



2008 Orica Day Chemnet Group Bronek Karcz

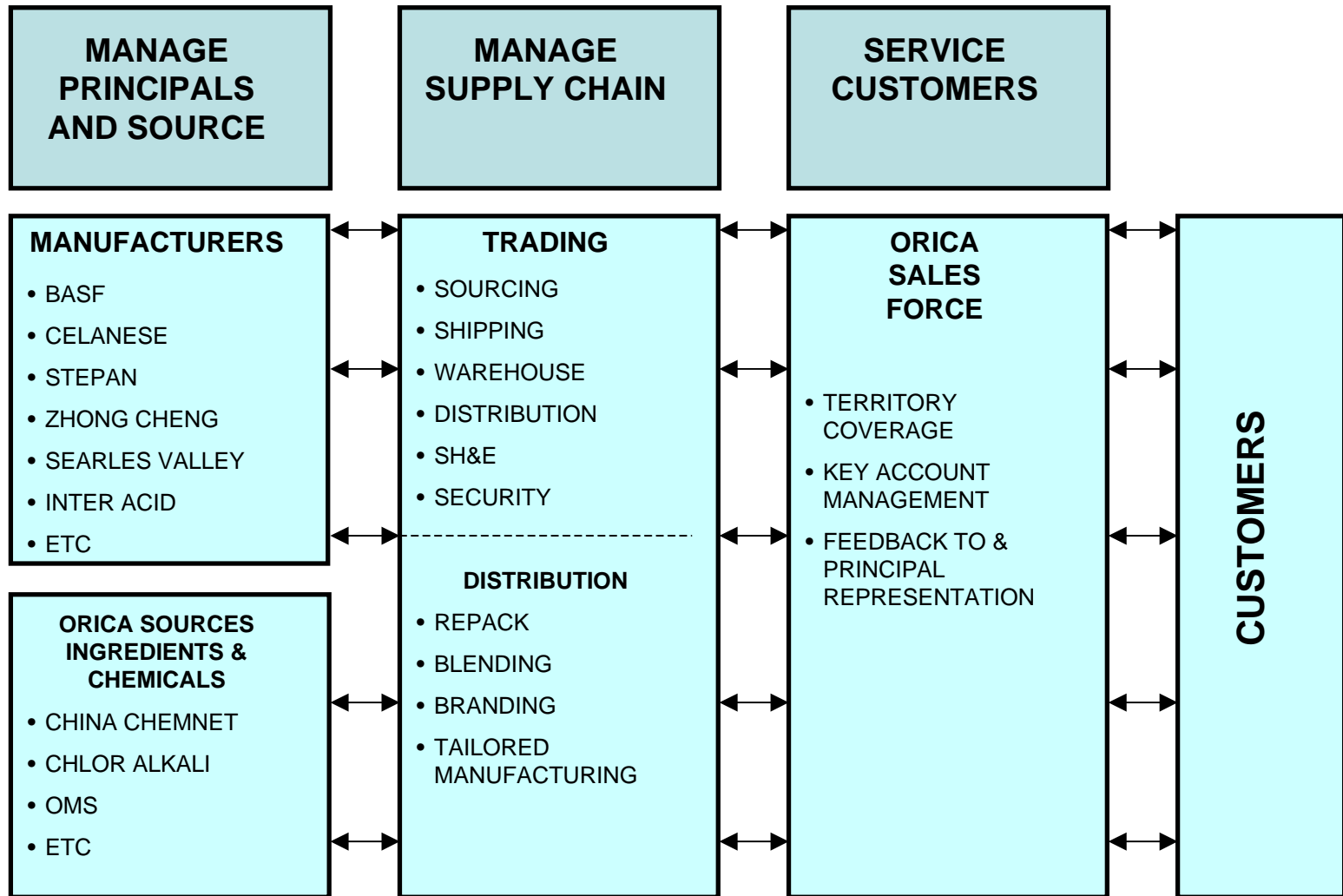
11 March 2008



Chemnet – the business

Orica's distributor and trader of chemicals and ingredients to industry

Chemnet – the model



Where does Chemnet operate?

