

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 6-K

**Report of Foreign Private Issuer Pursuant to Rule 13a-16 or 15d-16
of the Securities Exchange Act of 1934**

For the Month of December, 2006

1-15240
(Commission File Number)

JAMES HARDIE INDUSTRIES N.V.

(Exact name of Registrant as specified in its charter)

Atrium, 8th floor
Strawinskylaan 3077
1077 ZX Amsterdam, The Netherlands
(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover
Form 20-F or Form 40-F.

Form 20-F Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted
by Regulation S-T Rule 101(b)(1): Not Applicable

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted
by Regulation S-T Rule 101(b)(7): Not Applicable

Indicate by check mark whether by furnishing the information contained in this Form, the
registrant is also thereby furnishing the information to the Commission pursuant to Rule
12g3-2(b) under the Securities Exchange Act of 1934.

Yes No

(If "Yes" is marked, indicate below the file number assigned to the registrant in
connection with Rule 12g3-2(b): Not Applicable

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Safe Harbor Statement

The exhibits attached to this Form 6-K contain forward-looking statements. We may from time to time make forward-looking statements in our periodic reports filed with or furnished to the United States Securities and Exchange Commission on Forms 20-F and 6-K, in our annual reports to shareholders, in offering circulars and prospectuses, in media releases and other written materials and in oral statements made by our officers, directors or employees to analysts, institutional investors, representatives of the media and others. Examples of forward-looking statements include:

- expectations that the conditions precedent to the Final Funding Agreement will be satisfied;
- expectations about payments to a special purpose fund for the compensation of proven asbestos-related personal injury and death claims;
- expectations concerning the Australian Tax Office amended assessment;
- expectations that our credit facilities will be extended or renewed;
- projections of our operating results or financial condition;
- statements regarding our plans, objectives or goals, including those relating to competition, acquisitions, dispositions and our products;
- statements about our future performance; and
- statements about product or environmental liabilities.

Words such as “believe,” “anticipate,” “plan,” “expect,” “intend,” “target,” “estimate,” “project,” “predict,” “forecast,” “guideline,” “should,” “aim” and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements.

Forward-looking statements involve inherent risks and uncertainties. We caution you that a number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements. These factors, some of which are discussed under “Risk Factors” beginning on page 5 of our Form 20-F filed on 29 September 2006 with the Securities and Exchange Commission, include but are not limited to: all matters relating to or arising out of the prior manufacture of products that contained asbestos by current and former James Hardie subsidiaries; compliance with and changes in tax laws and treatments; competition and product pricing in the markets in which we operate; the consequences of product failures or defects; exposure to environmental, asbestos or other legal proceedings; general economic and market conditions; the supply and cost of raw materials; the success of our research and development efforts; our reliance on a small number of product distributors; compliance with and changes in environmental and health and safety laws; risks of conducting business internationally; compliance with and changes in laws and regulations; foreign exchange risks; the successful implementation of new software systems; and the successful implementation of the internal control over financial reporting requirements of Section 404 of the Sarbanes-Oxley Act of 2002, as codified by Item 308 of regulation S-K. We caution you that the foregoing list of factors is not exhaustive and that other risks and uncertainties may cause actual results to differ materially from those in forward-looking statements. Forward-looking statements speak only as of the date they are made.

EXHIBIT INDEX

Exhibit No.	Description
99.1	Appendix 3B — Exercise of Stock Options — Filed with the Australian Stock Exchange on December 12, 2006.
99.2	Appendix 3B — Exercise of Stock Options — Filed with the Australian Stock Exchange on December 13, 2006.
99.3	Rosehill Update — Filed with the Australian Stock Exchange on December 12, 2006.
99.4	USA Tour Presentations 12 & 13 December 2006 — Filed with the Australian Stock Exchange on December 12, 2006.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

James Hardie Industries N.V.

Date: December 15, 2006

By: /s/ Benjamin Butterfield

Benjamin Butterfield
Secretary

EXHIBIT INDEX

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Appendix 3B

New issue announcement, application for quotation of additional securities and agreement

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.

Introduced 1/7/96. Origin: Appendix 5. Amended 1/7/98, 1/9/99, 1/7/2000, 30/9/2001, 11/3/2002, 1/1/2003, 24/10/2005.

Name of entity

James Hardie Industries N.V.

ARBN

097 829 895

We (the entity) give ASX the following information.

Part 1 — All issues

You must complete the relevant sections (attach sheets if there is not enough space).

1	+Class of +securities issued or to be issued	Ordinary shares/CUFS
2	Number of +securities issued or to be issued (if known) or maximum number which may be issued	202,349 ordinary shares/CUFS
3	Principal terms of the +securities (eg, if options, exercise price and expiry date; if partly paid +securities, the amount outstanding and due dates for payment; if +convertible securities, the conversion price and dates for conversion)	202,349 ordinary shares/CUFS issues on exercise of options.

+ See chapter 19 for defined terms.

Appendix 3B
New issue announcement

<p>4 Do the +securities rank equally in all respects from the date of allotment with an existing +class of quoted +securities?</p> <p>If the additional securities do not rank equally, please state:</p> <ul style="list-style-type: none"> • the date from which they do • the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment • the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment 	<p>Yes, rank equally with issued ordinary shares/CUFS</p>				
<p>5 Issue price or consideration</p>	<p>Allotment of shares/CUFS on exercise of 8,849 options at A\$5.0586 each; 56,000 options at A\$6.449 each; 110,500 options at A\$7.05 each; 27,000 options at A\$5.99 each.</p>				
<p>6 Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)</p>	<p>Exercise of options</p>				
<p>7 Dates of entering +securities into uncertificated holdings or despatch of certificates</p>	<p>12 December 2006</p>				
<p>8 Number and +class of all +securities quoted on ASX (<i>including</i> the securities in clause 2 if applicable)</p>	<table border="1"> <thead> <tr> <th data-bbox="847 720 1177 751">Number</th> <th data-bbox="1177 720 1515 751">+Class</th> </tr> </thead> <tbody> <tr> <td data-bbox="847 751 1177 808">465,689,441</td> <td data-bbox="1177 751 1515 808">shares/CUFS</td> </tr> </tbody> </table>	Number	+Class	465,689,441	shares/CUFS
Number	+Class				
465,689,441	shares/CUFS				

+ See chapter 19 for defined terms.

9	Number and +class of all +securities not quoted on ASX (<i>including</i> the securities in clause 2 if applicable)	Number	+Class
		20,548,617	Options

10	Dividend policy (in the case of a trust, distribution policy) on the increased capital (interests)	Rank for dividends equally with issued ordinary shares/CUFS.
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Part 2 — Bonus issue or pro rata issue

11	Is security holder approval required?	Not applicable
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12	Is the issue renounceable or non-renounceable?	Not applicable
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13	Ratio in which the +securities will be offered	Not applicable
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14	+Class of +securities to which the offer relates	Not applicable
----	--	----------------

15	+Record date to determine entitlements	Not applicable
----	--	----------------

16	Will holdings on different registers (or subregisters) be aggregated for calculating entitlements?	Not applicable
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17	Policy for deciding entitlements in relation to fractions	Not applicable
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18	Names of countries in which the entity has +security holders who will not be sent new issue documents Note: Security holders must be told how their entitlements are to be dealt with. Cross reference: rule 7.7.	Not applicable
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19	Closing date for receipt of acceptances or renunciations	Not applicable
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+ See chapter 19 for defined terms.

Appendix 3B
New issue announcement

20	Names of any underwriters	Not applicable
21	Amount of any underwriting fee or commission	Not applicable
22	Names of any brokers to the issue	Not applicable
23	Fee or commission payable to the broker to the issue	Not applicable
24	Amount of any handling fee payable to brokers who lodge acceptances or renunciations on behalf of +security holders	Not applicable
25	If the issue is contingent on +security holders' approval, the date of the meeting	Not applicable
26	Date entitlement and acceptance form and prospectus or Product Disclosure Statement will be sent to persons entitled	Not applicable
27	If the entity has issued options, and the terms entitle option holders to participate on exercise, the date on which notices will be sent to option holders	Not applicable
28	Date rights trading will begin (if applicable)	Not applicable
29	Date rights trading will end (if applicable)	Not applicable
30	How do +security holders sell their entitlements <i>in full</i> through a broker?	Not applicable
31	How do +security holders sell <i>part</i> of their entitlements through a broker and accept for the balance?	Not applicable

+ See chapter 19 for defined terms.

- 32 How do +security holders dispose of their entitlements (except by sale through a broker)?
- 33 +Despatch date

Part 3 — Quotation of securities

You need only complete this section if you are applying for quotation of securities

34 Type of securities
(tick one)

(a) Securities described in Part 1

(b) All other securities

Example: restricted securities at the end of the escrowed period, partly paid securities that become fully paid, employee incentive share securities when restriction ends, securities issued on expiry or conversion of convertible securities

Entities that have ticked box 34(a)

Additional securities forming a new class of securities

Tick to indicate you are providing the information or documents

- 35 If the +securities are +equity securities, the names of the 20 largest holders of the additional+securities, and the number and percentage of additional +securities held by those holders
- 36 If the +securities are +equity securities, a distribution schedule of the additional+securities setting out the number of holders in the categories
1 — 1,000
1,001 — 5,000
5,001 — 10,000
10,001 — 100,000
100,001 and over
- 37 A copy of any trust deed for the additional+securities

+ See chapter 19 for defined terms.

Appendix 3B
New issue announcement

Entities that have ticked box 34(b)

38	Number of securities for which +quotation is sought		
39	Class of +securities for which quotation is sought		
40	Do the +securities rank equally in all respects from the date of allotment with an existing +class of quoted +securities? If the additional securities do not rank equally, please state: <ul style="list-style-type: none">• the date from which they do• the extent to which they participate for the next dividend, (in the case of a trust, distribution) or interest payment• the extent to which they do not rank equally, other than in relation to the next dividend, distribution or interest payment		
41	Reason for request for quotation now Example: In the case of restricted securities, end of restriction period (if issued upon conversion of another security, clearly identify that other security)		
42	Number and +class of all +securities quoted on ASX (<i>including</i> the securities in clause 38)	Number	+Class

+ See chapter 19 for defined terms.

Quotation agreement

- 1 +Quotation of our additional +securities is in ASX's absolute discretion. ASX may quote the+securities on any conditions it decides.
- 2 We warrant the following to ASX.
- The issue of the +securities to be quoted complies with the law and is not for an illegal purpose.
 - There is no reason why those+securities should not be granted +quotation.
 - An offer of the+securities for sale within 12 months after their issue will not require disclosure under section 707(3) or section 1012C(6) of the Corporations Act.
Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty
 - Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any +securities to be quoted and that no-one has any right to return any +securities to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the +securities be quoted.
 - If we are a trust, we warrant that no person has the right to return the+securities to be quoted under section 1019B of the Corporations Act at the time that we request that the +securities be quoted.
- 3 We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- 4 We give ASX the information and documents required by this form. If any information or document not available now, will give it to ASX before+quotation of the +securities begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.

Sign here:  Date: 12 December 2006
(Director/Company secretary)

Print name: Benjamin Butterfield

=====

+ See chapter 19 for defined terms.

Appendix 3B

New issue announcement, application for quotation of additional securities and agreement

Information or documents not available now must be given to ASX as soon as available. Information and documents given to ASX become ASX's property and may be made public.

Introduced 1/7/96. Origin: Appendix 5. Amended 1/7/98, 1/9/99, 1/7/2000, 30/9/2001, 11/3/2002, 1/1/2003, 24/10/2005.

Name of entity

James Hardie Industries N.V.

ARBN

097 829 895

We (the entity) give ASX the following information.

Part 1 — All issues

You must complete the relevant sections (attach sheets if there is not enough space).

1	+Class of +securities issued or to be issued	Ordinary shares/CUFS
2	Number of +securities issued or to be issued (if known) or maximum number which may be issued	22,000 ordinary shares/CUFS
3	Principal terms of the +securities (eg, if options, exercise price and expiry date; if partly paid +securities, the amount outstanding and due dates for payment; if +convertible securities, the conversion price and dates for conversion)	22,000 ordinary shares/CUFS issues on exercise of options.

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<p>5 Issue price or consideration</p>	<p>Allotment of shares/CUFS on exercise of 6,500 options at A\$6.449 each; 10,500 options at A\$7.05 each; 5,000 options at A\$5.99 each.</p>	
<p>6 Purpose of the issue (If issued as consideration for the acquisition of assets, clearly identify those assets)</p>	<p>Exercise of options</p>	
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<p>8 Number and +class of all +securities quoted on ASX (including the securities in clause 2 if applicable)</p>	<p>Number</p>	<p>+Class</p>
	<p>465,711,441</p>	<p>shares/CUFS</p>

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9	Number and +class of all +securities not quoted on ASX (including the securities in clause 2 if applicable)	Number	+Class
		20,478,217 The following options have been cancelled at each exercise price: 5,000 at A\$5.99 each; 27,000 at A\$8.90 each; 16,400 at A\$8.40 each	Options
10	Dividend policy (in the case of a trust, distribution policy) on the increased capital (interests)	Rank for dividends equally with issued ordinary shares/CUFS.	

Part 2 — Bonus issue or pro rata issue

11	Is security holder approval required?	Not applicable
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24	Amount of any handling fee payable to brokers who lodge acceptances or renunciations on behalf of +security holders	Not applicable
25	If the issue is contingent on +security holders' approval, the date of the meeting	Not applicable
26	Date entitlement and acceptance form and prospectus or Product Disclosure Statement will be sent to persons entitled	Not applicable
27	If the entity has issued options, and the terms entitle option holders to participate on exercise, the date on which notices will be sent to option holders	Not applicable
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Entities that have ticked box 34(a)

Additional securities forming a new class of securities

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10,001 — 100,000
100,001 and over
- 37 A copy of any trust deed for the additional+securities

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Appendix 3B
New issue announcement


Entities that have ticked box 34(b)

38	Number of securities for which +quotation is sought		
39	Class of +securities for which quotation is sought		
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Note: An entity may need to obtain appropriate warranties from subscribers for the securities in order to be able to give this warranty
 - Section 724 or section 1016E of the Corporations Act does not apply to any applications received by us in relation to any +securities to be quoted and that no-one has any right to return any +securities to be quoted under sections 737, 738 or 1016F of the Corporations Act at the time that we request that the +securities be quoted.
 - If we are a trust, we warrant that no person has the right to return the+securities to be quoted under section 1019B of the Corporations Act at the time that we request that the +securities be quoted.
- 3 We will indemnify ASX to the fullest extent permitted by law in respect of any claim, action or expense arising from or connected with any breach of the warranties in this agreement.
- 4 We give ASX the information and documents required by this form. If any information or document not available now, will give it to ASX before+quotation of the +securities begins. We acknowledge that ASX is relying on the information and documents. We warrant that they are (will be) true and complete.

Sign here:  Date: 13 December 2006
(Director/Company secretary)

Print name: Benjamin Butterfield

=====

+ See chapter 19 for defined terms.



12 December 2006

For media enquiries please call Cameron Hamilton on:
Tel: (02) 8274 5304 or Mob: 0425 344 688.
For analyst enquiries please call Steve Ashe on:
Tel: (02) 8274 5246 Mob: 0408 164 011.

James Hardie Rosehill Update

James Hardie has received a report from the independent expert commissioned to investigate the presence of asbestos materials at its Rosehill manufacturing plant. The investigation examined airborne fibre concentrations and possible contamination of settled dust and residues within the site. James Hardie voluntarily closed the site whilst these investigations were conducted.

The expert concluded that the main production building could be reopened.

Some contamination of settled dust by asbestos fibres was identified in the raw materials store. While monitoring in this store did not identify measurable levels of airborne asbestos fibres, the store will remain closed until the recommendations of the report have been implemented.

James Hardie will work closely with all stakeholders, including unions, to implement all recommendations contained in the expert's report.

"We erred on the side of caution by closing the plant to seek professional advice on the concerns raised by union representatives," said Shane Dias, General Manager of James Hardie Australia.

"The main production area is expected to re-open tomorrow.

"The temporary closure has had minimal impact on our customers and all employees have been paid whilst the investigation was carried out," Mr Dias said.

END

Contact details are on the following page

Media Enquiries:

Cameron Hamilton

Telephone: 61 2 8274 5304
 Mobile: 61 425 344 688
 Email: media@jameshardie.com.au
 Facsimile: 61 2 8274 5218

Investor and Analyst Enquiries:

Steve Ashe — Vice President Investor Relations

Telephone: 61 2 8274 5246
 Mobile: 61 408 164 011
 Email: steve.ashe@jameshardie.com.au
 Facsimile: 61 2 8274 5218

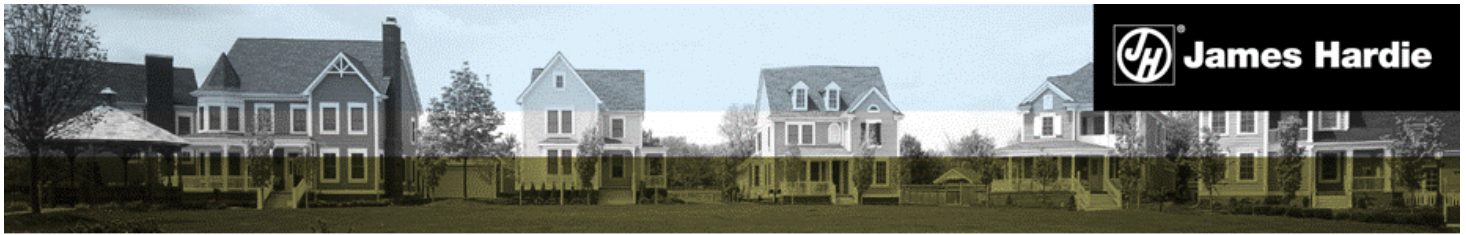
www.jameshardie.com**Disclaimer**

This Company Announcement contains forward-looking statements. We may from time to time make forward-looking statements in our periodic reports filed with or furnished to the United States Securities and Exchange Commission on Forms 20-F and 6-K, in our annual reports to shareholders, in offering circulars and prospectuses, in media releases and other written materials and in oral statements made by our officers, directors or employees to analysts, institutional investors, representatives of the media and others. Examples of forward-looking statements include:

- *expectations that the conditions precedent to the Final Funding Agreement will be satisfied;*
- *expectations about payments to a special purpose fund for the compensation of proven asbestos-related personal injury and death claims;*
- *expectations concerning the Australian Tax Office amended assessment;*
- *expectations that our credit facilities will be extended or renewed;*
- *projections of our operating results or financial condition;*
- *statements regarding our plans, objectives or goals, including those relating to competition, acquisitions, dispositions and our products;*
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2006 Analyst/Investor Tour

Louis Gries

Welcome and Update

12-13 December 2006



Industry Leadership and Profitable Growth

We continue to focus on:

- Growing primary demand
- Securing differentiated positions
- Sustaining attractive margins
- Long term growth perspective

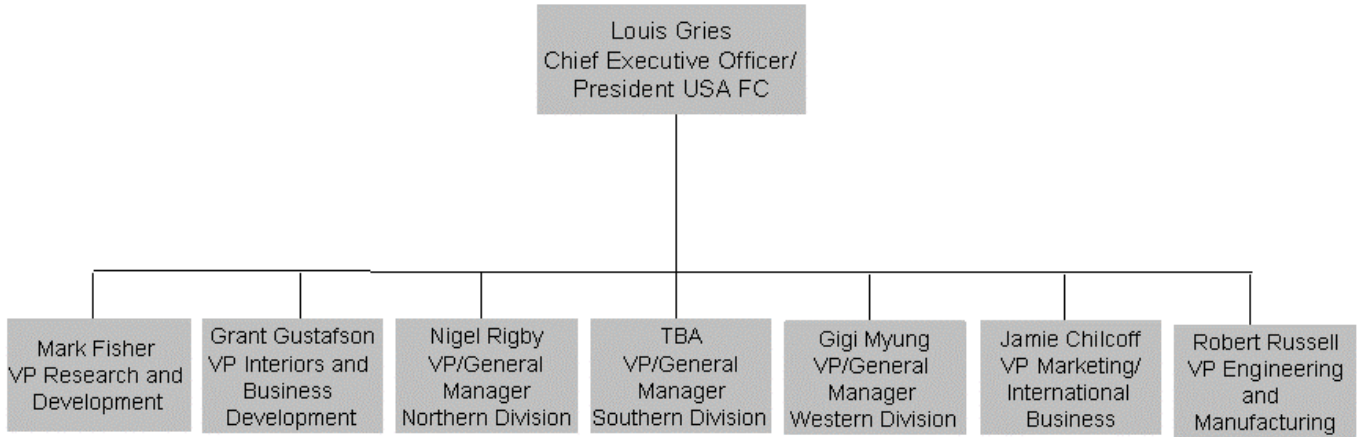


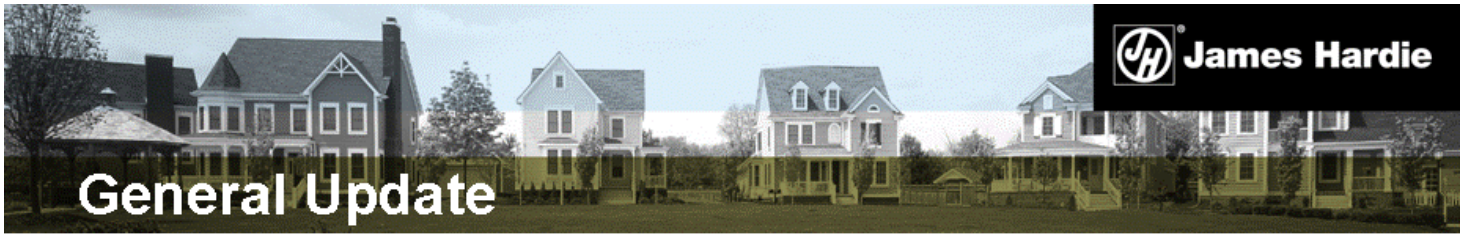


- **Transitioning established and emerging market structure into three operating divisions:**
 - Northern Division
 - Southern Division
 - Western Division

- **All divisions continue to be managed by a general manager with sales, marketing and manufacturing responsibilities**

- **Changes designed to recognise increased complexity going forward, while maintaining the benefits of a flat structure**



