



NEW ZEALAND'S

*Port for the Future* >>>

# Presentation to Analysts

*28 February 2020*

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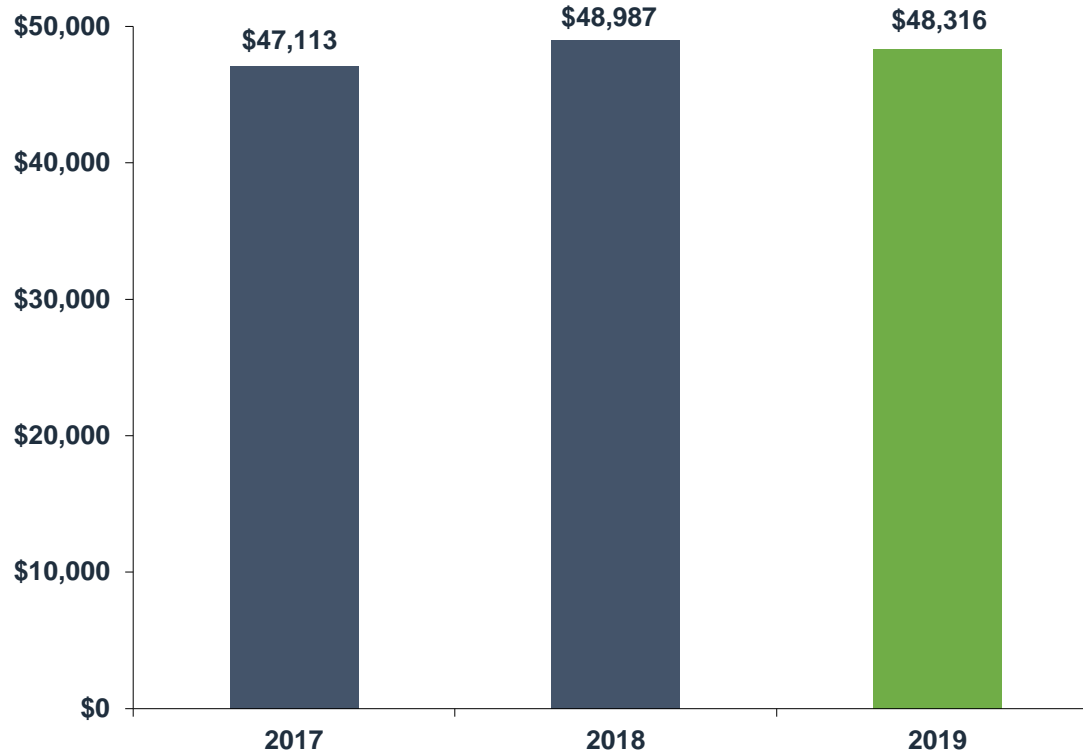
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The information contained in this presentation should be considered in conjunction with the Company's latest audited financial statements which are available in the investor section of our website.

# Highlights

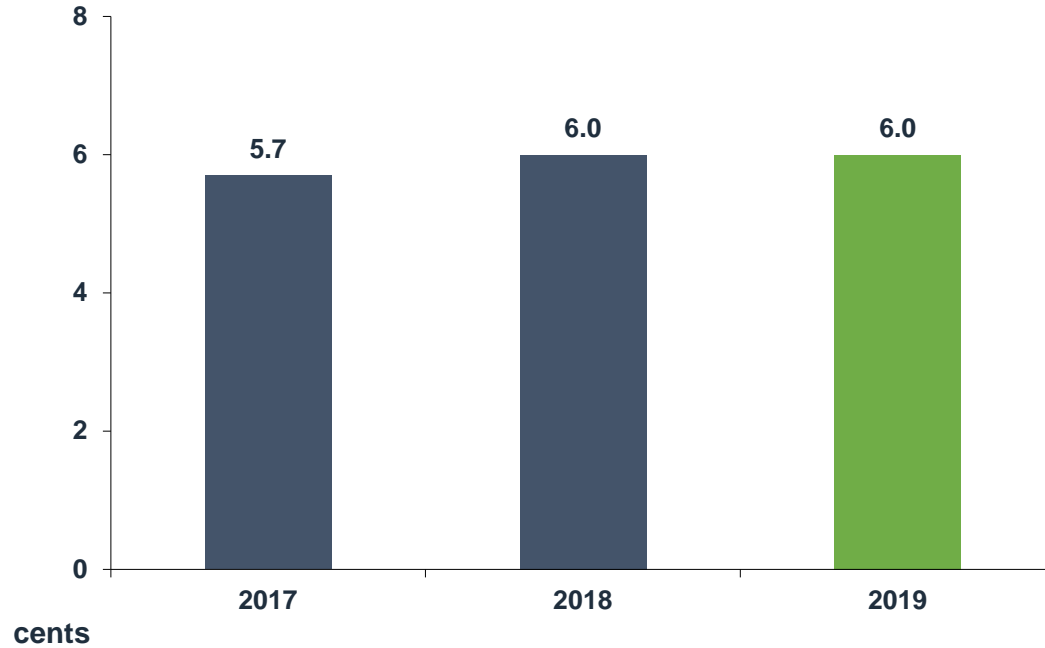
- Container volumes up 3.4%
- Transshipment up 3.7%
- Revenue up 1.0%
- Subsidiary & Associate Earnings up 17.2%
- Profit stable despite fall in trade volumes and higher maintenance costs
- Intention to form joint venture with Tainui to develop Ruakura Inland Port
- Upper North Island Port Study

