



THE **laminex** GROUP

6th October 2005

Cautionary Statement

This confidential presentation contains not only a review of operations, but also some forward looking statements about Fletcher Building and the environment in which the company operates. Because these statements are forward looking, Fletcher Building's actual results could differ materially. Media releases, management commentary and analysts presentations are all available on the company's website and contain additional information about matters which could cause Fletcher Building's performance to differ from any forward looking statements in this presentation. Please read this presentation in the wider context of material previously published by Fletcher Building.

The Laminates and Panels Division of Fletcher Building Limited is comprised solely of The Laminex Group.

The Laminex Group was formed in 2002 after the acquisition and integration of Formica (September 1999) and Wesfi Limited (February 2001) with Laminex Industries.

The Laminex Group was acquired by Fletcher Building Limited in November 2002 and subsequently integrated with the existing Scott Panel and Hardware and Fletcher Wood Panels operations.

THE laminex GROUP

LEADING BRANDS



LEADING PRODUCTS



LEADING PRODUCTS



LEADING MARKET POSITIONS

Market Shares 2004/05

Aus

NZ

65%

63%

64%

42%

41%

65%

31%

32%

29%

57%

High Pressure Laminate

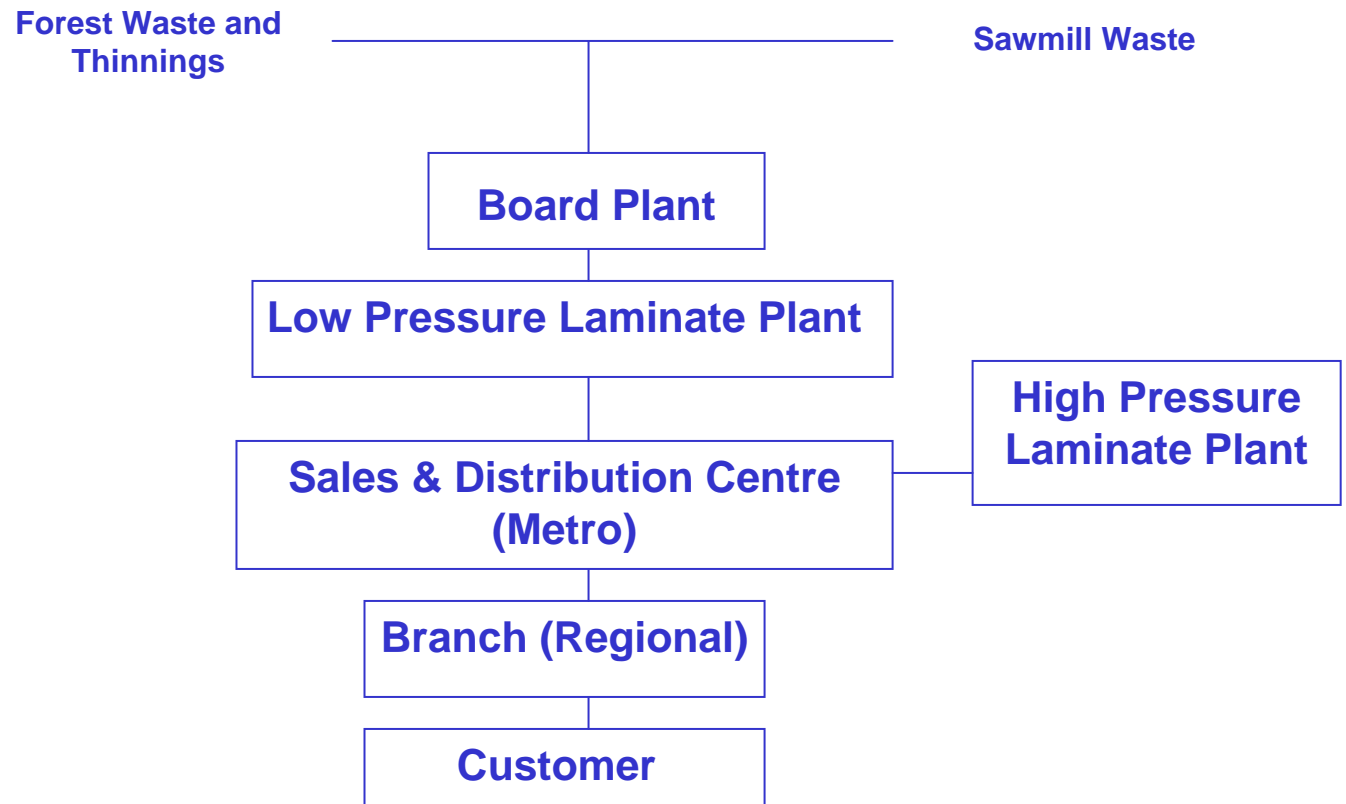
Decorated MDF

Decorated Particleboard

Raw MDF

Raw Particleboard

VERTICAL INTEGRATION



GYMPIE SITE - MDF



MELBOURNE DISTRIBUTION CENTRE



THE **laminex** GROUP

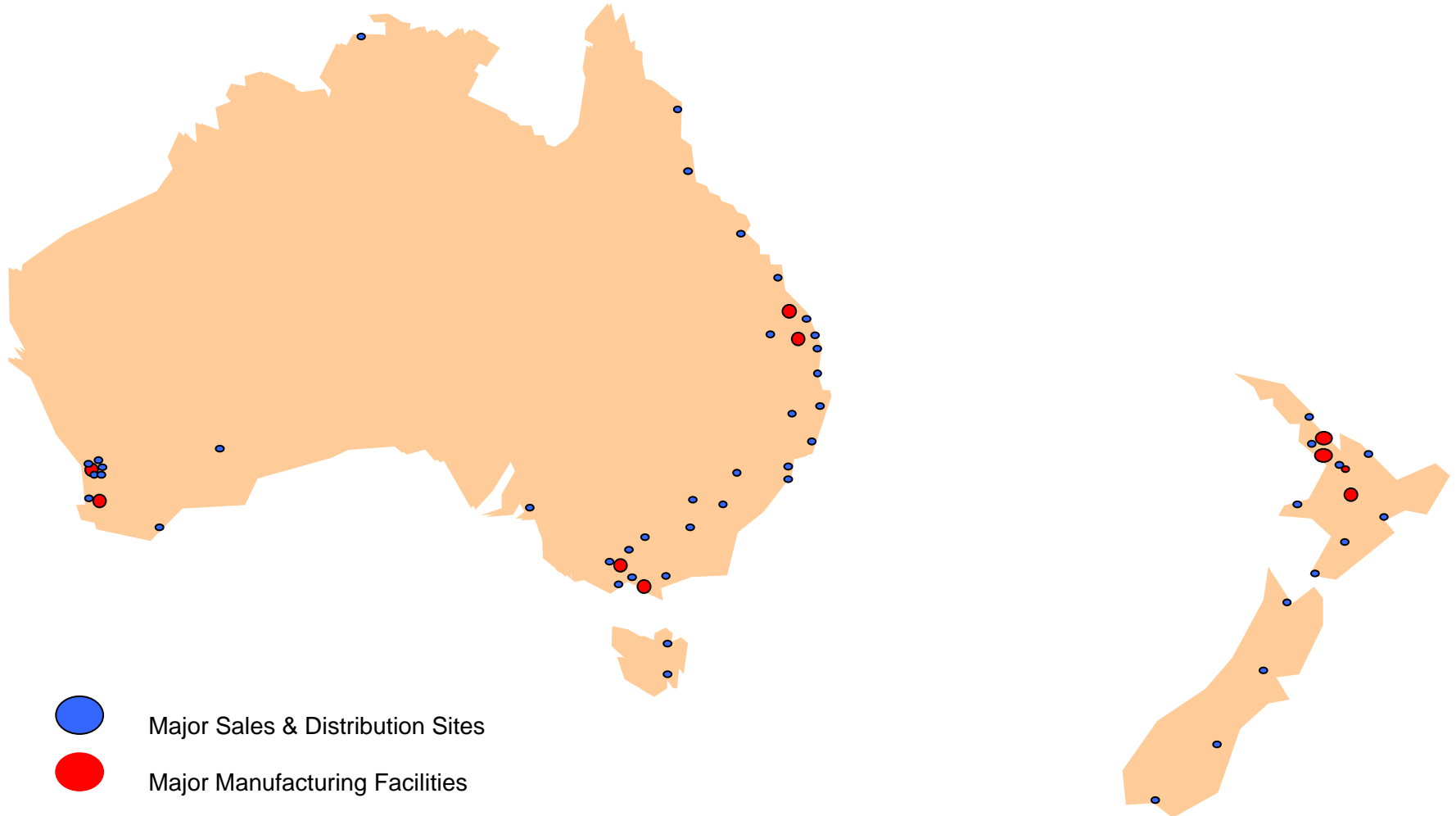
ADELAIDE SHOWROOM



LAMINEX BRANCH - MAROOCHYDORE

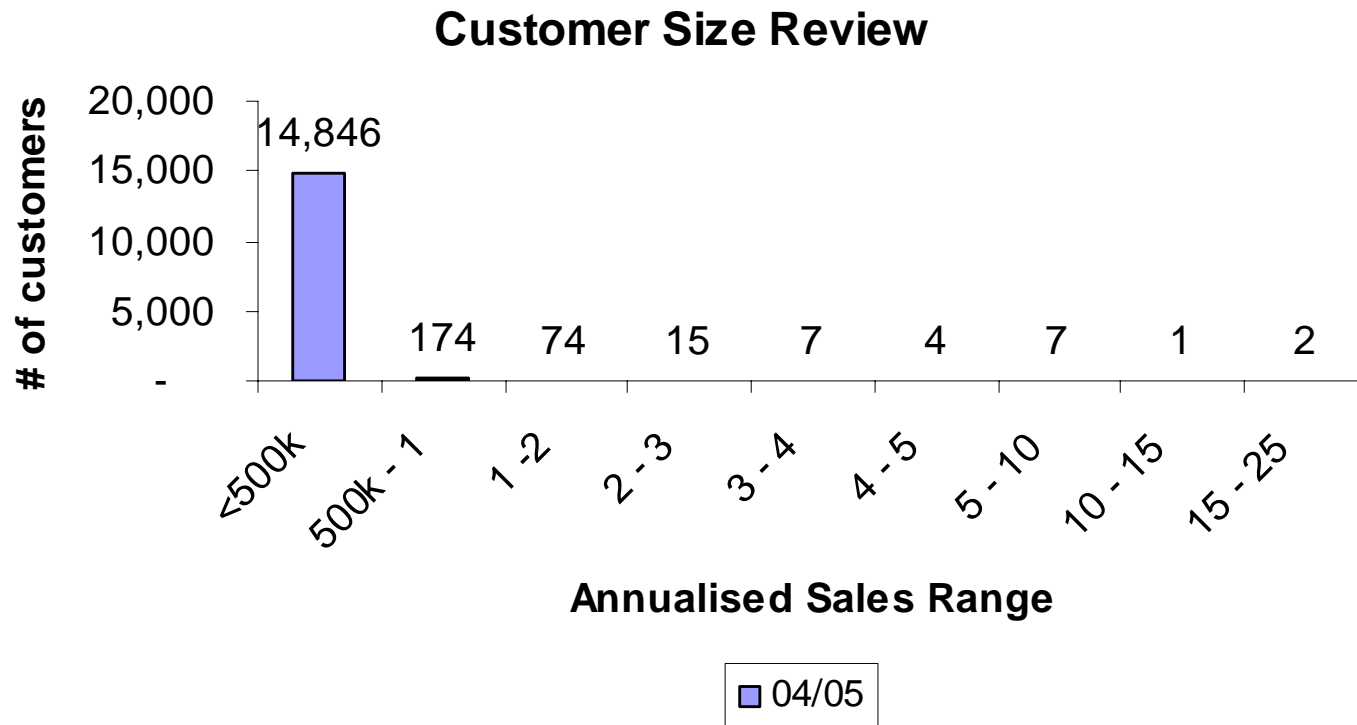


MAJOR LOCATIONS



Customer Size Review

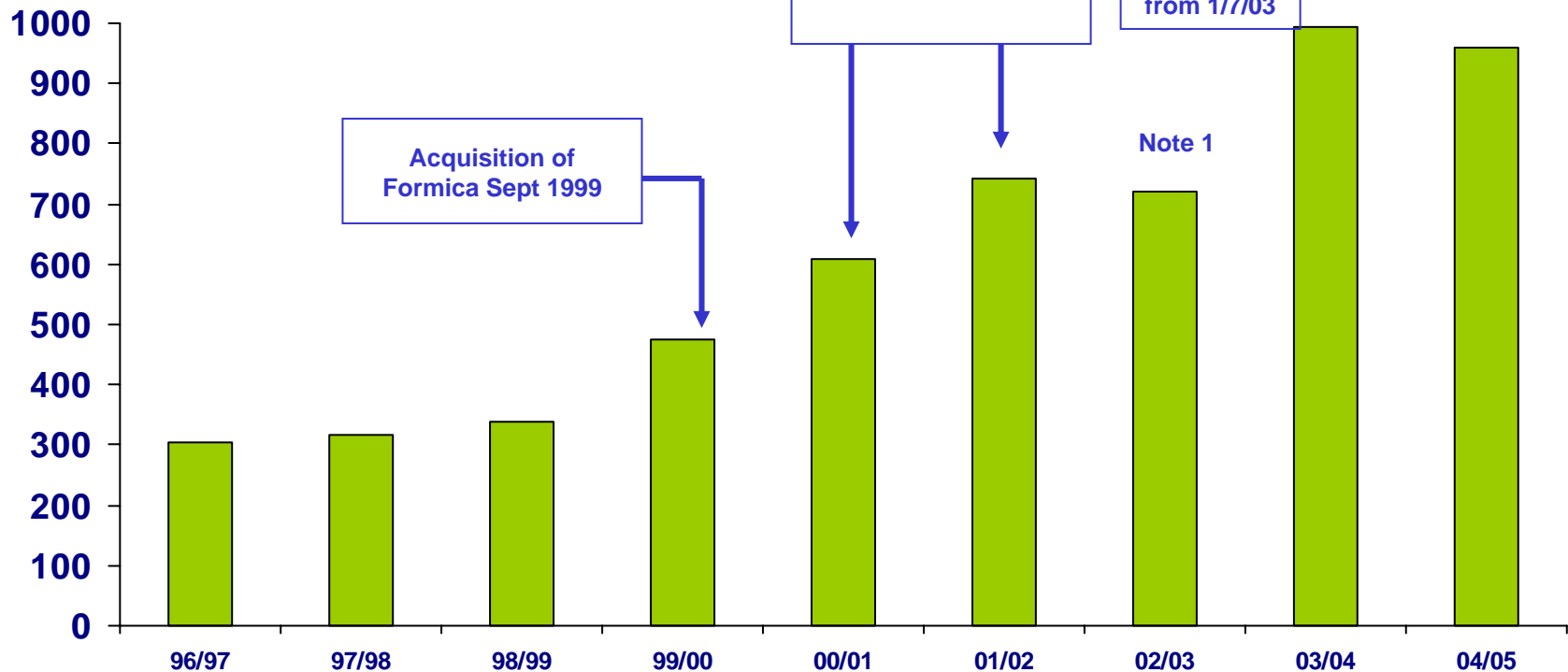
Active Customers grouped by annualised sales



Includes Cullity Timbers customers (not previously reported)