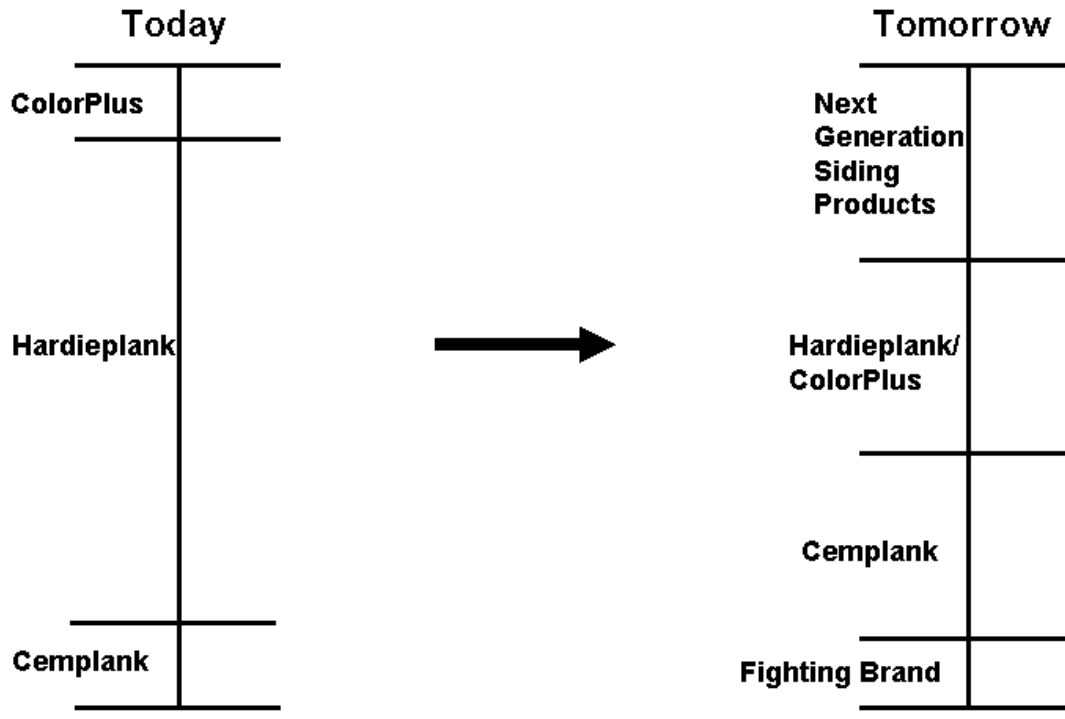
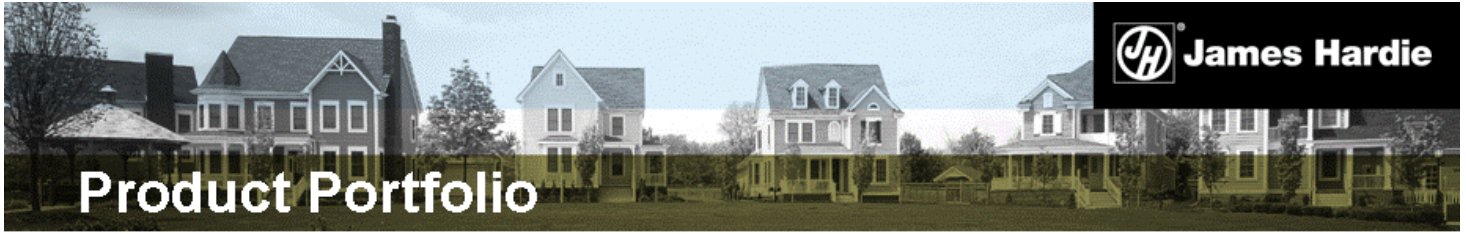


General Update

- **Continuing to increase market share through conversion of customers from alternative materials**
- **Expanding supply of ColorPlus® products into Western and Southern divisions**
- **Ramp-up of new Pulaski, Virginia plant progressing well**
- **Increased fiber cement competition: new industry capacity announced (Indiana, Georgia, Texas border)**
- **Down-turn in new housing construction deeper than almost all forecasters predicted**
- **Business reset consistent based on our current housing market expectations**



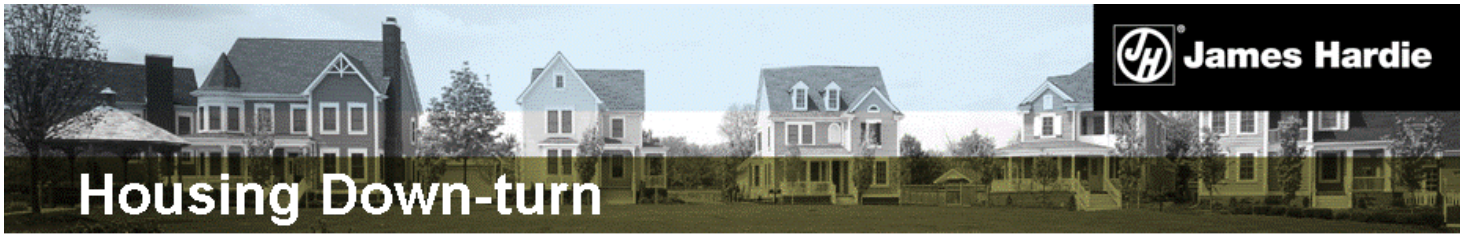
- **Launch of new US siding product to sit on top of our current range planned for FY08**
 - Currently sold in New Zealand and Australia (Linea®)
 - Medium density, durable, low maintenance, timber like aesthetics (cedar)
 - Thick, tapered, profiled, shadow lines
 - Value add/premium priced
 - Sunbelt roll out
 - IP protection





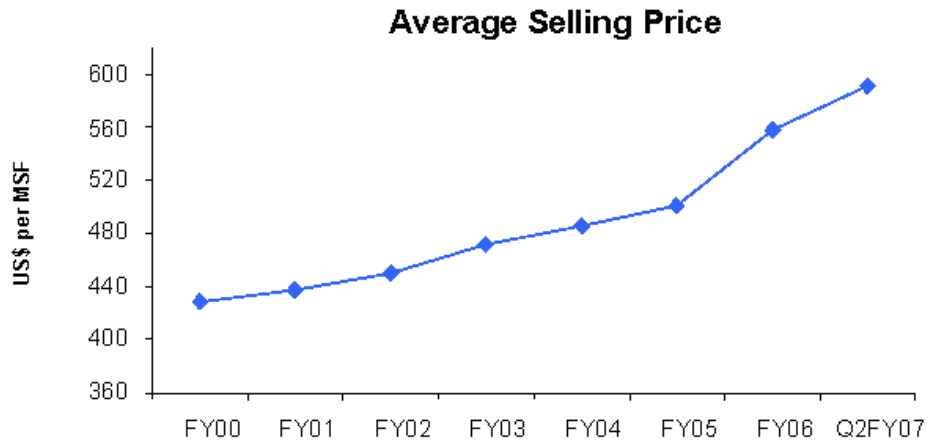
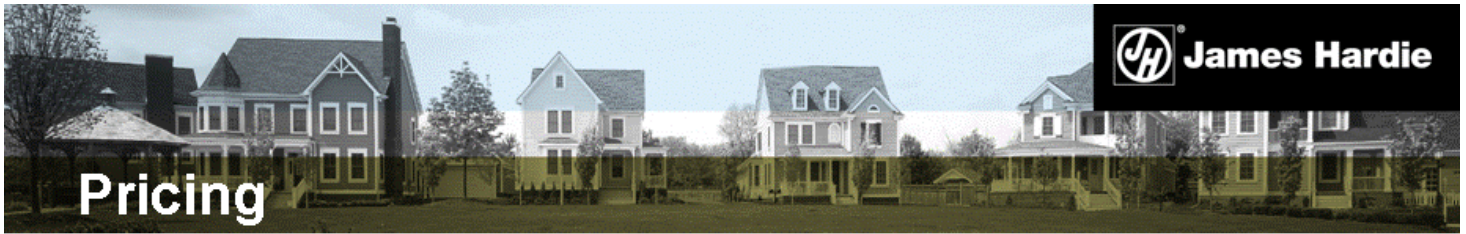
- Business model adjusted down, but able to 'flex up' quickly
 - Production rescheduling to balance supply and demand
 - Sales and marketing activities reviewed and reallocated based on lower market opportunity
 - Corporate wide review undertaken of cost saving opportunities

- Continue to:
 - Focus on market share gains
 - Fund growth initiatives
 - Target manufacturing efficiencies
 - Build organisational capabilities

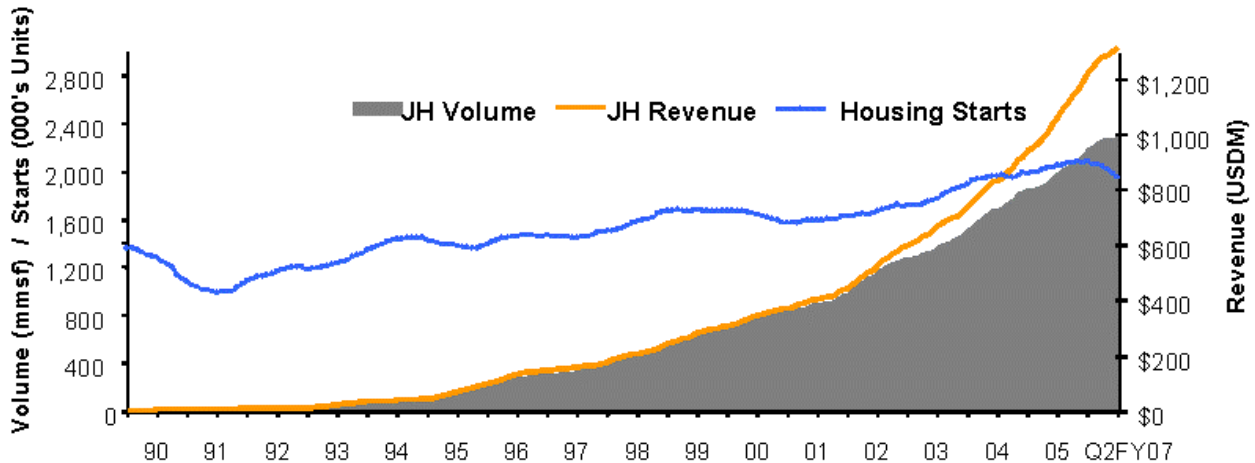


Not a commodity building materials player

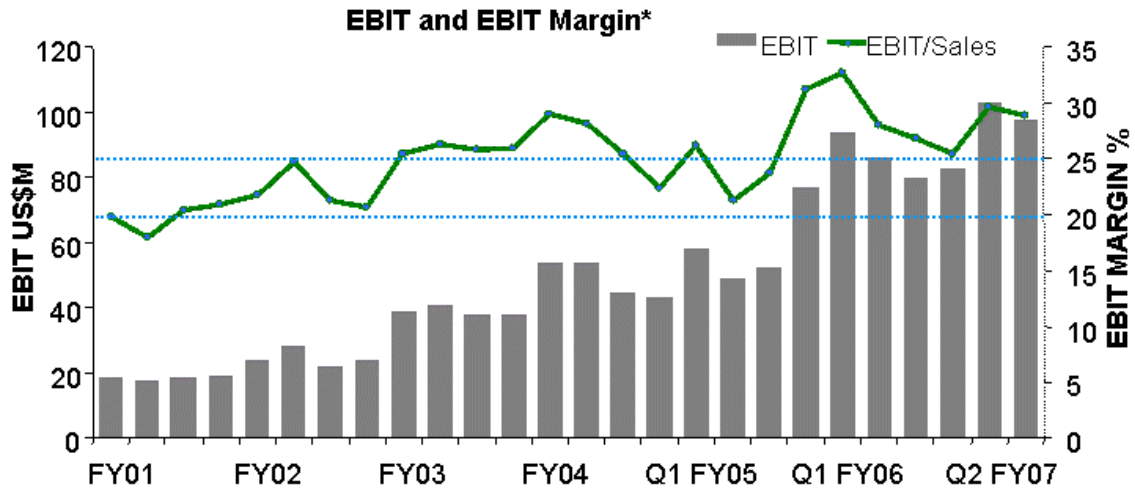
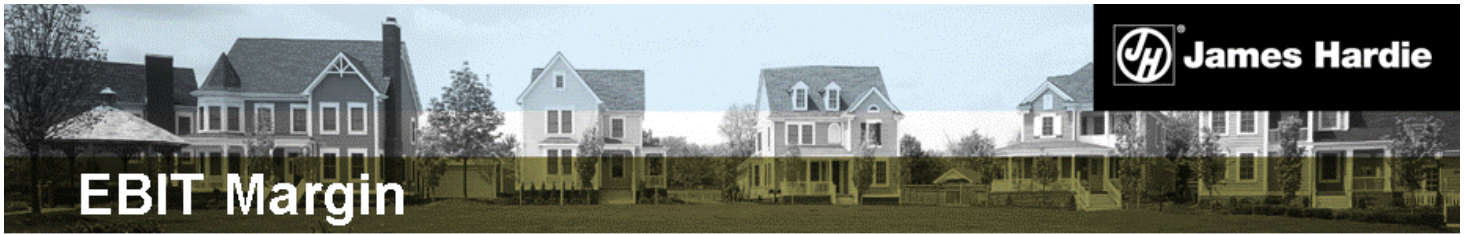
- Market share gains allow us to buffer loss in base demand due to the decline in housing starts
- Long-term practice of value pricing means that, unlike commodity businesses that ran prices up in the boom, price reductions are not anticipated to maintain our competitive position in the market
- EBIT margin target unchanged
- Long term revenue growth target maintained, although it will be impacted by the decline in market opportunity in the short to medium term



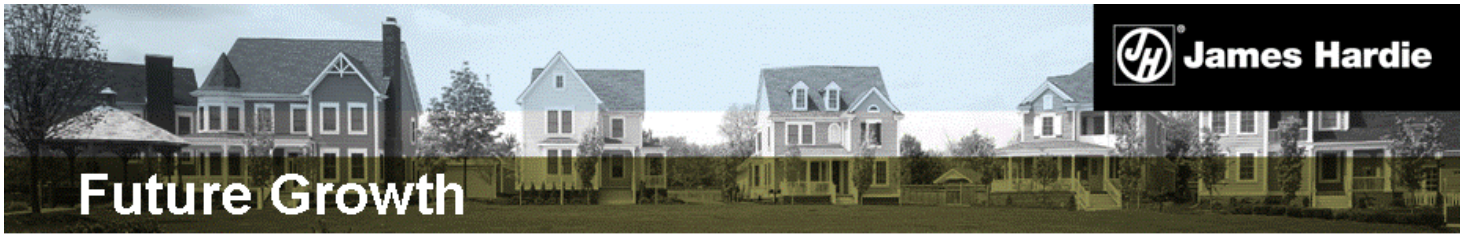
- Steady improvement over several years due to a changing sales mix coupled with some market adjustment



- Taking exterior market share from alternative siding materials, mainly wood and vinyl
 - Early differentiated position driven by production advantages and basic formulation
 - Category share and primary demand now driven by expanded product capabilities
- Estimated Siding market share at 12%, terminal share estimated at 35%
- Interiors growing faster than exteriors, due to expanding market share in a category that has grown in the interior cement board market

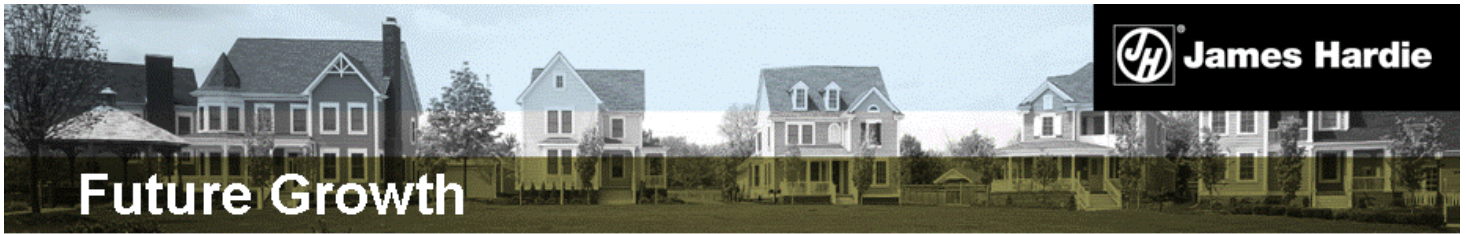


- Long term EBIT/Sales target 20-25%
- Expect normal quarterly variances



Product growth strategy

- Job One:
 - Deliver terminal shares in current USA FC business model
- Job Two:
 - Extend the FC business model in the US (e.g. new products, new markets)
- Job Three:
 - Bolt-on opportunity in the US?
 - Technology track outside of FC?
 - Geography spread outside the US?

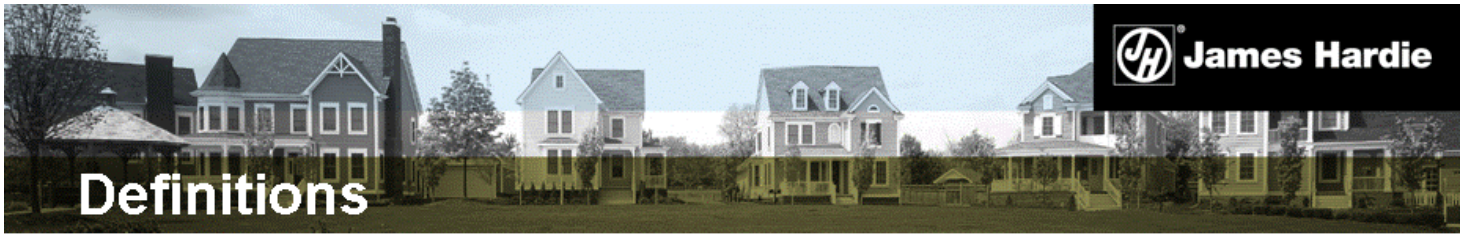


Geographic growth

- North America focus for short to medium term growth
- Important country attributes for further expansion:
 - Framed construction (product attributes)
 - Large population (manufacturing scale advantages)
 - Wealth (target middle class with our value add products)
 - Open business system (don't JV with core technology)



Questions



Definitions

Financial Measures – US GAAP equivalents

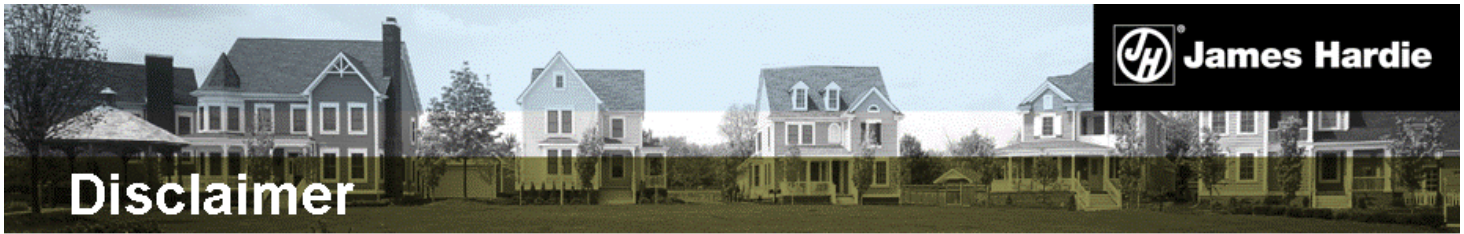
EBIT and EBIT Margin - EBIT is defined as operating income. EBIT margin is defined as EBIT as a percentage of our net sales. We believe EBIT and EBIT margin to be relevant and useful information as these are the primary measures used by our management to measure the operating profit or loss of our business. EBIT is one of several metrics used by our management to measure the cash generated from our operations, excluding interest and income tax expenses. Additionally, EBIT is believed to be a primary measure and terminology used by our Australian investors. EBIT and EBIT margin should be considered in addition to, but not as a substitute for, other measures of financial performance reported in accordance with accounting principles generally accepted in the United States of America. EBIT and EBIT margin, as we have defined them, may not be comparable to similarly titled measures reported by other companies.

EBIT and EBIT margin, as used in this document, are equivalent to the US GAAP measures of operating income and operating income margin.

Sales Volumes

mmsf – million square feet

mst – thousand square feet

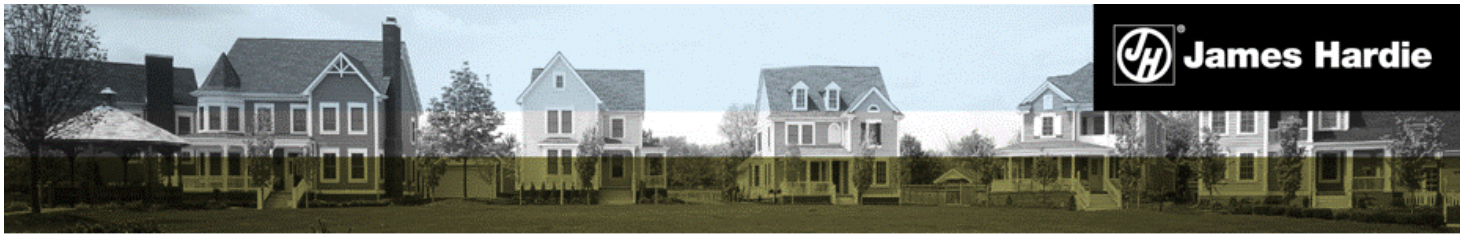


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James Hardie

2006 Analyst/Investor Tour

Robert Russell

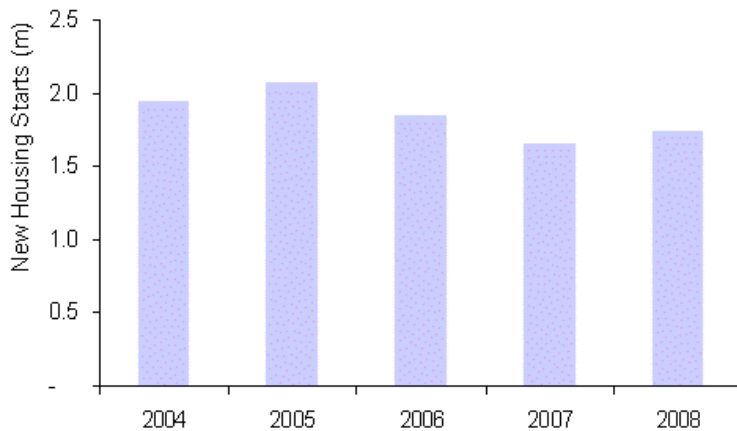
Southern and Western Division

12-13 December 2006



Starts expected to be down ~12% in 2007, with varying regional impact

Market Conditions Impacted by:

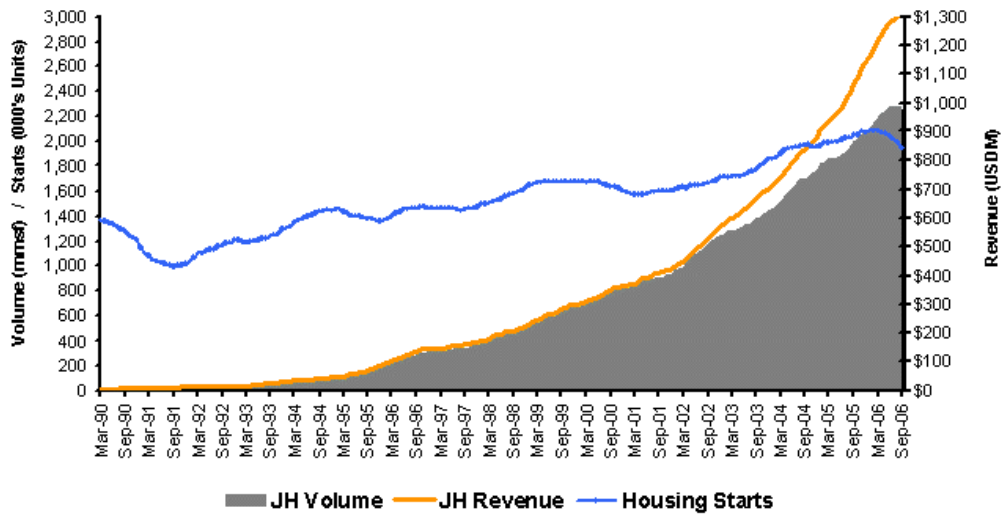


- Lower housing affordability
- Growing inventory of unsold homes
- Investors exiting market -creating new dynamic
- High-end housing starts relatively lower impact than broader market

Sources: NAHB Executive Level Forecast – Economics and Housing Forecast, NAHB – The Seiders' Report



Top Line Growth





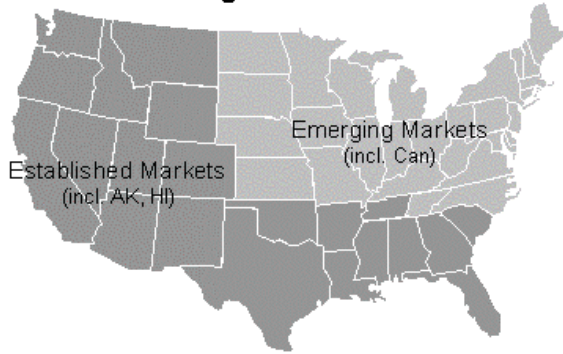
Housing Market Outlook – Demand Trends

- **New Construction Demand**
 - Favorable long term demographics – population growth, low interest rates

