

ANALYSTS TOUR, NOVEMBER 2006



New Wanaka Store

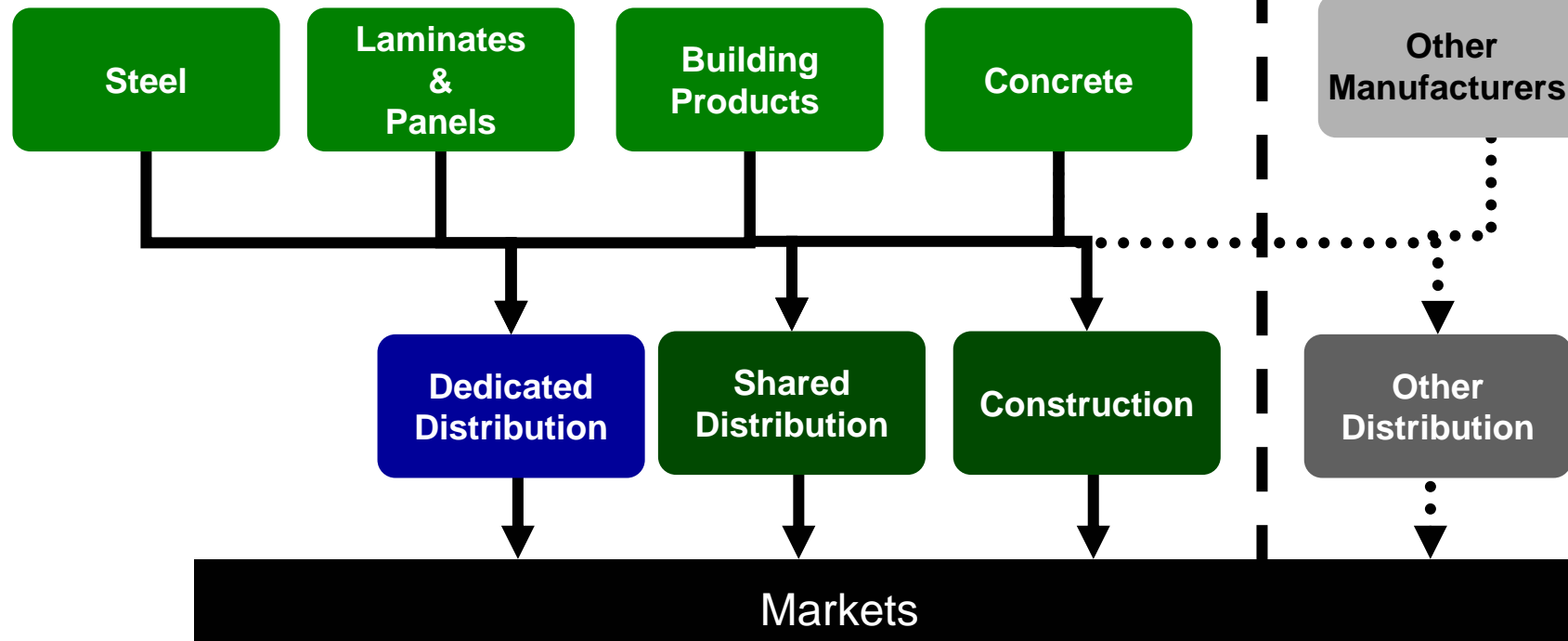
Opened 28 August 2006

CAUTIONARY STATEMENT

This 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.

