

Fibre Cement Pipes July 01





This presentation will cover:

- > Results
- > Business Strategy
- > FRC Pipes Growth
- > FRC Competitive Advantage
- > Market Segments
- > Manufacturing
- > FRC Strategic Position



FRC Pipes & Columns Results

A\$Million	FY99 Actual	FY00 Actual	FY01 Actual
Sales	27.5	31.3	30.1
Gross Contribution	6.8	7.4	7.1
Volume (tonnes)	25,305	26,600	25,517





FRC Pipes Business Strategy

> Grow market share by:

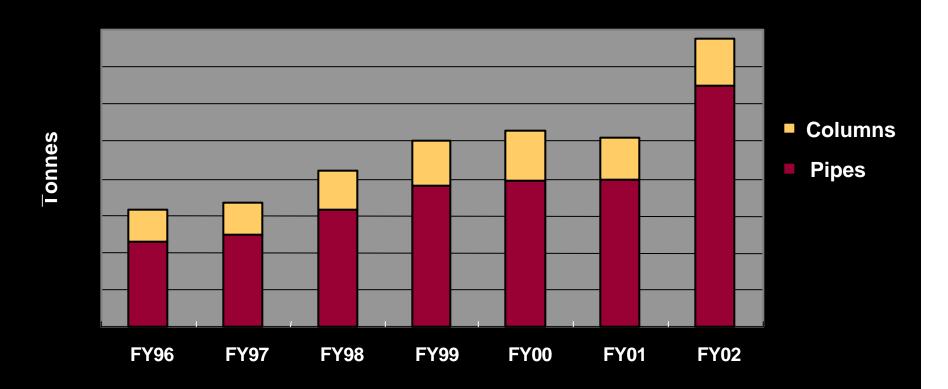
- increase in penetration in the below ground civil and commercial drainage segments
- expanding into segments not currently serviced (e.g. large diameter manholes)

> To reduce our costs by:

- process improvement through automation
- reduce unit costs in manufacturing
- change Australian Pipe Standard



FRC Pipes Growth







Competitive Advantage

Lighter, longer lengths means:

- > Lower installed cost
- > Greater efficiency in transport

Higher initial strength means:

- > Pipes do not crack during construction
- > No expensive rework

No corrodible reinforcement means:

> Pipes do not rust in aggressive environments

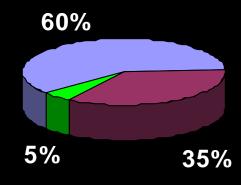


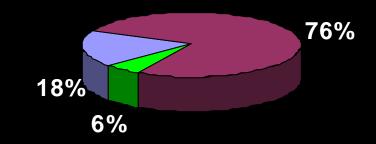
Market Segments

Drainage Pipes

FRC PIPES STORMWATER DRAINAGE MARKET BY SEGMENT (225-570 MMDIA)

AUSTRALIAN STORMWATER DRAINAGE MARKET BY SEGMENT - (225-750 MMDIA) Total Market Size - \$220M





- Below Ground Commercial
- Below Ground Civil
- Above Ground

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Capacity Issues

> Current total capacity (pipes & columns) 44,000 tonnes

Year ending March 02 planned sales 40,000 tonnes

> Potential for new plant FY04



FRC Pipes Strategic Position