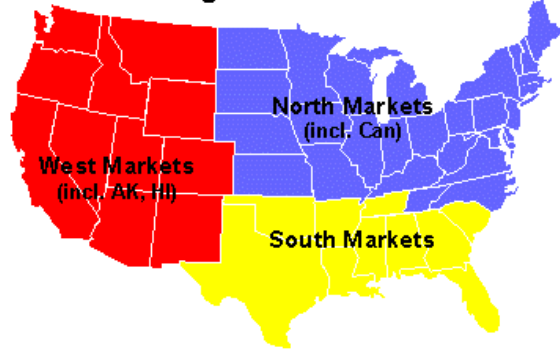
 - **Repair & Remodel Demand**
 - Home inventory continues to rise – 20 million new units to 2020
 - Existing home stock is aging increasing need for R&R
 - Continued growing presence and convenience of “Big Box” facilitating growth
-



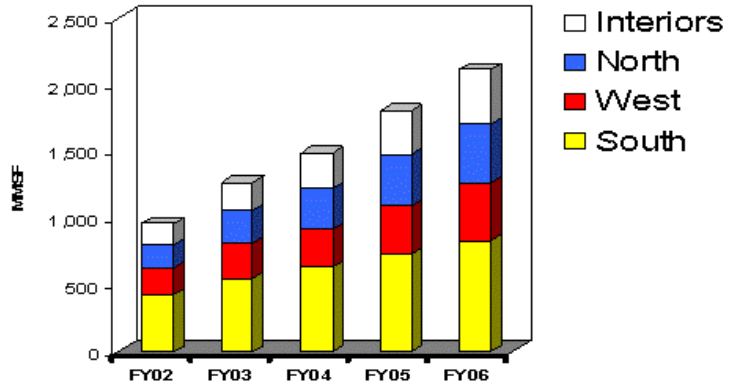
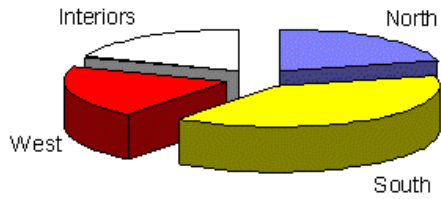
Former Organizational Structure



New Organizational Structure



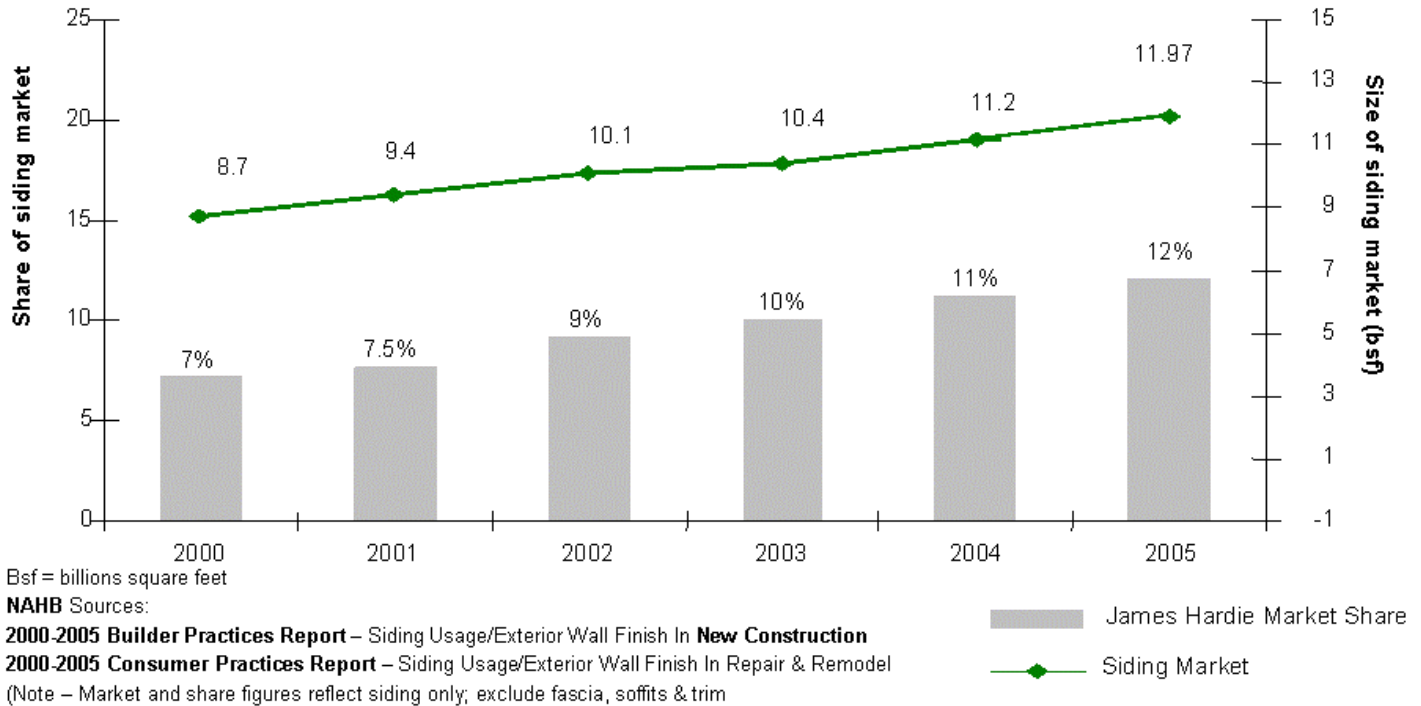
JHBP USA - Total Business Mix
FY06 Volume = 2.1bsf





Exterior Products - Siding

Continuing to increase share of siding sales





Established Markets Overview – New Structure

- **Transitioning Established Markets and Emerging Markets into three operating divisions:**
 - West } Former Established Markets
 - South } Former Established Markets
 - North } Former Emerging Markets
 - **Changes designed to recognise increased complexity going forward, while maintaining the benefits of a flat structure.**
 - **Increased sales focus and effectiveness.**
-

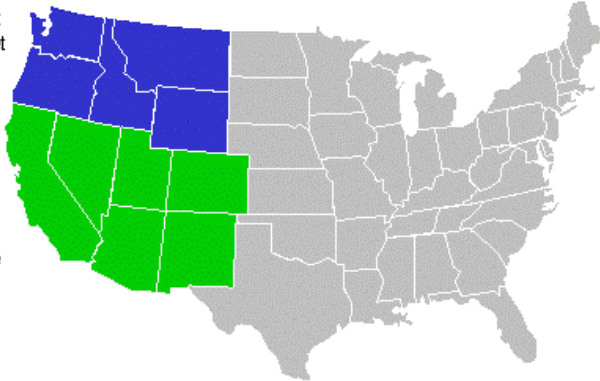


WESTERN DIVISION



West – Exteriors Division Map

Pacific North West
RSM Gary Fausset



Southwest
ASM Structure
- No Cal
- So Cal
- Denver

- The Pacific Northwest remains structurally the same as we commence the launch of Color Plus in a heavily penetrated market.
- The restructuring of the Southwest Region involves a more focused market approach by desegregating the Region into three primary areas:
 1. Northern California
 2. Southern California
 3. Denver

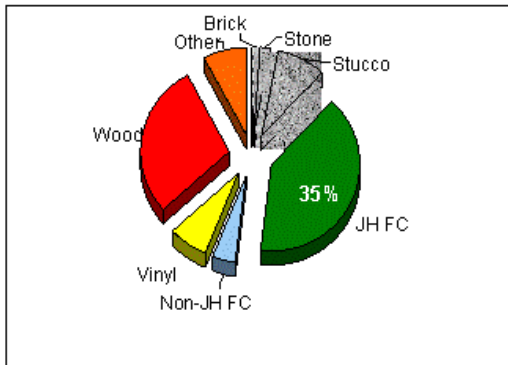
	PNW	SW	Total
Population	14.6M	53.2M	67.8M
Housing Starts 2006	115K	397K	511K

Western Division - Pacific Northwest

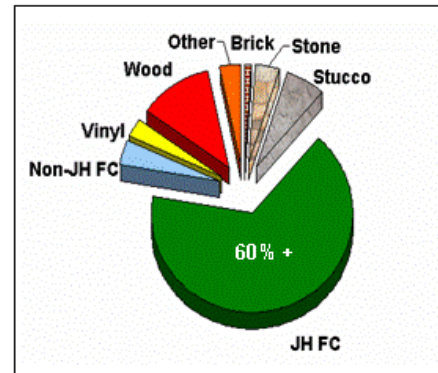
Focus

- Primary growth positioned around wood and vinyl conversions
- Specialty product growth aimed at existing customer base
- Incremental revenue opportunity With Color
- Continued push for rural market penetration
- Significant Opportunity in the R&R segment

Current Share



Terminal Share

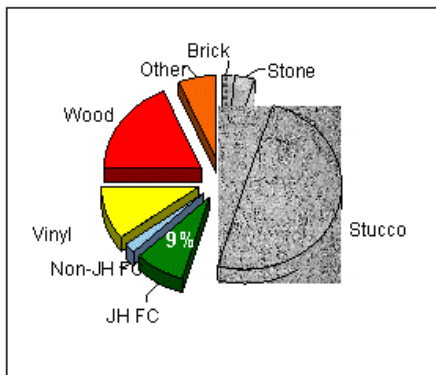


Sources: 2005 NAHB Surveys including 2006-2010 NAHB Projections, with adjustments for JH actual Fiber Cement volumes (NAHB Builder Practices Reports – Exterior Wall Finish in New Construction; NAHB Consumer Practices Reports - Exterior Wall Finish in Repair & Remodeling)

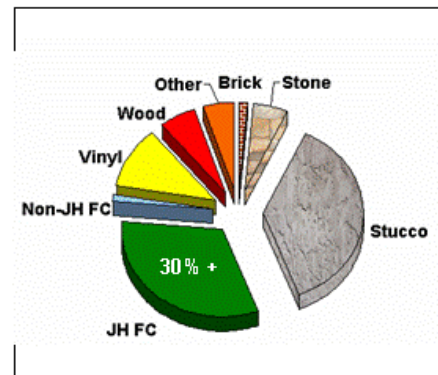
Western Division - Southwest Region Market Focus

- Significant upside remains in the SW region
- Primary growth positioned around stucco and hardboard conversions
- Opportunity to convert key markets such as No Cal and Denver to Color
 - OTWC initiative under way
 - Architectural design continue to trend in our favor

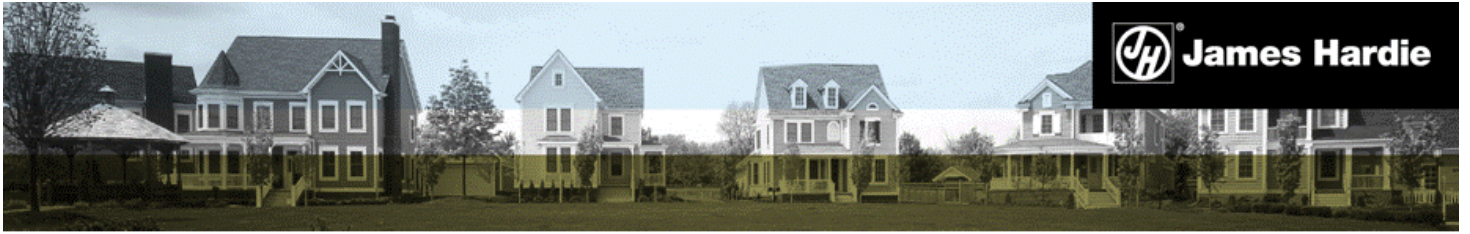
Current Share



Terminal Share



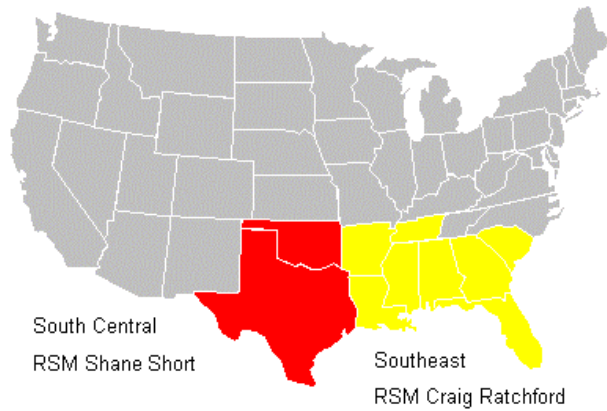
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SOUTHERN DIVISION

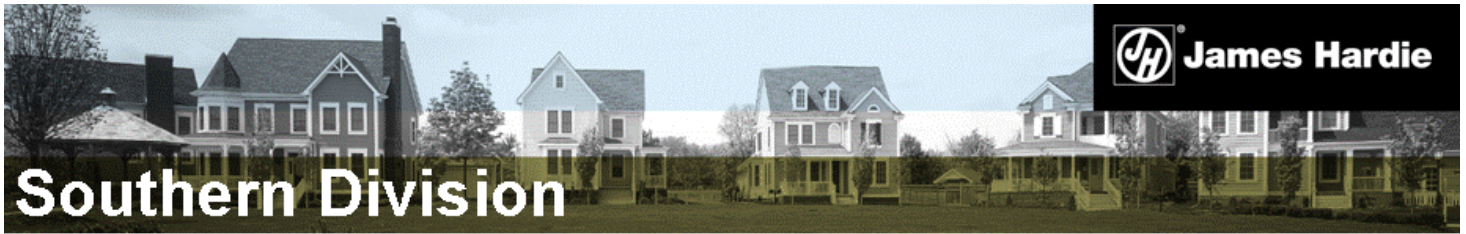
Southern Division Overview

South – Exteriors Division Map



- Structure in the Southern Division remains relatively unchanged with the exception of a newly created ASM position in Atlanta reporting to the RSM. - Intended to enhance focus of our Atlanta market facing increased competition

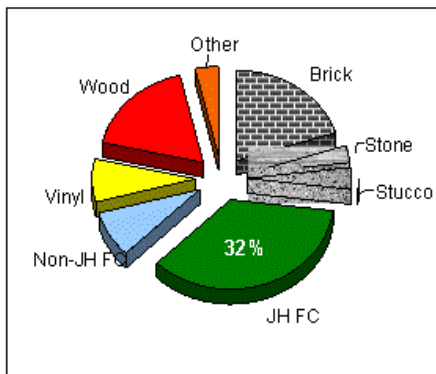
	SC	SE	Total
Population	26.3M	41.2M	67.5M
Housing Starts 2006	239K	428K	667K



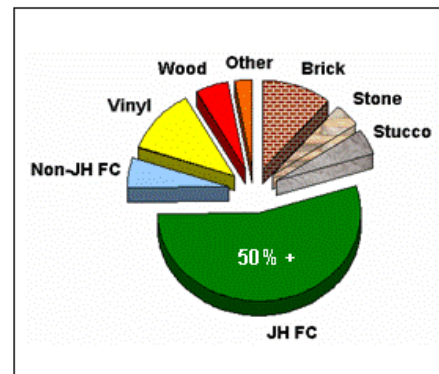
South Region

- **Brick initiative underway**
- **Continued push for Rural Market penetration**
 - Hardboard technology continuing to decline
- **Significant Opportunity in the R&R segment**
- **Specialty Products growth aimed at existing customer base**

Current Share



Terminal Share

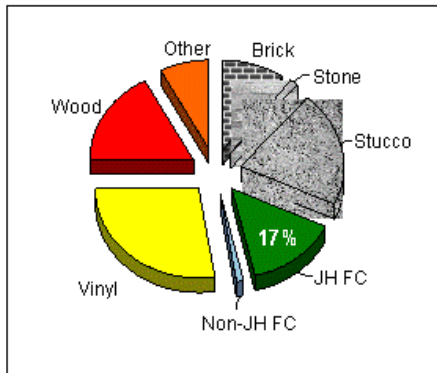


Sources: 2005 NAHB Surveys including 2006-2010 NAHB Projections, with adjustments for JH actual Fiber Cement volumes (NAHB Builder Practices Reports – Exterior Wall Finish in New Construction; NAHB Consumer Practices Reports - Exterior Wall Finish in Repair & Remodeling)

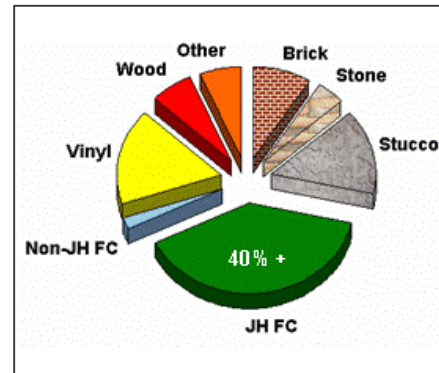
Southern Division - South East Region

- Target Hardboard, Vinyl and Stucco
- Specialty Products growth
- Direct to block initiative underway
- JH taking an Active Role in the Rebuild of the Mid South (LA, MS)
 - Positioned well with regards to architectural design and durability concerns
 - Increased staff working at both the state and local municipality level
 - Urban planning groups closely linked with the rebuild efforts

Current Share



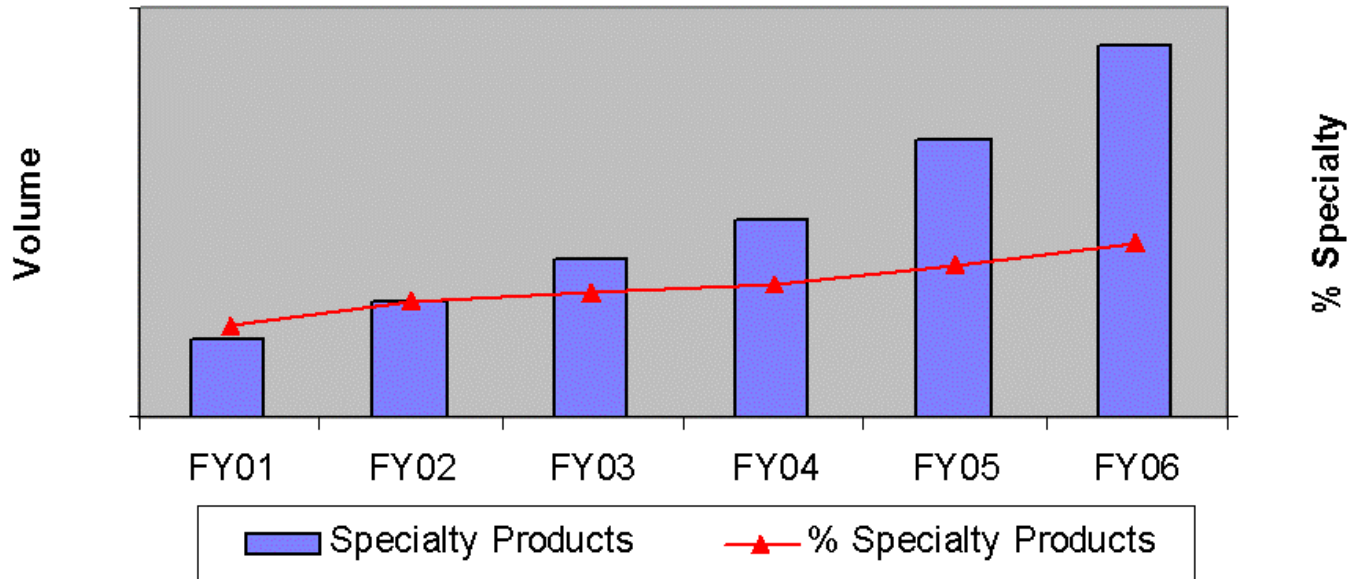
Terminal Share

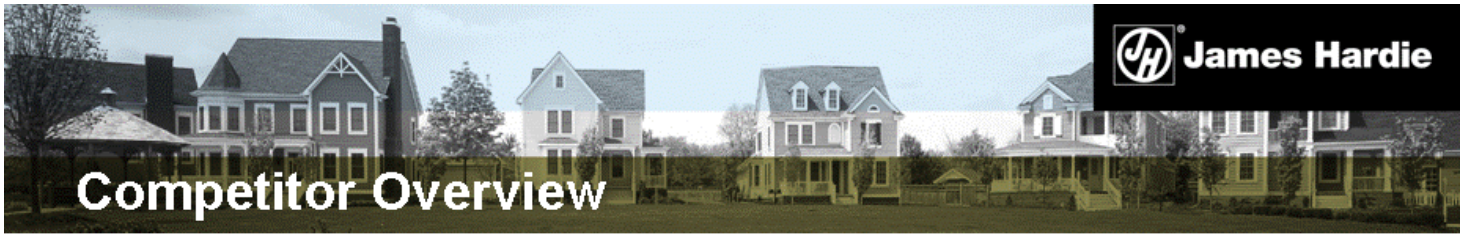


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Specialty Product Growth





Overview



- Largest share of fiber cement panel segment in Japan
- Specialty siding products and trim accents
- Shake, brick and stone textures
- U.S. distribution through Nichiha USA Inc., Atlanta GA
- Sells through loose dealer network.
- Announced First U.S. mfg. plant in Macon, GA; scheduled on-line late 2007



- Division of Saint Gobain – Multinational mfr. building materials, glass, high-performance materials; No.1 bldg. materials distributor in Europe; HQ France
- Construction Products Business Sector includes Insulation, Pipe, Industrial Mortars, Gypsum products, Exterior Products including vinyl & FC siding
- Two fiber cement siding plants in Roaring River, NC and White City, OR
- Recently announced plans to build a third FC plant in Terre haute, IN; 2007

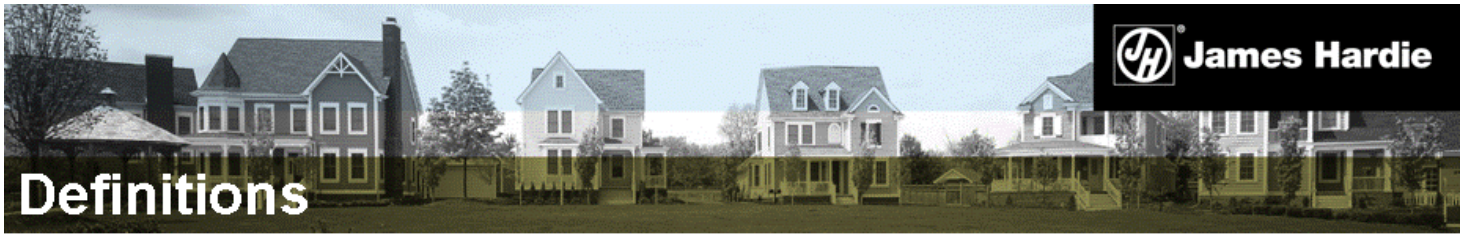
MAXI

- Mexalit - manufacturer of Maxi products in Mexico, including siding & pipe
- Constructing a plant in Nuevo Laredo, Mexico.
- History of sales into Texas up to PNW (est.<1% share)
- Observations suggest the plant 50%+ complete; likely operational in 2007



Defending Share / Protecting Competitive Advantage

- High penetration with national & regional builders
 - Long-term price positioning
 - Cemplank positioned as the low cost FC alternative
 - Most efficient supply chain by market
 - High brand awareness across trade & consumer segments
-



