



PORT OF
TAURANGA

NEW ZEALAND'S

Port for the Future >>>

Port of Tauranga Limited ANNUAL MEETING

25 October 2019



David Pilkington CHAIR

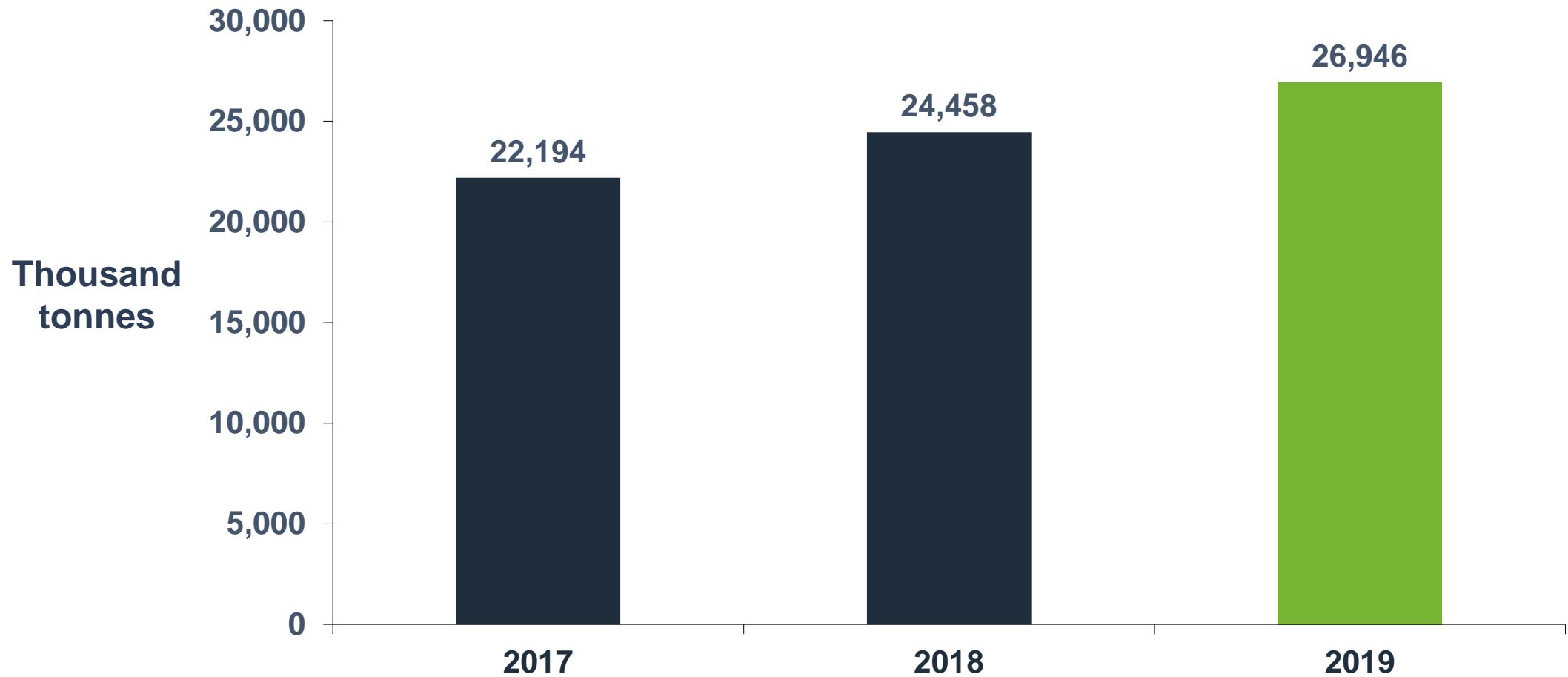