# Group Net Profit After Tax down 1.4%



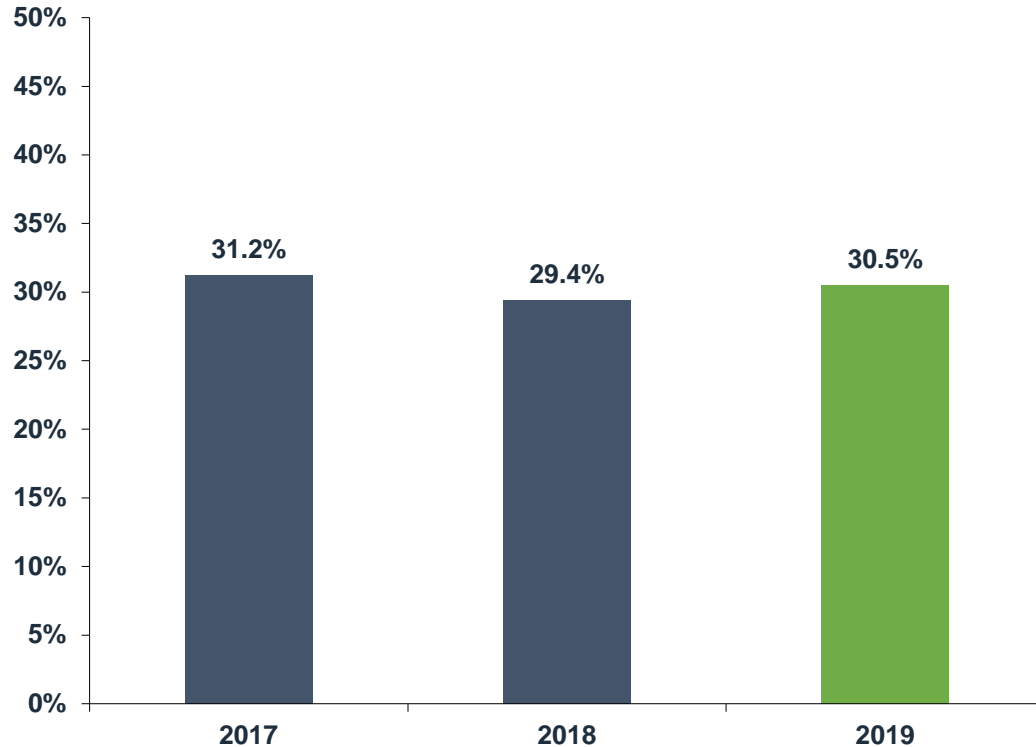
IFRS16 has reduced 2019 Group NPAT by \$0.587 million