STRATEGIC DIRECTION

A collection of businesses with strong strategic links



PLACEMAKERS VISION

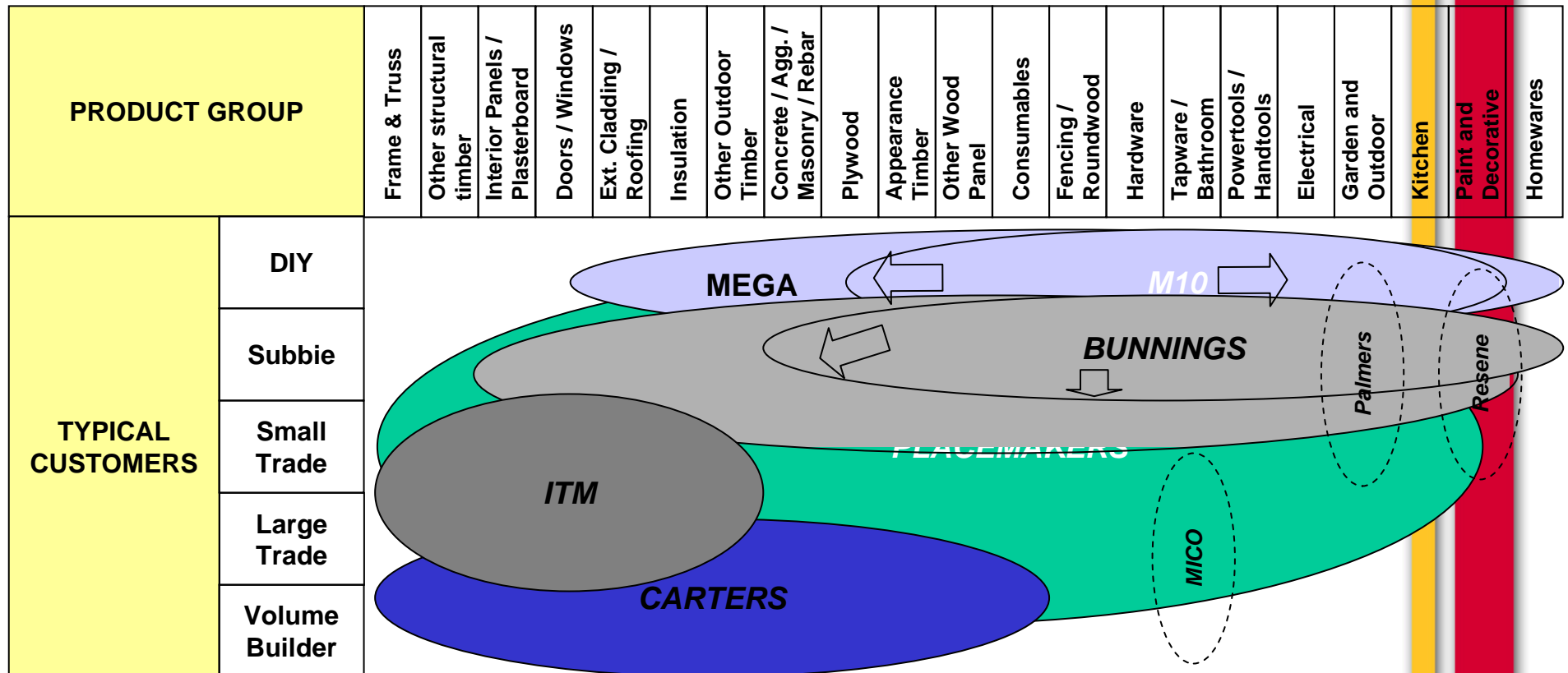
To be the World Class supplier of choice for builders and DIY project customers.

MARKET LEADERSHIP

Sustainable Competitive Advantage

1. PlaceMaker's brand power
 - Range of products/services
 - Knowledge
 - Delivery
 - Service Trade and Retail customers
2. Joint Venture Operator Model
 - Model attracts and incentivises the right people
 - Owner (JVO) to Owner (Customer) relationships vital