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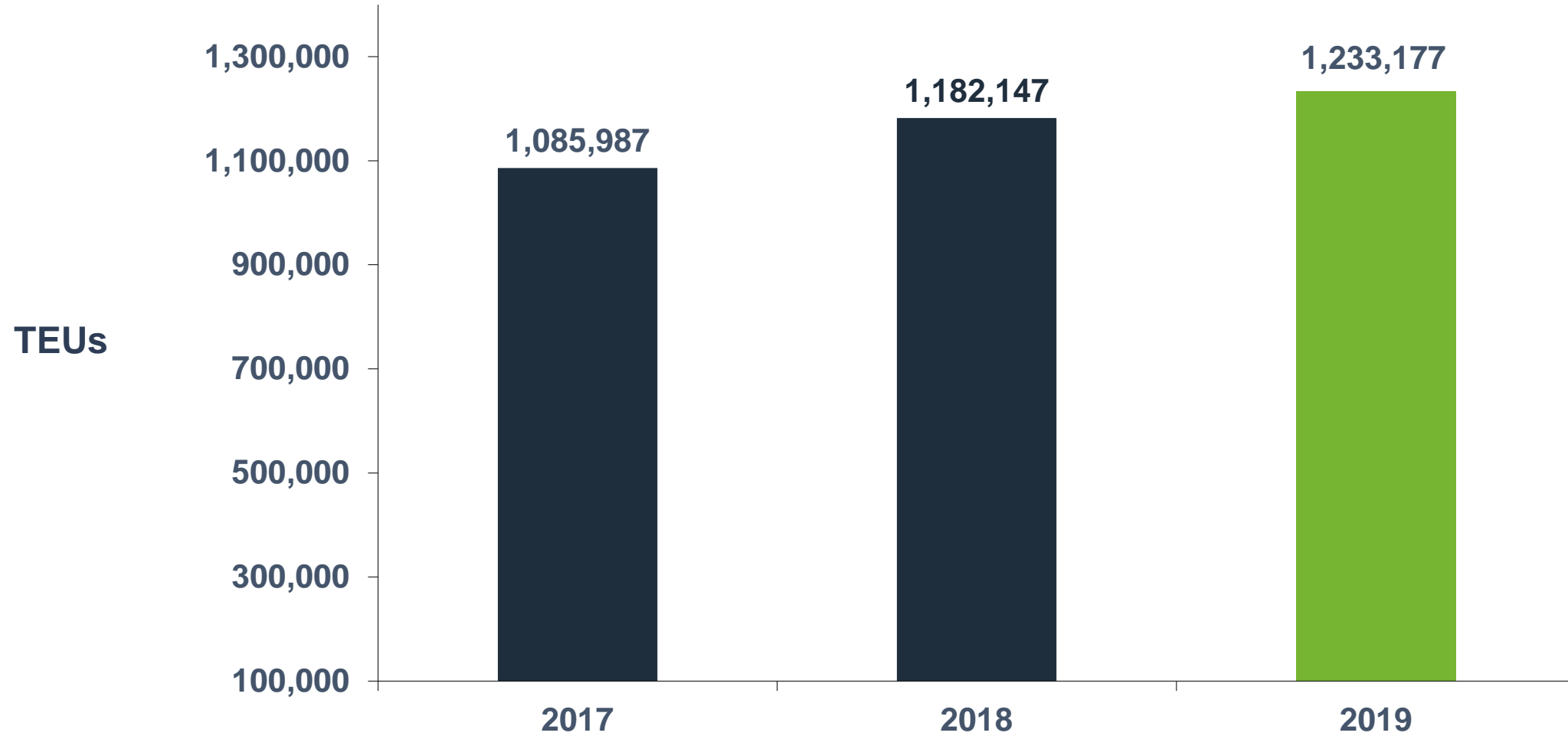
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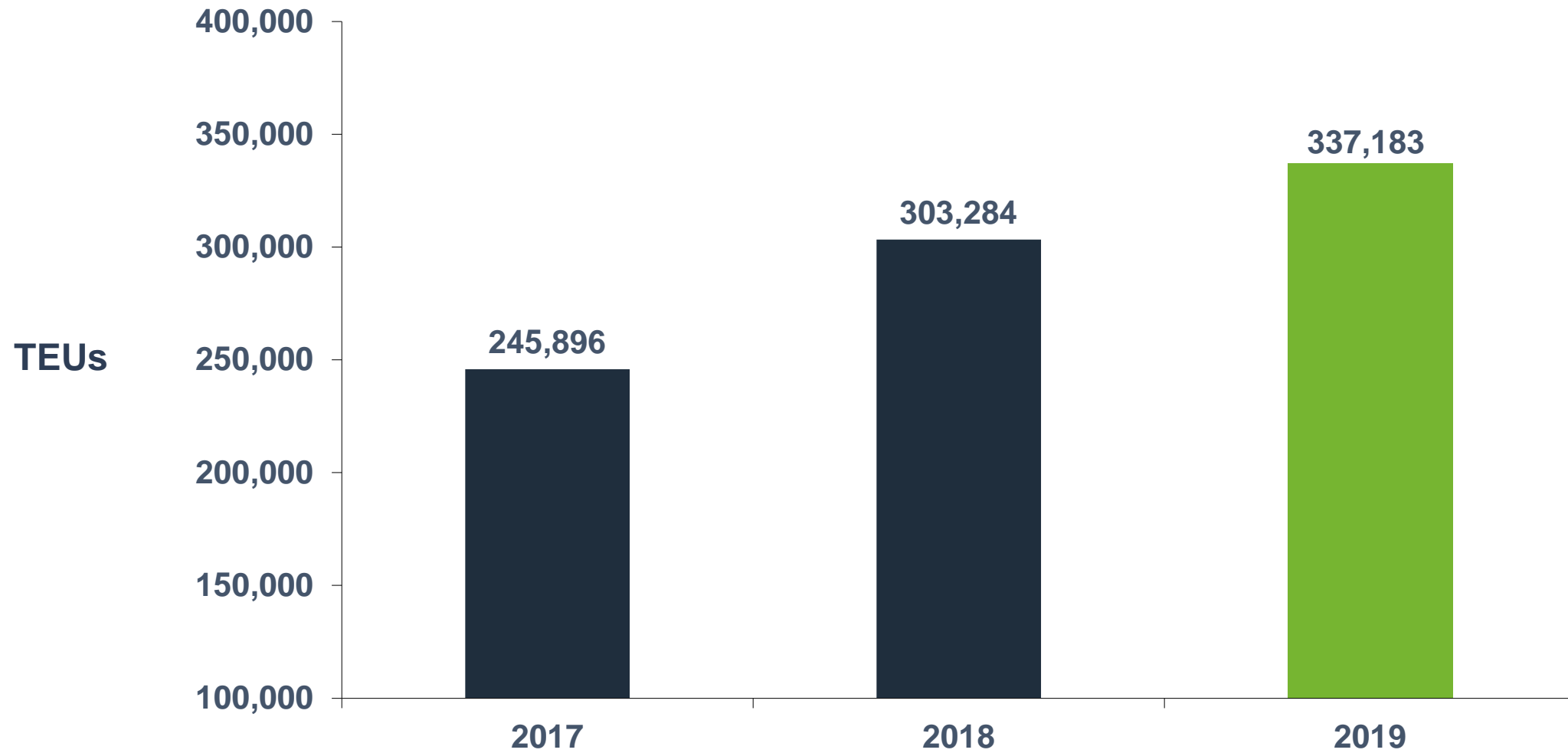
Total trade up 10.2%