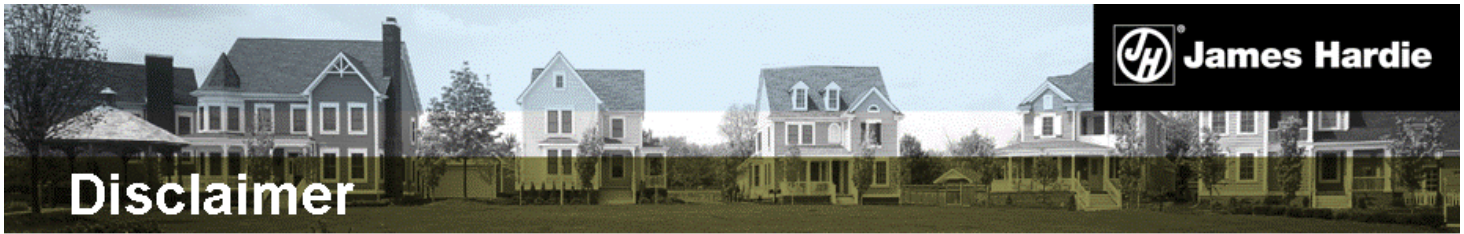
 **James Hardie**

Definitions

Sales Volumes

mmsf – million square feet

msf – thousand square feet

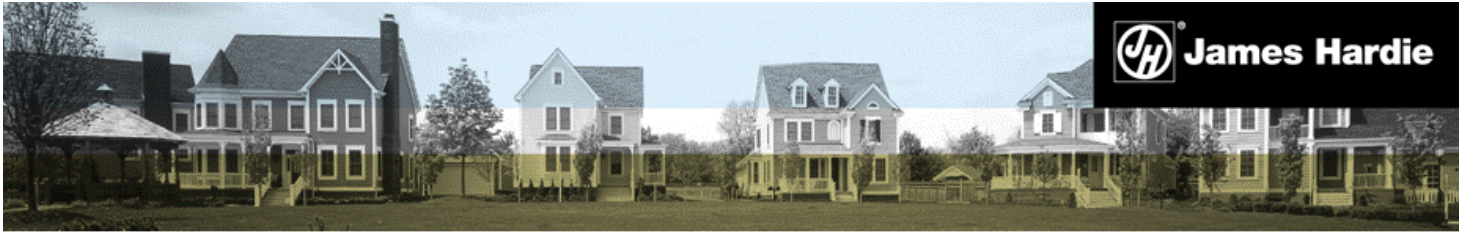


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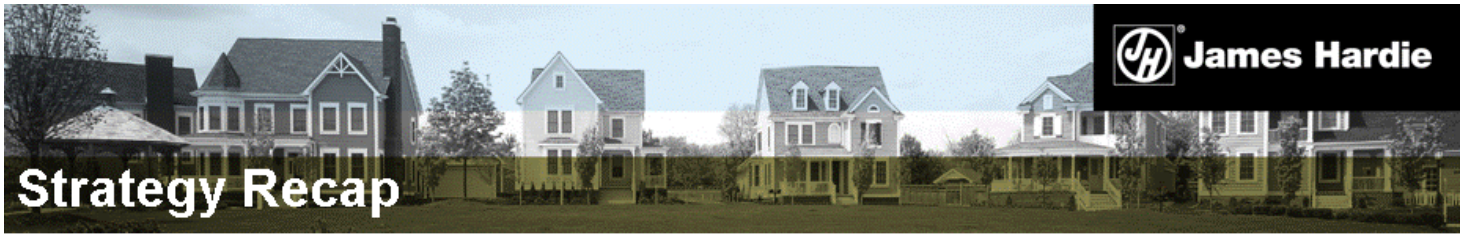


2006 Analyst/Investor Tour

Nigel Rigby

North ColorPlus

12-13 December 2006



Strategy Recap

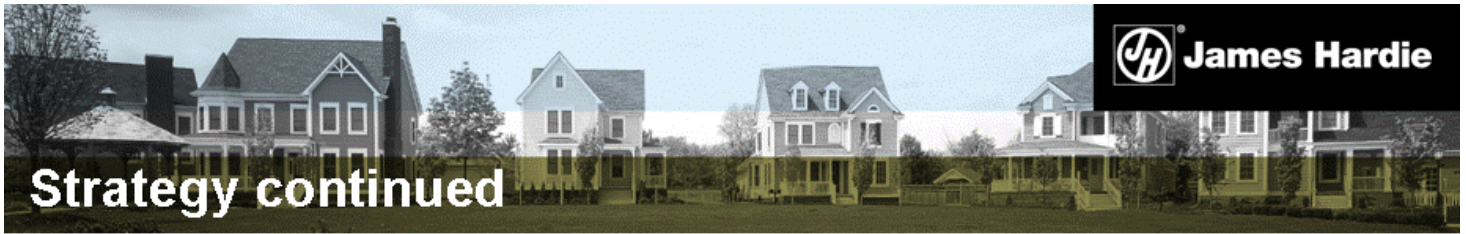
Reduce siding on the wall cost - closing the gap between Hardie and Vinyl – increasing available market opportunity

- Increasing the value proposition to the builder, lower Hardie on the wall cost by \$0.40 – 0.60sf through eliminating the site painter and re-engineering the supply chain
- Durability, maintenance and the look of wood value proposition to the consumer

Higher value strategy increasing revenue per home by 90%

(\$1450 / 2500 sf home primed vs. \$ 2770 C+ and XLD)

Market will demand a majority pre-finished “ColorPlus” product

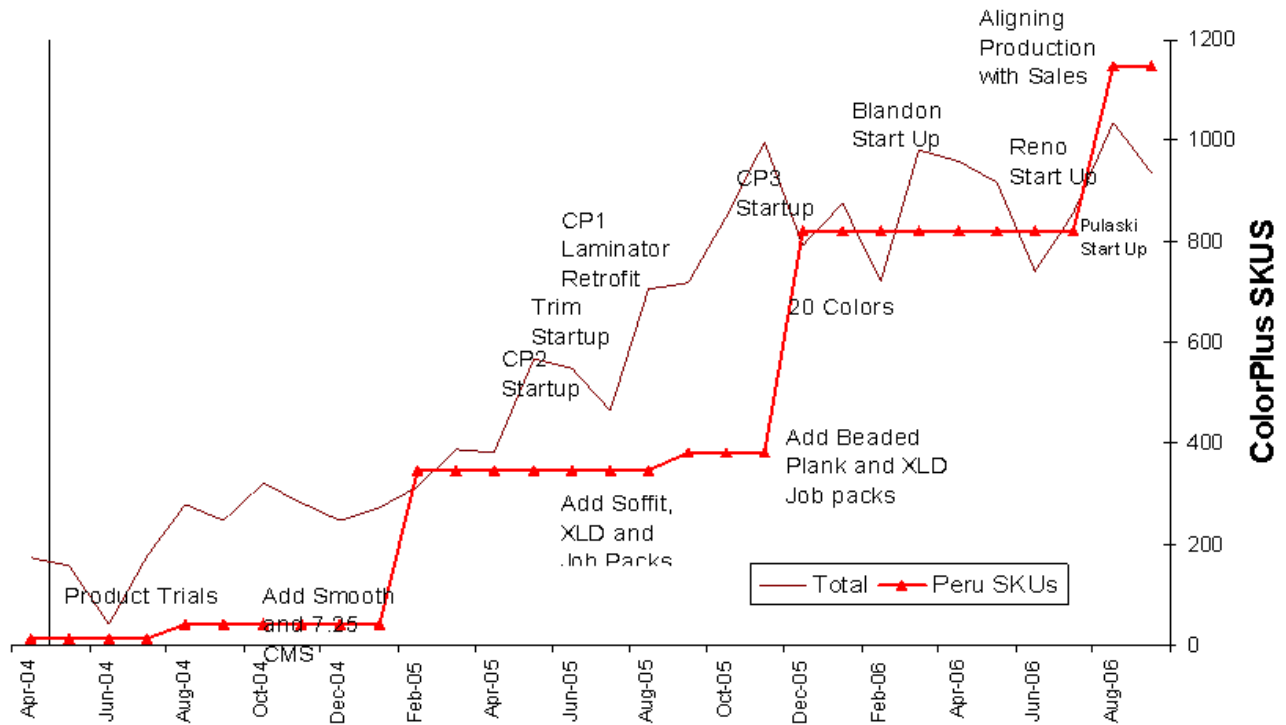


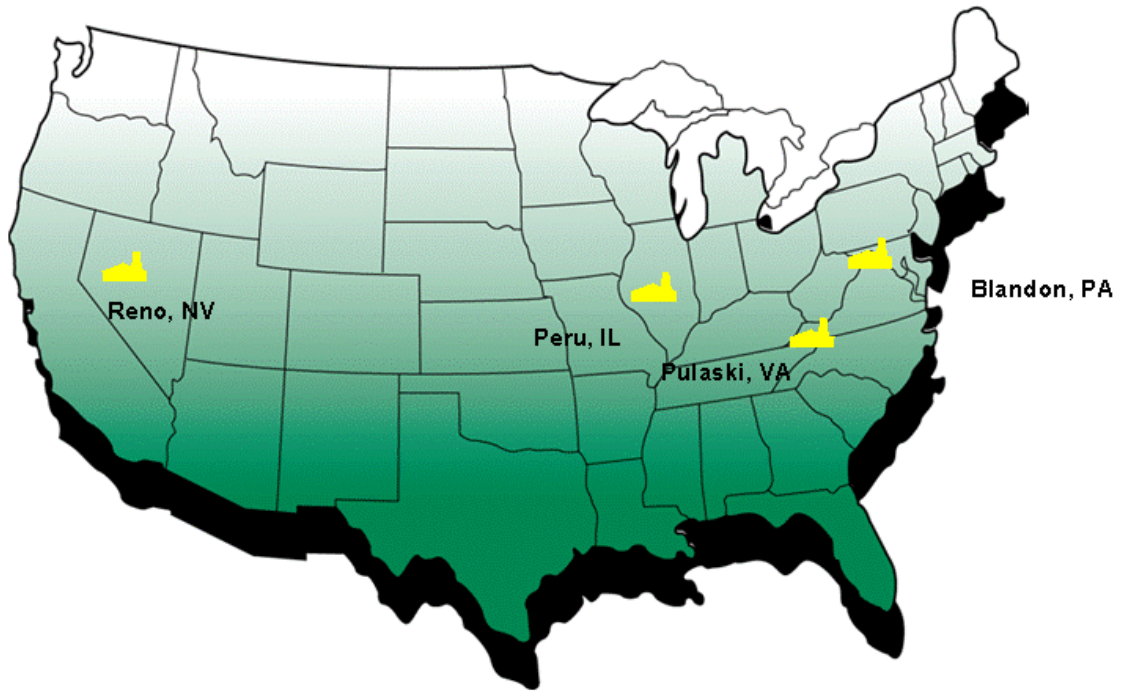
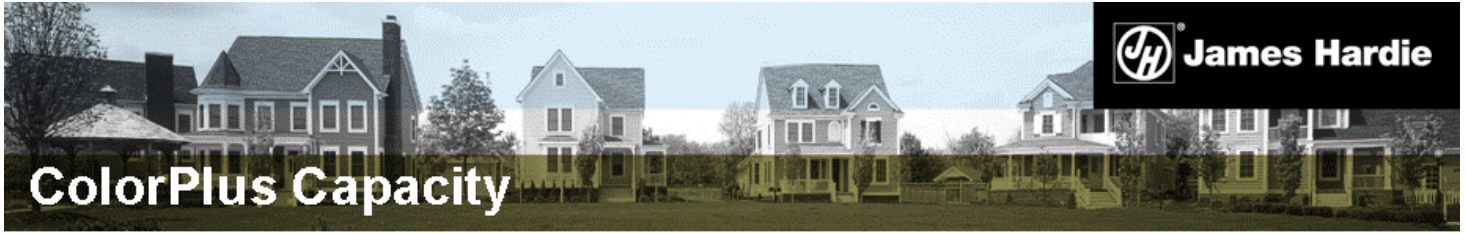
Strategy continued

- **Value proposition to the builder**
- **Re-engineer the Supply Chain**
- **Manufacturing - technology**
- **Speed of Execution**

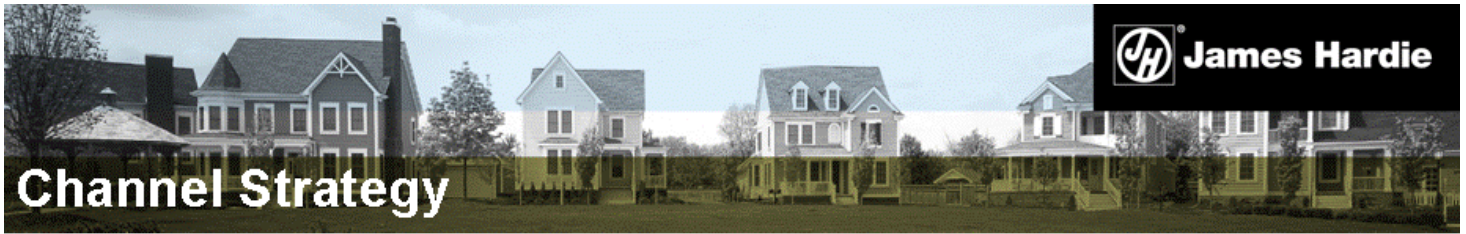


ColorPlus Production Ramp-up



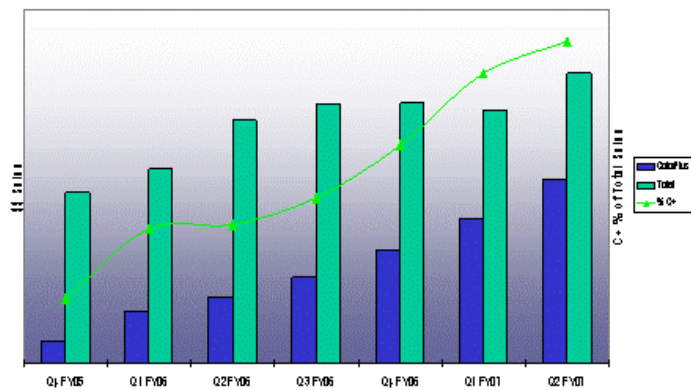


* Does not include ColorPlus Trim capacity

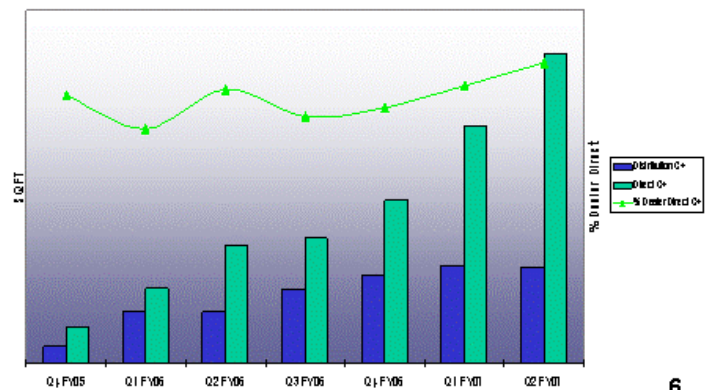


- Reset the channel around the Color model November 2005
- 40% of ColorPlus is currently shipped direct to dealers
- Mid and Mini penetration is 5% this quarter
- Established a Base Demand sales team to drive primed to color

Chicago Total and C+ NetSales



Chicago Shipments





JH Catalog - [JH Catalog]

File Edit View Insert Format Records Scripts Window Help

Home >> JH_Catalog_Tool >> Pallet_Configuration

James Hardie Siding Products

my truck pallet config find skus estimator menu back print exit

Pallet Configuration

View instructions for this page Postal Code is 60606 Market Profile is 27 B 13

The Pallet Configuration Tool helps to determine the optimal mix of pallet sizes you need for a specific job site.

Units of Measurement Qty Coating Type Board Type Texture Size Color

Square Feet of Material 2,500 ColorPlus Plank Select Cedarnill 8.25 Autumn Tan

Factor In Waste? Waste %

Yes No 10%

Calculate Pallets Clear

MY TRUCK 95%

Quantity Requested: 2500 Square Feet of Material [Add to My Truck](#)

You need 1 Full pallet(s) of part number 470131, for 1732.5 Square Feet of Material.
 You need 1 Mid pallet(s) of part number 470132, for 742.5 Square Feet of Material.
 You need 1 Mini pallet(s) of part number 470133, for 247.5 Square Feet of Material.

Pallet total of 2722.5 Square Feet of Material. Number of Pieces 330. These quantities do not factor in extra material for waste.

Suggested Accessories:
 470801 ACC CP Paint, Touch-up AT-12, Autumn Tan
 470821 ACC CP CAULK, 10.2 OZ- AT-12, Autumn Tan

Accessories:

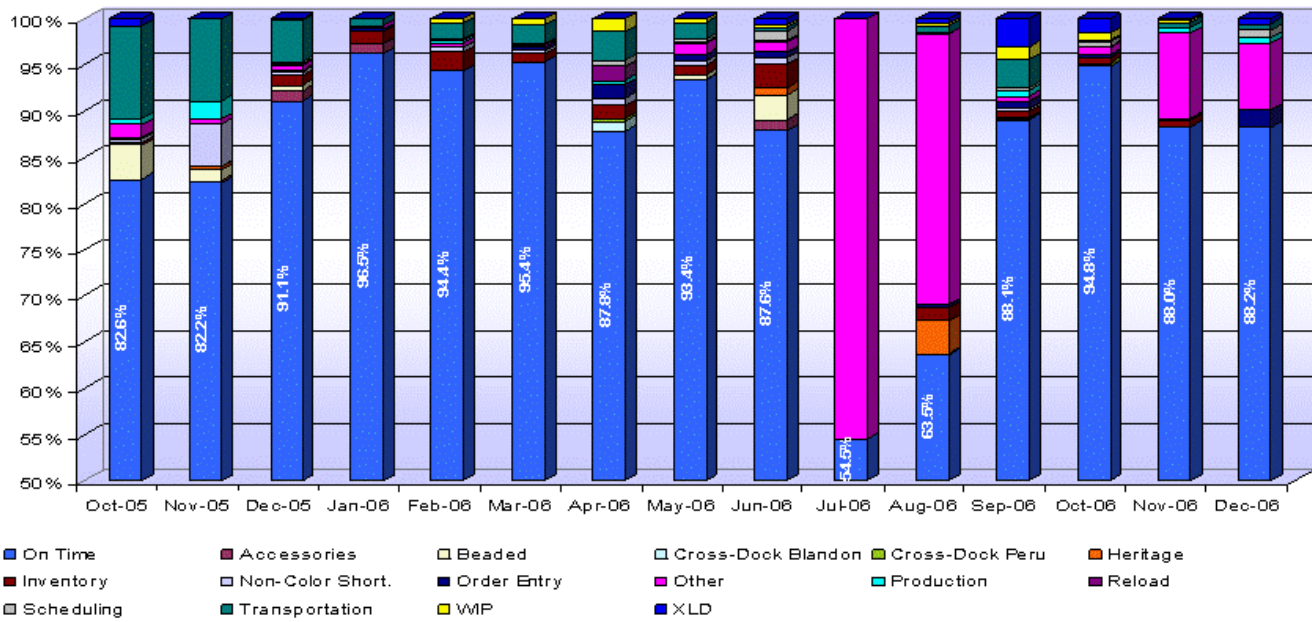
470801 ACC CP Paint, Touch-up AT-12 Autumn Tan Quantity: 1 [Add to My Truck](#)

	SF of Material	Piece Count	My Cost / SF	My Cost / Piece	Margin %	Margin Dollars	My Price / SF	My Price / Piece
Full	1,732.5	210	\$0.850	\$7.013	20.0%	\$368.16	\$1.063	\$8.766
Mid	742.5	90	\$0.900	\$7.425	20.0%	\$167.06	\$1.125	\$9.281
Mini	247.5	30	\$0.900	\$7.425	20.0%	\$55.69	\$1.125	\$9.281
Total	2,722.5	330	\$0.868	\$7.163	20.0%	\$590.91	\$1.085	\$8.953



Service internal standards are currently higher than the market commitment as we move through the learning curve

C+ Service By Month





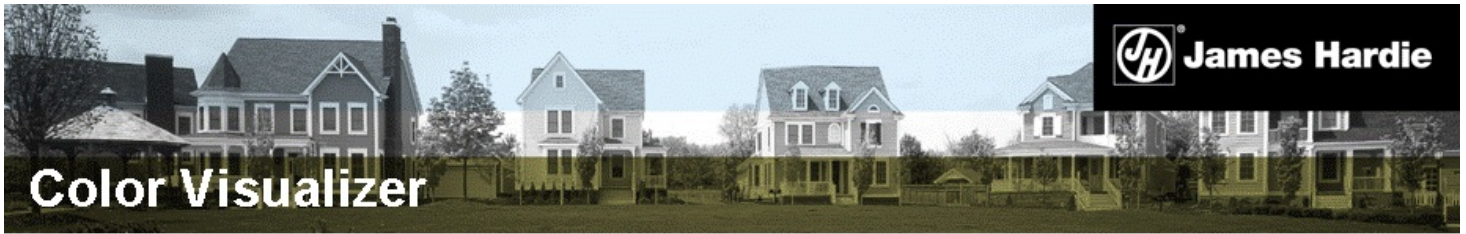
James Hardie Design Center
Featuring ColorPlus® Technology



[CHANGE ZIP CODE](#) [CHOOSE A HOUSE](#) [DESIGN YOUR HOUSE](#) [FINISH](#)

Choose a House







James Hardie Design Center

Featuring ColorPlus® Technology

[CHANGE ZIP CODE](#) [CHOOSE A HOUSE](#) [DESIGN YOUR HOUSE](#) [FINISH](#)

SIDING TRIM

Select a siding zone: Siding Zone 1 | Lower Level

Select a siding type: HardiePlank™ Siding

Select a siding style

Select Cedarmill

- 6.25"
- 7.25"
- 8.25"

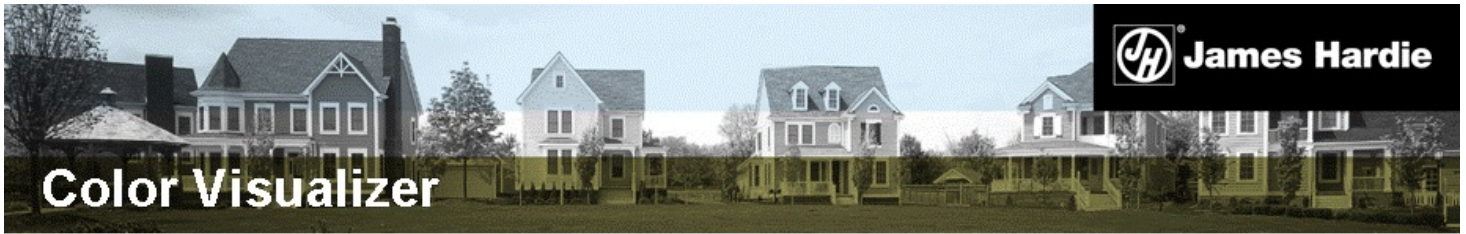
Select a color **Color Info: on | off**

Countrylane Red

Need help choosing a color?
[ASK THE COLOR EXPERT](#) **COMING SOON**

[ZOOM](#) [SAVE](#) [PREVIOUS](#) [NEXT](#)







JamesHardie

James Hardie Design Center

Featuring ColorPlus® Technology

- CHANGE ZIP CODE
- CHOOSE A HOUSE
- DESIGN YOUR HOUSE
- FINISH

YOUR SAVED HOUSES



House Style: Cambridge
Created: 10/27/2006 - 08:53:28
Saved As: mix2



House Style: Stanton Mill
Created: 10/27/2006 - 08:28:09
Saved As: mix

mix2



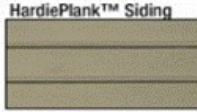
House Style: Cambridge
Creation Date: 10/27/2006
Creation Time: 08:53:28
Zip Code: 02134
Saved As: mix2

- COMING SOON: [EDIT](#)
- COMING SOON: [PRINT](#)
- COMING SOON: [EMAIL](#)
- [DELETE](#)

Siding Details

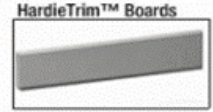


HardieShingle™ Siding
Description: Shingle Staggered Edge
48" STAG
Color: JH30-10



HardiePlank™ Siding
Description: Plank Beaded Smooth
8.25 (7" exposure) (8.25" X 12" X
5/16")
Color: JH40-20

Trim Details



HardieTrim™ Boards
Description: Trim XLD Smooth 4" (4"
X 10' X 5/4")
Color: JH10-20



