



# A Building Solutions Company Perspective on Servicing our Geographically Distributed Customers in the Pacific

Blandina Diamond, Logistic Manager NZ and Pacific Islands

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# Operations – New Zealand

## Glenbrook

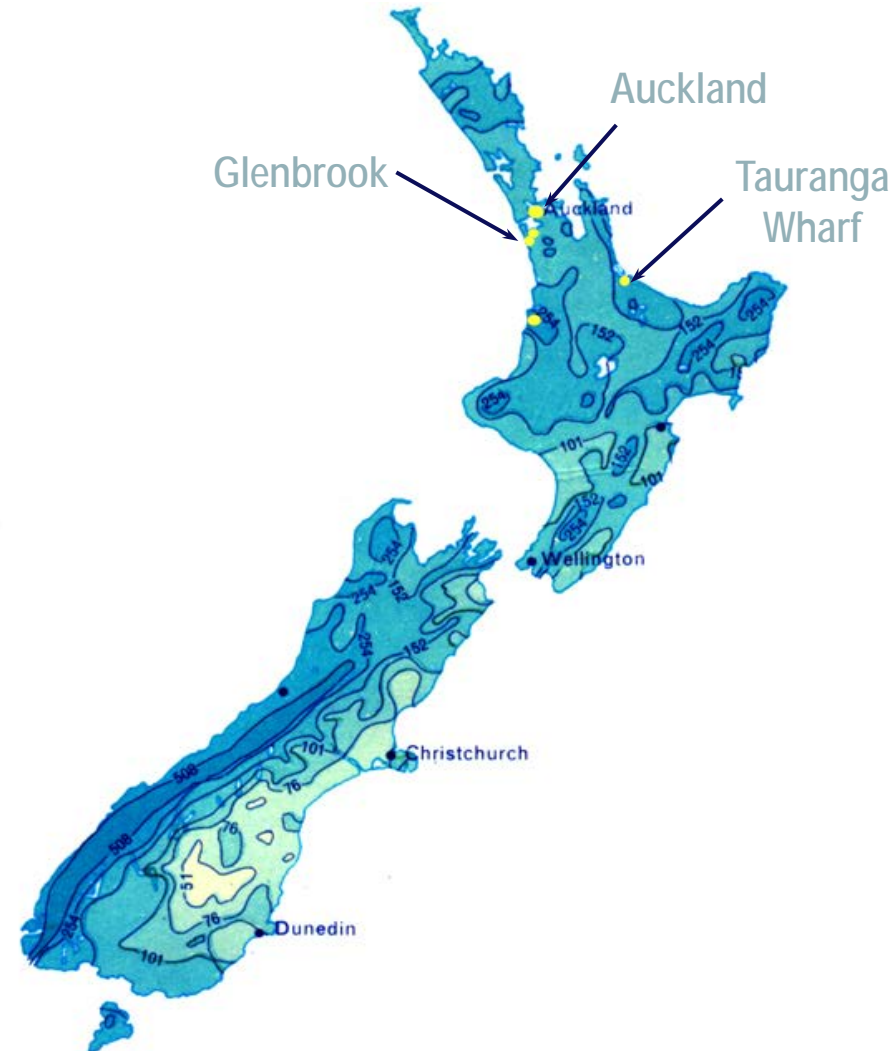
- Iron and Steel production
- Hot and Cold Rolling Mills
- Dual Pot Metal Coating Line
- Paint Line
- Plate Line
- Hollow sections plant

## Auckland

- Wharf

## Tauranga /Mt Maunganui Wharf

- Current Primary Wharf



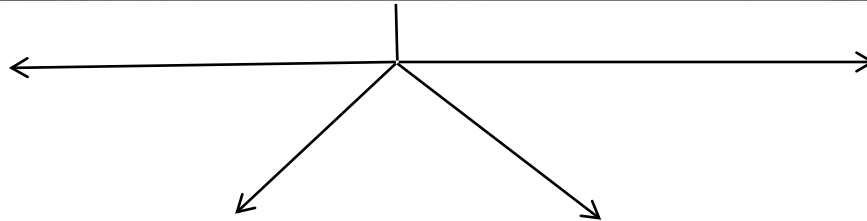
# Key Products NZ Steel Manufacture

From ~ 600,000 mtonnes of Steel Slab, NZ Steel manufacture the following products:-