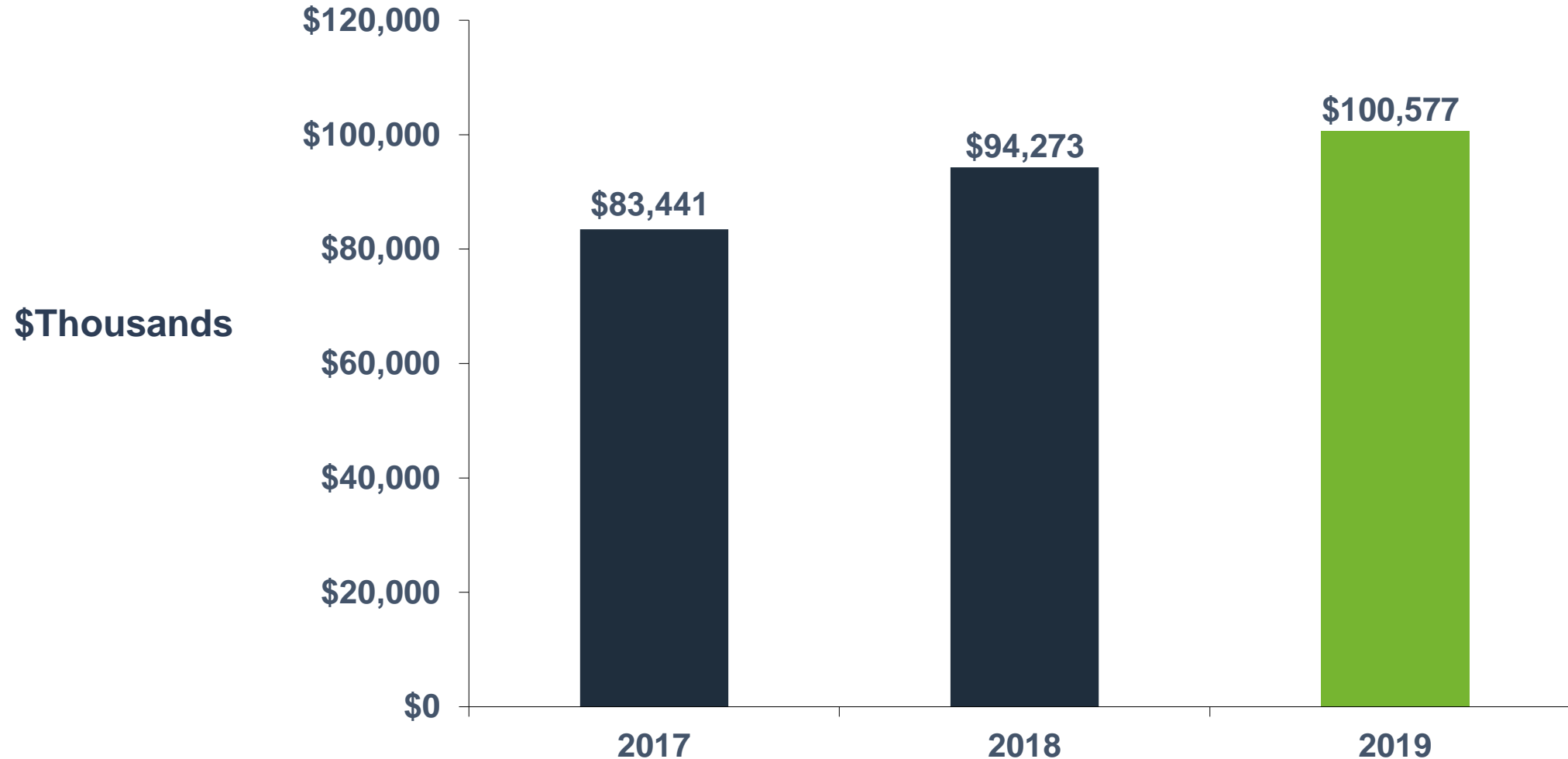
Container volumes up 4.3%



Transhipped containers up 11.2%

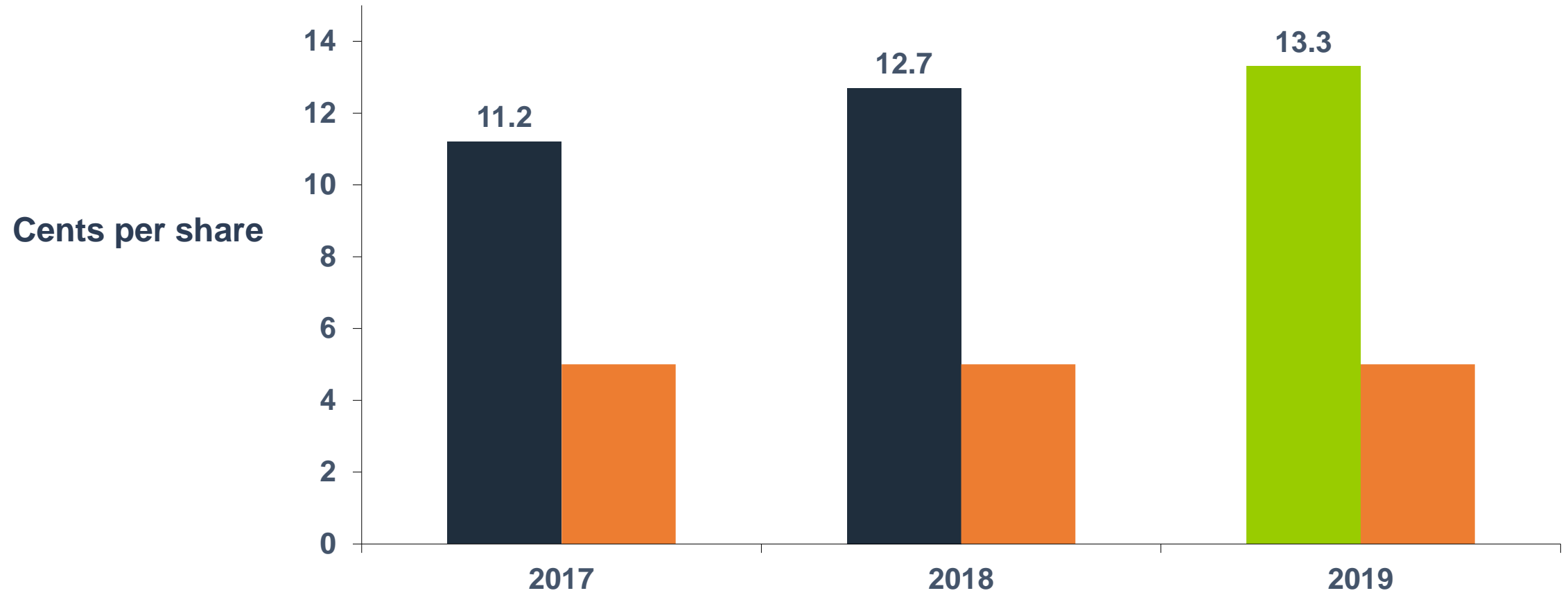


Group Net Profit After Tax up 6.7%



Ordinary dividends up 4.7%

Continuance of 2.5cps special dividend for another 4 years



Subsidiary and Associate Companies

Net Profit After Tax down 27.5%



Coda Group

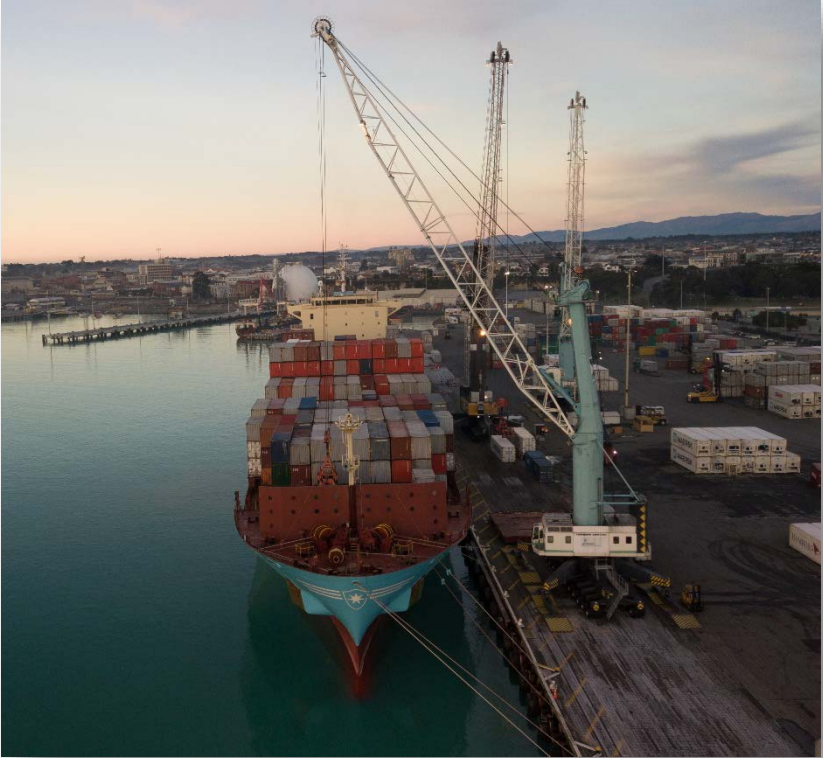


Quality Marshalling



PrimePort Timaru

Subsidiary and Associate Companies



Timaru Container Terminal



Northport

Upper North Island Supply Chain Strategy

- Second report October 2019