Ingredients/Chemical Sourcing

- North & South America
- Europe
- Asia
- Africa

Chemnet Sales

- Australia/NZ
- China
- Latin America (Chile, Peru, Brazil, Argentina, Colombia)
- South East Asia (All Countries)

Global Capability

Developing Global Capability

Where is Chemnet?



Chemnet's customers – blue chip



Chemnet - recent contract success



Dairy industry - 3 year contract



Watercare - 5 year contract



Resources - 3 + 3 year contract

The Chemnet business team

Bronek Karcz
General Manager

Gerard Buckle
CFO

Angela Bridges
Supply Chain

Jon Smiles
Human Resources

Jennifer Boulding
Group Sales Mgr

Chemnet Business Units

Chemnet NZ

Matthew Rowland

Industrial
Chemicals

Chemnet AUS

David Morgan

Industrial
Chemicals

Chemnet L.A.

Roberto Hill

Industrial
Chemicals

Bronson & Jacobs

Paul Moore

Food Ingredients
Cosmetics
Pharmaceutical

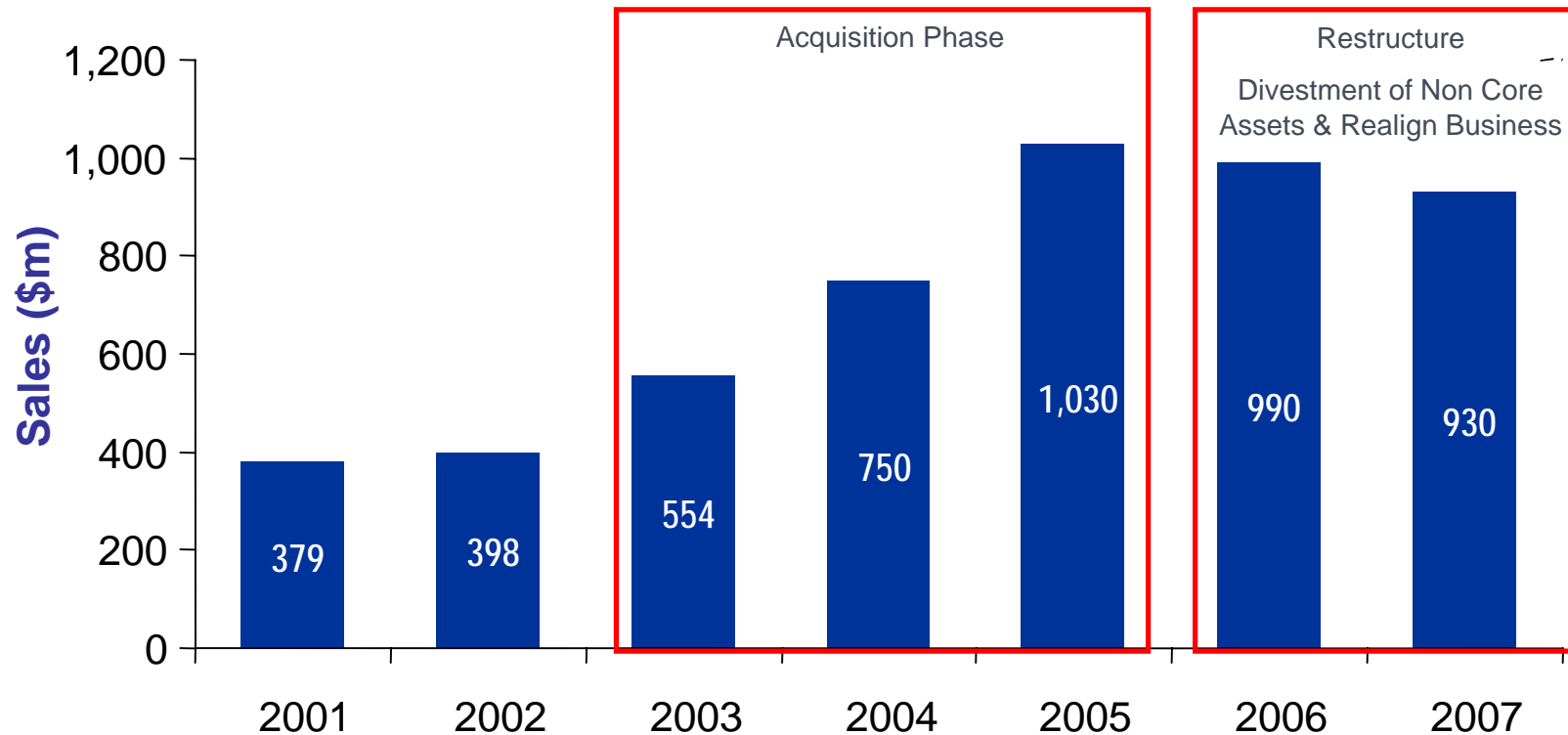
Marplex

John Cunning

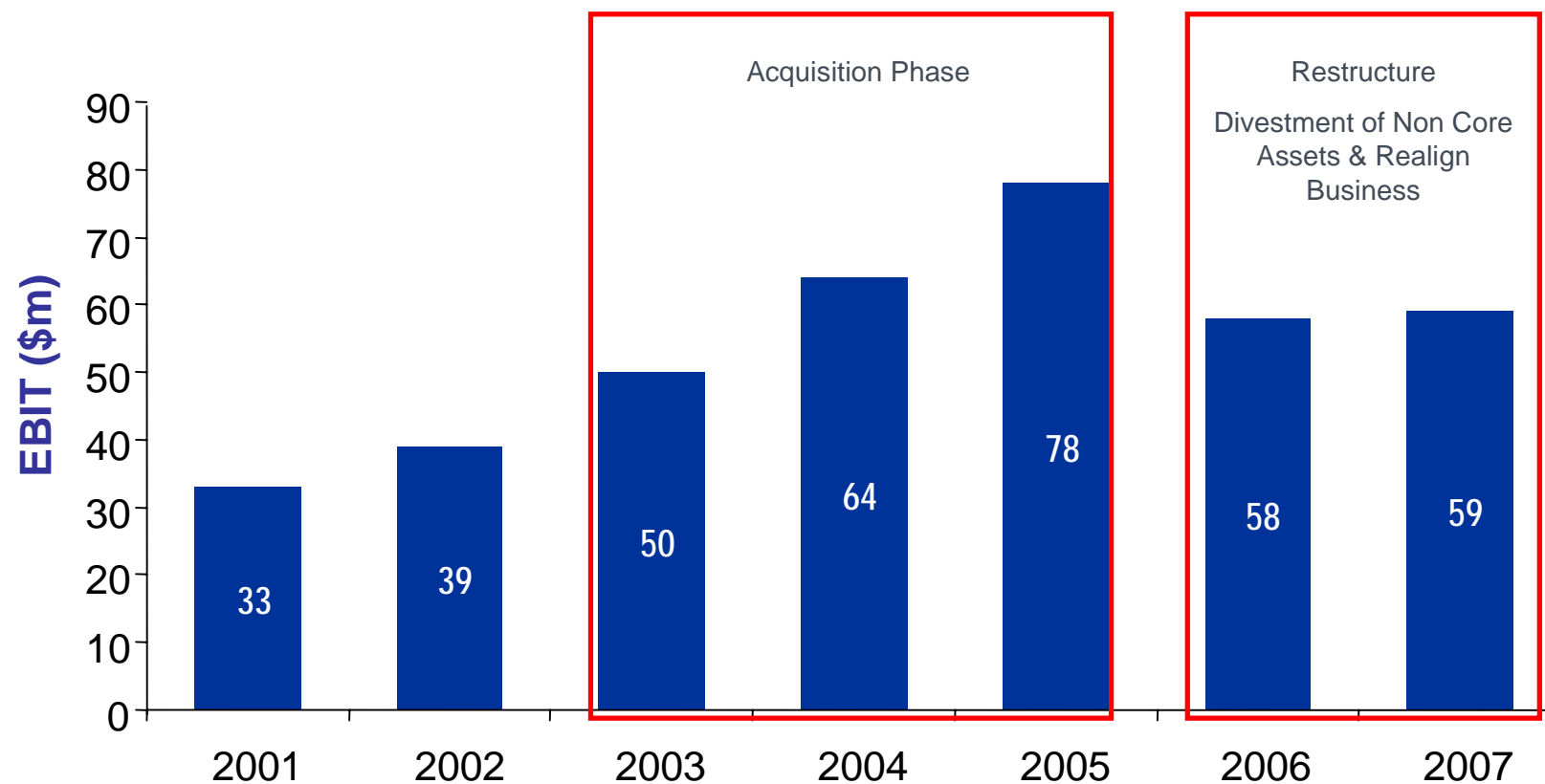
Plastics &
Polymers
Trading
Compounding

Chemnet – recent sales history

- Largest Chemical Distributor in ANZ
- Operational platform in Latin America & Asia