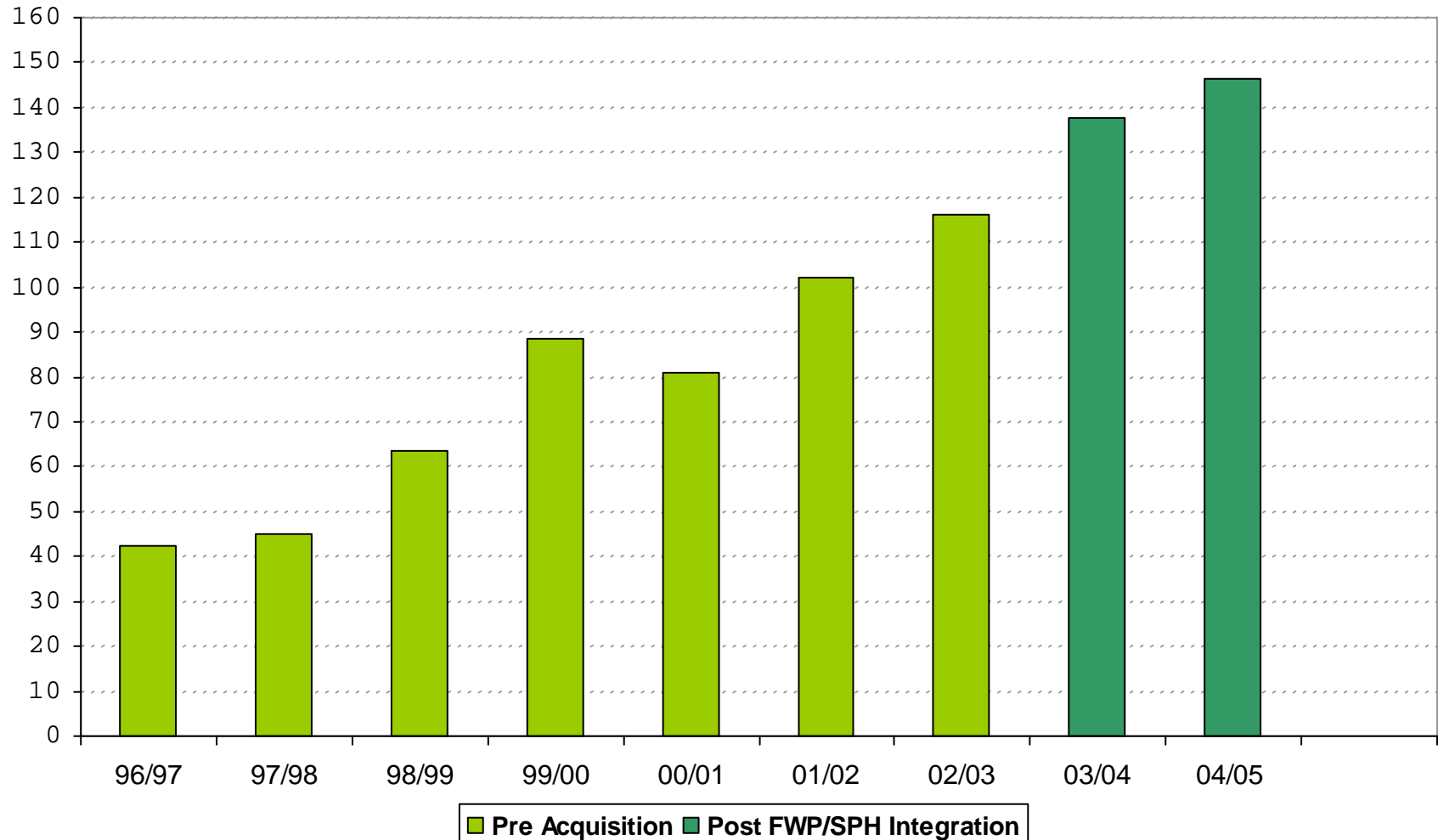
Revenue Growth 96/97 – 04/05

\$NZm



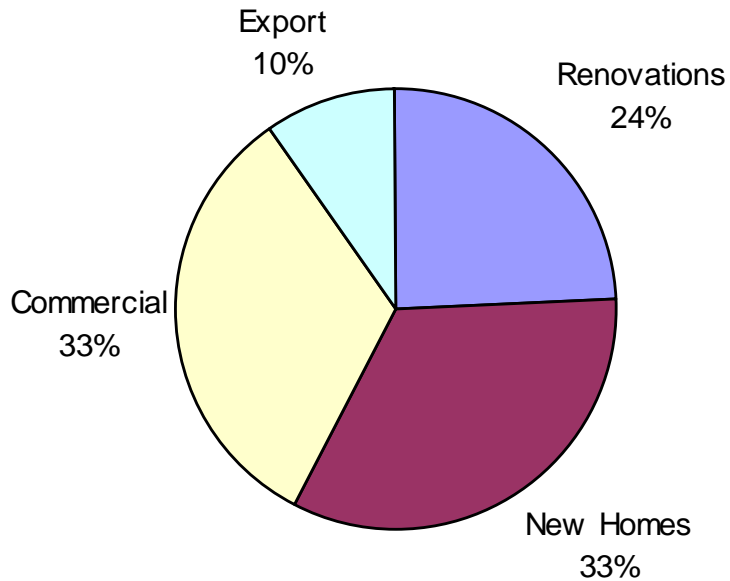
Note 1: Underlying sales in \$A were 5.5% above 01/02 but appreciation of the \$NZ against the \$A in 02/03 has the effect of reducing revenue on conversion to \$NZ. Sales are converted from \$A to \$NZ at average exchange rates each year