- Favours Northport for bulk of Auckland cargo
- Investment in rail and road networks required
- Final report to Government by end of year.







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TAURANGA







Our environment

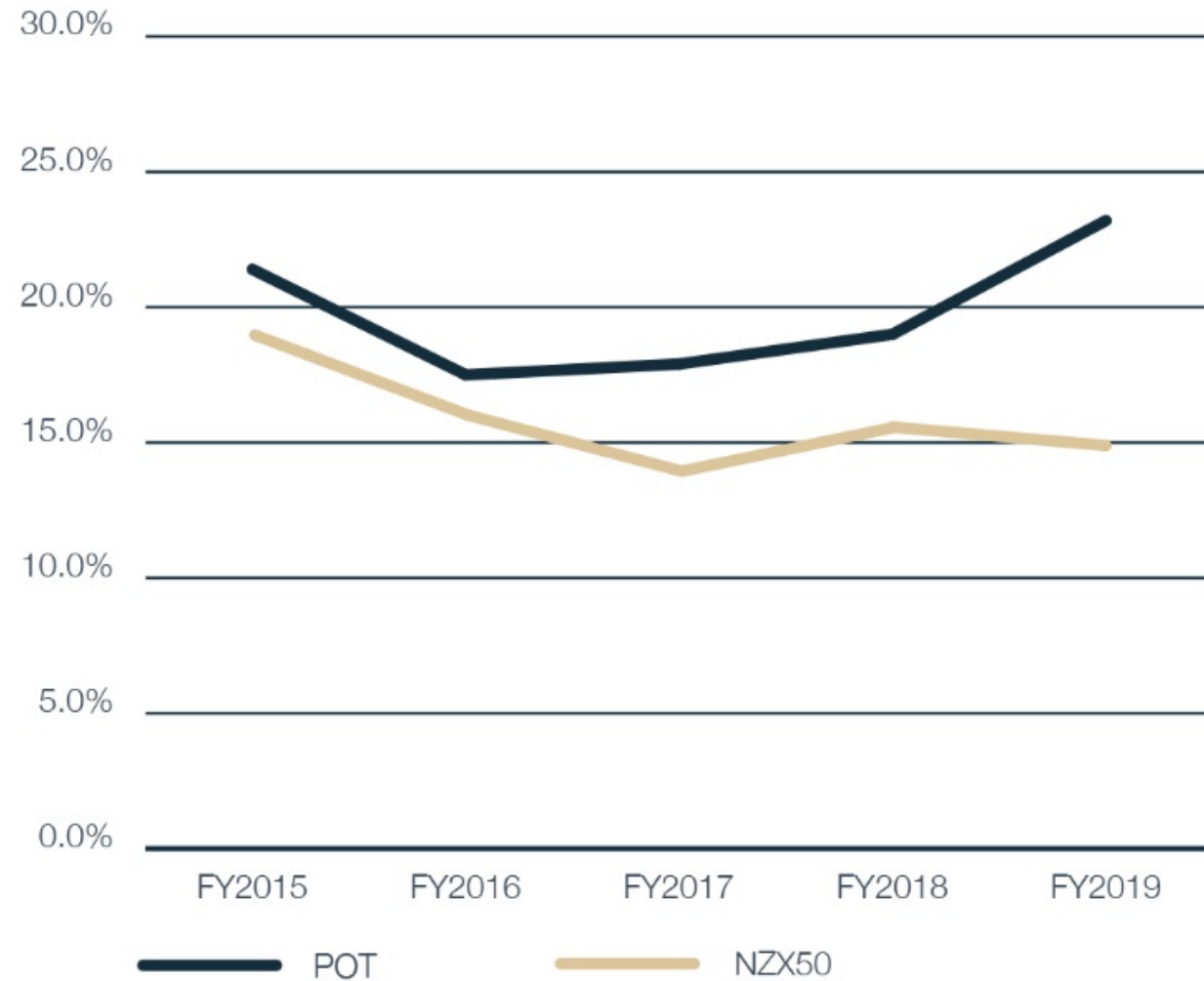


Institute of Finance Professionals NZ Awards

- Chief Executive Mark Cairns received prestigious Caldwell Partners' Leadership Award for 2019



Port of Tauranga performance vs NZX50



CFO Steve Gray

- Retirement in June 2020 after 32 years with the Company and 12 years as Chief Financial Officer