# Interim Dividend

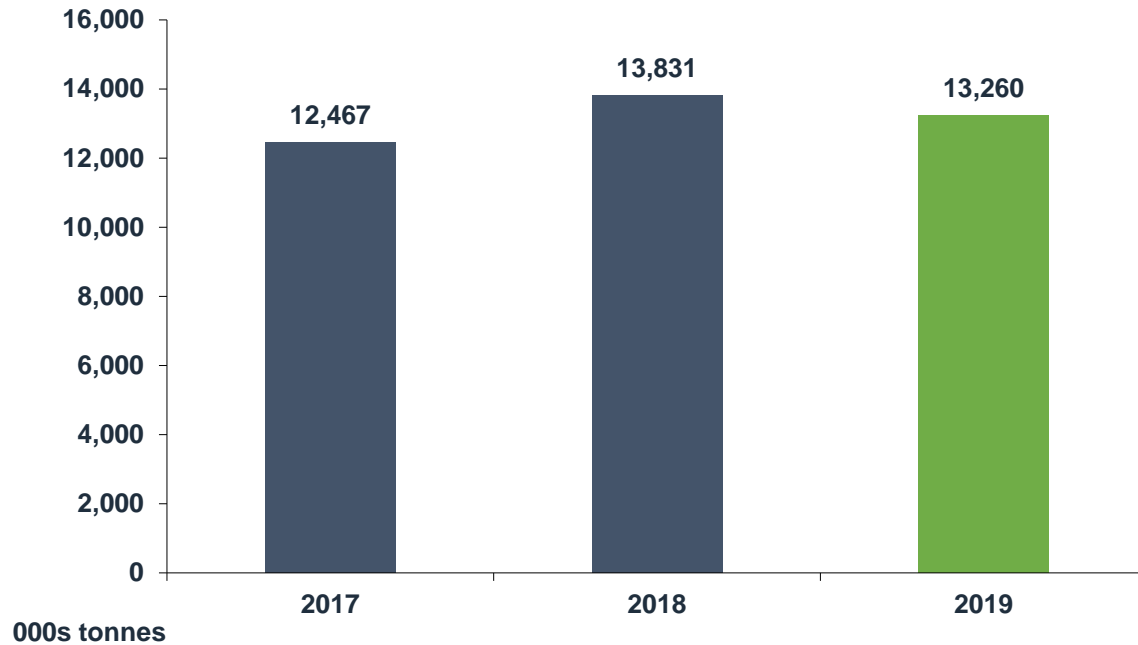


# Net Debt / Net Debt + Equity

6 months ended 31 December 2019

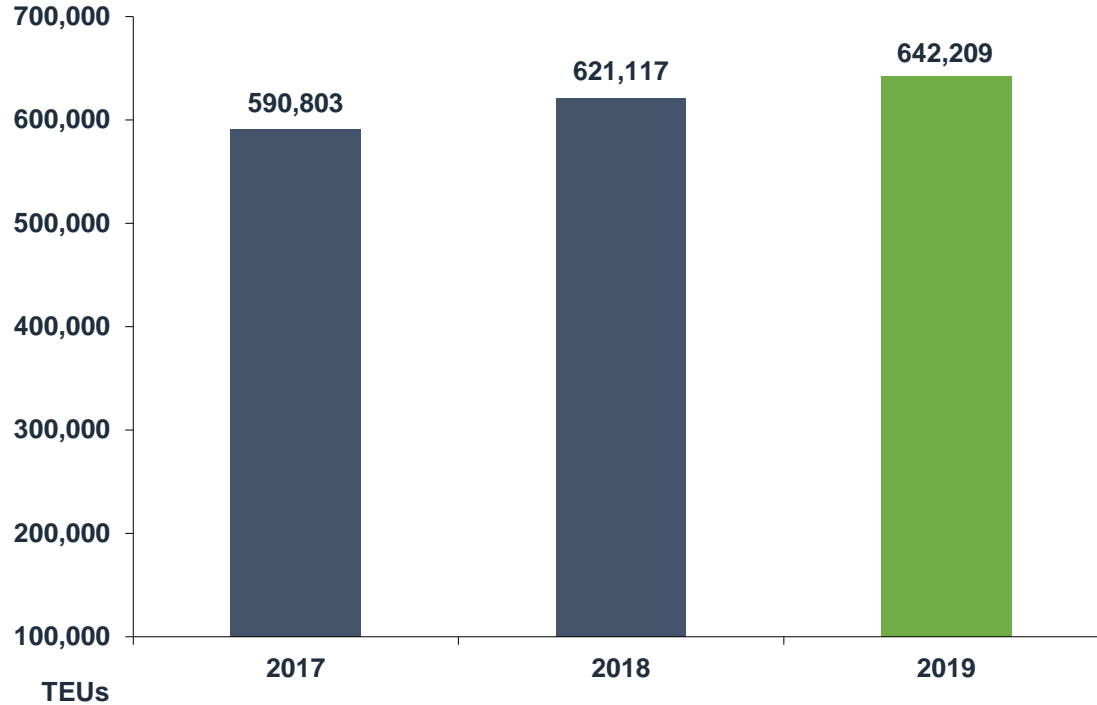


# Total Trade down 4.2%

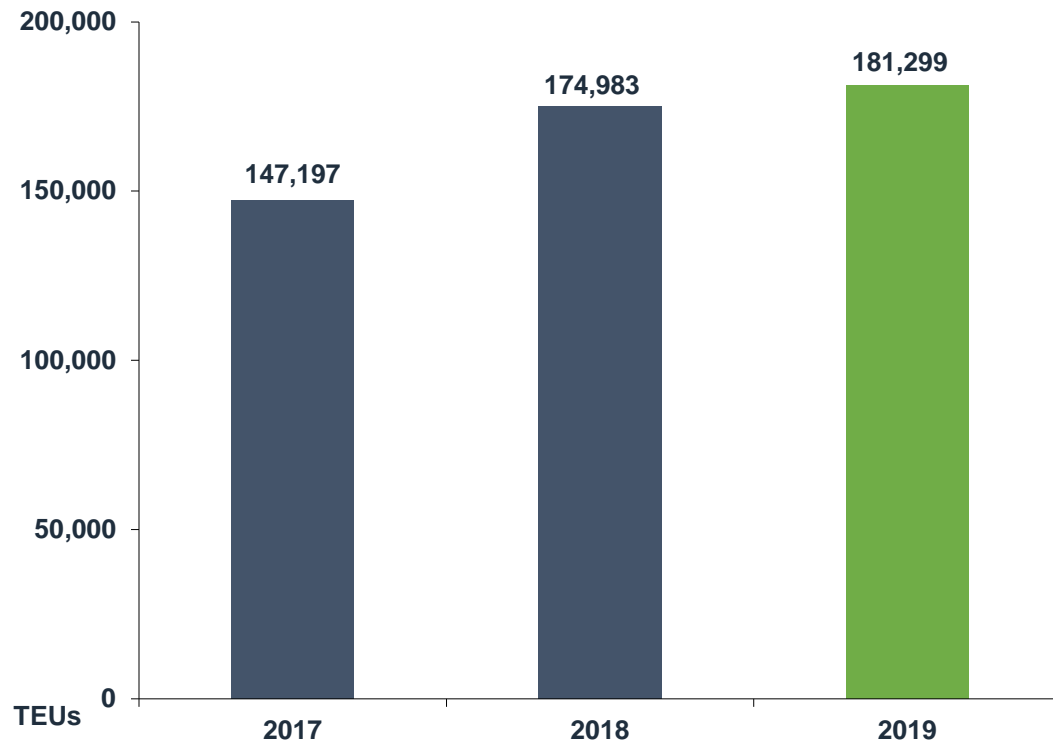




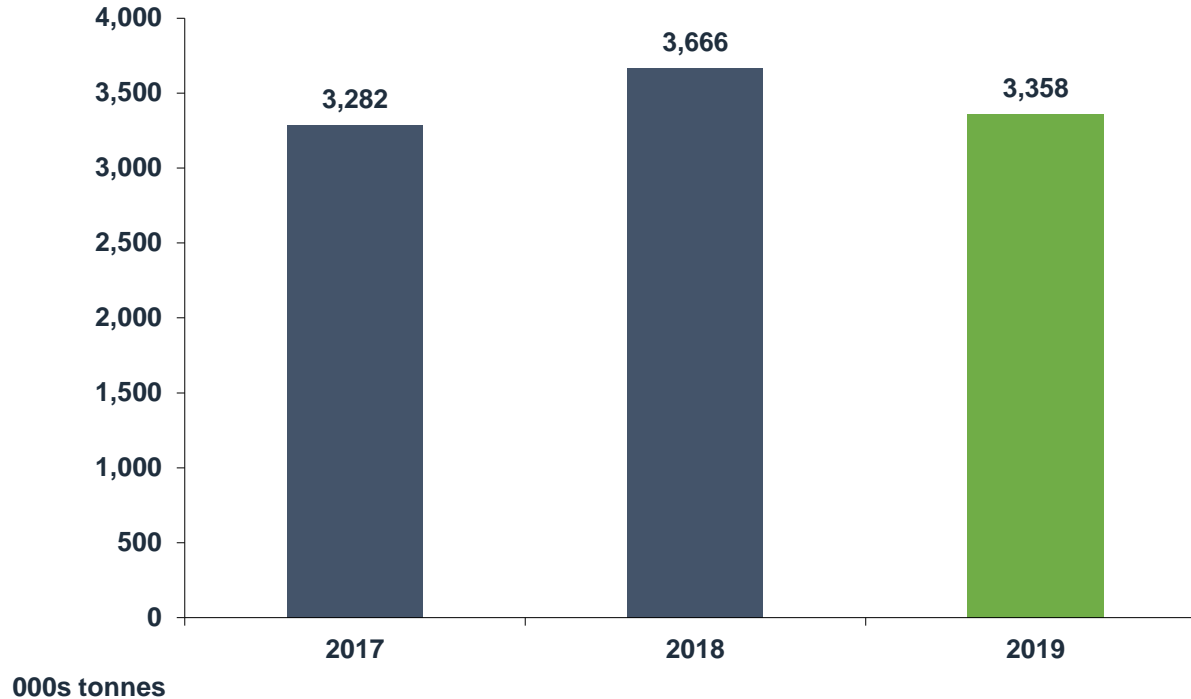
# Container Volumes up 3.4%



# Transshipments up 3.7%



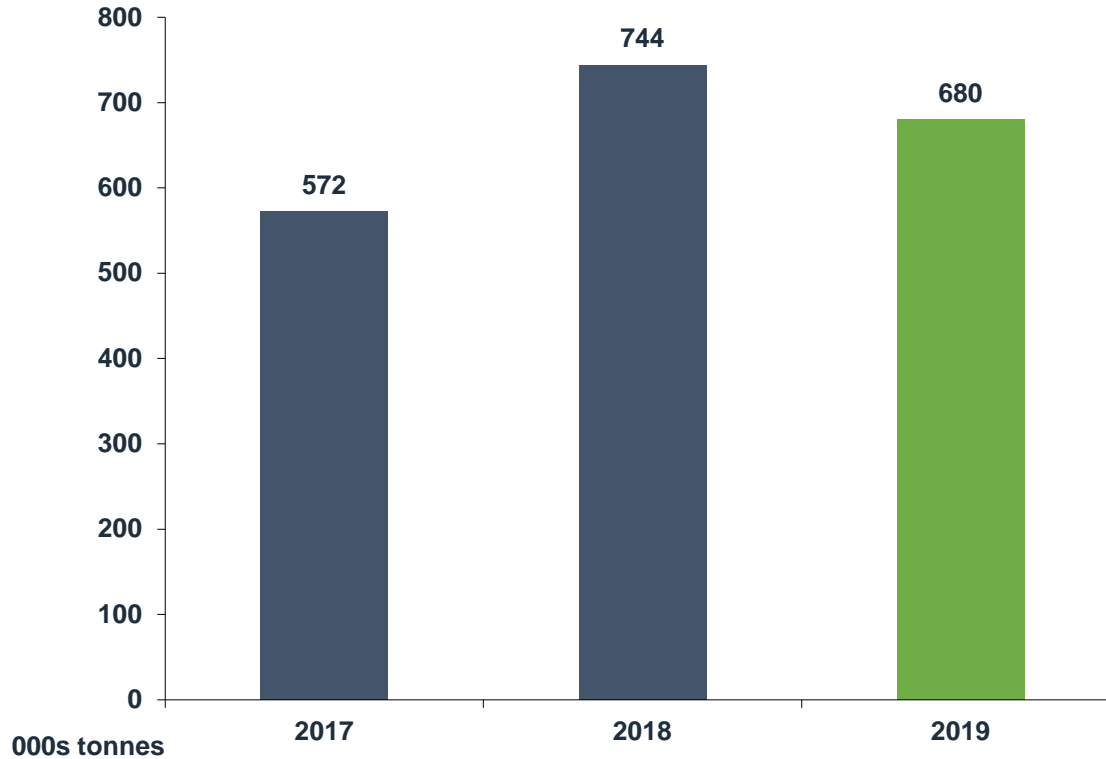