Hot Rolled Coil

Colorbond Coil



Hot Rolled Plate

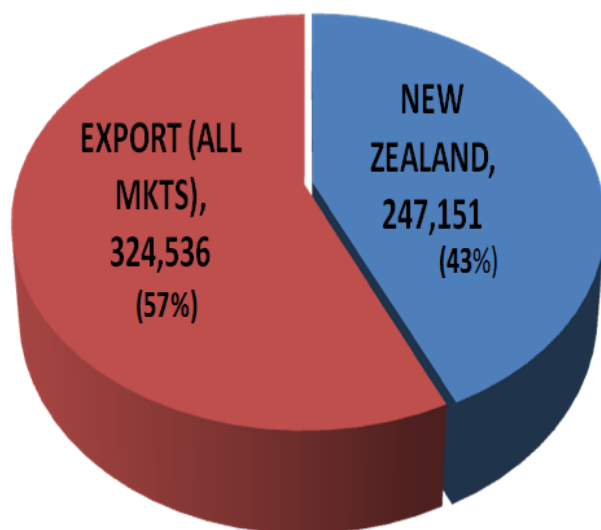
Zincalume & Galv Coil



# FYE 2011 – High Level Product Sales Mix & Results

Sales Volume - New Zealand & Export (mt)

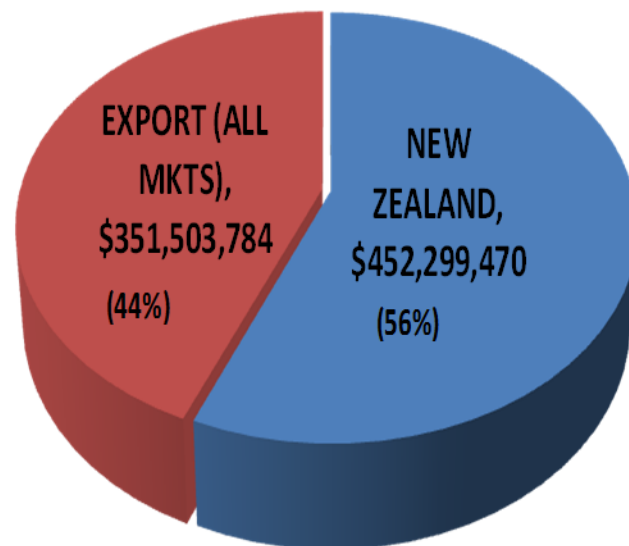
FYE 2011



**571,687 mtonnes**

Sales Revenue - New Zealand & Export (NZ\$)