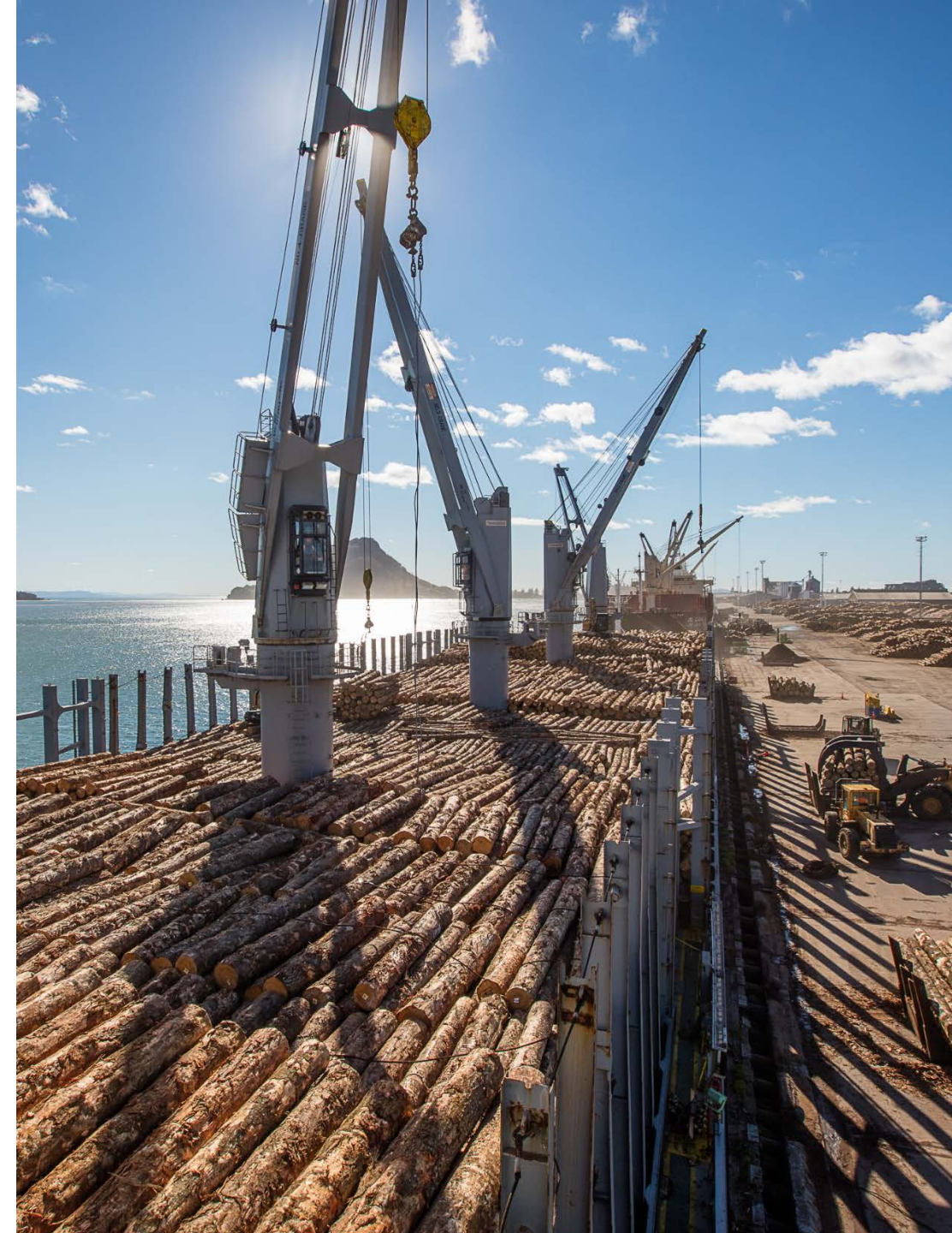
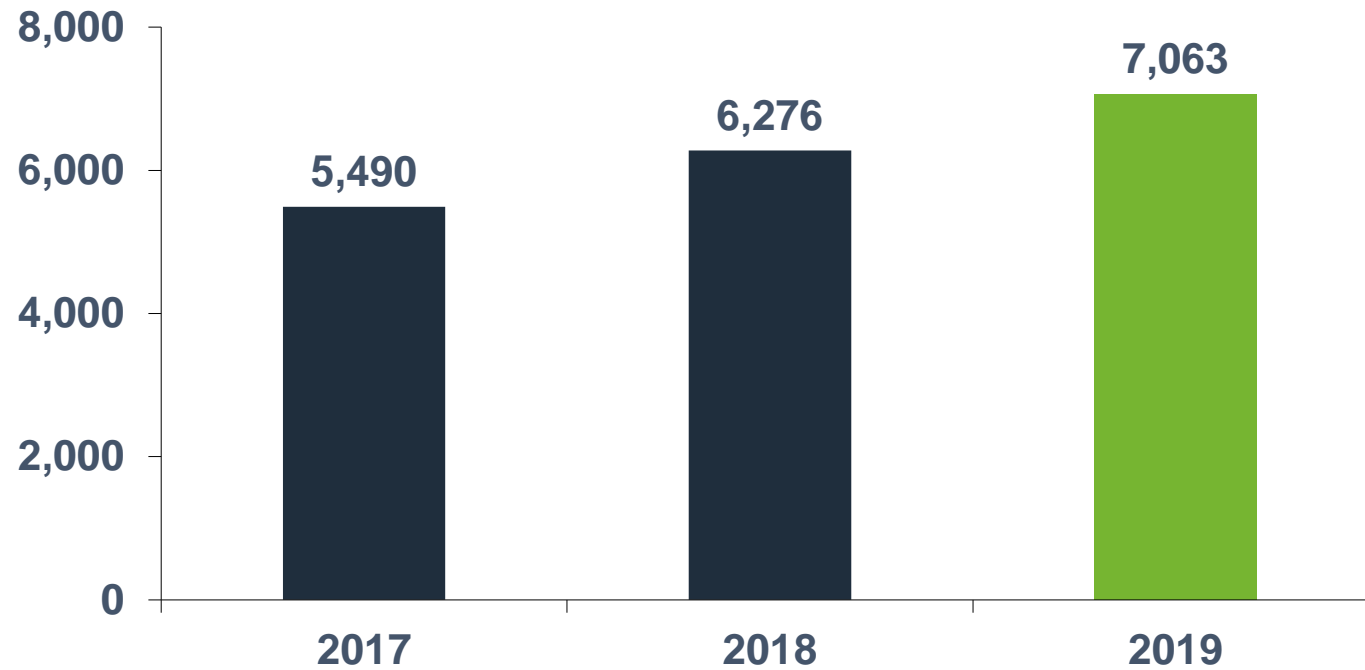