Chemnet – recent EBIT history



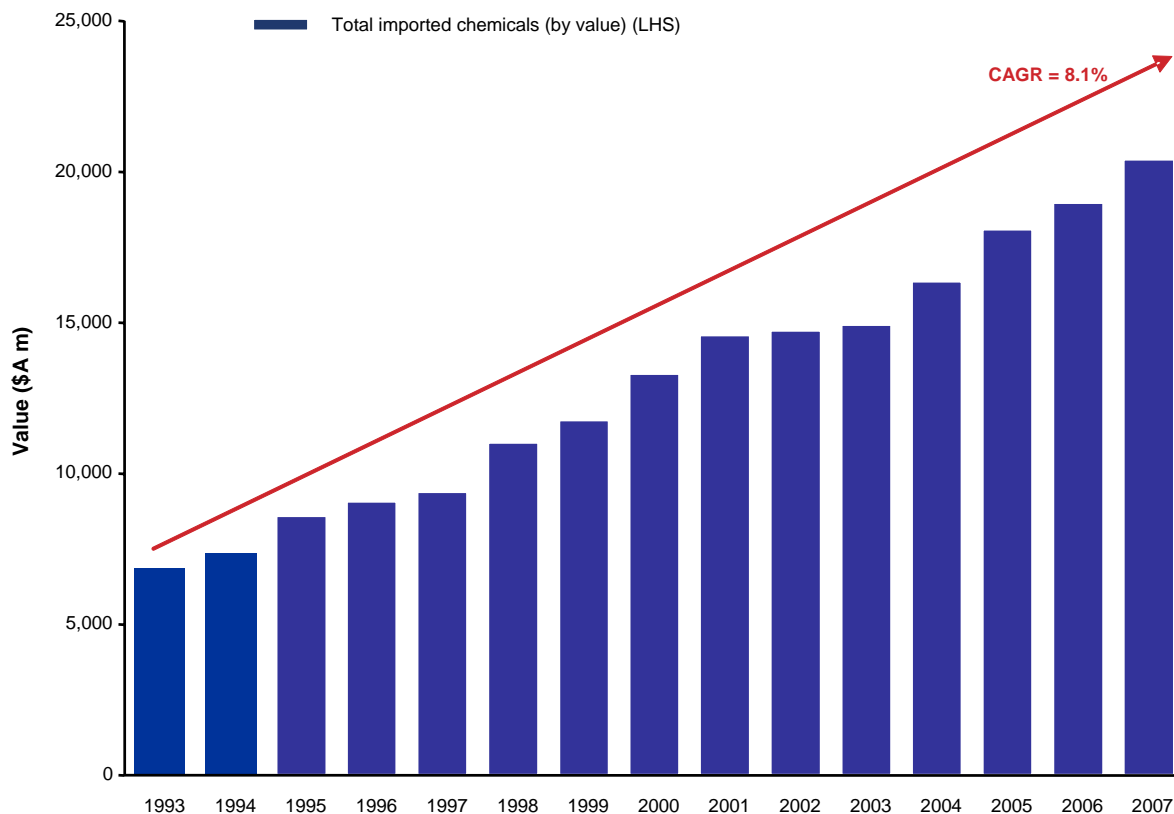
The opportunity for Chemnet - industry drivers

Chemical Manufacturing is Globalising

- Moving to scale (small local manufacture closing)
- Trading of chemicals increasing
- Key global chemical manufacturers looking for distribution partners
- Over medium term, greater than GDP growth