FYE 2011

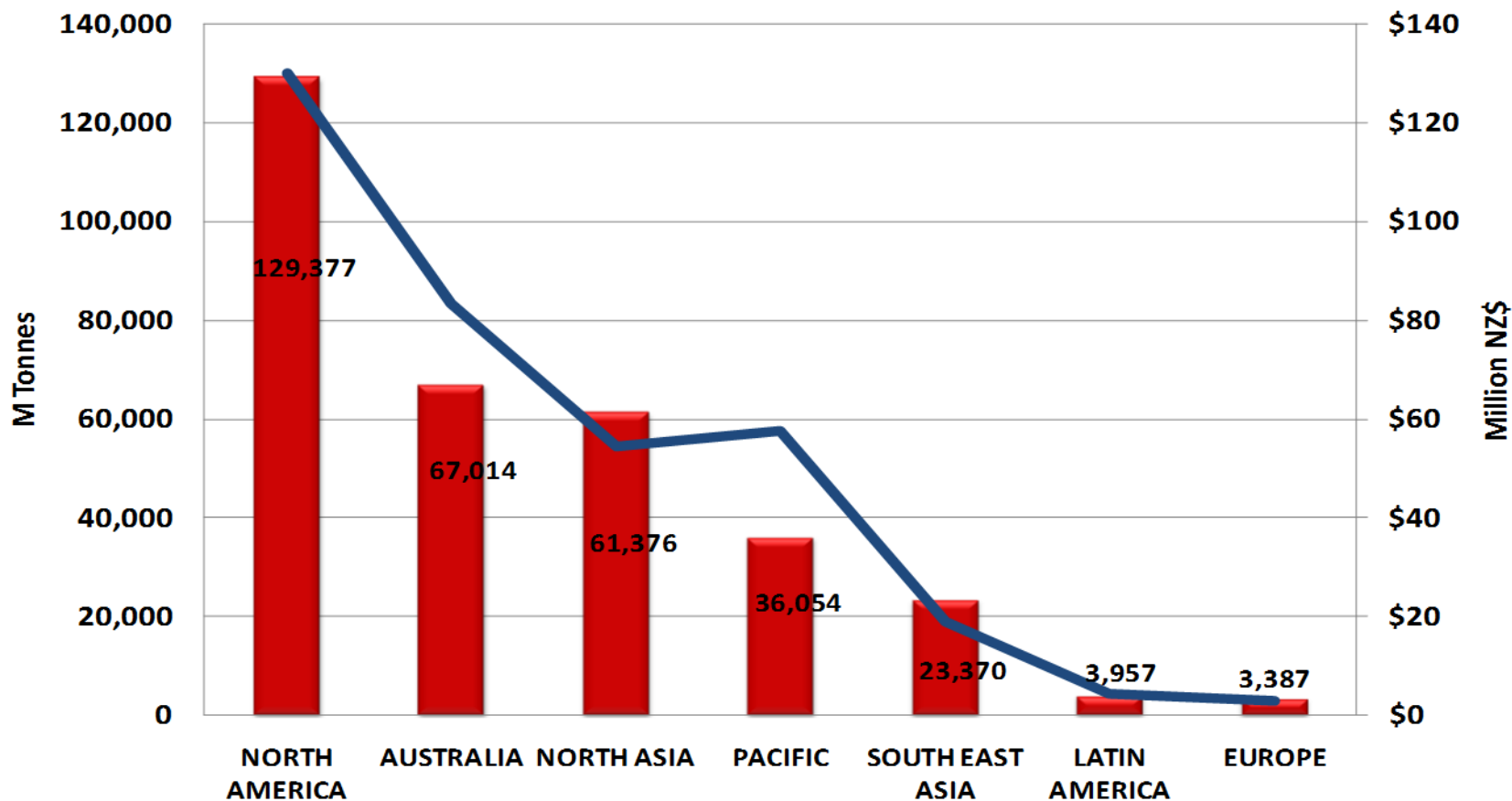


**NZ\$ 803.8million**

# FYE 2011 – NZS Export Sales by Market & Sales Rev

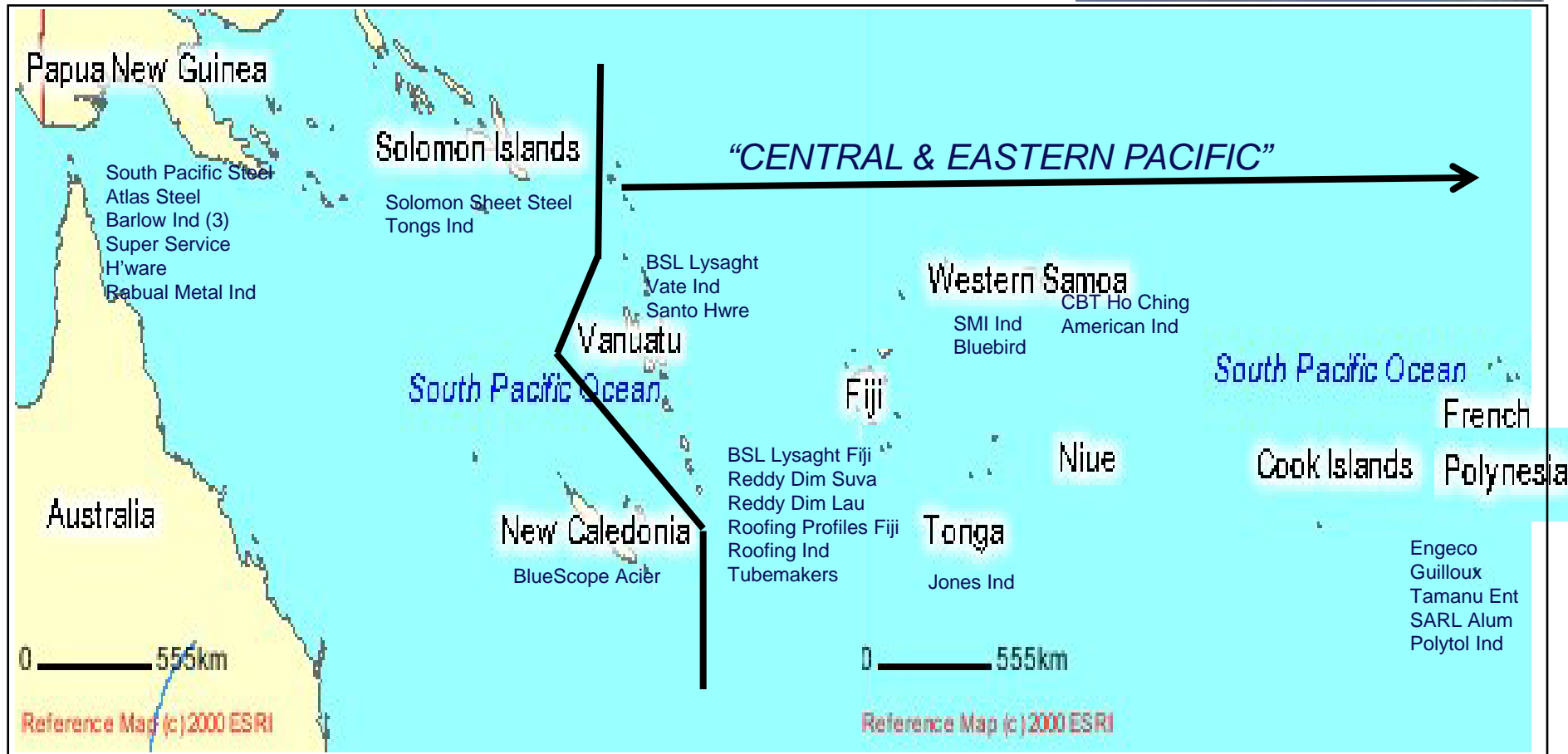


**Export Market Mix - FYE 2011**



# Pacific Market - ranges from French Polynesia to PNG

Within the BSL Group, N Z Steel is the “Lead Mill” into the Pacific  
NZS supplies to all leading manufacturing “Rollformers” in the Region  
Central & Eastern Pacific ranges from Vanuatu & Fiji to French Polynesia