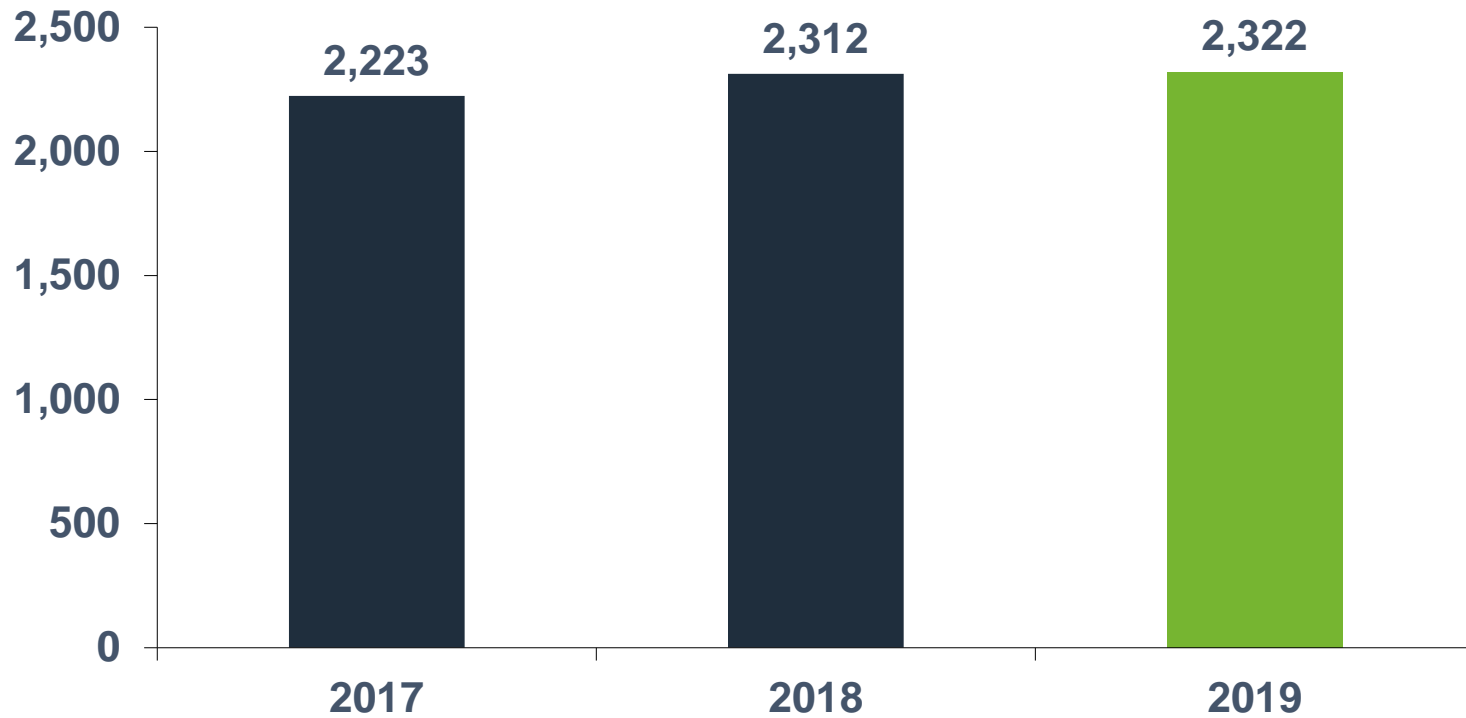


Mark Cairns CHIEF EXECUTIVE

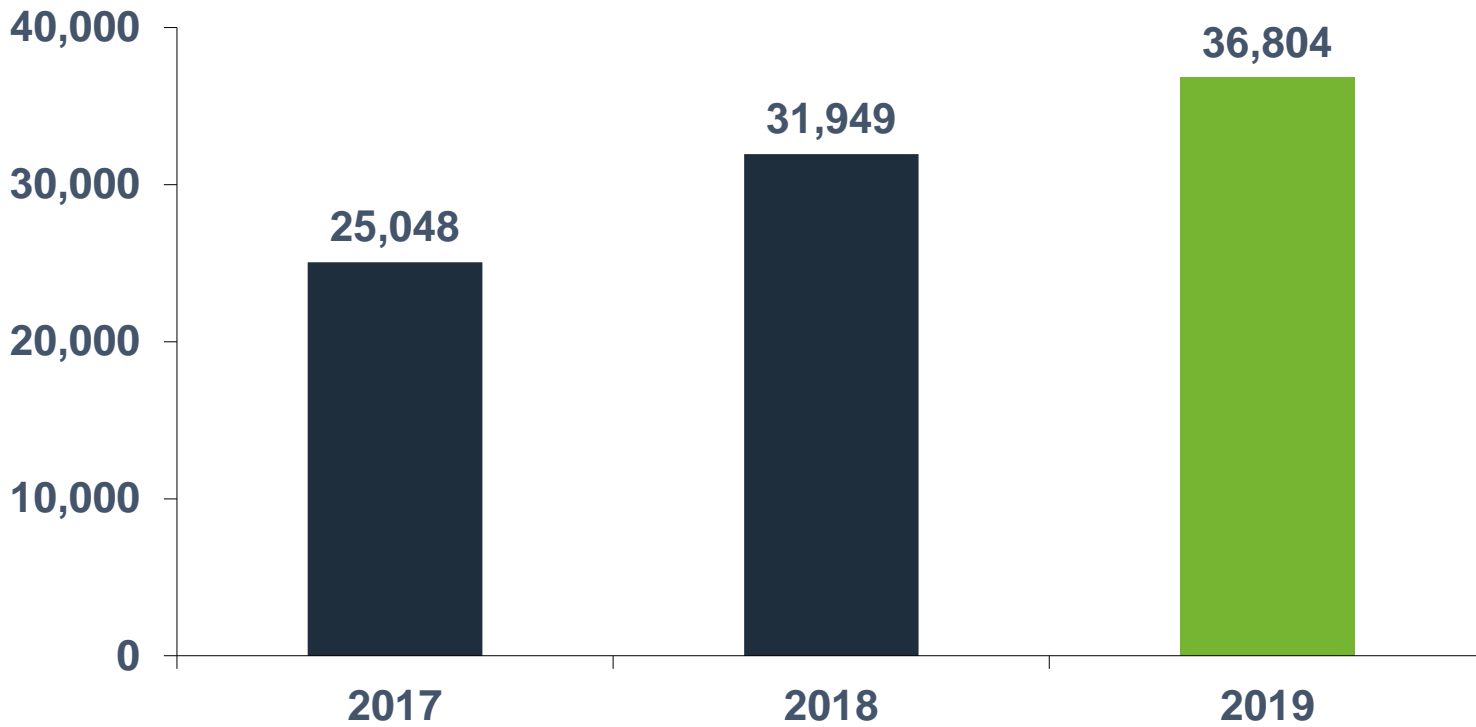
Log exports up 12.5%



Dairy exports steady



Kiwifruit exports up 15.3%







Our relationships

- Renewed decade-term freight agreement with Oji Fibre Solutions
- Award 18 tertiary education scholarships
- Sponsorship of community infrastructure projects
- \$66.3 million in dividends to Quayside Holdings