MARKET POSITION



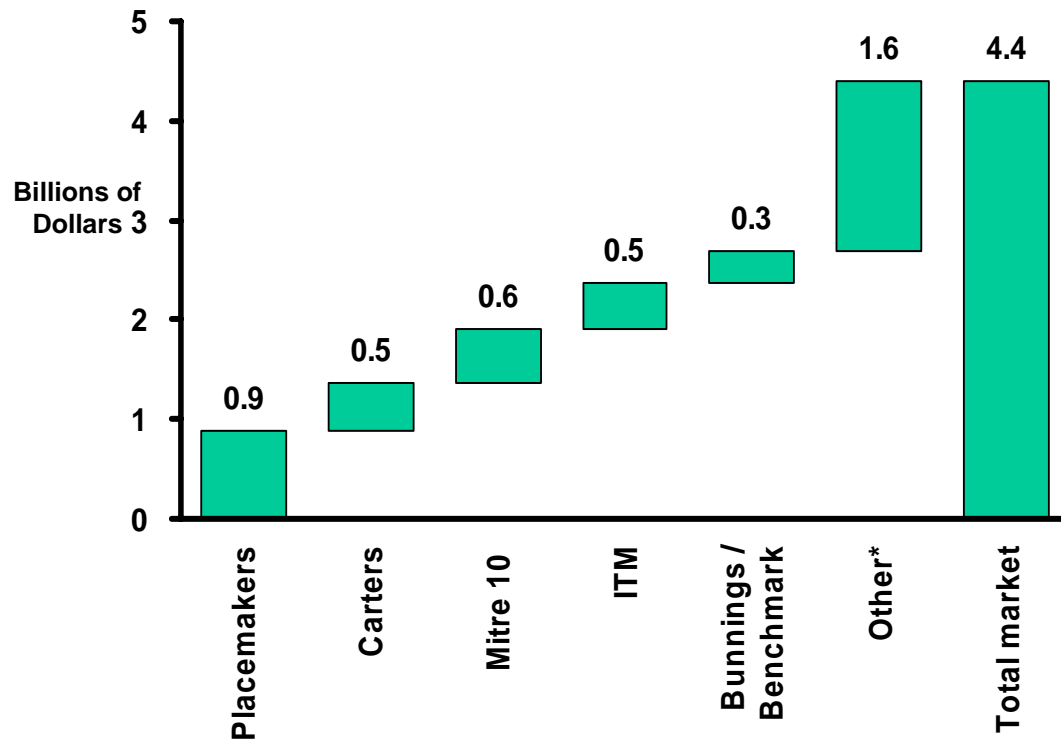
MARKET POSITION

Past	Present	Future
PlaceMakers Individual products and services that provide various benefits to customers	PlaceMakers Groups of products and services providing customer solutions	PlaceMakers Combinations of Installed solutions delivering Increased efficiency and profitability to customers
Competition	Competition	Competition
Wood, Sealants, Nails, Tools Gib, Toilets, Baths, Basins Cabinets, Showers, Paint Stoves, Hoods, Tiles, ETC.	F&T, IBuilt, Solid Build Roofing, Insulation, Cladding Kitchens, Bathrooms, Décor ETC	Structural Solutions Finishing Solutions Décor Solutions

KEY METRICS

• Number of Outlets	-	55
• Number of Staff	-	2825
• 2006 Revenue	-	\$956M
• 2006 EBIT	-	\$75M
• Funds Employed	-	\$132M
• EBIT:Funds Employed	-	56.8%

NEW ZEALAND BUILDERS MERCHANT MARKET (2005/2006)