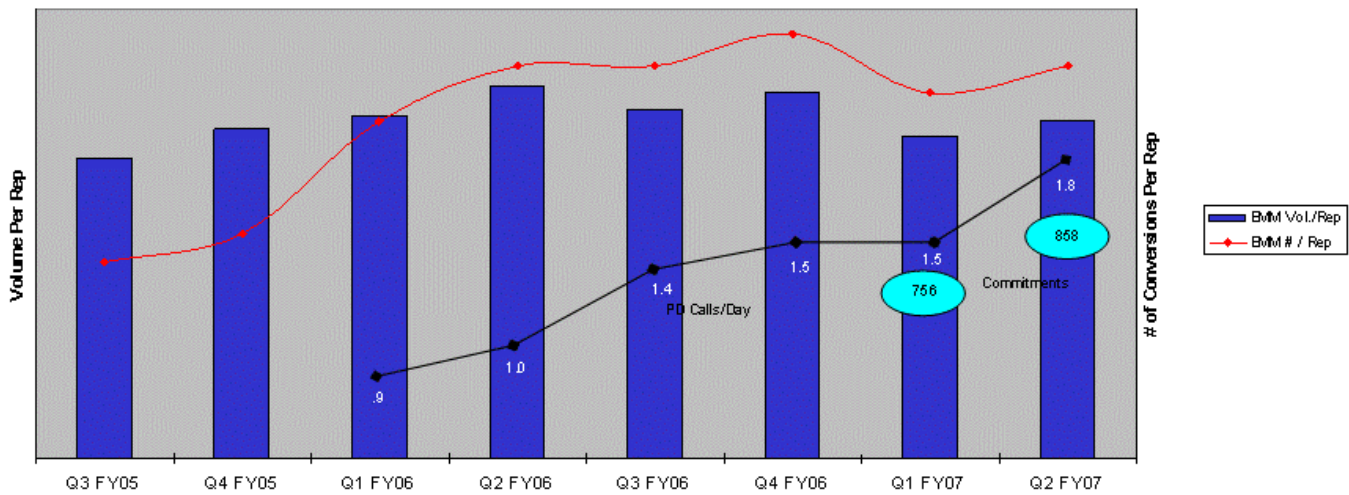
HardieTrim™ Boards
Description: Trim XLD Smooth 4" (4"
X 10' X 5/4")
Color: undefined

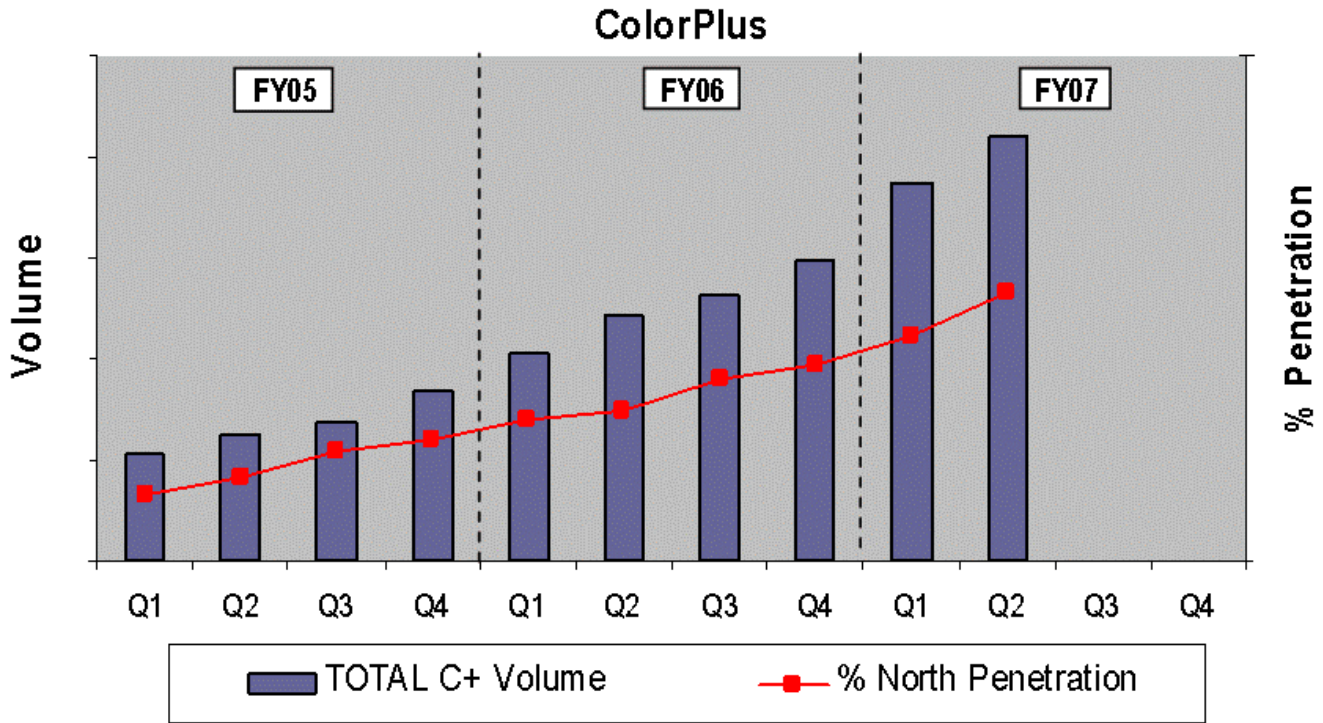


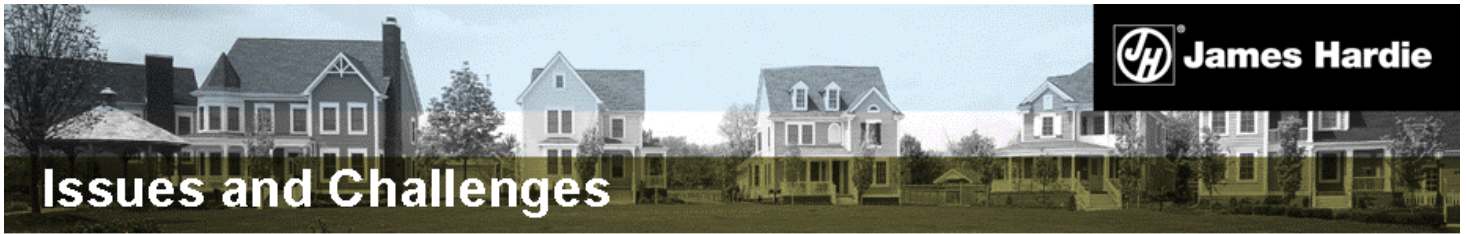
Continued drive on Sales performance around our market development
STP Model

Effectiveness and efficiency step change is our company goal

EMM Conversion Trends

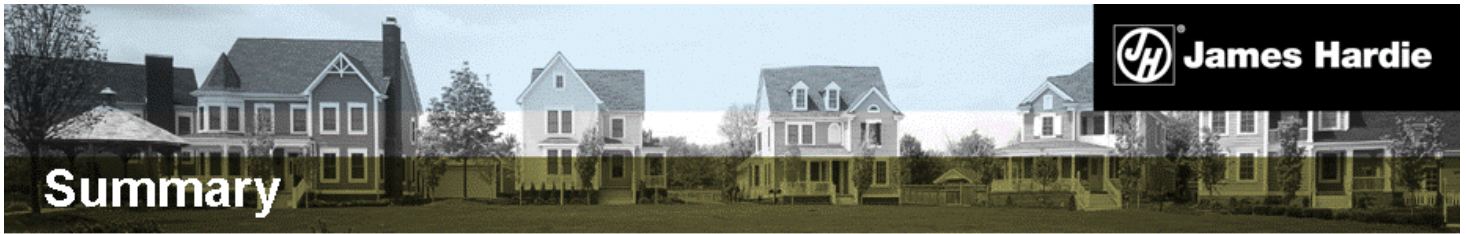






Issues and Challenges

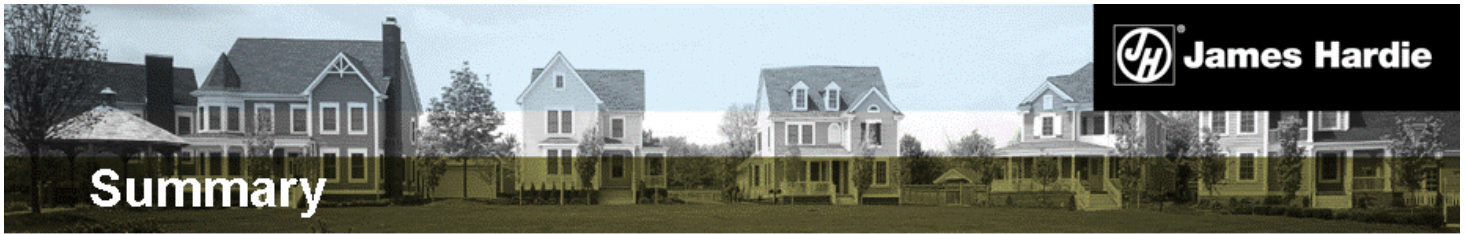
- Balance of demand and capacity with a model that has zero buffer inventory in the channel
- Achieve service rates which enable the model
- New channel model is a significant shift and the adjustment will take time to complete and achieve our goals
- Internal capability to efficiently run the Color supply chain and the color network
- Color model complexity for both internal and external stakeholders
- Color design capability with builders utilizing the Hardie 20 X 20 products and Colors



Summary

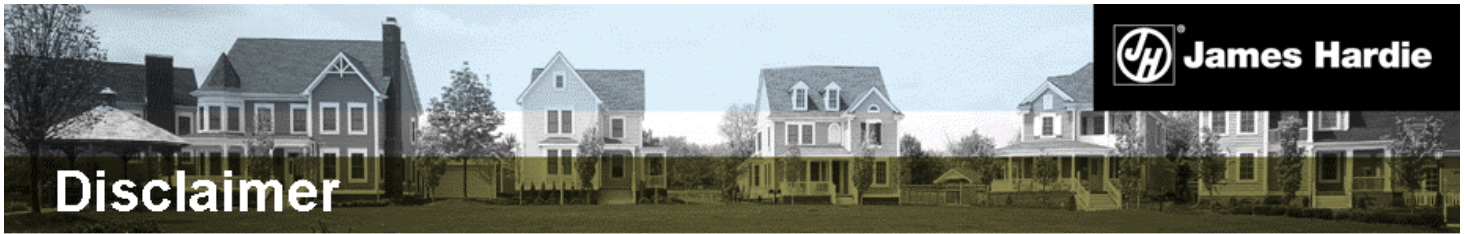
Mechanics of the Color Model are in place

- Color plant network
- 20 products and 20 colors by market
- Channel is reset and is developing
- Base level Hardie logistics capability
- Value priced Color Plus in July 2006



Go Forward

- Drive the operational efficiency now we have the Color network in place
- Continue to step change the Color technology
- Enable Color design / selection and position the Hardie Color value proposition to the builder
- Target West and Southern markets with the color model

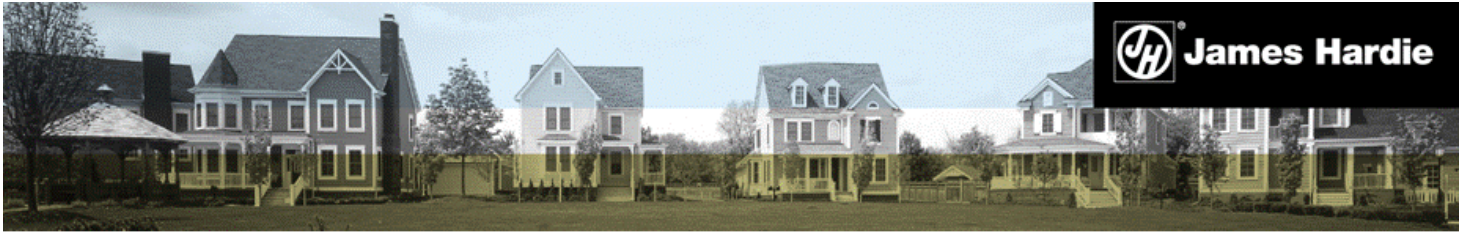


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2006 Analyst/Investor Tour

Robert Russell

Manufacturing

12-13 December 2006

Operational Advantage

- **Manufacturing**
- **Capital Efficiency (\$/sf)**
- **Manning (sf/man)**
- **Ability to deliver differentiated products**
 - Aligned
 - Patterned
 - Thick
 - Low Density
- **Scale to build purpose built machines**
- **Culture focused on operational and engineering step change**



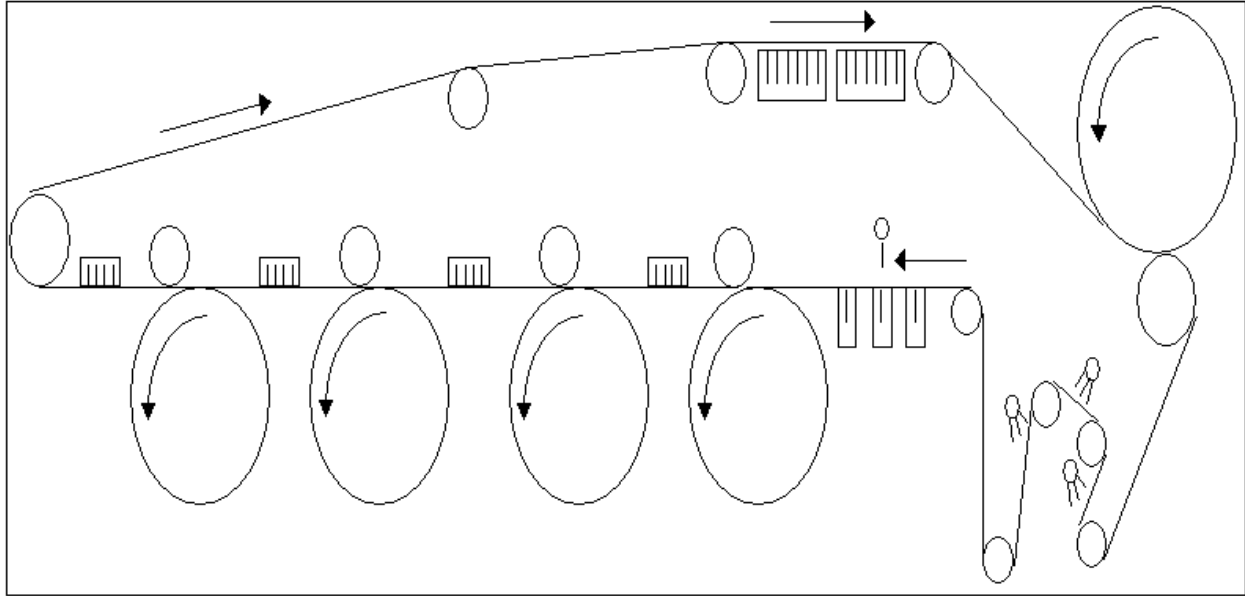
Evolution of Equipment

Hatschek Forming

- 1917 - First machine purchased from Swiss Eternit
- 1980's - JH standardizes around 4'wide x 2 or 3 tub machines
- Mid 1980's to Present - JH pushes equipment design envelope

Evolution of Equipment

Hatschek Forming Machine



Capacity Definitions

- **Standard Foot - 1 Foot x 1 Foot x 5/16” Thick**
- **Standard Product – Product that dictates the design parameters of the machine. This is Cedarmill Plank in the US**
- **Design Capacity – The amount of standard product that can be made factoring in best practice losses for waste, speed and delay**
- **Effective Capacity – The current realized capacity over the full product mix**



Evolution of Equipment

Hatschek Forming

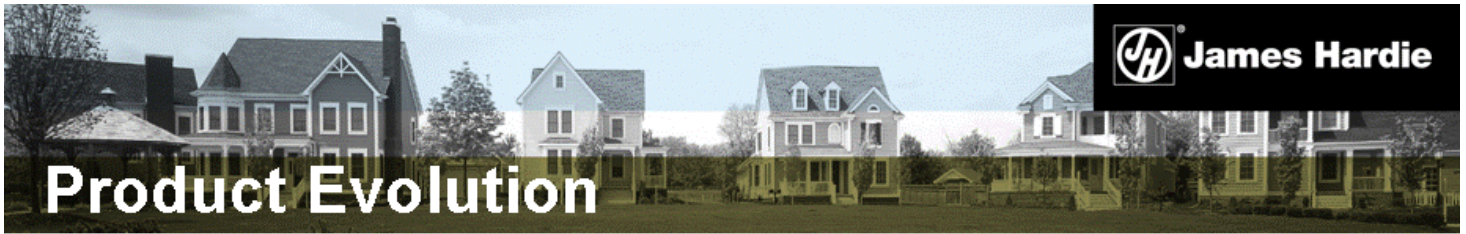
- Late 1980's - 4' wide x 4 tub machines built in Rosehill and Fontana
- 1996 - Fifth tub added to Plant City #1
- 1996 - PC #2 built with 24' stacker
- 1997 - 5' wide x 6 tub machine built in Cleburne, uses 24' roller
- 1998 - Steam strip placement integrated into Tacoma greensheet stacker



Evolution of Equipment

Hatschek Forming (Cont.)

- **1999 – Hatschek Step Up Implemented in Tacoma and Cleburne. Design Capacity of machines improved by 33%**
- **2002 – JH announces construction of purpose built panel line at Waxahachie. Line designed to:**
 - Have no product inefficiency gap
 - Have superior alignment control of gauged features (+/- 1/32")
- **2003 – JH Announces 9 tub machine with capacity of 300 mmsf per year, a 50% increase over existing lines**

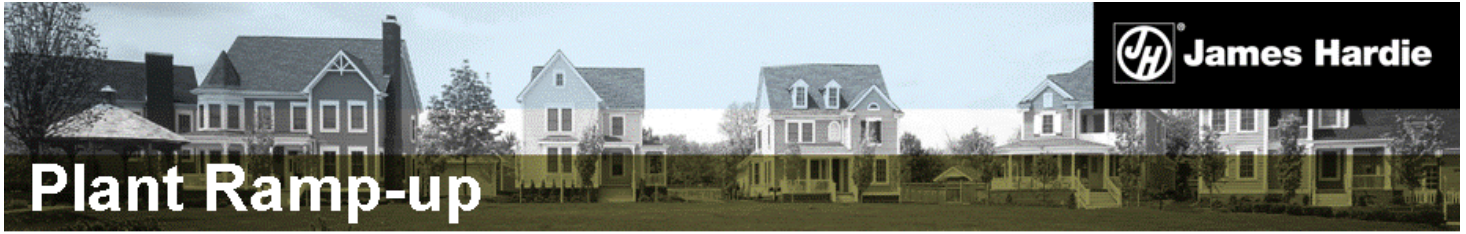


- **Patterns – Have evolved from Sampling Wood Impressions to Fully Developed Industrial Design Process**
- **Alignment – 23% of current product mix. Control has evolved from +/- 1/8" to +/- 1/32". Next Generation Process being Implemented in Waxahachie Panel line**
- **Thickness – 12% of current product mix. Harder to:**
 - Form
 - Cut Off
 - Water Jet Cut

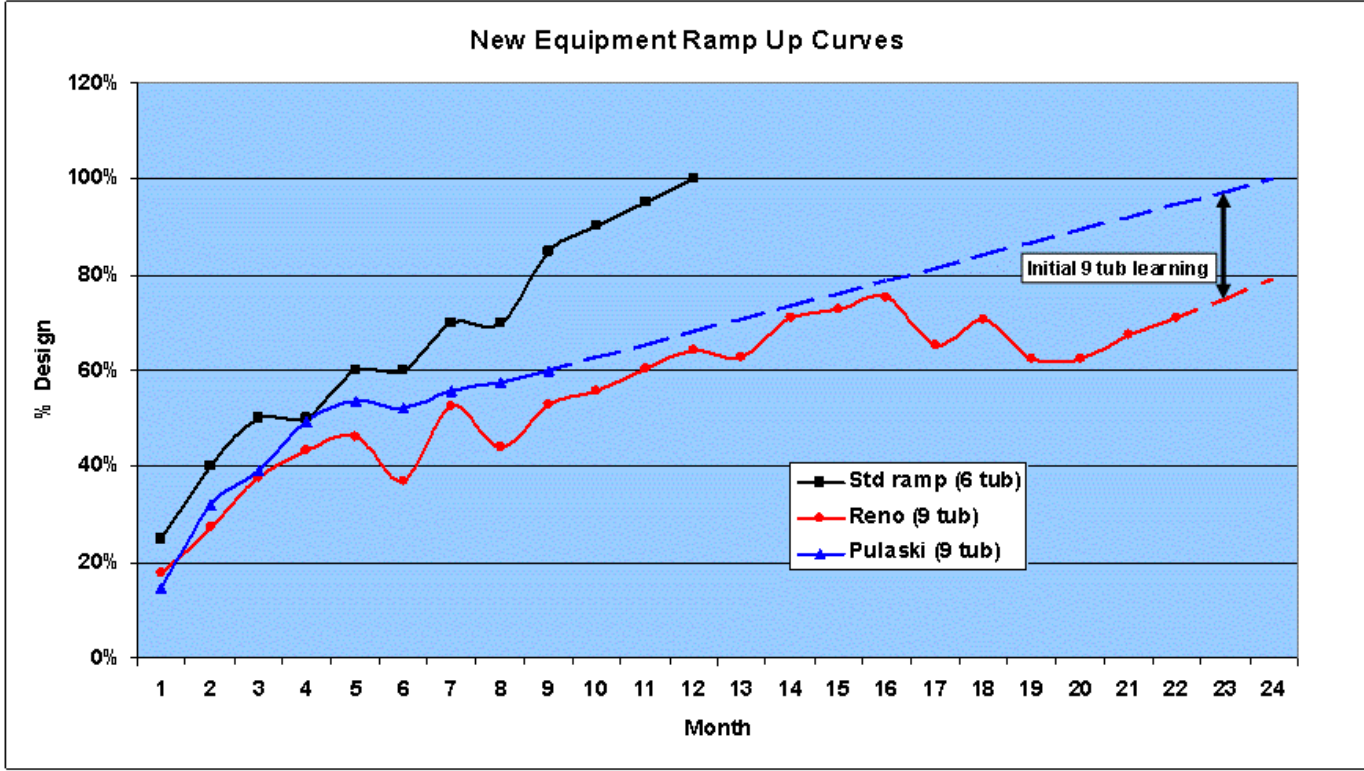


Engineering Reconfiguration

- **US Engineering traditionally done at the site level**
- **Created a central engineering group in 1998. Primary focus on capital construction and major projects.**
- **Engineering set up to drive:**
 - Construction
 - Process Development and Improvement
 - Next Generation



