer, Mr Kirby Adams, under the Long Term Incentive Plan as described in the Explanatory Notes to this Notice of Meeting be approved for all purposes, including for the purpose of ASX Listing Rule 10.14."

## Approval of grant of Share Rights to the Managing Director and Chief Executive Officer

	Number of shares	%
FOR	223,187,315	75.36
ACAINCT		46.20
AGAINST	48,511,074	16.38
DISCRETIONARY*	24,456,561	8.26
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 23,560,472 (7.96%)

## Approval of the Non-Executive Director Share Plan

"That the implementation of a Non-Executive Director Share Plan described in the Explanatory Notes to this Notice of Meeting be approved for all purposes, including for the purpose of ASX Listing Rule 10.14."

#### Approval of the Non-Executive Director Share Plan

	Number of shares	%
FOR	249,387,314	85.45
	2 :0,00: ,0 : :	331.13
AGAINST	17,999,660	6.17
DISCRETIONARY*	24,449,677	8.38
	, ,	
		100%

<sup>\*</sup> The number of the Chairman's discretionary proxy votes are 23,567,311 (8.08%)



## Annual General Meeting