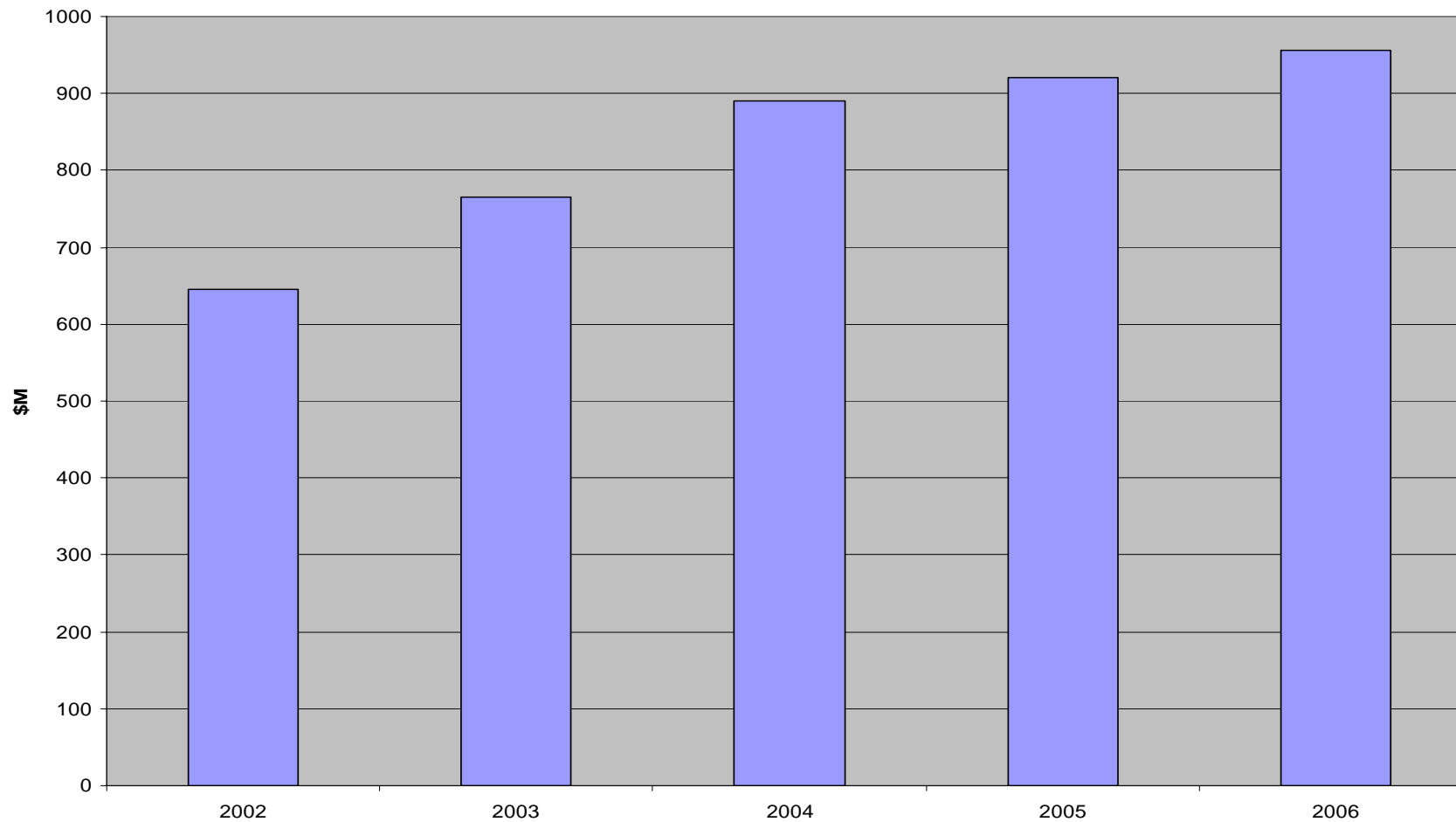


- The market has been defined as those categories sold by PlaceMakers
- Total permitted construction spend in New Zealand in 2006 was \$9.9B, including labour (excludes non-consented A&A)