Murray Horne, General Manager
Oji Fibre Solutions



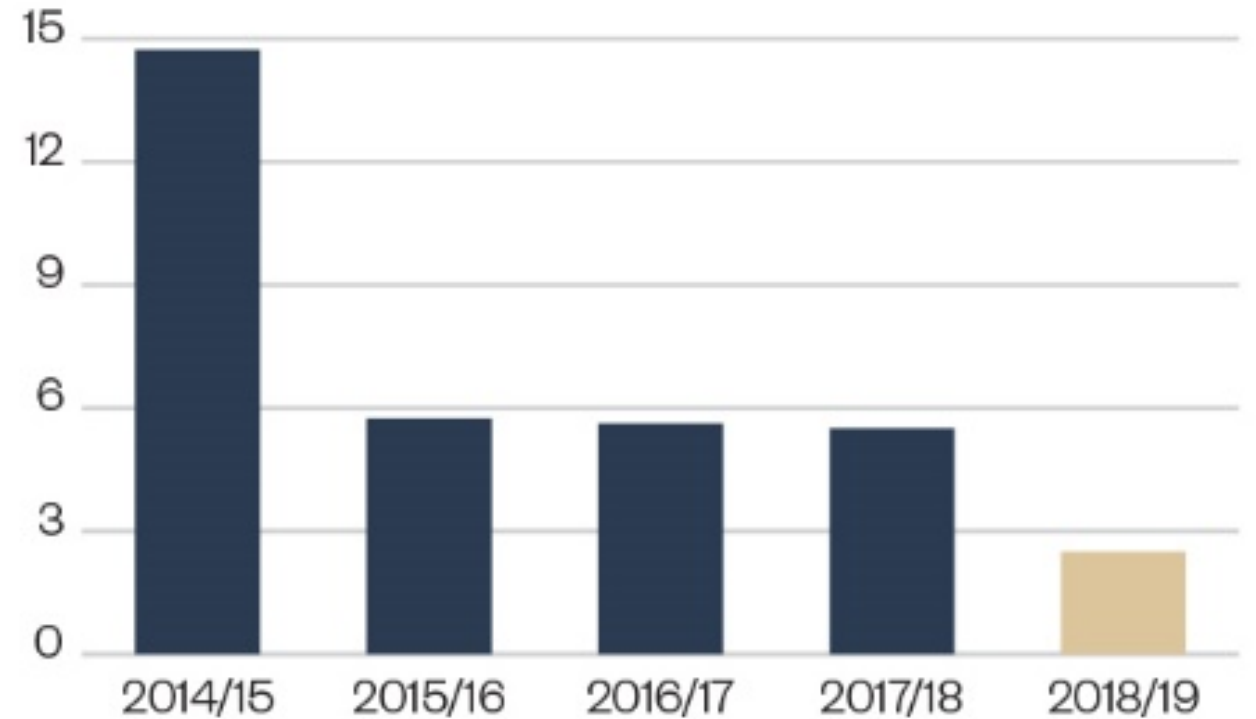




Our people

- 55% reduction in Total Recordable Injury Frequency Rate (TRIFR)
- One lost-time injury – blistered feet
- 17% reduction in injury severity

TRIFR per Million Person Hours





Our people



75%
of staff departures
were retirements

Staff turnover
increased to
7%

230
permanent
employees



70%
employee satisfaction



Staff share ownership
estimated at
95%



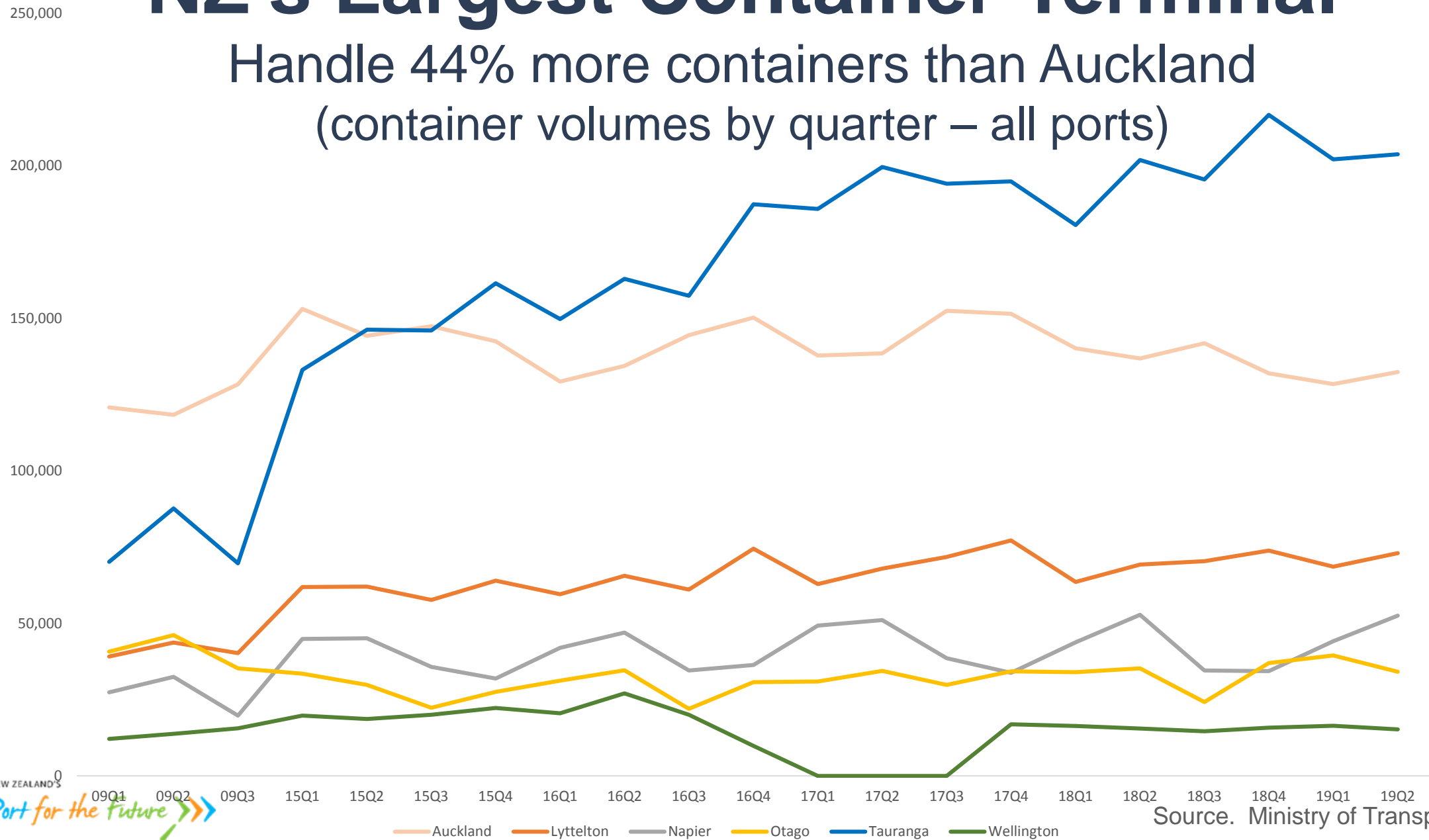
55%
reduction in Total
Recordable Injury
Frequency Rate