# Exports – Logs down 8.4%



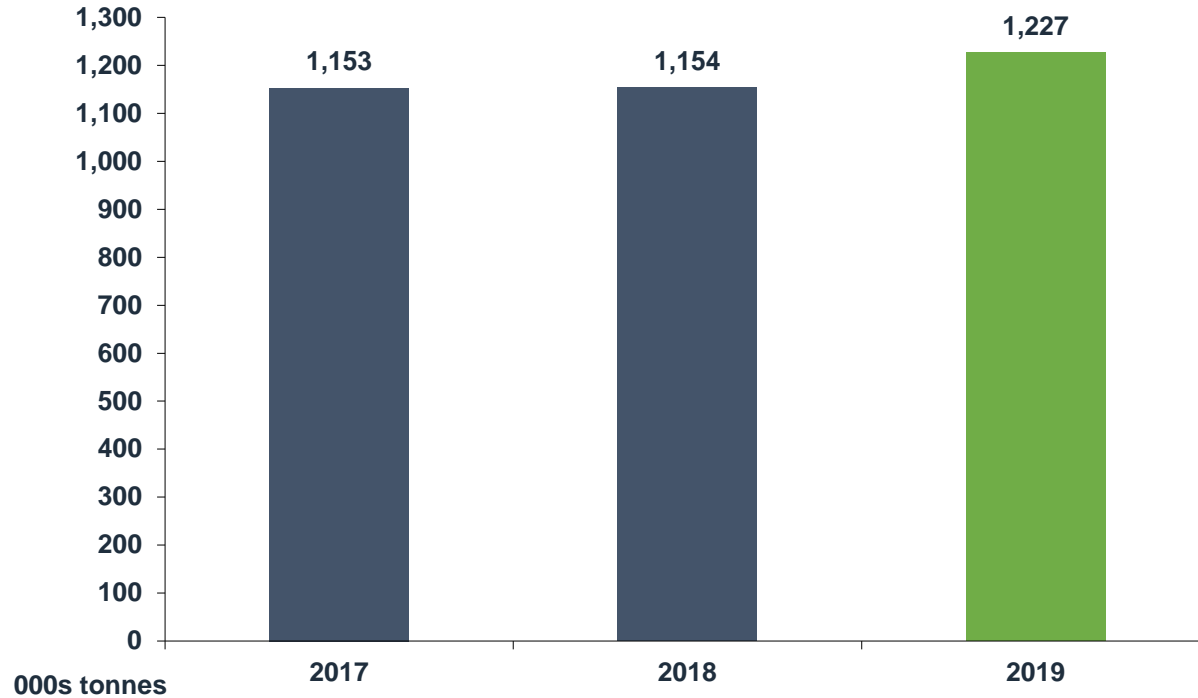
# Log Vessels loading earlier this week



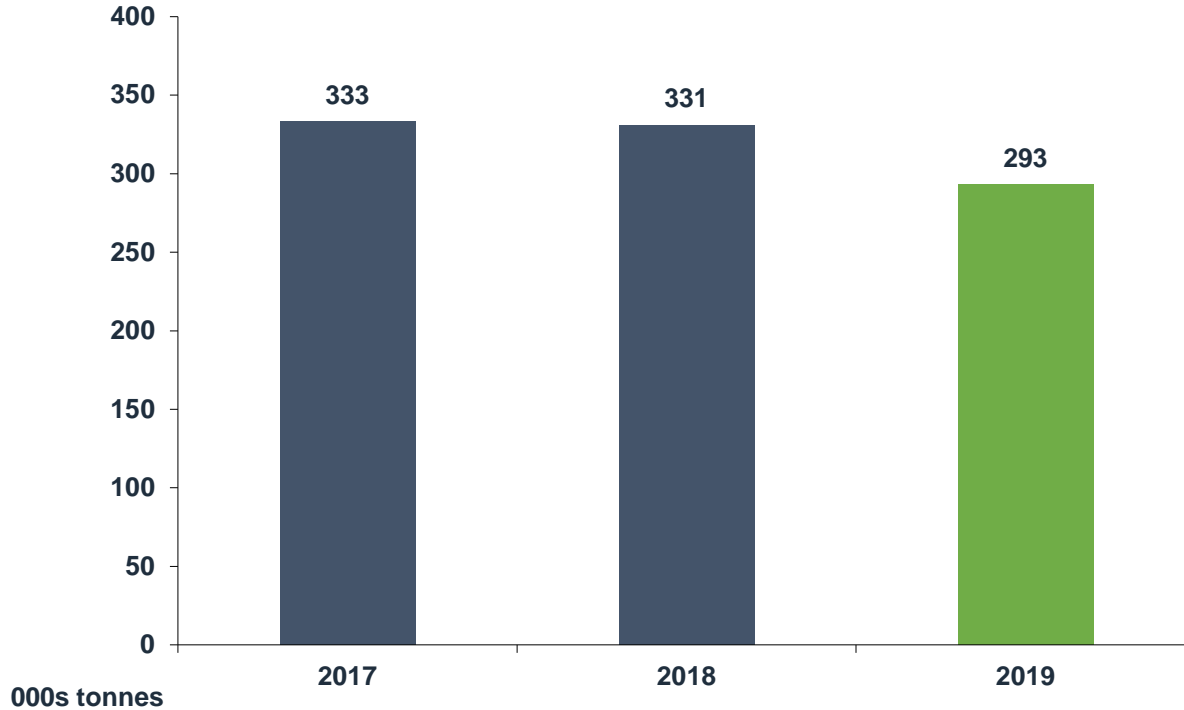
# Exports – Kiwifruit down 8.6%



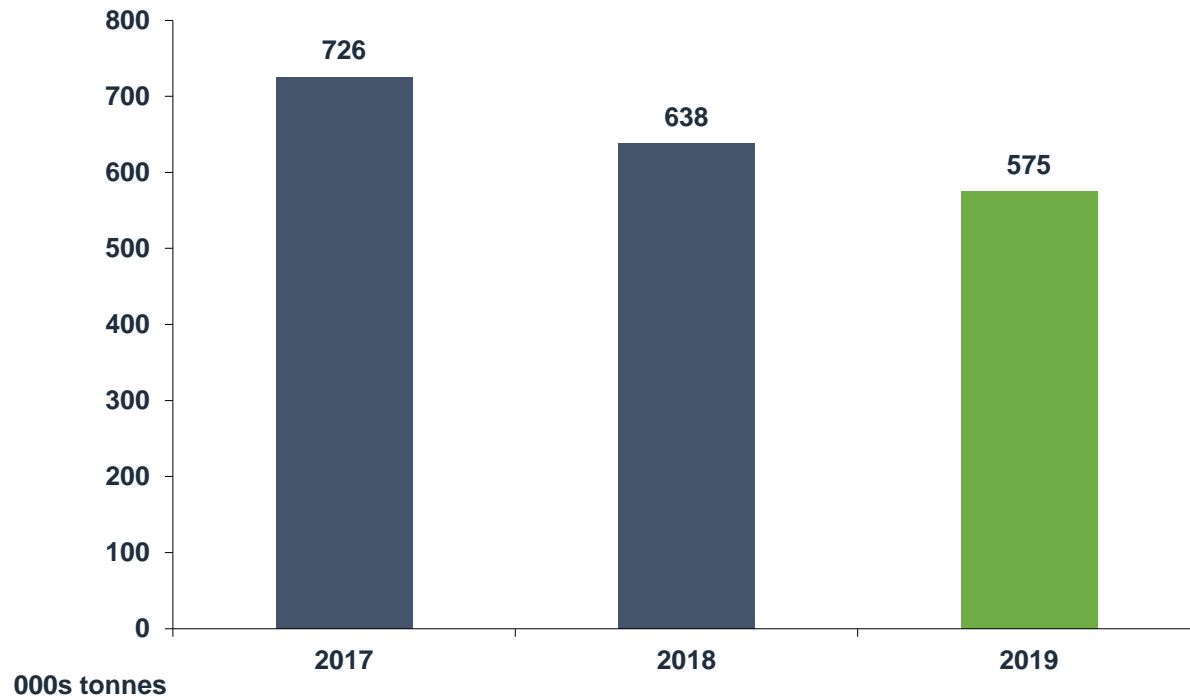
# Exports – Dairy up 6.3%



# Imports – Fertiliser down 11.6%



# Imports – Grain & Dairy Feed Supplements Down 9.9%



# Subsidiaries & Associate Companies



QUALITY  
MARSHALLING

100% POTL



50% POTL  
50% Kotahi Logistics



50.1% POTL  
49.9% Kotahi Logistics

PORTCONNECT

50% POTL  
50% Ports of Auckland



50% POTL  
50% Timaru District Holdings

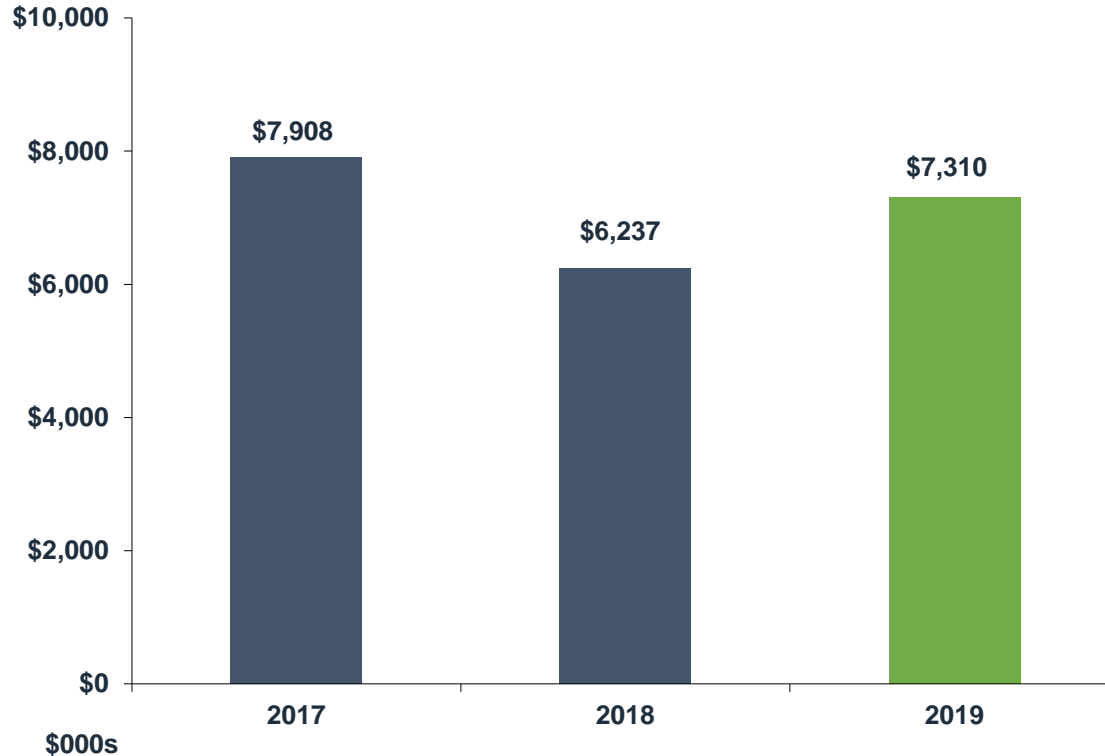


Northport

50% POTL  
50% Marsden Maritime Holdings

# Subsidiaries & Associates

## Net Profit After Tax up 17.2%



# Northport



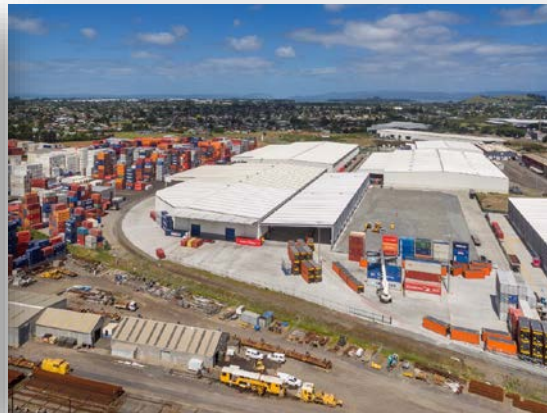
Earnings up 9.7%

Trade down 3.1% on last year

Containers up 24% to 7,138 TEUs

# Coda Group

Tapper Transport / Priority Logistics / MetroPack / MetroBox / Dairy Transport Logistics