Industry overview - \$20B Australian market

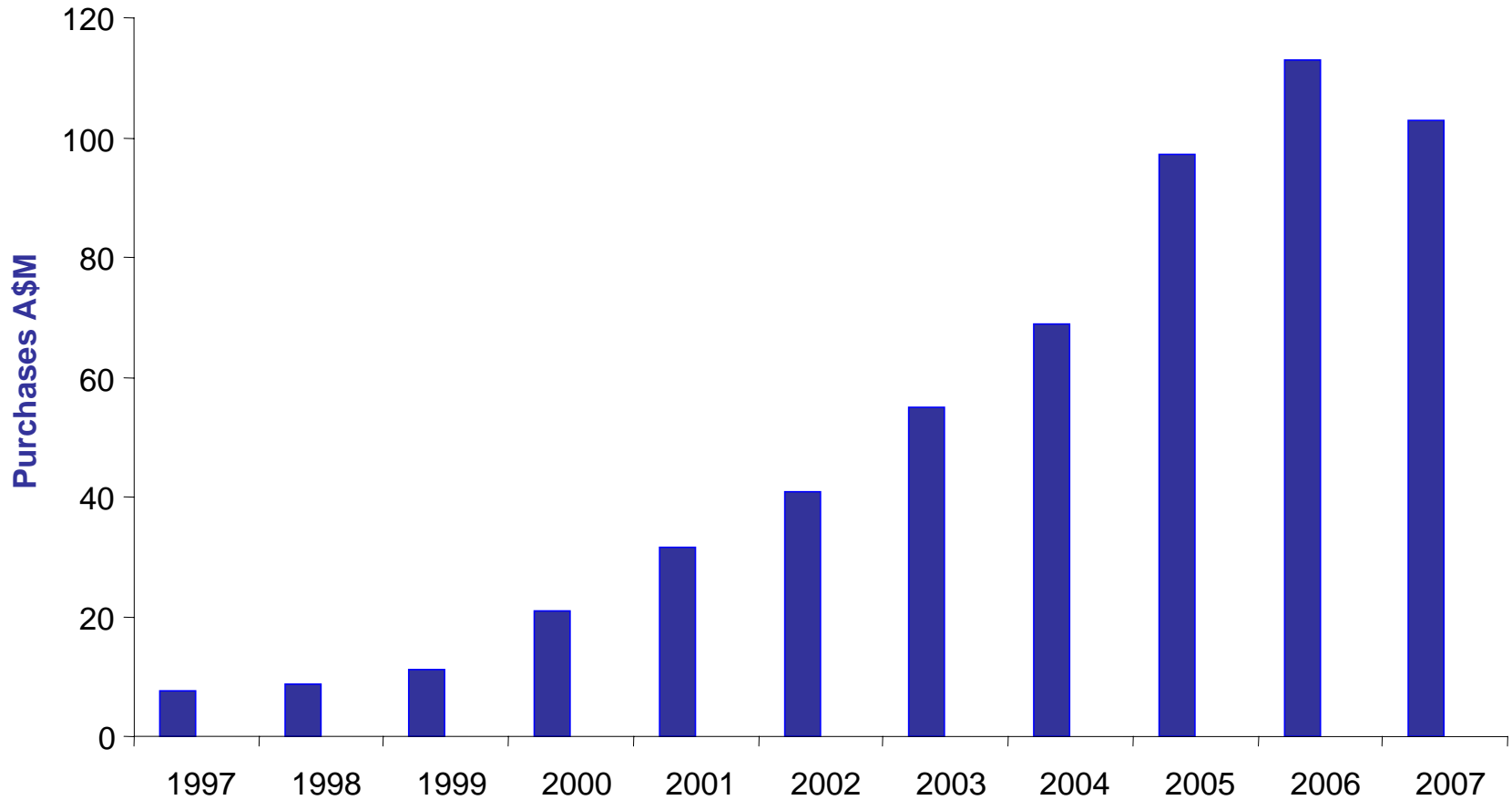
The value of imported chemicals into Australia provides an indicative guide to the size and growth profile of Chemnet's market



