

PORT OF
TAURANGA



Port for the Future >>>
www.port-tauranga.co.nz

Company Profile



COMPANY DIRECTORATE

DIRECTORS	Mr D A Pilkington (Chair) Ms A M Andrew Mr K R Ellis Ms J C Hoare Mr A R Lawrence Mr D W Leeder Sir Robert McLeod
SOLICITORS	Holland Beckett Law Tauranga
BANKERS	ANZ National Bank Limited Bank of New Zealand Commonwealth Bank MUFG Bank, Ltd
AUDITORS	KPMG Tauranga (On behalf of the Auditor-General)
SHARE REGISTRY	Link Market Services Limited PO Box 91976 Victoria Street West Auckland 1142 New Zealand Telephone +64 9 375 5998 Facsimile +64 9 375 5990 Email enquiries@linkmarketservices.co.nz
REGISTERED OFFICE	Port of Tauranga Limited Salisbury Avenue Mount Maunganui Tauranga New Zealand
POSTAL ADDRESS	Port of Tauranga Limited Private Bag 12504 Tauranga Mail Centre Tauranga 3143 New Zealand
E-MAIL ADDRESS	marketing@port-tauranga.co.nz
WEBSITE	www.port-tauranga.co.nz
FAX NUMBER	+64 7 572 8800
TELEPHONE NUMBERS	All Divisions +64 7 572 8899 Customer Service Centre +64 7 572 8888 Supervisor – Security +64 7 572 8832 Workshop +64 7 572 8692 Tauranga Container Terminal +64 7 572 8761 MetroPort Auckland +64 9 583 9688 Timaru Container Terminal +64 0800 828 784

MANAGEMENT STRUCTURE



L-R: Leonard Sampson, Dan Kneebone, Sara Lunam, Steve Gray & Mark Cairns

Chief Executive – Mark Cairns

Mark Cairns has been Chief Executive of Port of Tauranga Limited, New Zealand's largest and fastest growing port - since 2005. Prior to joining Port of Tauranga, he was Chief Executive of C3 Limited (formerly Toll Owens Limited) for five years. He is a Director of Northport Limited, Coda GP Limited and Quality Marshalling Limited. He was appointed to the Board of Meridian Energy Limited in July 2012.

Mark has a First Class Honours Degree in Civil Engineering, a degree in Business Studies and a Master of Management. He is a Member of the Institute of Logistics and Transport, a member of the Institute of Directors and a member of LEADR (accredited mediator).

Chief Financial Officer – Steve Gray

As Chief Financial Officer, a position that also incorporates the role of Company Secretary, Steve is responsible for the financial management of the Port. He continually monitors the financial performance of the business and part of his role includes providing forecasts and advice on the financial implications of specific programmes or projects planned for the future.

Steve is also responsible for briefing analysts, stockbrokers and the New Zealand Exchange and oversees the development of information systems within the Company. As Company Secretary, he works closely with the Board of Directors and also takes care of the Port's legal matters. Steve has been with the Company since 1987 and was appointed Chief Financial Officer in July 2007.

Chief Operating Officer – Leonard Sampson

Chief Operating Officer Leonard Sampson oversees port operations, marketing and new business opportunities and is closely involved in working with the Port's customers. He manages a wide range of Port services including marine pilots, tugs, the planning of berths for shipping arrivals, wharf space, security and labour resources within the Port. He also plays a key role in the relationships between the Port of Tauranga, shipping lines and importers and exporters. Part of this role includes promoting the development of the Port to meet customer needs.

Prior to joining the Company in September 2013, Leonard held the position of General Manager Sales at KiwiRail Limited where he was responsible for the management and development of KiwiRail's freight markets, with revenues of ~\$500 million. Prior to KiwiRail/Toll Rail, Mr Sampson worked for Carter Holt Harvey Limited and also Mainfreight Limited in sales and marketing roles.

Corporate Services Manager – Sara Lunam

Sara is a key member of the Port's Senior Management Team, involved across the business from human resources to providing assistance on operational and commercial matters.

Sara's role in human resources includes overseeing the personal development and training of staff, the Company's health and safety policy, industrial relations and ensuring the Port continues to attract top calibre staff. Sara also assists the port in representations to various regulatory authorities on issues likely to affect the business and its operating environment. She was appointed to this position in 2010 and has extensive experience in port related industries.

Property & Infrastructure Manager – Dan Kneebone

Dan Kneebone has overall responsibility for both the property portfolio and engineering interests of the Port. His role is to ensure that developments at the Port meet the needs of existing and potential customers. This involves the planning and construction of new projects and maintaining the assets of the Port.

Dan joined the Port of Tauranga Senior Management Team in January 2013 and plays an important role in the Port's strategic planning.

PORT OF TAURANGA

No longer known as a regional port, Port of Tauranga is now New Zealand's largest port by total volume, the largest export port and second largest container port. We have the location, the strategic partnerships with our customers and suppliers, the capacity to expand our infrastructure, and unrivalled sea, road and rail connections. Port of Tauranga is New Zealand's Port for the Future.