Earnings up \$0.232 million on last year  
Trading profitably last 3 months

# PrimePort Timaru



Earnings up 29.2%

Major refurbishment of wharves  
Planning to build new bulk berth

# Timaru Container Terminal



Container Volumes up 1.1%  
NPAT down 33.9%

# Quality Marshalling



NPAT up 2.9%

Good performance across all areas of the company

# Cars



# New Crane



# Ruakura Inland Port JV

- Joint venture with Tainui Group Holdings
- 50 year ground lease to establish inland port
- Operational early 2022



# Ruakura Inland Port JV



# Purchase of Fonterra Coldstore



# Winstone Wallboards relocating to Tauranga



# Upper North Island Supply Chain Study



# Full Build Out ~3M TEUs



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# Licence to Operate in our Community



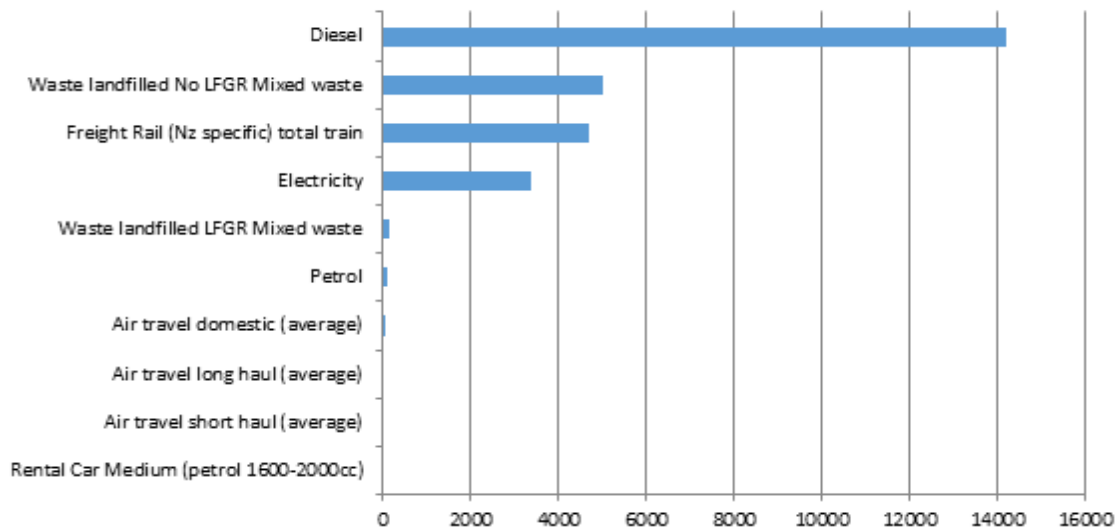


# Our environment

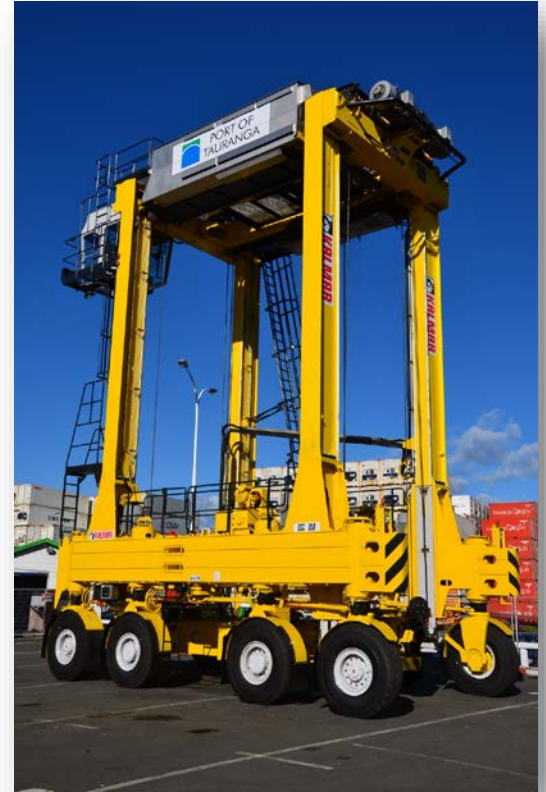


- Short-term target 5% reduction of Scope 1 carbon emissions per cargo tonne during FY21
- Targeting net zero emissions by 2050