♀♂
No pay equity disparity

NZ's Largest Container Terminal

Handle 44% more containers than Auckland
(container volumes by quarter – all ports)





Our skills & knowledge

- Market-leading productivity
- Average crane rate of 33.6 moves per hour – national average 31.7
- Ship rate of 84.3 moves per hour – national average 72.3



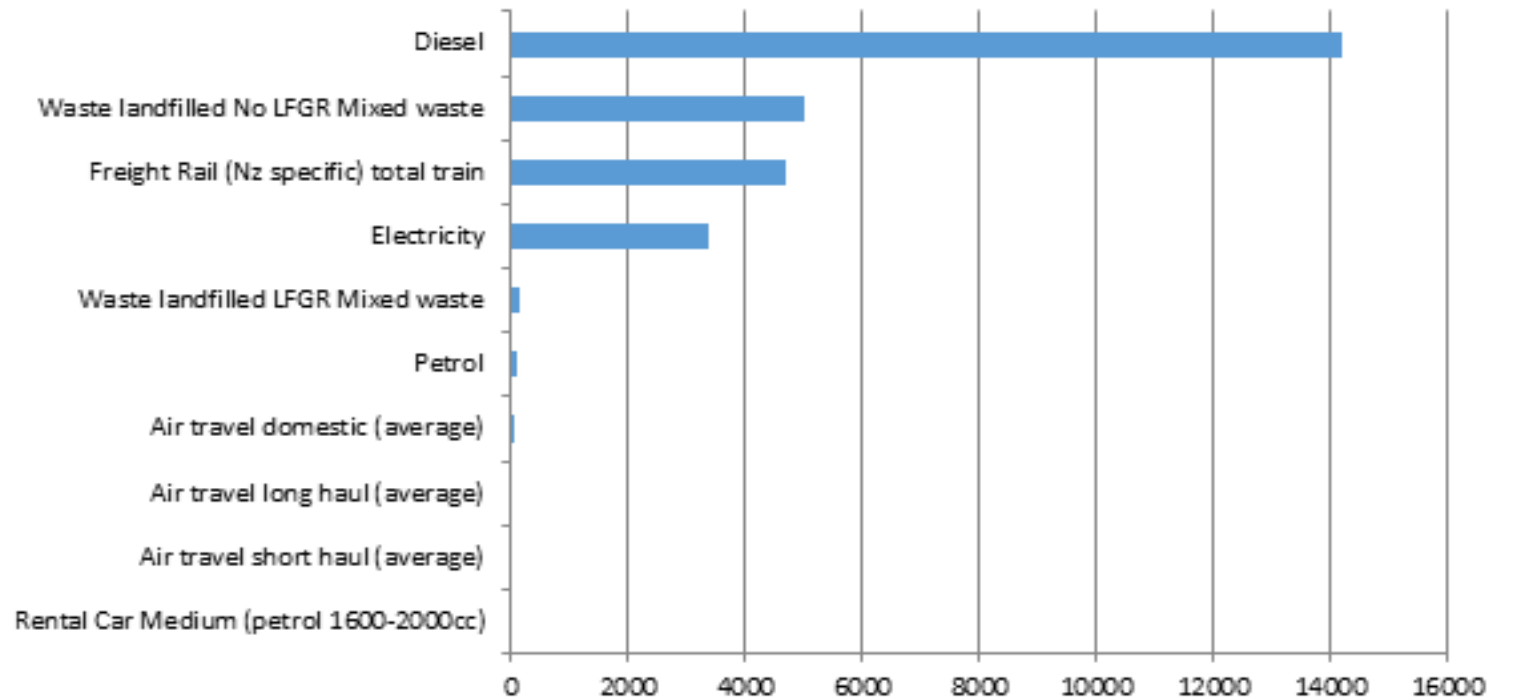


Our environment



- Short-term target 5% reduction of Scope 1 carbon emissions per cargo tonne during FY21
- Targeting net zero emissions by 2050

GHG operational emissions by source - top 10





Our environment

- “Inset” fund established to subsidise environmentally-friendly initiatives
- Battery-hybrid straddle carriers
- Each straddle \$215,000 more expensive than diesel-electric equivalent





Our environment

- Replacing light vehicles with electric or hybrid models
- Using biodiesel wherever possible









Our environment

- Secured resource consent for Mount Maunganui stormwater
- Dust suppression technology
- Supporting moves to low sulphur fuel for ships – bunkering facilities to be installed





Our environment

- Methyl bromide recapture targets being met or exceeded
- Successful implementation of Kaingaroa Timberlands de-barker at Murupara





Our environment

- Increasing environmental leadership



TIMBERLANDS

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4 October 2019

James Oldehaver
Port of Tauranga

Sen: via Email: jameso@por-tauranga.co.nz

Dear James

Re: Recognition of Efforts

The Timberlands Limited Senior Management Team wish to express their sincere appreciation for your efforts, which were raised by Andrew Peddie at a Senior Management Team meeting recently.

In particular for your environmental work, strong efficiency focus and excellent environmental results. You have made a significant difference!!

We are very grateful for the commitment you apply to your role. Your efforts directly impact on the positive results for all of us here at Timberlands and produces a better environmental outcome.

Great work James!

Kind regards

The Senior Management Team
Timberlands Limited

Bhinda

Thank James
Andrew Peddie
Awesome work!
Great work James
7.10.19



Our assets & infrastructure

- Ninth container crane being delivered in January 2020
- Seven straddle carriers ordered (including three hybrid models)



Full Build Out ~2.8M TEUs



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Our assets & infrastructure

- New vehicle booking system to smooth traffic flows
- Incentivises cargo delivery and pick up at off-peak times



Super CFO - Steve Gray



Ruakura Inland Port





Our finances

First Quarter's Trading

	1Q19	1Q20	Variance
Trade (Tonnes)	6,829,451	6,755,316	(1.1%)
Logs (Tonnes)	1,844,357	1,748,895	(5.2%)
Dairy (Tonnes)	413,641	406,550	(1.7%)
Containers (TEUs)	295,480	312,667	+5.8%
Transhipped Containers (TEUs)	84,931	92,726	+9.2%
Group Surplus After Tax	\$23.206M	\$21.738M	(6.3%)

An aerial photograph of a port area. In the foreground, a marina is filled with numerous white sailboats. To the right, a multi-lane highway runs parallel to the water. In the middle ground, a large container ship with 'NYK LINE' written on its side is docked at a pier with several red cranes. The background shows a city with various buildings and a prominent, rounded hill or island in the distance under a clear blue sky.

THANK YOU