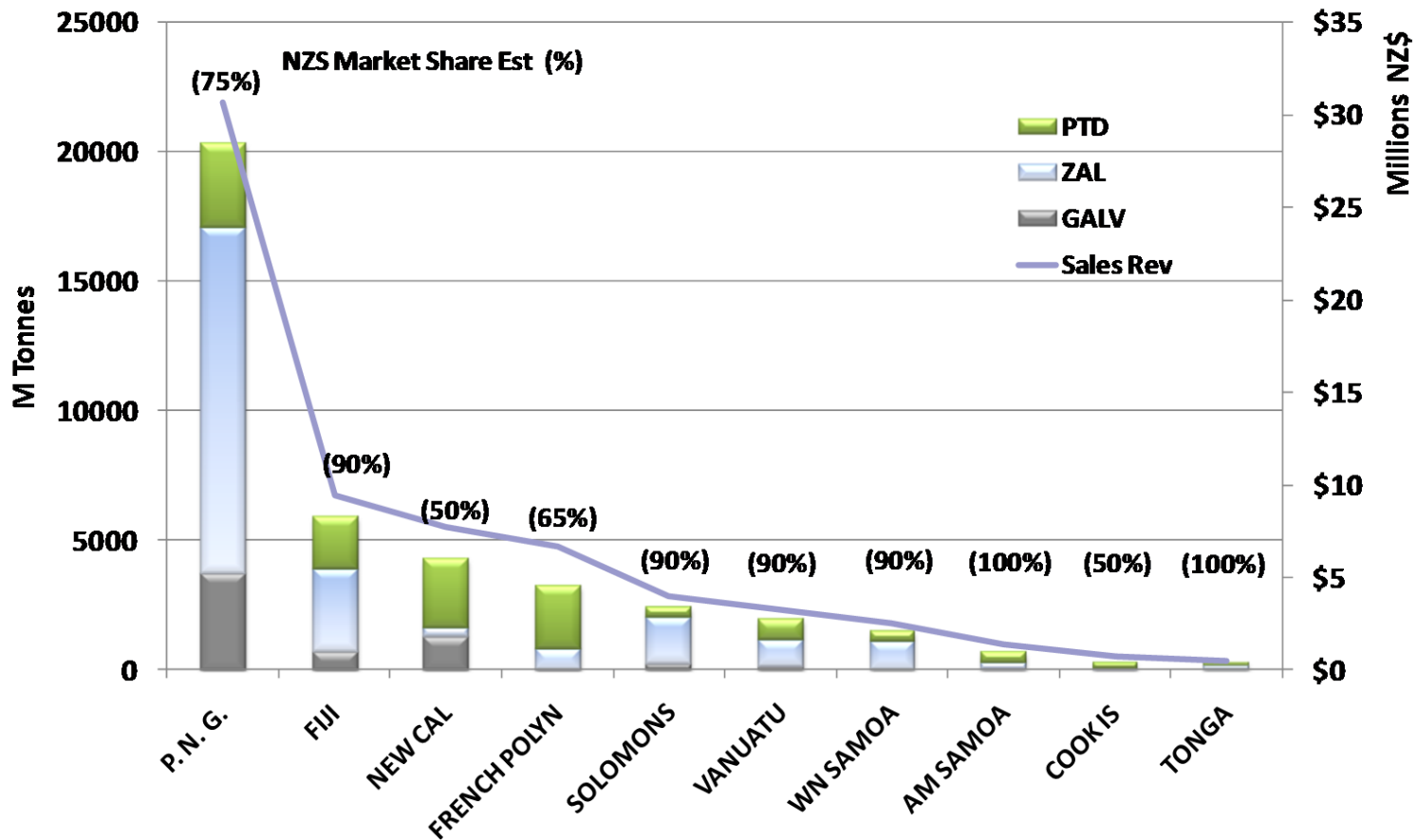


# Pacific Markets by Volume & Product Mix

Within the Pacific market, PNG is the largest single Market

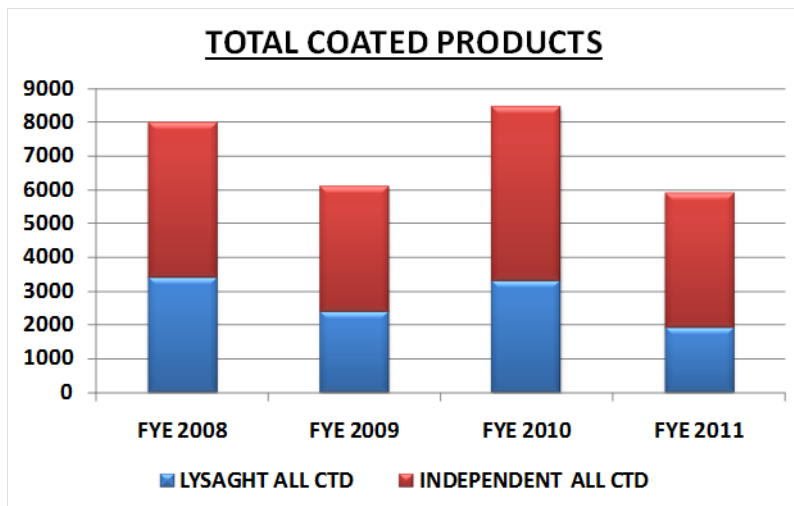