EBITDA GROWTH 96/97 – 04/05 NZ\$M

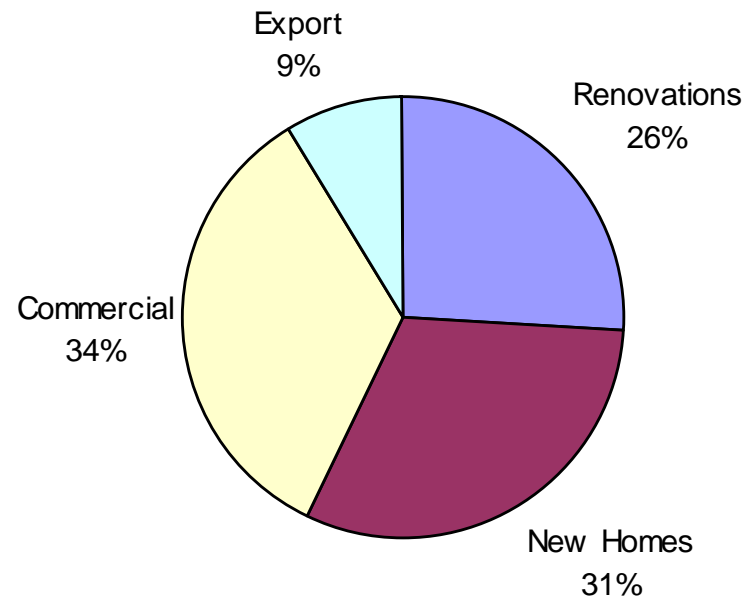


Revenue by Segment 2004/05

03/04



04/05

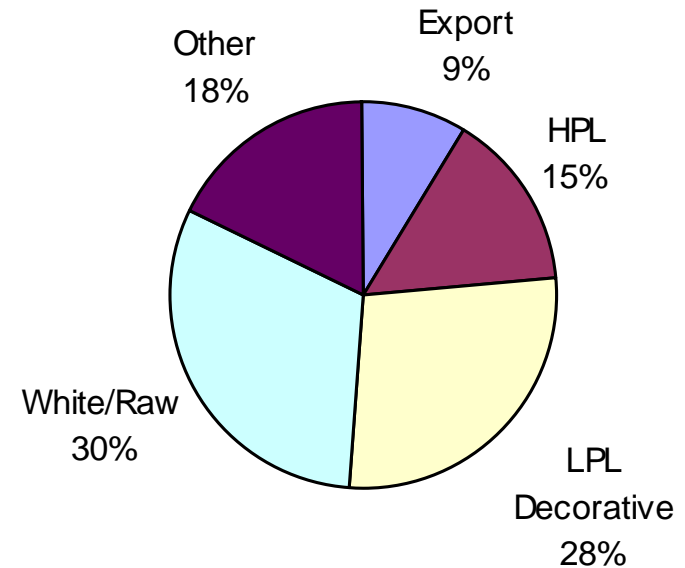
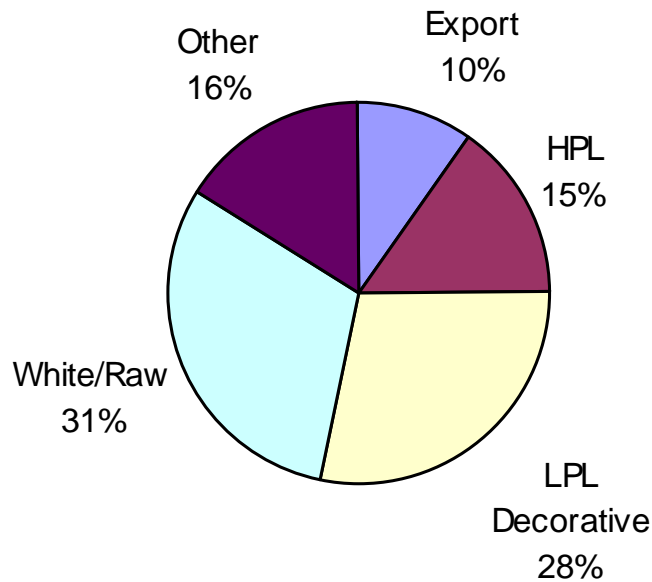