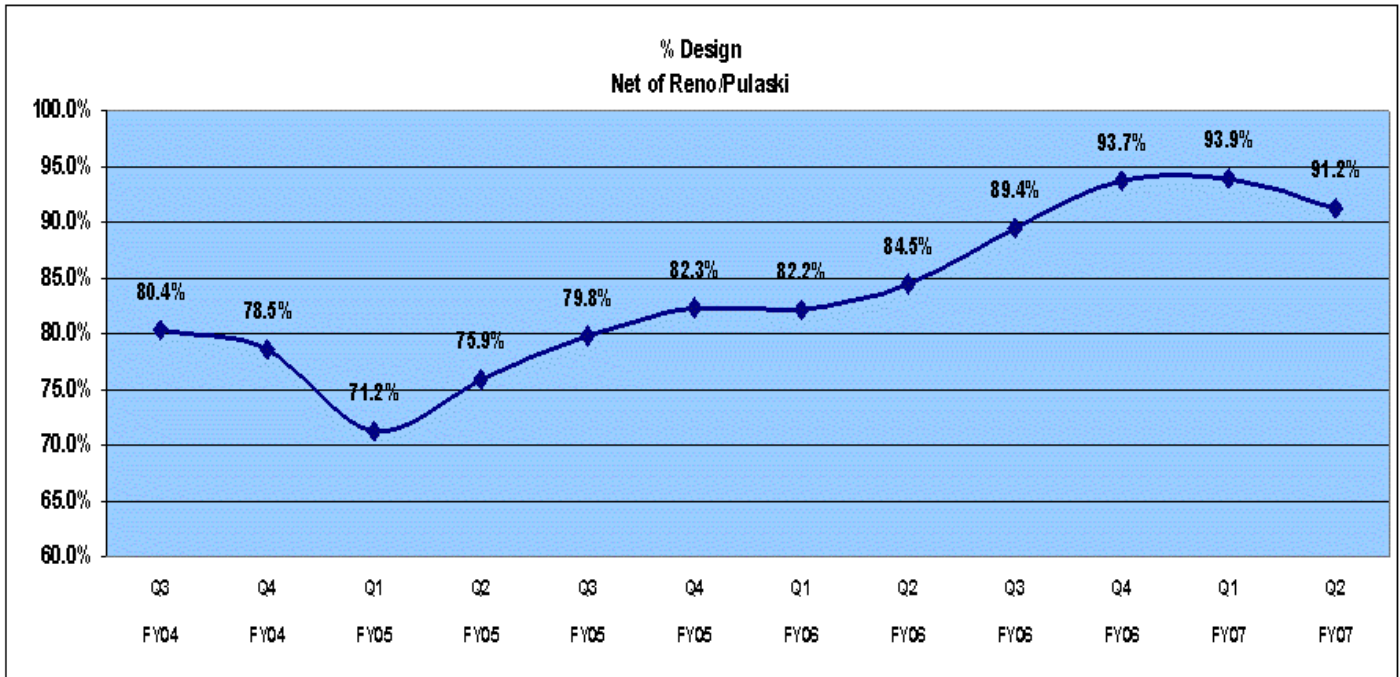
Plant Ramp-up





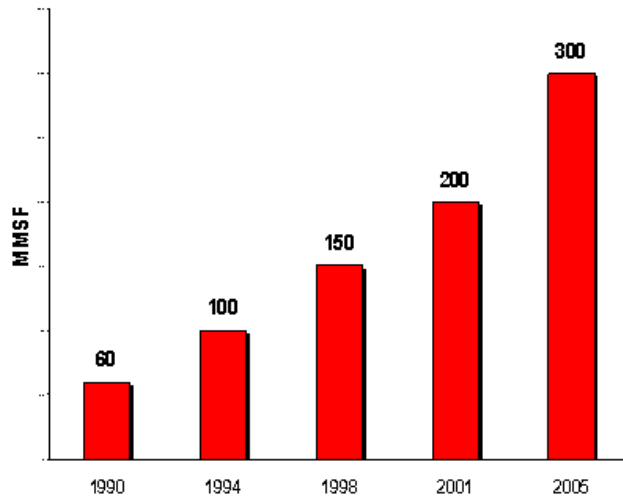
JH Plant Design Capacity

	Capacity (mmsf)
Flat Sheet Plants	
Fontana, CA	180
Plant City, FL	300
Cleburne, TX	400
Tacoma, WA	200
Peru, IL	400
Waxahachie, TX	360
Reno, NV	300
Pulaski, VA	600
Blandon, PA	200
Summerville, SC	190
Flat Sheet Total	3,130
Cleburne, TX Trim	120
Peru, IL Trim	160
Trim Total	280
Total	3,410
FRC Pipe, Plant City FL	100,000 tons

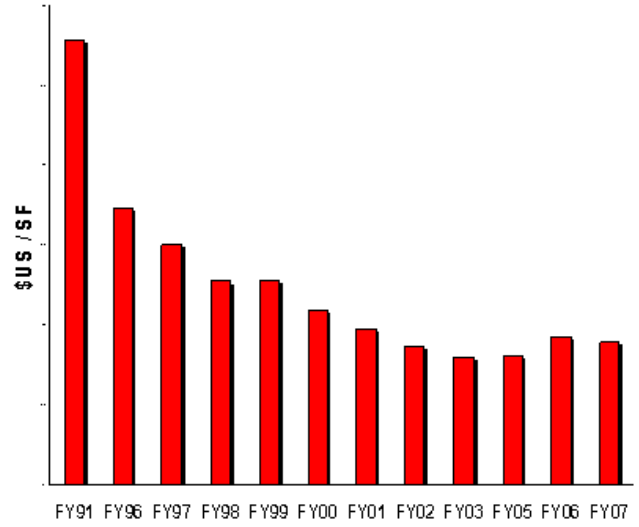




PRODUCTION CAPACITY PER LINE

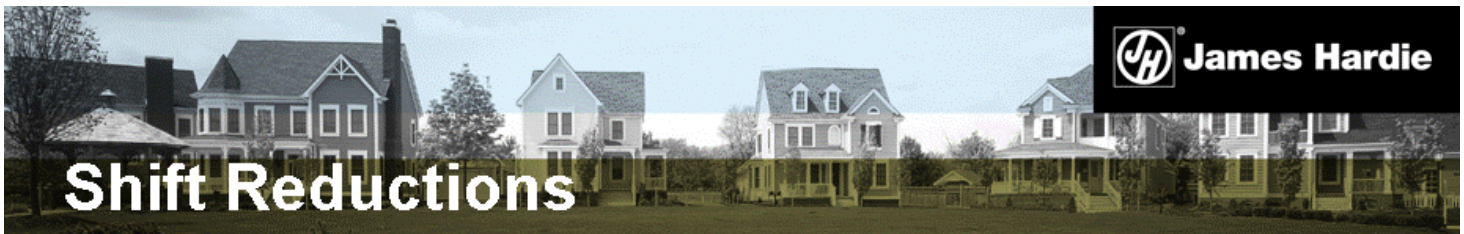


CAPITAL COST PER UNIT OF CAPACITY (US\$/SF)

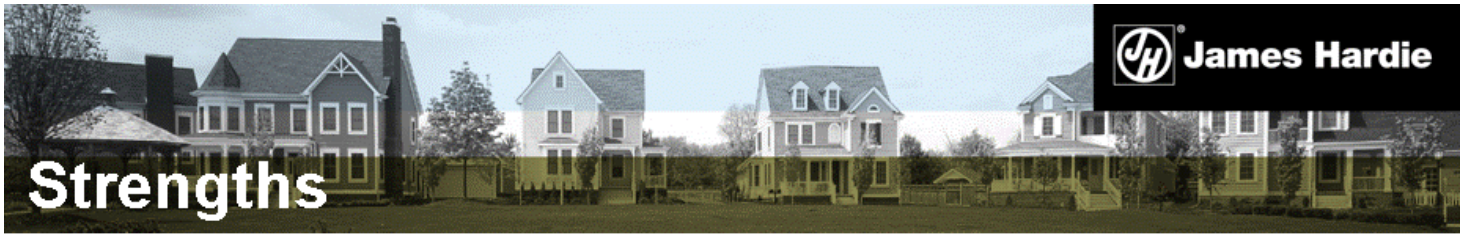


Go-Forward Strategy On Manufacturing

- Transition from focus on high throughput to minimizing delivered cash cost
- Manage shift reductions to balance supply and demand
- Continue to focus on maximizing material yield, labor productivity and machine efficiency
- Ensure ability to efficiently manage excess capacity through downturn while being able to quickly increase capacity if and where necessary
- Minimize cash production costs as fixed costs per unit increase during period of excess capacity



- **Shift reductions announced on 27 November 2006 across 5 plants**
- **Headcount reduction of approximately 100 employees**
- **Reductions based upon delivered cash cost (cash production cost plus freight) to the market in order to match supply and demand**
- **Ability to easily increase capacity exists, allowing flexibility**

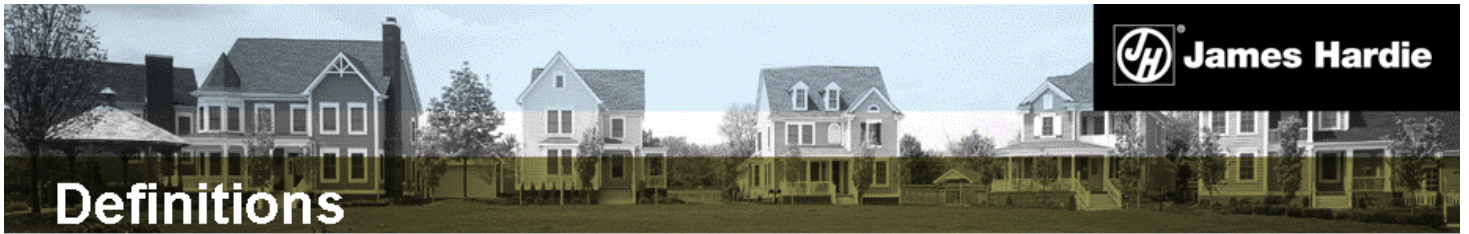


Strengths

- **Tacoma and Plant City continue to operate well ahead of design**
- **Reno and Pulaski ramp-ups going well**
- **ColorPlus roll-out continuing and ramping up quickly, allowing for significantly greater network flexibility and national reach**
- **Network flexibility allowing for greater freight savings due to geographic spread and shorter length of haul**
- **Increased focus on plant controllable spending**

Areas of Improvement

- **XLD technology still being proven out**
- **Continue to push for higher efficiencies and lower unit cost, especially Blandon, Waxahachie, Peru and Fontana**
- **Raw material increases highlight need to upgrade supply chain organization – focus on procurement, standardization and levels of centralization**
- **Ability to transition from high throughput model to network flexibility**
- **Waste reduction – Focus on interleaver options, waste recycling, water recycling, paint yield and primer yield**



Definitions

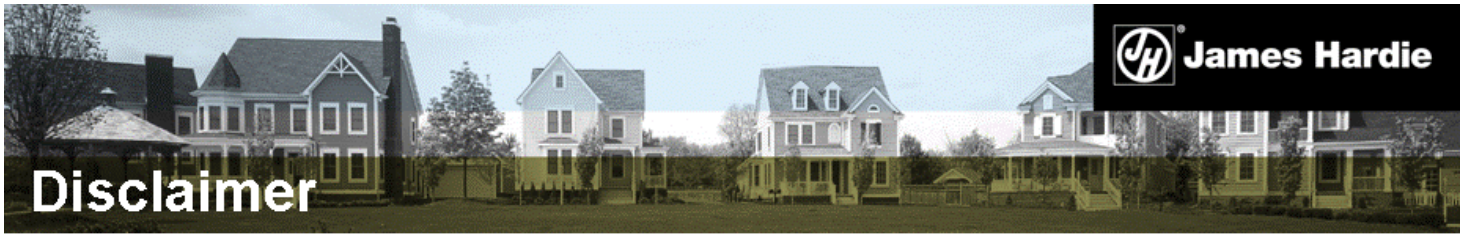
Sales Volumes

mmsf – million square feet

msf – thousand square feet

\$/sf – dollar per square foot

sf/man - Square foot per person

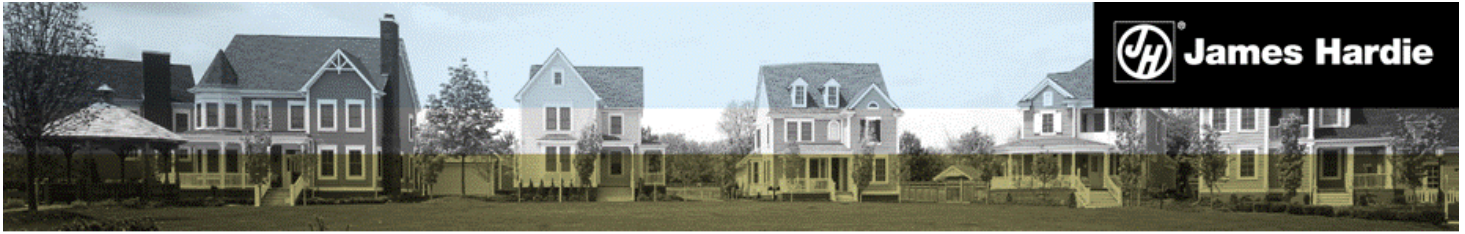


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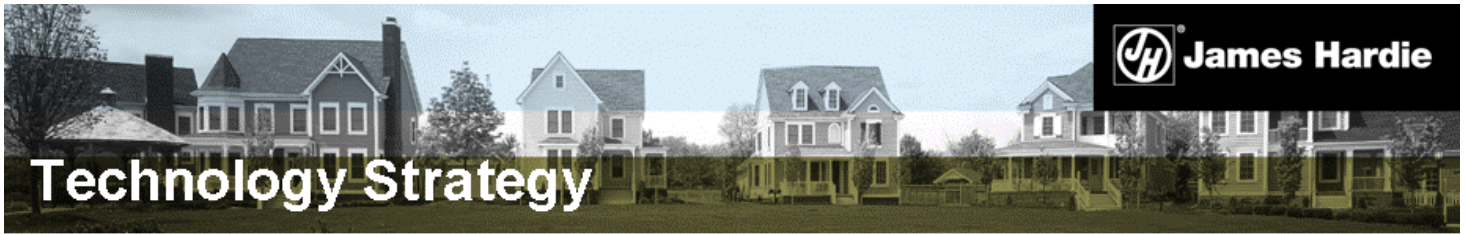


2006 Analyst/Investor Tour

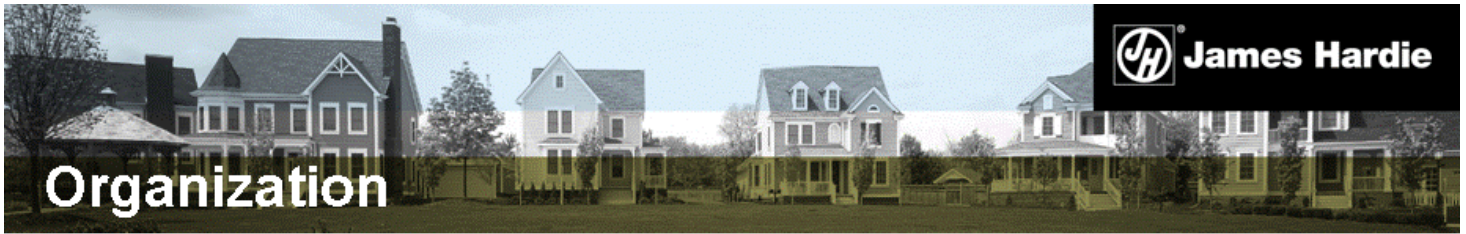
Mark Fisher

Research and Development

12-13 December 2006



- **Enable JH product leadership strategy**
 - Provide sustainable advantage
 - Balance between Research and Development
 - Integration with business units
- **Leverage portfolio of systems and technologies**
- **Use IP to protect competitive advantage**



▪ **Two research centers – Australia and US**

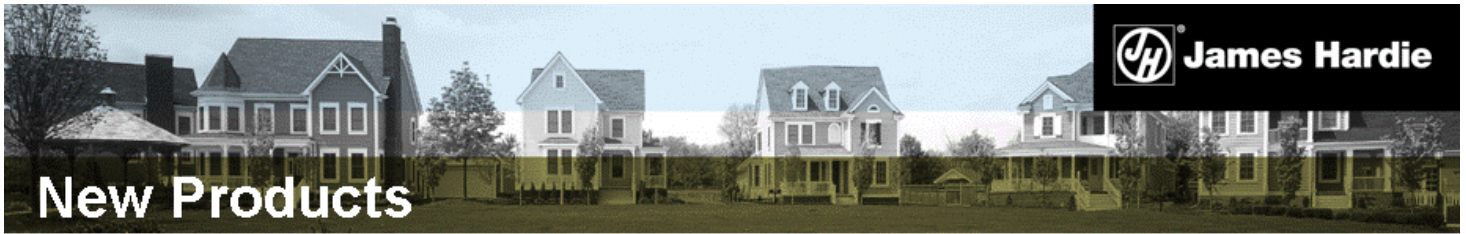
- Development - focused organization around implementing technologies
- Research - core understanding of materials and the science behind them

▪ **Resources**

- Knowledge management and innovation focused
- Diverse organization
 - Building science
 - Material science
 - Chemistry



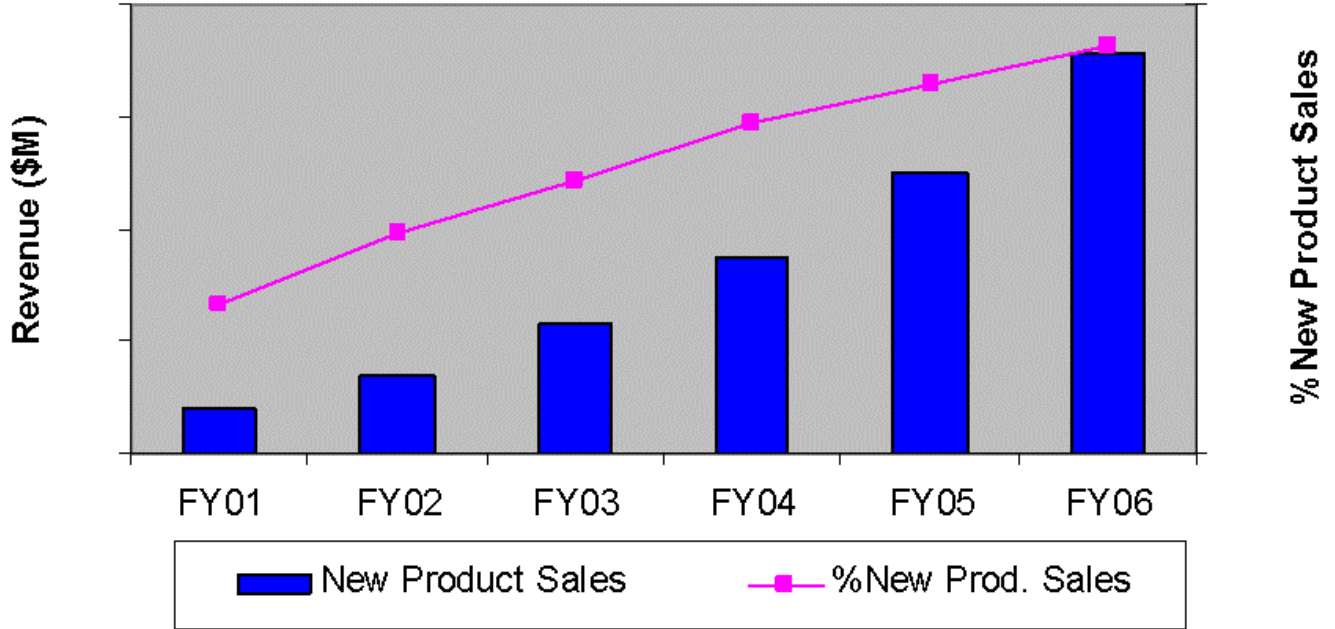
- **Differentiated products**
 - New products
 - Enhance current portfolio
- **Technology enablers**
- **Platforms**



- **Focus on enhancing core value proposition**
 - Durability
 - Ease of use
 - Utilize portfolio of protected technologies
- **New revenue growth streams**
- **Bias towards implementation and launch**



New Products Growth





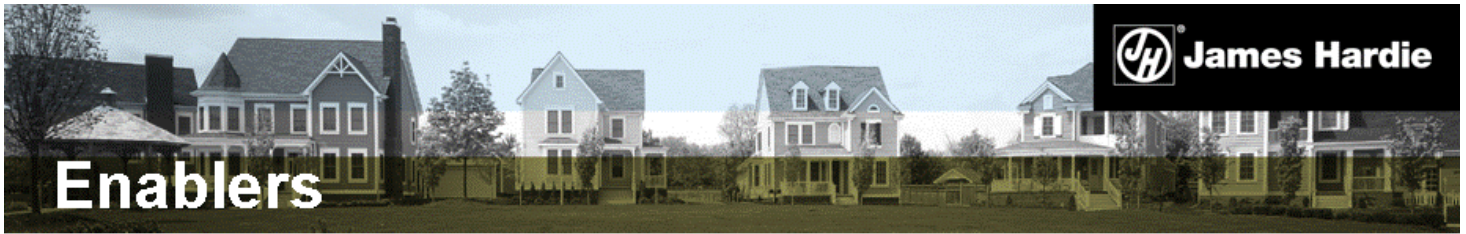
- **Use technology to increase customer value**

- Simplify or remove steps from installation process
- Differentiation that drives customer preference

- **Examples**

- ColorPlus
- EZ Grid



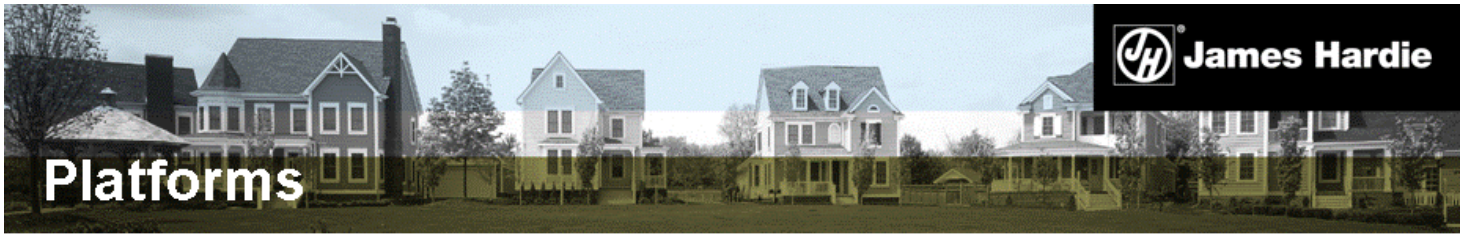


- **Additional technologies that sustain core technologies**
- **Systems that can cross multiple product families**

- **Examples**

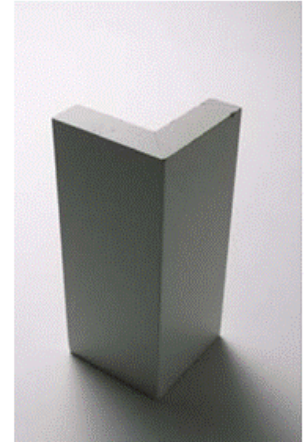
- Laminate system for prefinished products
- Mold block technologies for interior products
- Pattern embossing for exterior products





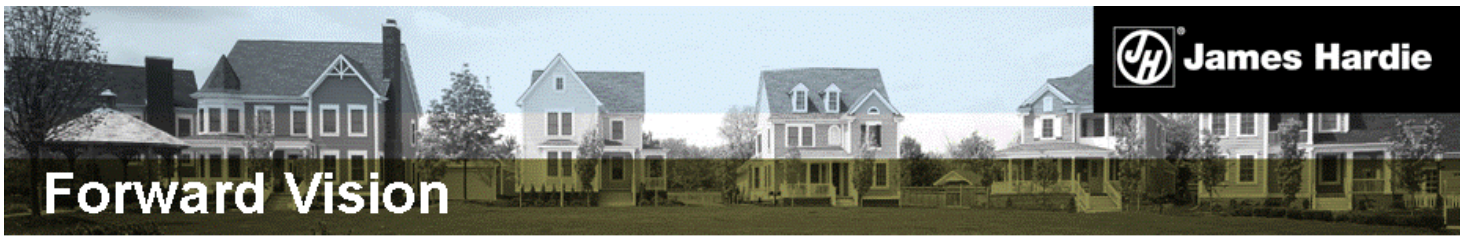
- Enhance efficiency and value of current platform
- Develop new platforms


- **Examples**
 - Scale- shift Hatschek from 100mmsf to 300mmsf / line
 - XLD technology platform

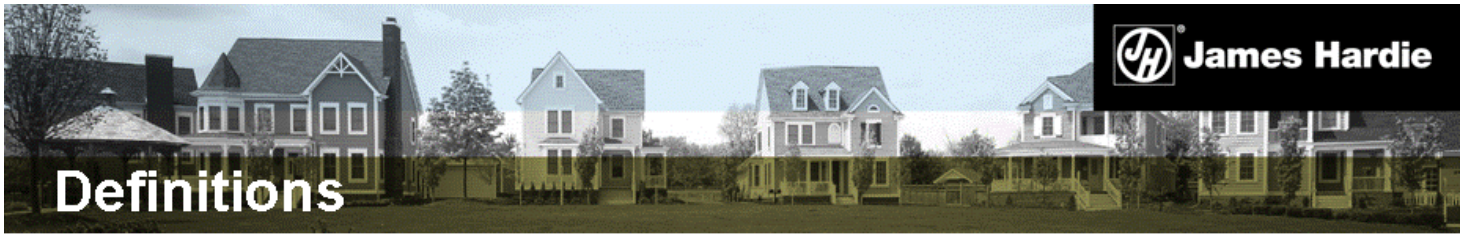




- **Create sustainable advantage by**
 - Developing clear strategies
 - Patent and trade secret
 - Aggressively defend against infringement
- **Focus on**
 - Formulations
 - Additives
 - Process
 - Vertical Integration