## Pacific Market Mix x Sales Rev (NZ\$)

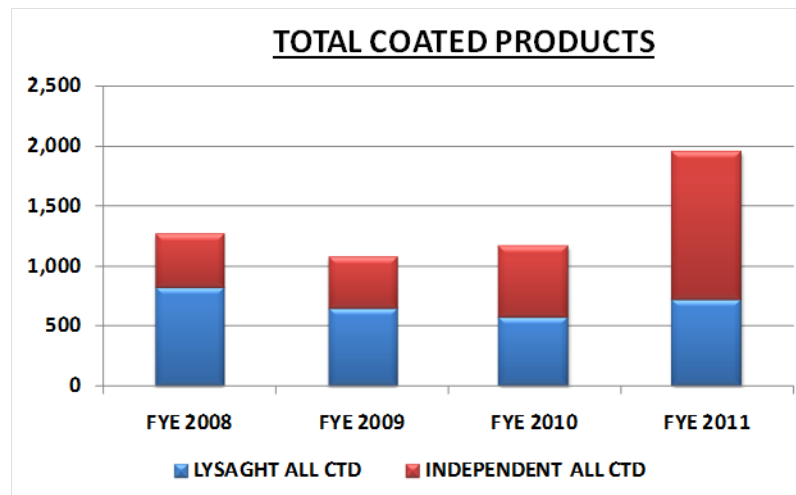


# 4 Year Sales History to Mkts – (mtonnes)

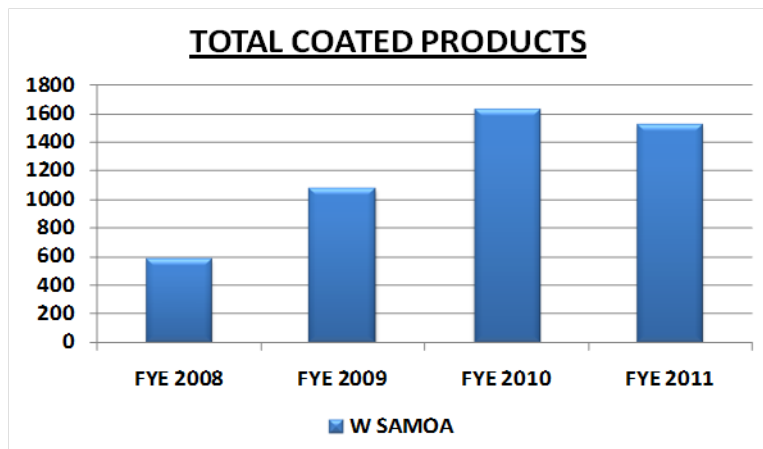