Hub Port

Port of Tauranga has proved itself as the port of choice for many customers as a hub port. Strong partnerships with key customers have been a feature in the growing trend toward Tauranga becoming a major distribution hub, particularly serving the Auckland market. Both coastal and international trades are serviced well out of this port and are supported strongly with road and rail connections.

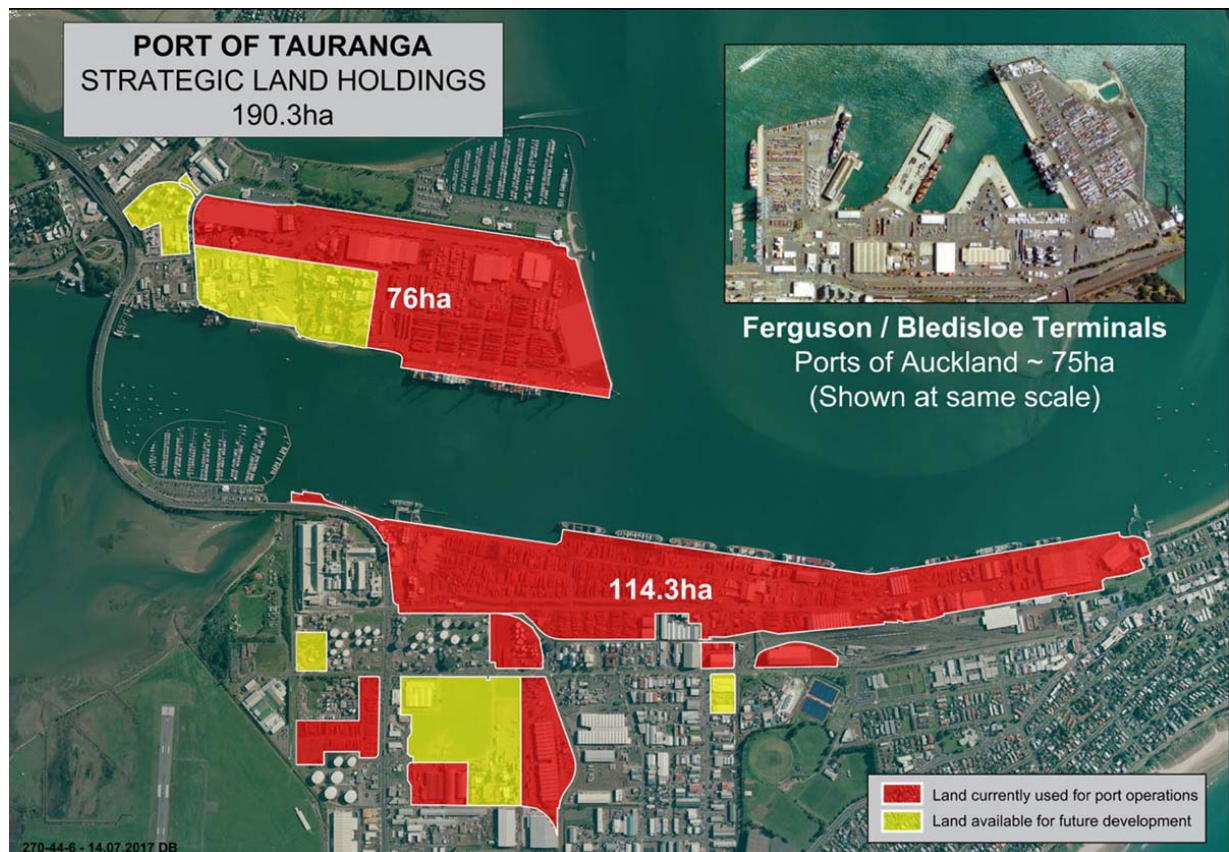
Competitive Port Environment

Unlike other ports, Tauranga promotes on wharf competition in stevedoring and marshalling activities. Because of the labour structures in other ports, industrial disruption could be port wide. However, in Tauranga, there is no monopoly by any single union or workforce.

Strategic Land Holding

The port has the ability to meet future demand through the development of the land already under port ownership with our total land holdings of 190.3 hectares. This resource can be developed within a relatively short time with minimum capital requirement.

A 170 metre northern extension to the Sulphur Point wharf was completed in March 2013. Long-term plans provide for further extension of 385 metres to the South at Sulphur Point and for an additional two berths at Mount Maunganui.



Terminal Capacity

The Tauranga Container Terminal (TCT), at Sulphur Point Tauranga, comprises 74.6 hectares, of which 49 hectares is currently developed for Terminal activities. Significant additional area is available for expansion to take place. The present throughput of around 1.2 million TEUs (Twenty Foot Equivalent Units) per annum, could potentially be doubled within the available land area. Looking ahead, the Port has ample space available for future expansion to accommodate growth in business without the need for reclamation.