- **Sustain business growth via product leadership strategy**
 - Organization aligned to deliver
 - Technology shifts
 - Product
 - Process
 - Platform
 - Technologies  products

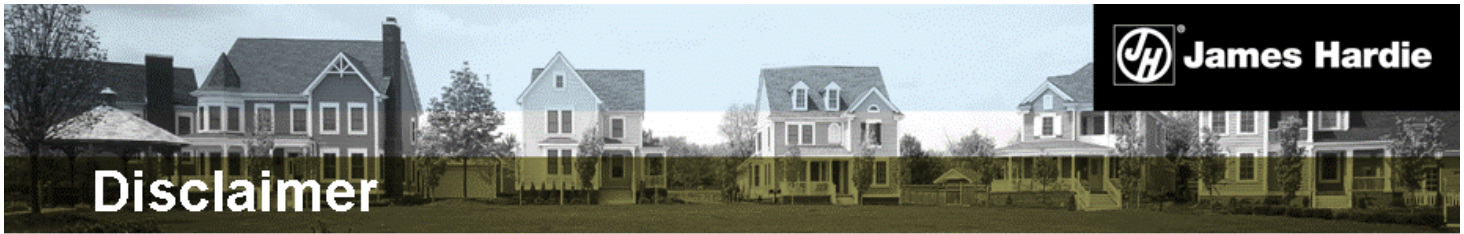


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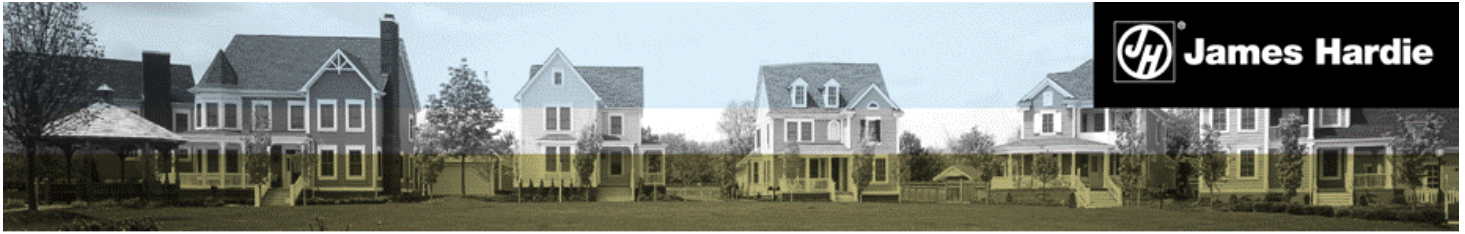


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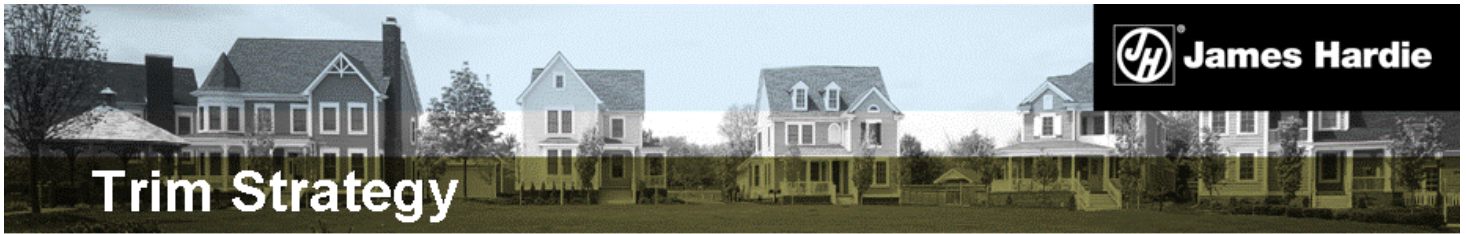


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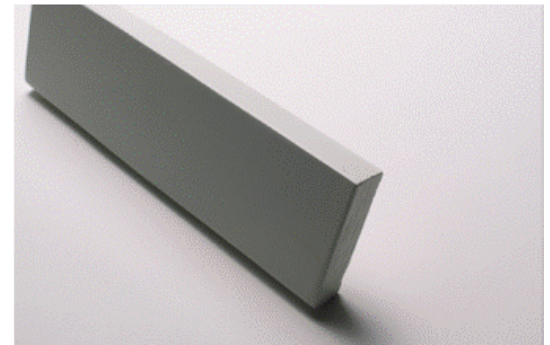
Mark Fisher

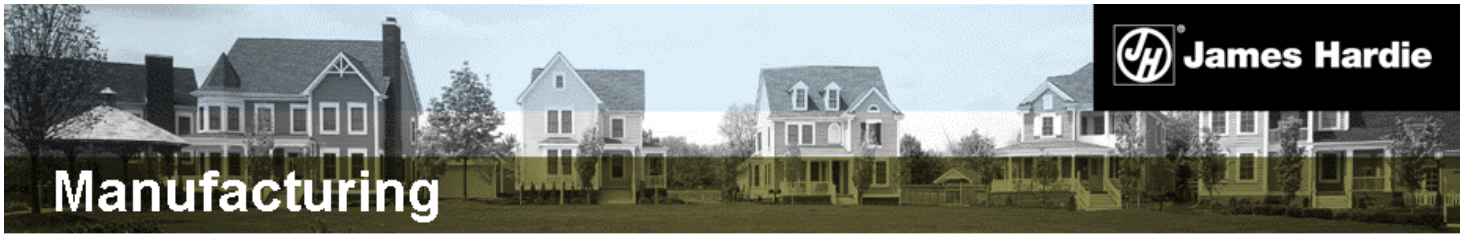
XLD Trim

12-13 December 2006



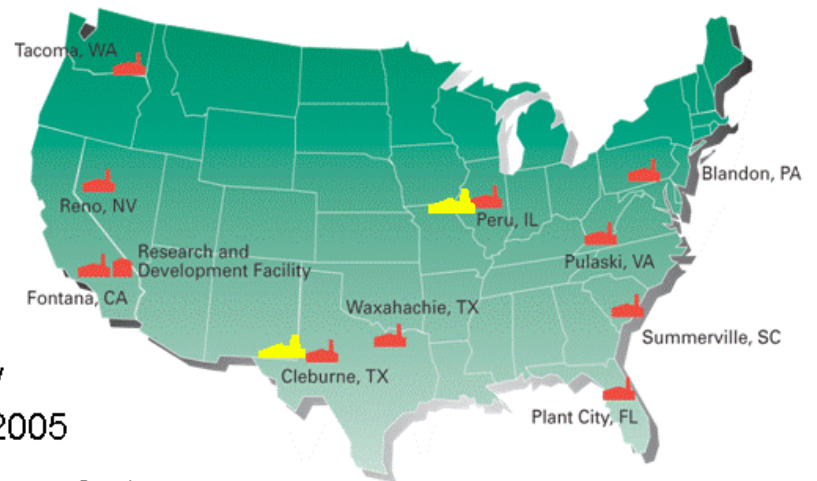
- **Meet the market demand for a trim product for Hardie homes**
 - True 1" thickness (5/4")
 - Differentiated position in the market
 - Values of Hardie
 - Durability
 - Low maintenance
 - Ease of installation
 - Thermal and combustibility characteristics



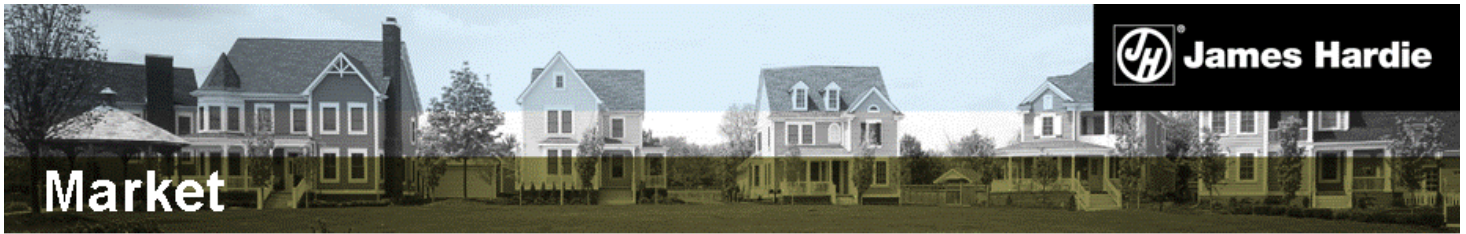


■ Production plants

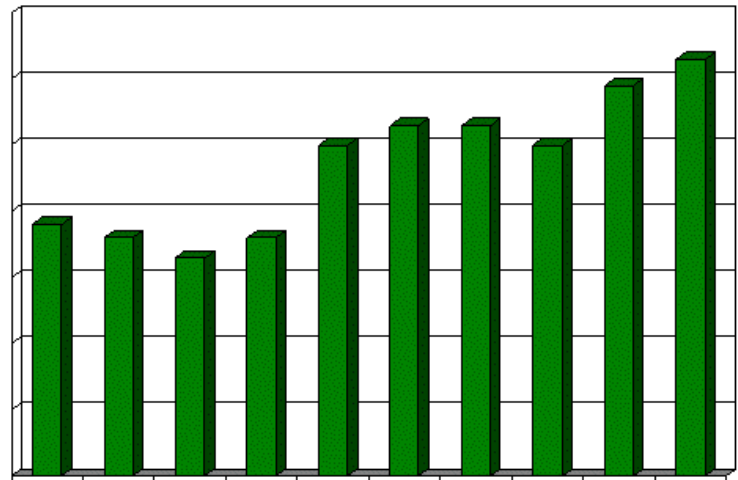
- Cleburne
 - 1st generation facility
 - Operational since 2000
- Peru
 - Latest generation facility
 - Operational since April 2005



■ Centrally located to access market



- **XLD Key part of portfolio**
- **Enables C+ bundle**
 - Removes site painter
 - Colored trim trend
- **Provides full look at 5/4”**



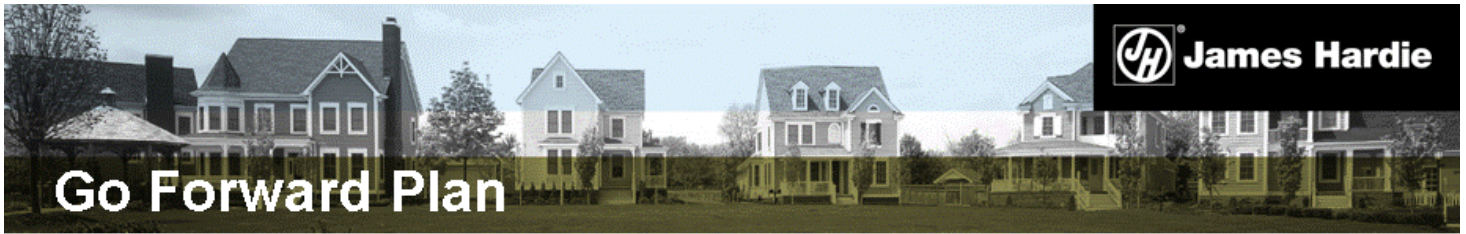
FY05-FY07 volume growth



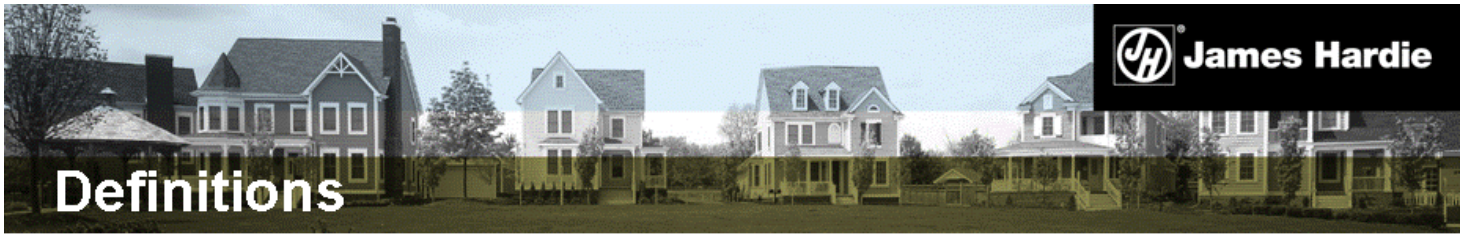
Issues / Challenges

- **Platform development**
 - Technology
 - Systems
- **Product development**
 - Increase customer value





- **Continued growth**
 - C+ Bundle
- **Platform / product evolution**

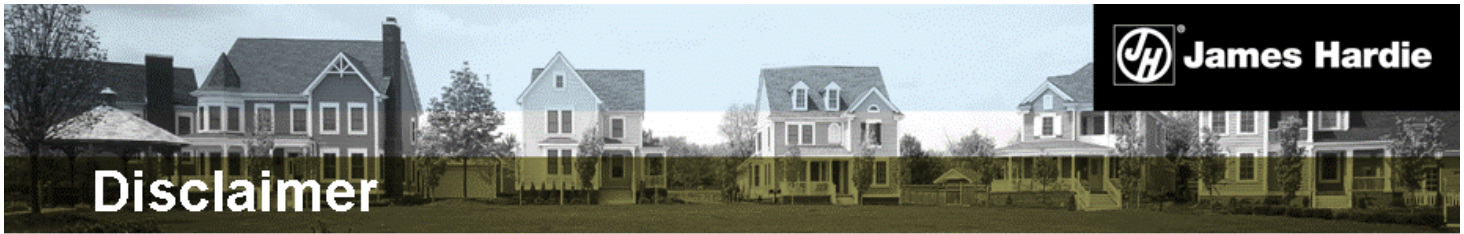


Definitions

Sales Volumes

mmsf – million square feet

msf – thousand square feet

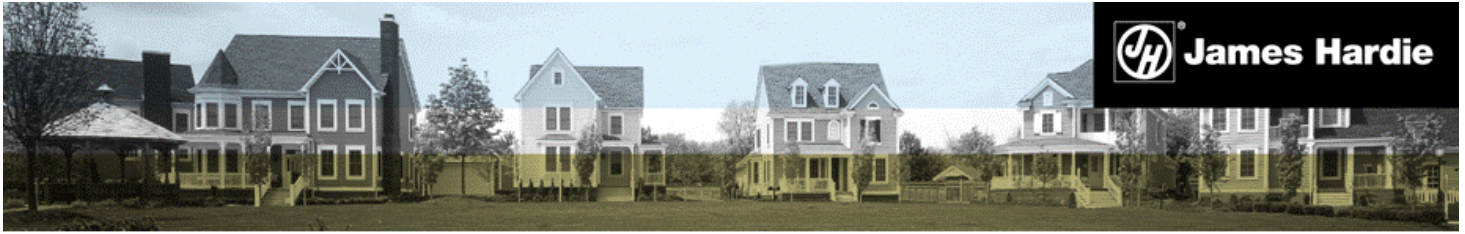


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2006 Analyst/Investor Tour

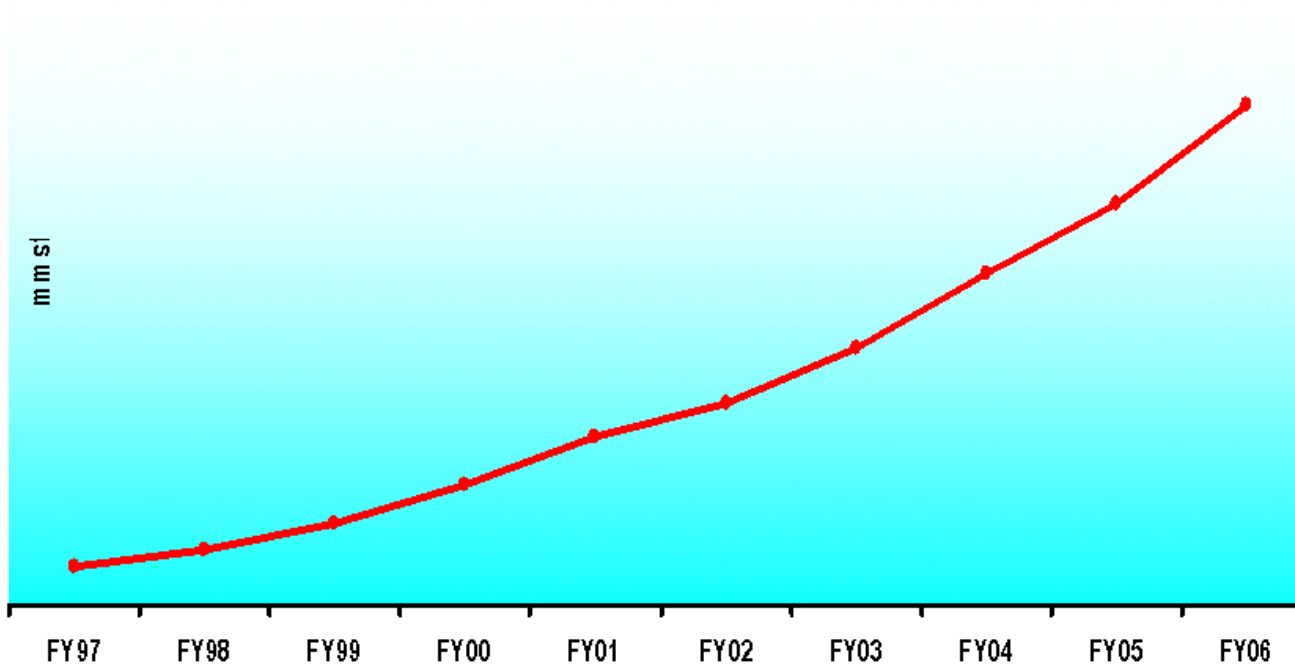
Grant Gustafson

USA Interior Products

12-13 December 2006

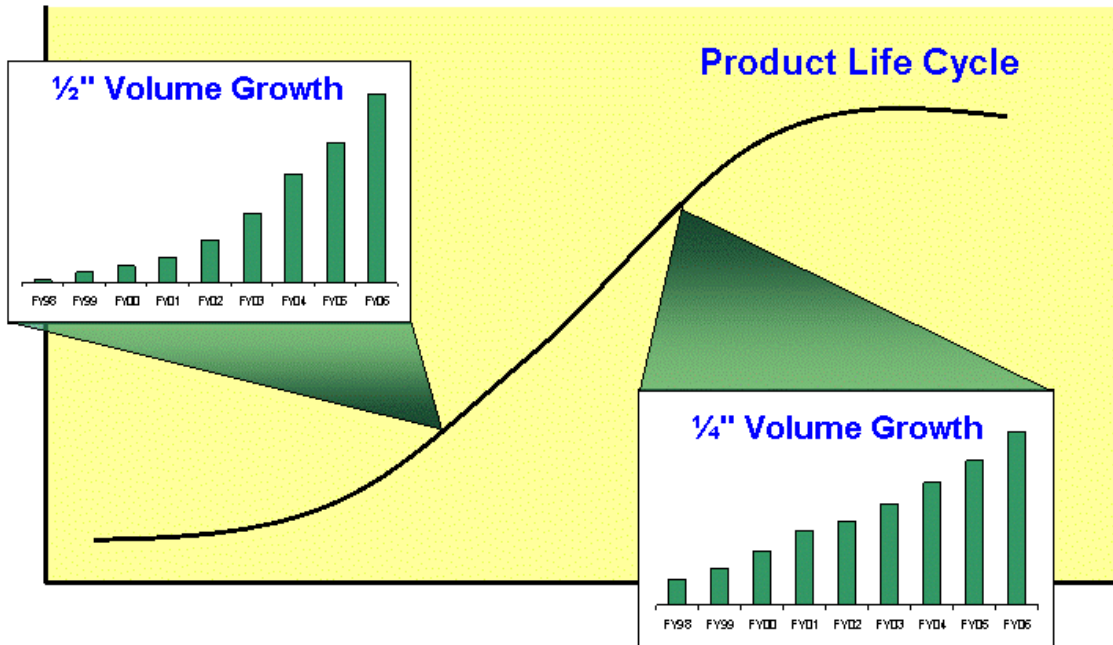


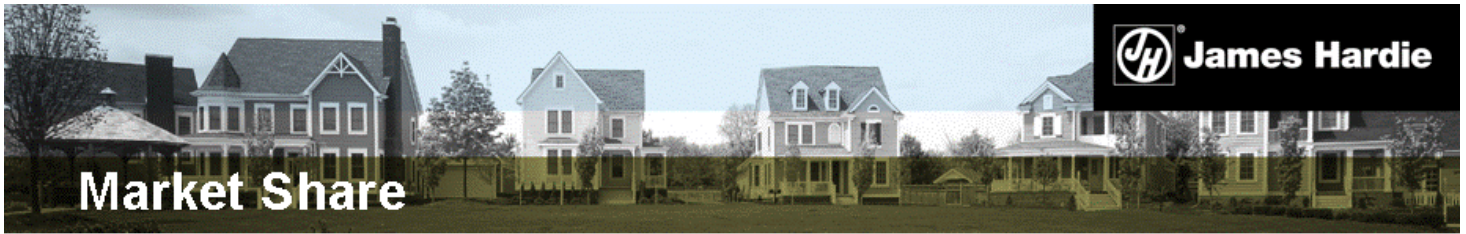
- Decade of solid, uninterrupted growth



Growth By Product

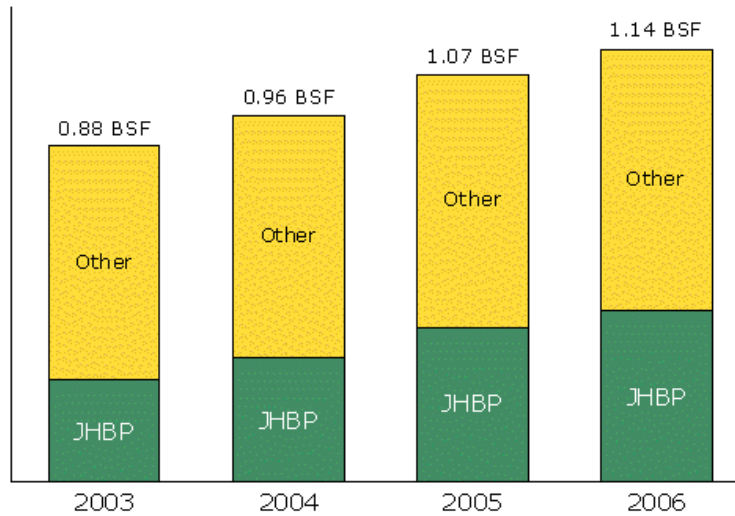
- Primary product (1/4") still growing at healthy pace
- 1/2" product growing even faster





- **Growth fuelled by strong market and stronger JHBP penetration**

U.S. BackerBoard Market





Share Driver: Product Features

¼" Product (substrate for tile floors, especially in wet areas)

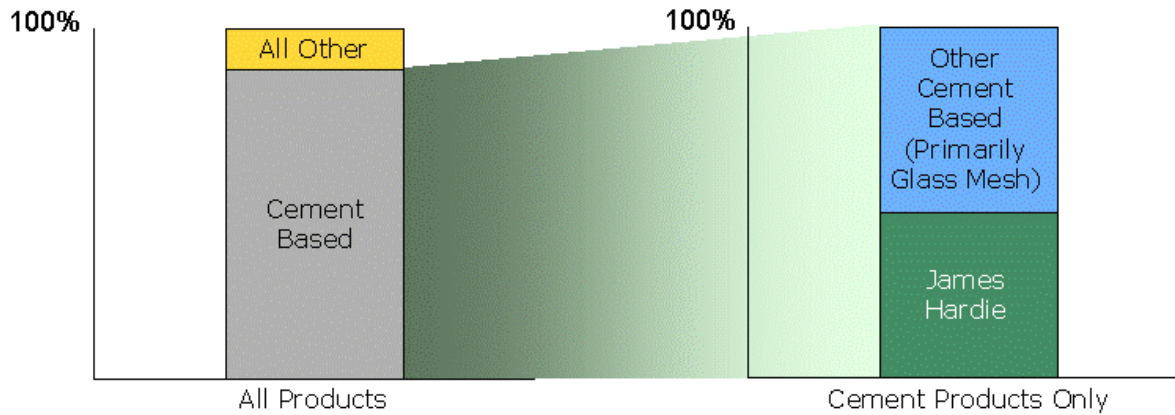
- Leading market share
- Greater compressive & flexural strength
- Cement, but lighter & easier to handle than traditional cement boards
- EZ Grid recessed fastener pattern
- Moldblock technology