Source : Management Estimates

Revenue by Product 2004/05

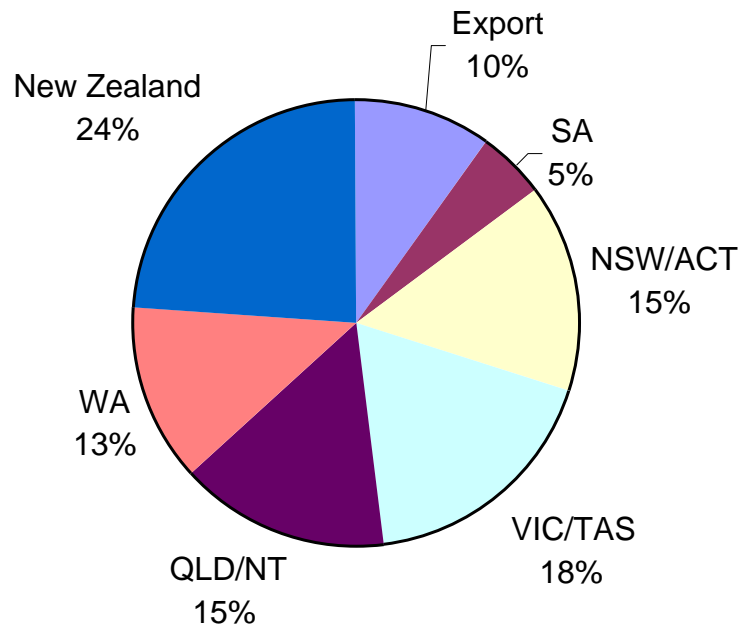
03/04

04/05

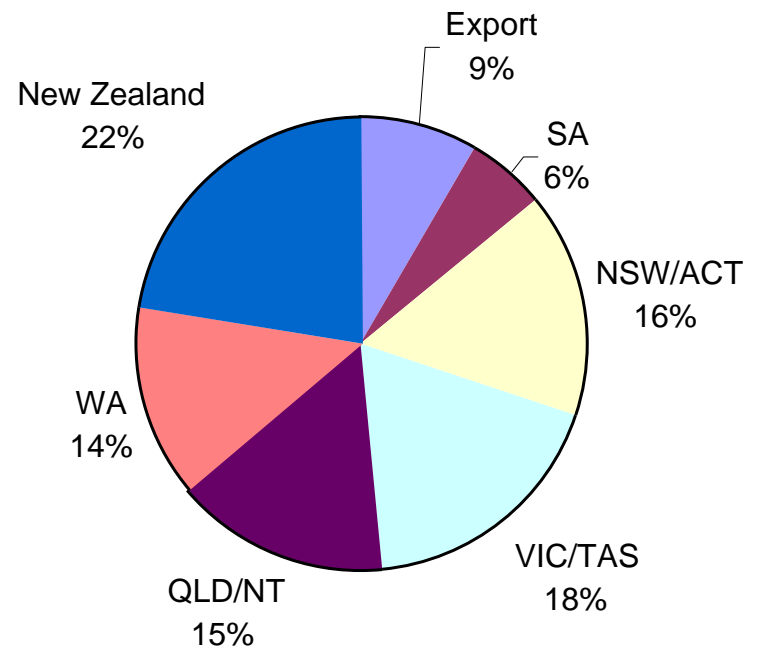


Revenue by Major Region 2004/05

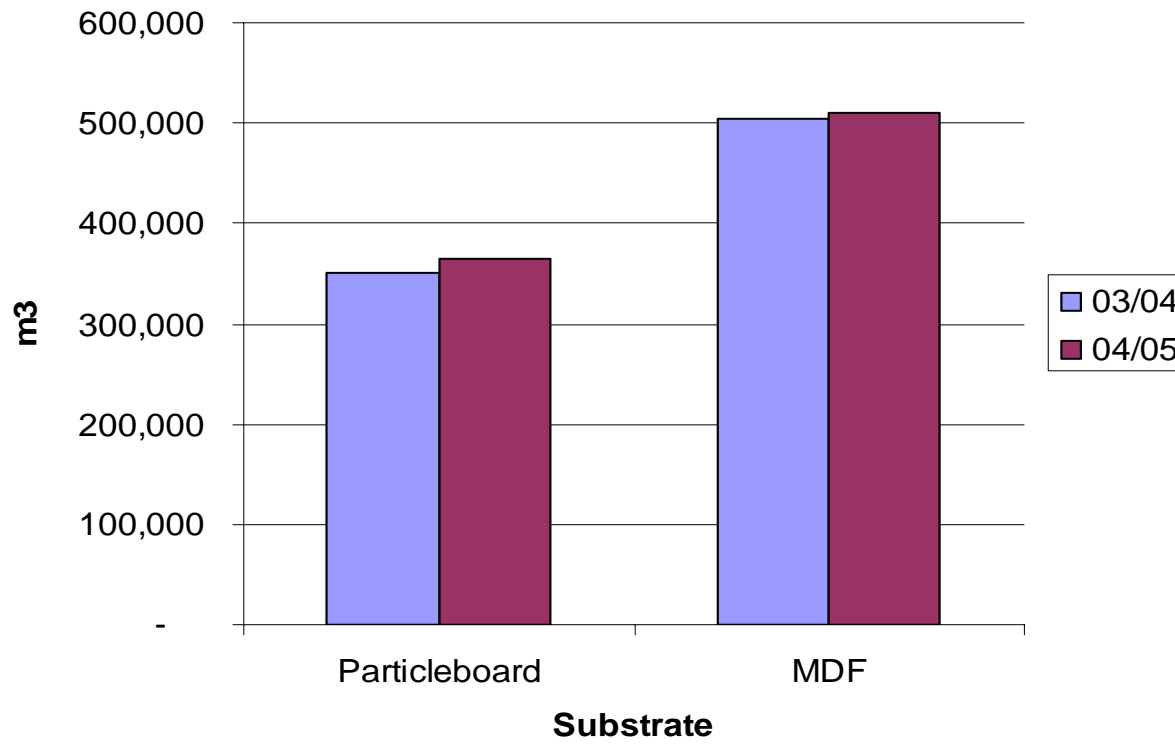
03/04



04/05



Plant Performance (per annum)



MARKET PERFORMANCE vs FORECAST

TOTAL HOUSING STARTS ('000)

- Total housing starts fell 6% short of the Sept 2004 forecasts
- Housing starts are forecast to drop by 3.9% in 2005/06

Source : BIS Shrapnel (Aust) & Infometrics (NZ)

	04/05 forecast	04/05 actual	04/05 forecast variance	05/06 forecast	05/06 forecast vs 04/05 actual
NZ	26.9	27.4	1.9%	23.0	-16.2%
AUS	167.4	155.2	-7.3%	152.6	-1.7%
Group	194.3	182.6	-6.0%	175.6	-3.9%