## FIJI



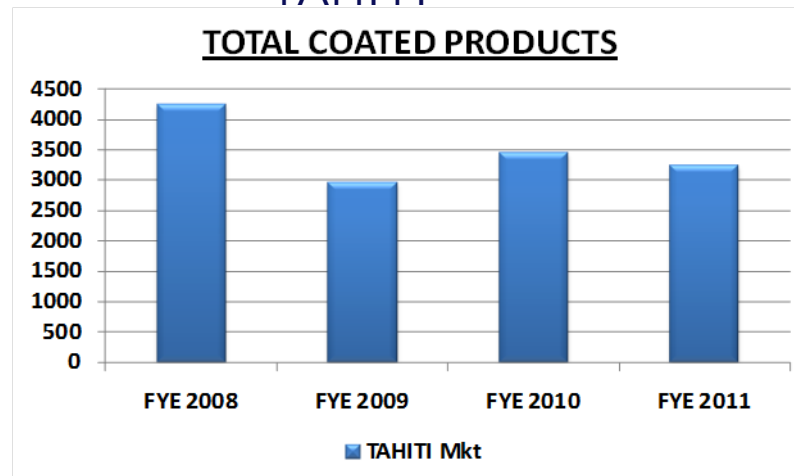
## VANUATU



## WESTERN SAMOA

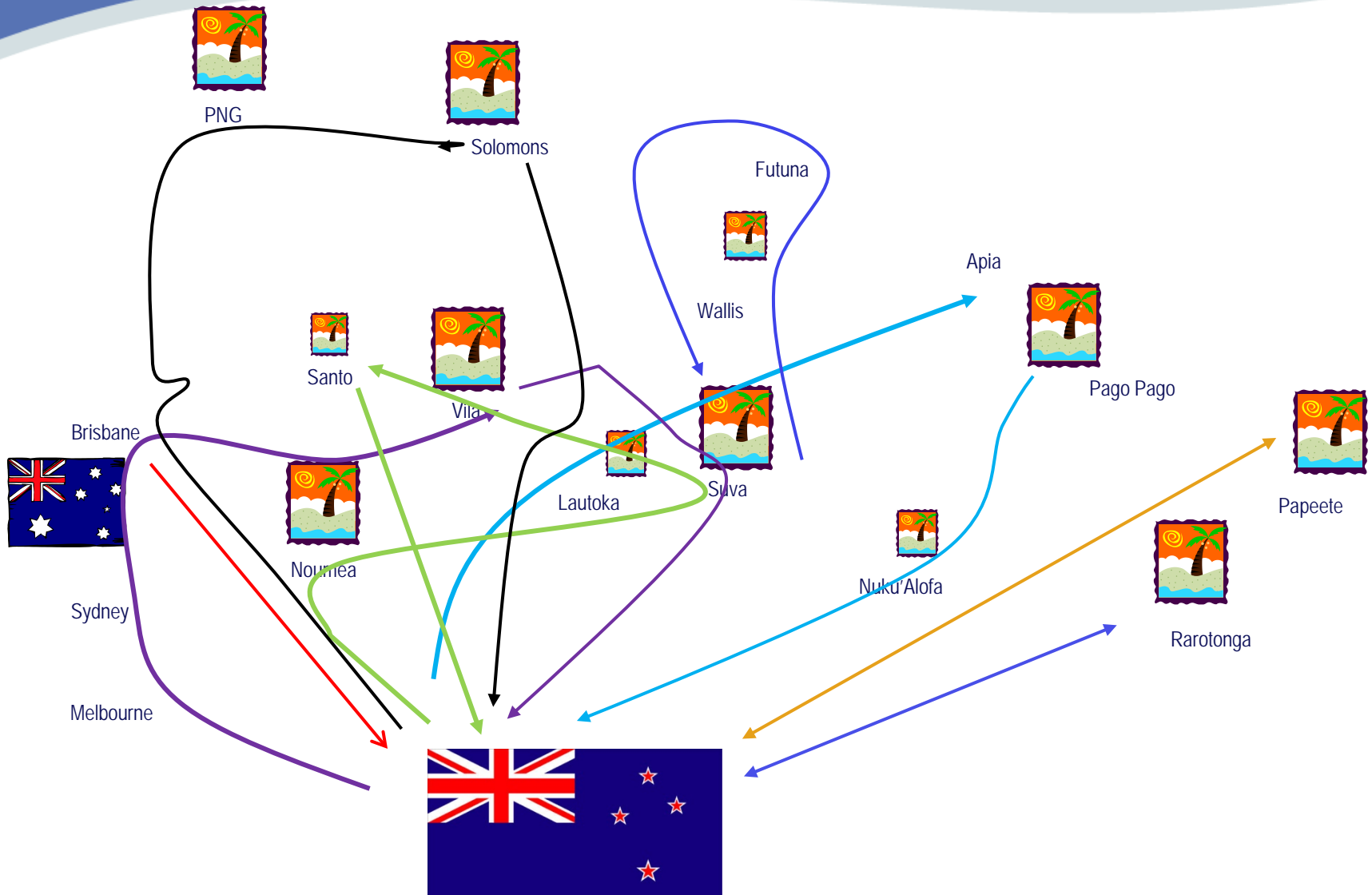


## TAHITI





# Spaghetti network



# Fewer Contractors that do more.....