Source: Company Reports, Press Reports, Infometrics, L.E.K. analysis

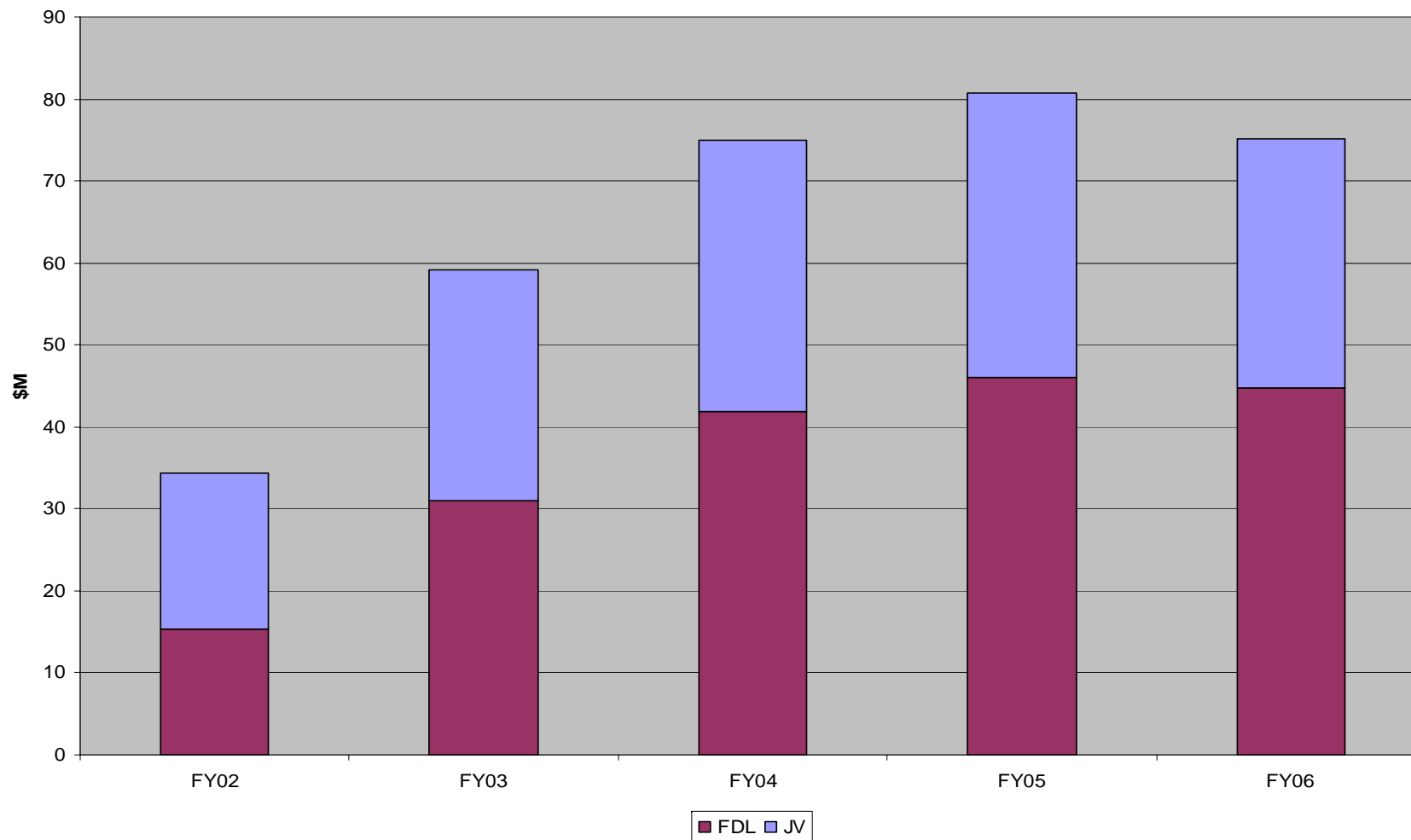
HISTORICAL PERFORMANCE – SALES REVENUE

PlaceMakers Total Company Revenue 2002 - 2006



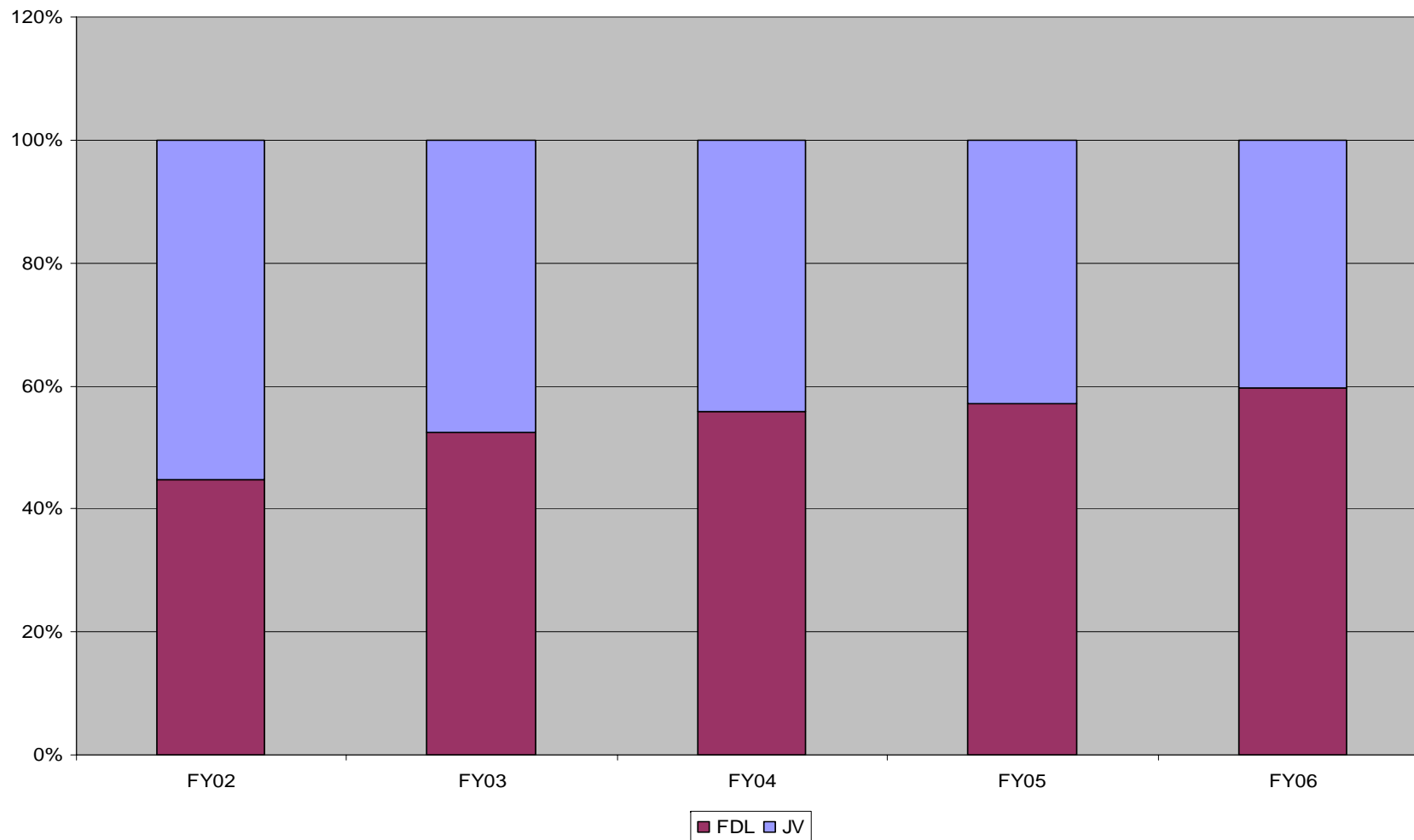
HISTORICAL PERFORMANCE - EBIT

PlaceMakers Total EBIT

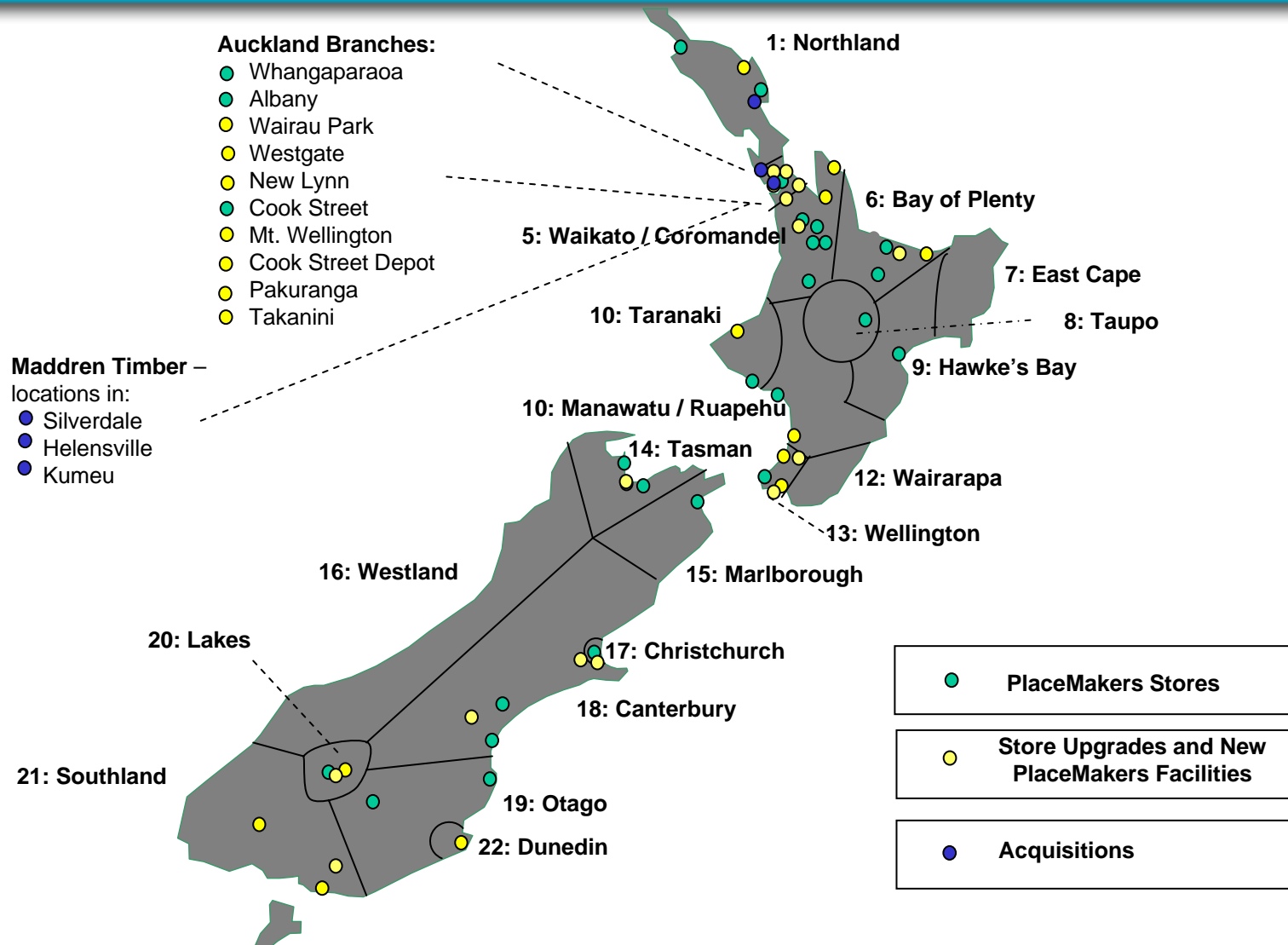


HISTORICAL PERFORMANCE – EBIT SHARE

PlaceMakers Total Company Share of EBIT



STORE UPGRADES AND NEW FACILITIES TO JUNE 2007



KEY STRATEGIC PROGRAMES 06/07

1. Acquisitions
2. Network Development
3. Systems Enablement
4. Extending into Related Trade markets
5. Continuous Improvement

ACQUISITION HIGHLIGHTS

Maddrens Timber
November 15th, 2006

- Fletcher Distribution Limited took ownership of the Maddren Timber building materials distribution business
- This acquisition, along with Mangawhai Heads represents further progress in expanding PlaceMakers nationwide store coverage.
- Combined annual revenue of \$30M +

SYSTEMS ENABLEMENT HIGHLIGHTS

- Approval gained to invest \$22M over 3 years for the implementation of a Business Process Improvement change management project.
- To be supported by an enabling Information Technology project to implement a new ERP system.
- Replace the ageing ACE platform with Oracle's eBusiness Suite and the Triquestra Infinity Point of Sale Solution.