MARKET PERFORMANCE vs FORECAST

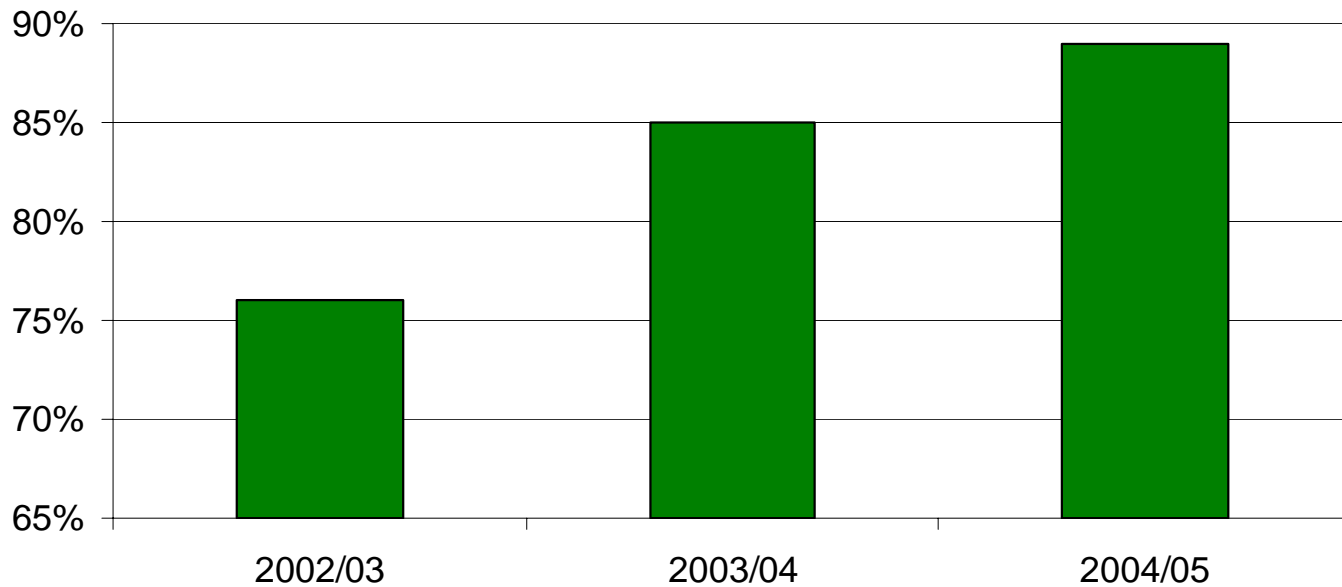
TOTAL BUILDING NON-DWELLING (\$B)

Source : BIS Shrapnel (Aust) & Infometrics (NZ)

	04/05 forecast	04/05 actual	04/05 forecast variance	05/06 forecast	05/06 forecast vs 04/05 actual
NZ	3.7	3.9	6.2%	3.9	0.0%
AUS	16.1	16.1	0.0%	18.2	13.0%
Group	19.8	20.0	1.1%	22.1	10.5%

Customer Delivery Performance (DIFOT)

Customer Delivery Performance (DIFOT)



GROWTH

PARTICLEBOARD CAPACITY EXPANSION

Dardanup

50,000m³ (15% increase in total capacity)

\$30m total capex

Stage 1 commenced and due for completion June 2006

Improve environmental performance

Increase use of recycled fibre

Kumeu

13,000m³ (4% increase in total capacity)

\$3m total capex

Improve environmental performance

Increase use of recycled fibre

GROWTH

PRODUCT DEVELOPMENT

- 18 products in 18 months
- Greenfirst product range
- Gloss HPL
- Engineered Stone
- Wet area panelling

GROWTH

KITCHEN COMPONENTS

- **Develop kitchen carcass business**
- **Expand kitchen door business**
- **Develop new Web based kitchen design tool**
- **Joint Venture with PlaceMakers for design, supply and installation of kitchens to multidwelling builders**

GROWTH

ASIA

- **Develop manufacturing capability in Asia**
 - HPL
 - Decorated Board

PRODUCTIVITY IMPROVEMENT

- **WA Sales and Distribution Integration**
- **Paper treating for LP in NZ**
- **Restructure laminating of decorated board to service local needs**
- **Recycled wood**
- **Renewable energy generation**
- **NZ Integration**

OUTLOOK

1. **Consistent Earnings Growth in softening market**
2. **Resilience has improved through diversification of**
 - market segment**
 - geographic segment**
 - product segment**