Larger Vessels

Our Harbour dredging programme was completed in September 2016. This project marked a turning point for the Port, with the subsequent introduction of large vessels on Tauranga-only port calls, and with it an inevitable paradigm shift toward a hub and feeder port network in New Zealand.

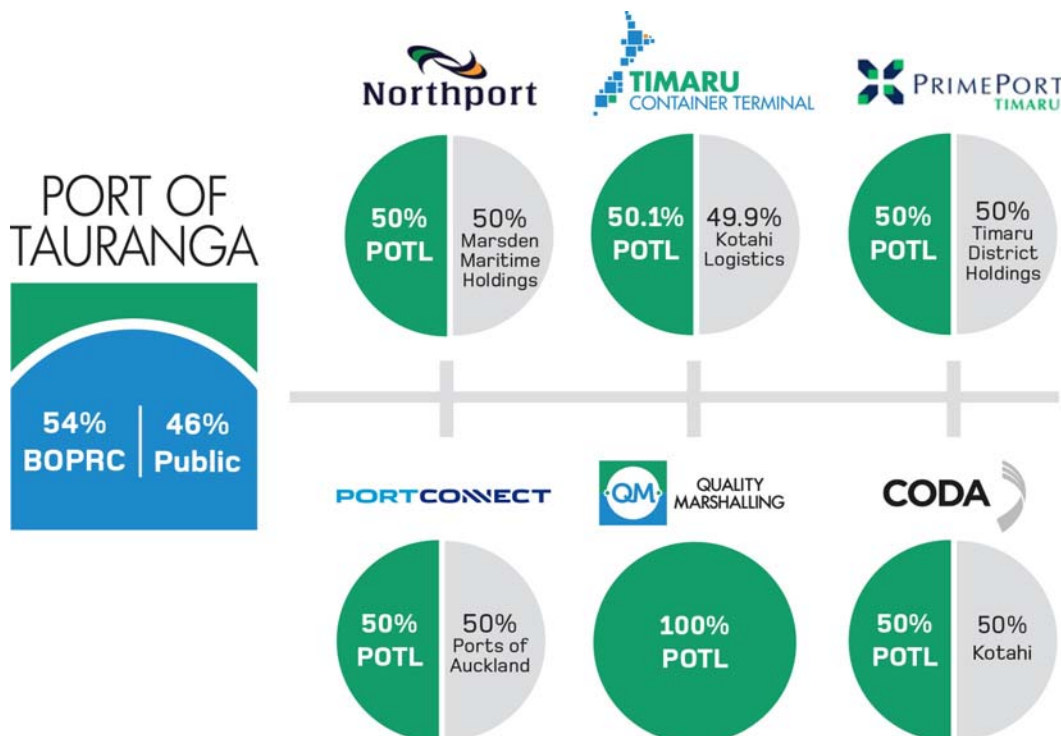
Larger vessels with nominal capacities of between 7,500 and 11,294 TEU now regularly call on a weekly basis, compared to our pre-dredging peak of 4,500 TEU vessels.

MetroPort Auckland

MetroPort Auckland is the rail linked inland Terminal in the centre of Auckland's manufacturing and distribution centres, through which Port of Tauranga moves import and export containers destined for, or originating from, the greater Auckland area.

This inland terminal is a proven success, handling in excess of 180,000 TEUs per annum. Significant additional capacity is available on the rail link and KiwiRail has committed to make further investment, as volumes require.

COMPANY STRUCTURE



OPERATIONAL FIVE YEAR SUMMARY

AS AT 30 JUNE 2019

OPERATIONAL	Year 2019	Year 2018	Year 2017	Year 2016	Year 2015
Cargo throughput (000 tonnes)	26,946	24,458	22,194	20,120	20,179
Containers (TEU)*	1,233,177	1,182,147	1,085,987	954,006	851,106
Net crane rate (container moves per hour)**	32.9	35.5	36.2	35.6	35.5
Ship departures	1,678	1,747	1,651	1,482	1,555
Berth occupancy (%)	50	48	47	46	46
Total cargo ship days in port	2,769	2,643	2,589	2,504	2,528
Turn-around time per cargo ship (days)	1.65	1.5	1.4	1.6	1.6
Cargo tonnes per ship	16,058	14,000	13,442	13,549	12,510
Average cargo ship gross tonnage (GT)	33,920	30,218	29,654	26,665	25,018
Average cargo ship length overall (metres)	207	200	199	190	185
Number of employees – Port of Tauranga Limited	230	208	206	194	193
Lost time injuries (LTI – frequency)***	2.5	2.8	2.8	5.6	2.9
Total injury (frequency rate)	2.5	5.5	5.6	5.6	14.7

*TEU = Twenty Foot Equivalent Unit.

**As measured by the Australian Productivity Commission.

***Number of lost time claims per million hours worked.

Operational data relates to the Parent Company as opposed to the Group.