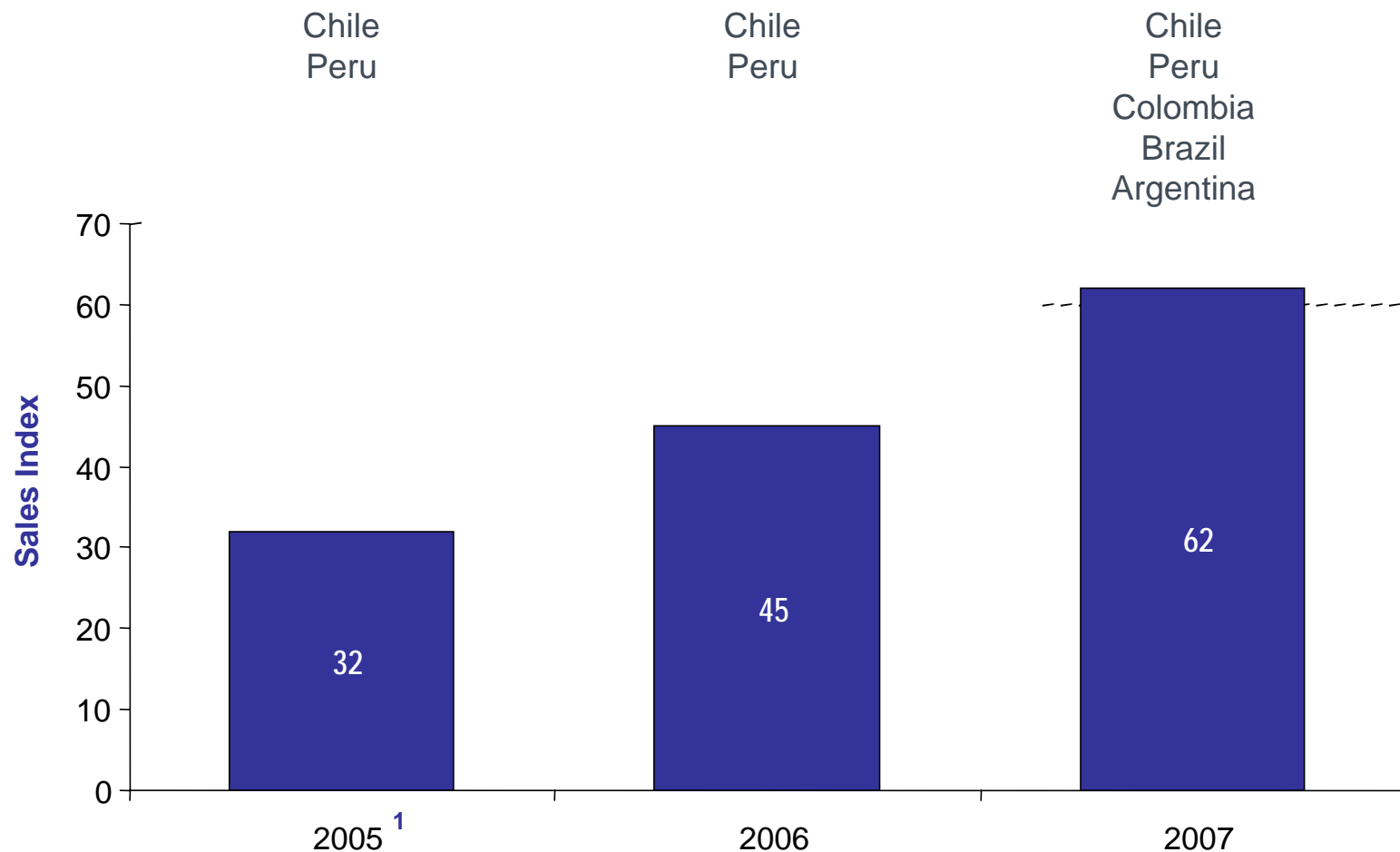
1. Source, ABS – total chemical imports by value. Nominal values show, not adjusted for FX or CPI

2. Source: IBIS, Oct-2007.

Industry overview – China sourcing



Chemnet – geographic growth Latin America



Compound annual sales growth in excess of 35% per annum

¹ Annualised sales number

Chemnet 2008 priorities

- Building sales growth from the stable restructured platform
– capture expanding chemical trade
- Expand the Latin American platform to further capitalize on recent expansion into Brazil, Argentina and Colombia
- Expand in Asia/S.E. Asia region on current footprint

Cross the 18% RONA hurdle and push beyond



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