½" Product (wet area tile substrate designed for wall use)

- Also used on floors where height is needed
- Six pounds lighter vs. ½" glass mesh cement boards
- Smooth surface can be painted or papered
- Moldblock technology

Share Driver: Advantages vs. Competitive Products

The Market Prefers Cement Backerboard



- “All Other” is primarily Gypsum-based product
- Market prefers cement over gypsum for wet area use
- HardieBacker more user friendly vs. glass mesh



- **Most innovative brand in the business**
 - HardieBacker is the next generation cement board
 - Industry innovator (first ¼" cement board; Moldblock, EZ Grid)

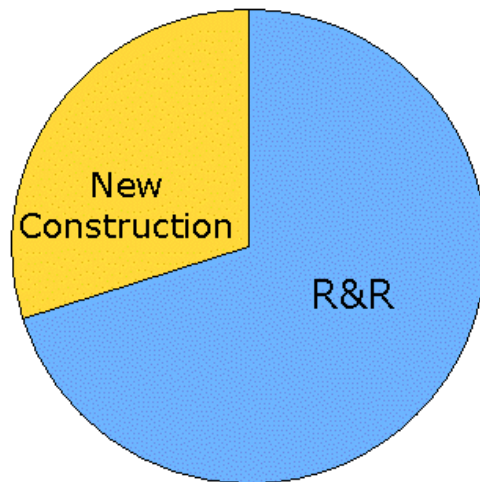
- **Market leadership position**
 - Brand strength and market acceptance as the leader
 - Multiple plants manufacturing backerboard; scale/learning curve plus logistics cost advantages

- **Only dedicated sales force in the industry**
 - Focused sales approach that competitors do not possess

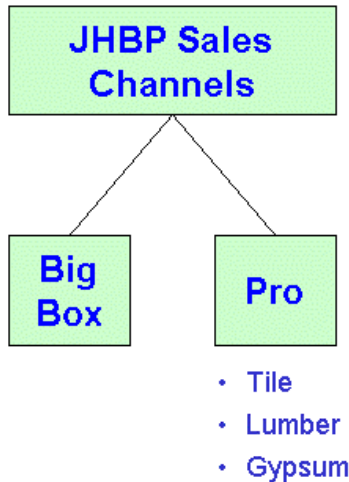


- **Repair & Remodel represents well over half of our volume**

JHBP Interiors Volume



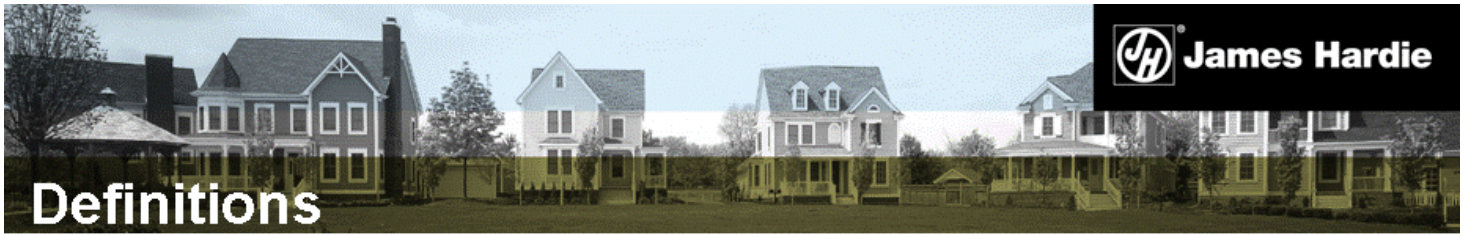
Strategic Direction Moving Forward



- **Align our Big Box and Pro Interiors sales forces under a united regional management structure**
 - Superior coordination
 - Leverage higher level selling skills of pro reps with select big box installers and R&R contractors

- **Shift our sales coverage toward large volume metro areas where our share lags our national average**

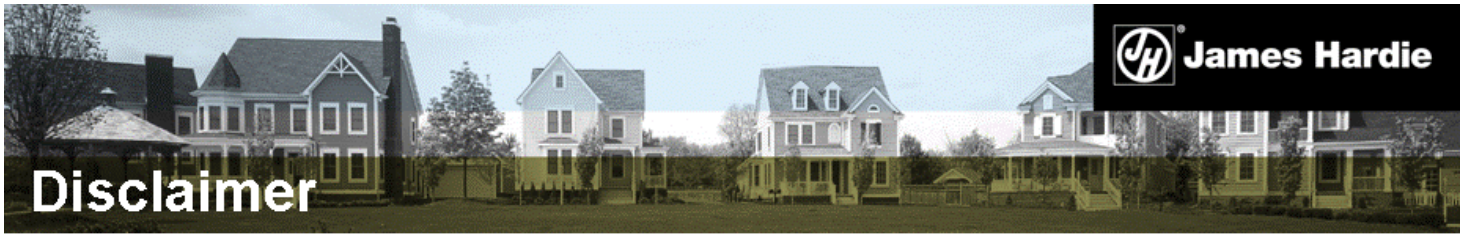
- **Focus on our highest potential market opportunities**
 - Converting traditional product holdouts (especially ½" glass mesh on floors)
 - Exploiting greenboard wall opportunity in light of IRC code change
 - Next generation product improvements



Sales Volumes

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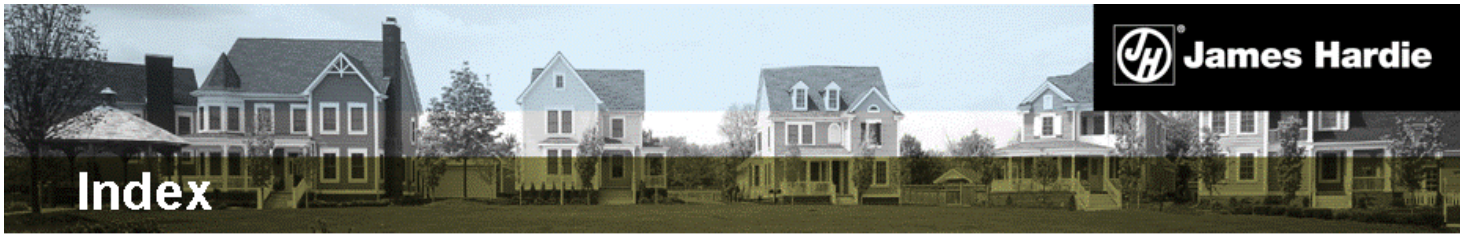


2006 Analyst/Investor Tour

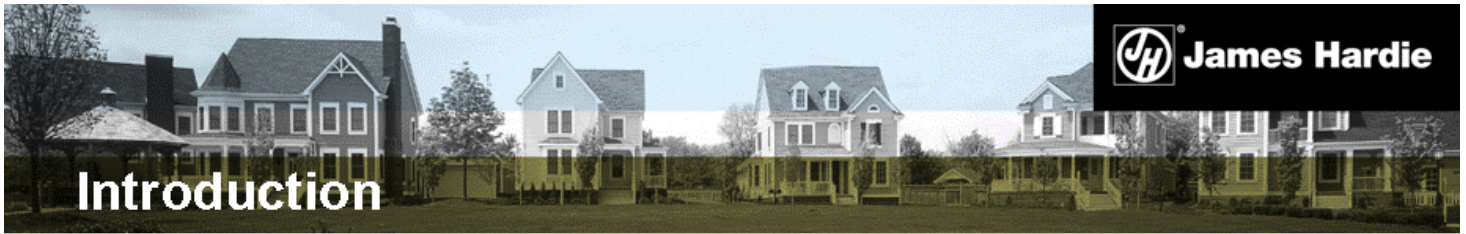
Jamie Chilcoff

Marketing and Branding

12-13 December 2006



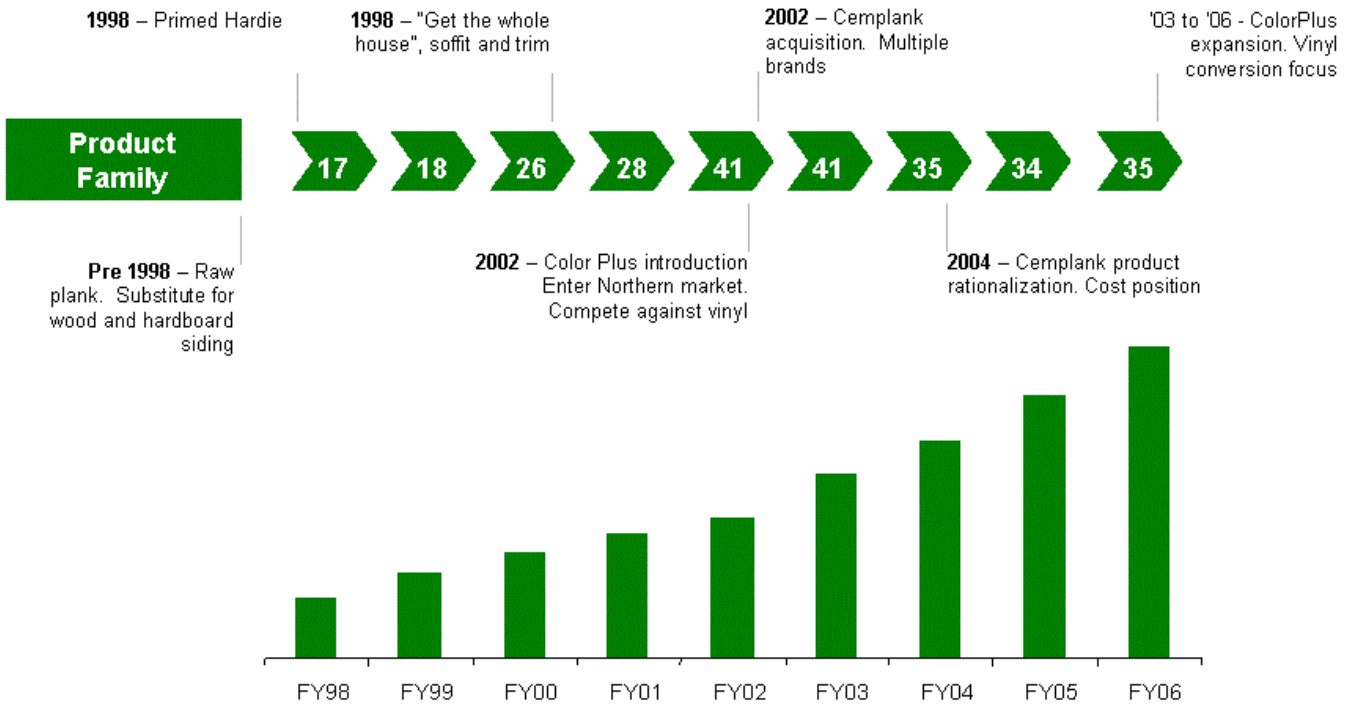
- 1. Introduction**
- 2. Historical Volume Growth driven by product development**
- 3. Historical & Current Product Mix Evolution**
- 4. Desired Product Mix**
- 5. Future Product Mix Evolution**
- 6. Next Steps**
- 7. Brand Strategy**
- 8. Conclusion**



- **James Hardie fiber cement volume has exhibited sustained growth through strong market and product position**
- **Continue to target strong volume growth and revenue yield**
 - How has the product portfolio evolved over time?
 - What will the product portfolio look like in the future?
 - What is the product development strategy?

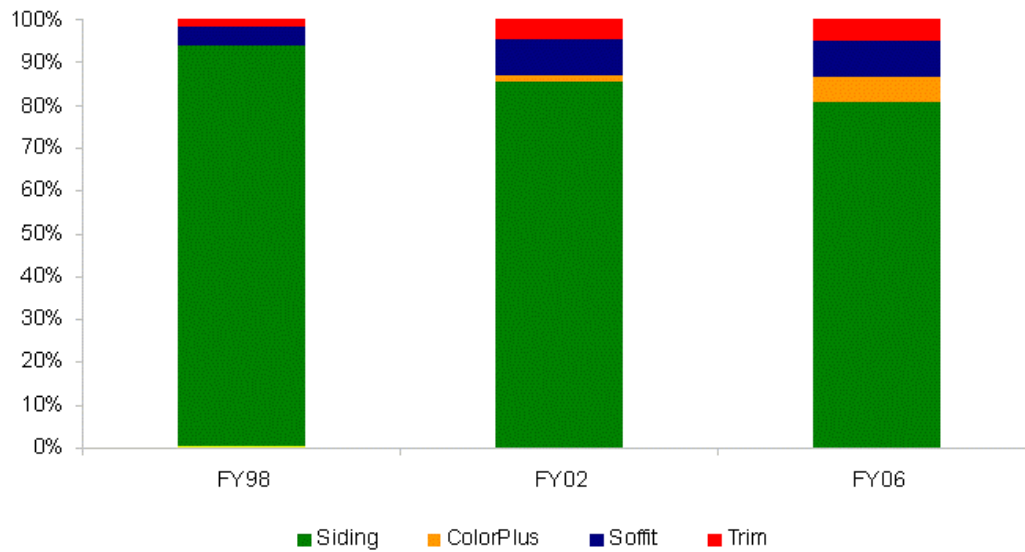


▪ **Number of products has grown in support of volume growth**





- **Premium product segment growth has driven ability to increase volume and enhance revenue yield.**





Future Product Mix - Evolution

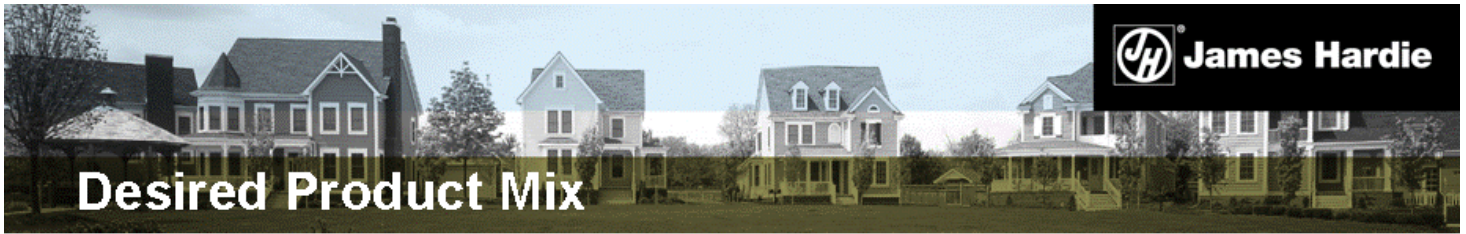
- **Continue to grow core volume through product leadership and increase revenue yield through differentiated product position**

Pursue strategy to grow and defend market position

- Continue to gain share in existing markets to secure, strengthen and grow the core business
 - Brand development... "Good, Better, Best" positioning
 - Regional market focus
 - Defend market share

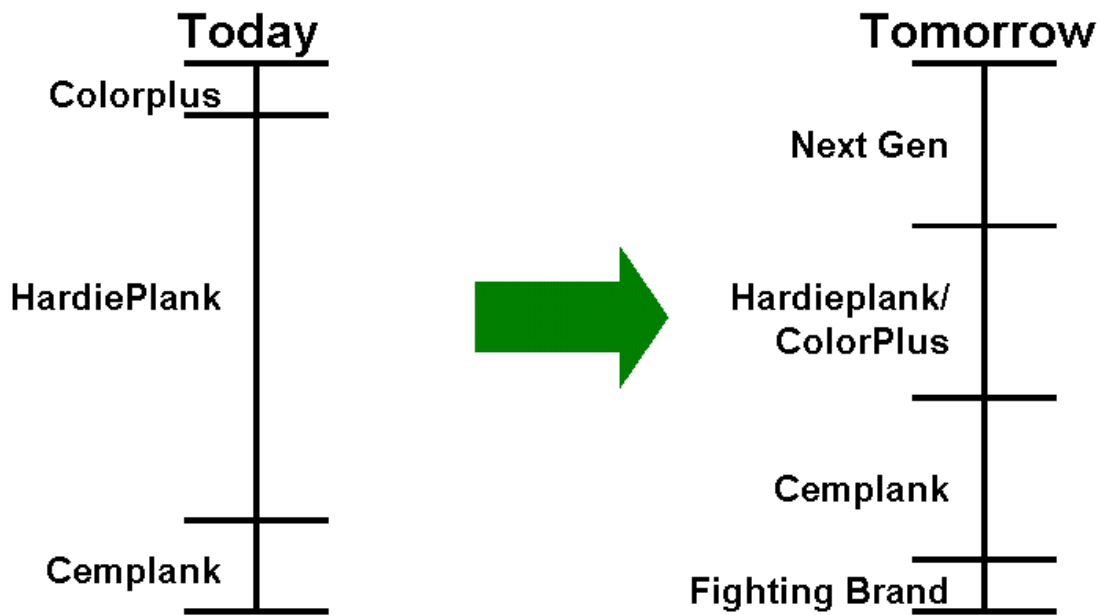
Enhance revenue yield through differentiated products

- Aggressively grow revenue yield through provision of new products
 - Continued product innovation and differentiation as market position matures
 - Leverage proven product leadership position



Desired Product Mix

- Product mix will evolve significantly in the medium term to continue to drive revenue and leverage market position.



Desired Product Mix - Next Steps

Brand Development

- Build brand equity over time to support premium position
- “A Better Way to Build”...
- Good, Better, Best positioning

Grow Existing Share

- Extended ColorPlus rollout – initially target Pacific North West, then aggressively pursue other markets
- Market entry strategy will vary from region to region

Differentiated Product

- Pursue differentiated premium position in mature markets
- Rollout Next Gen product in identified markets end FY08

Defend Market Share

- Launch price fighter brand to actively compete against non-premium product competition



LINCOLN



Cemboard

Hardie

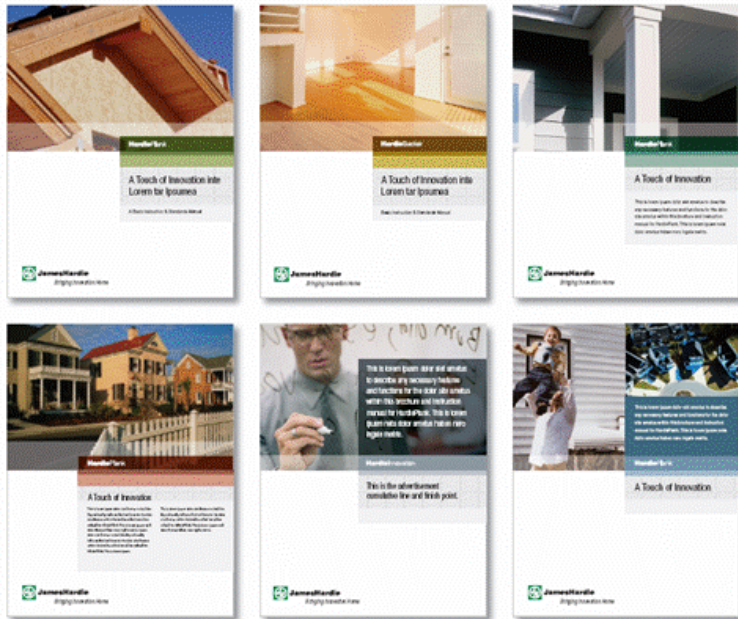
Premium Hardie

A three tiered architecture allows you to:

- Target different audiences
- Segment your prospective markets
- Price accordingly
- Penetrate varied markets effectively



Brand Strategy - New Branding

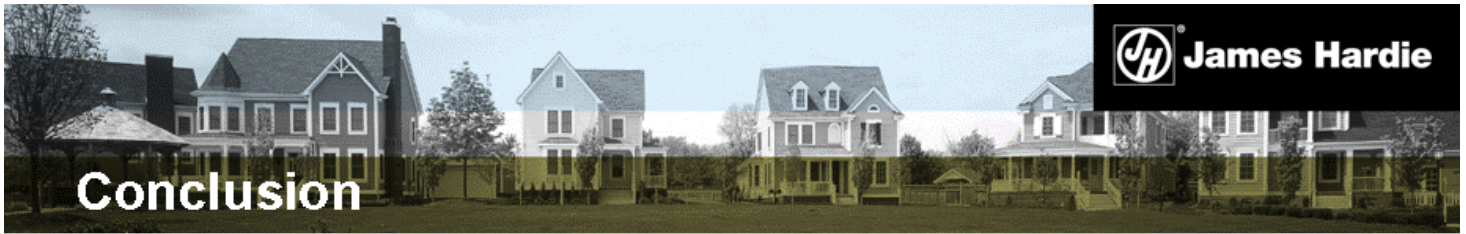


- Launching a new brand with a consistent look and feel across the product portfolio.
- A brand promise that connects with customers – “A Better Way To Build.”

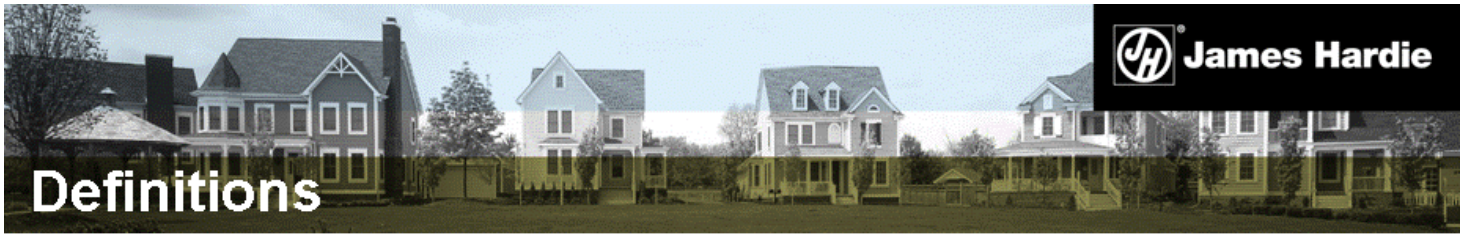


®

JamesHardie



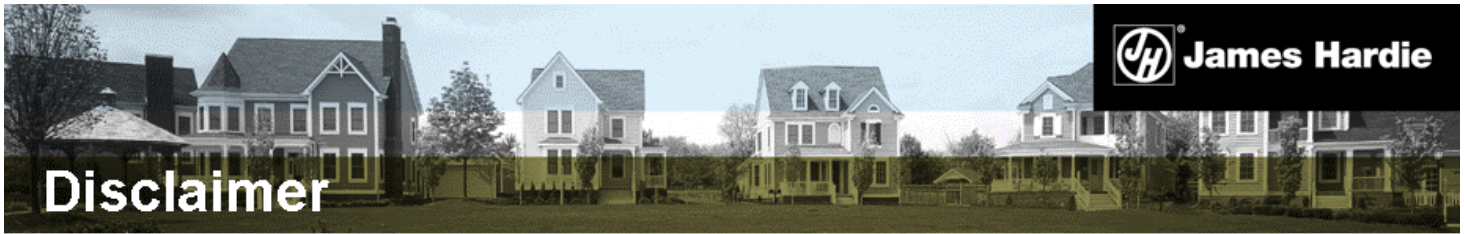
- **Continued strong growth in core product volume and revenue yield**
- **Product portfolio will continue to evolve...**
 - Build brand position and consumer awareness
 - Grow and defend existing markets
 - Leverage product leadership competency to provide pipeline of differentiated products



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