## GHG operational emissions by source - top 10

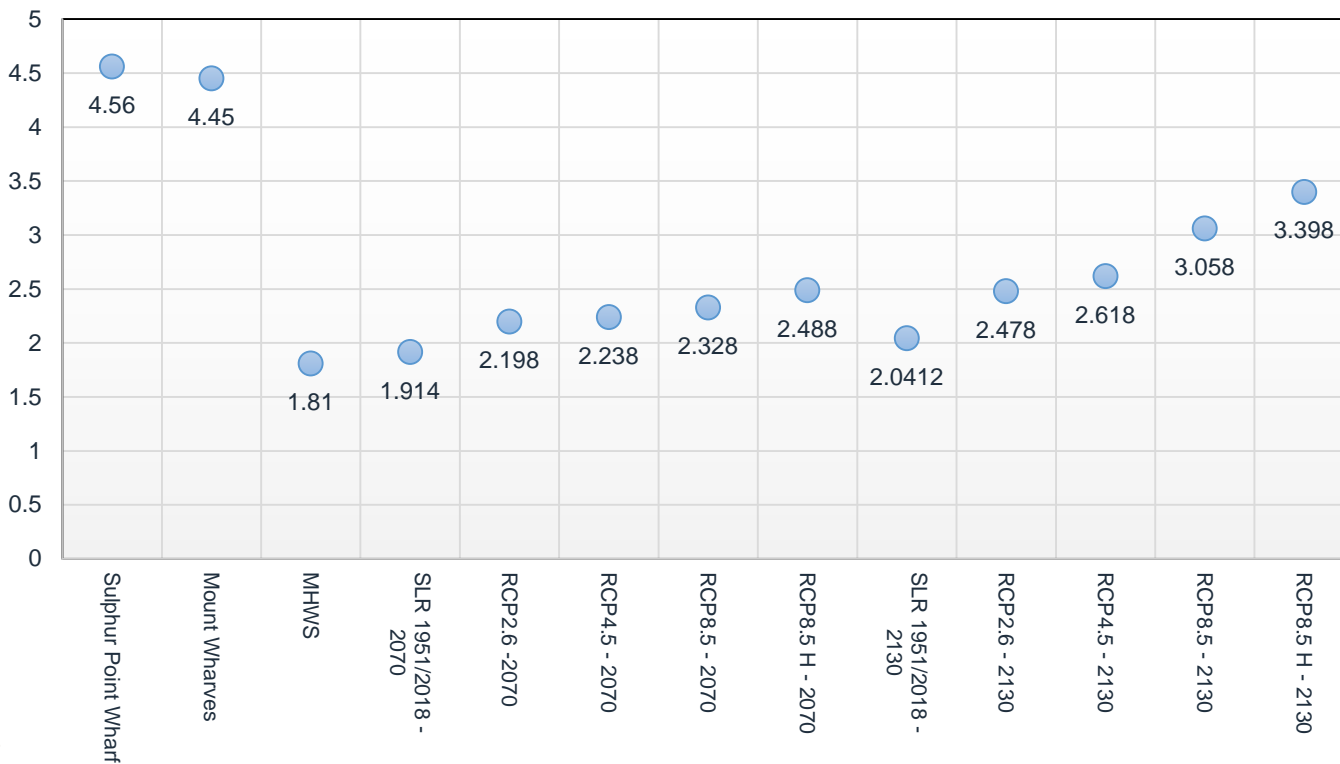


# Electric Cars - Hybrid Straddles

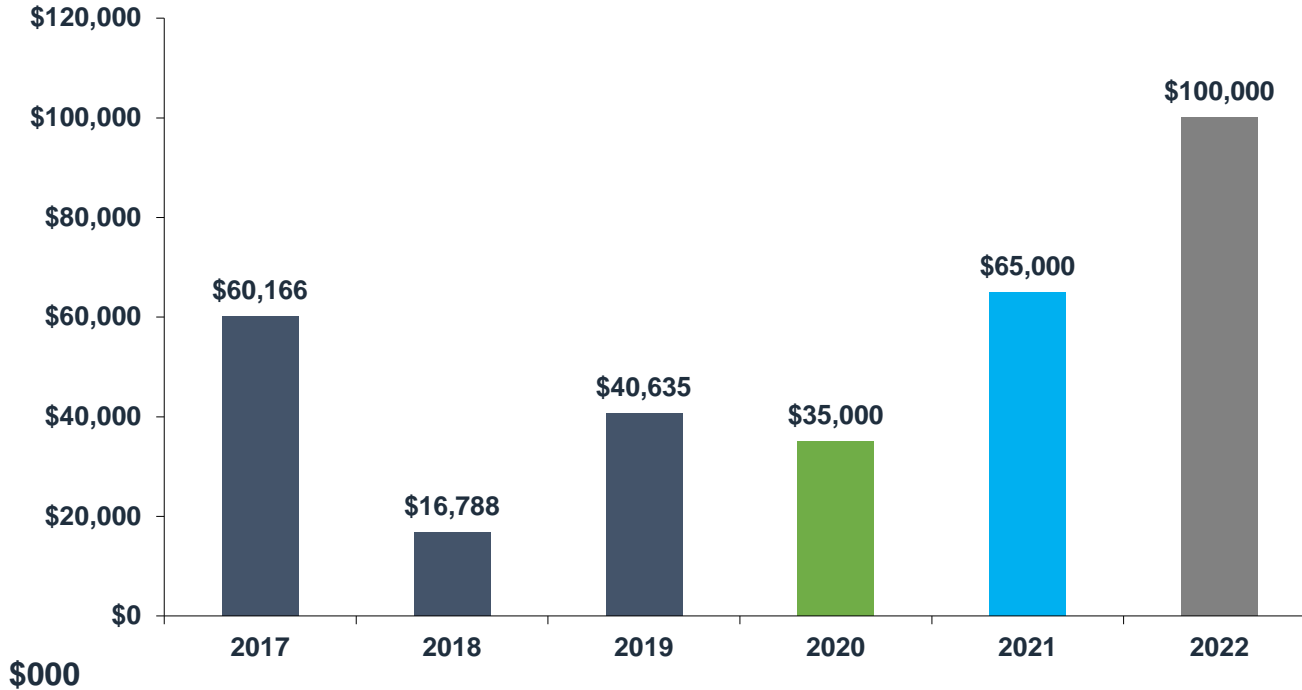


# Climate Change – Sea Level

## MHWS - FUTURE WATER LEVELS



# Parent Capital Expenditure 2018-2022



# Trade Outlook 2020



# Outlook 2020

- Expect to handle about 1.240 million TEUs
- Revised FY20 earnings guidance reduced to be between \$94-\$99 million due to effect of Corona virus

An aerial photograph of the Port of Tauranga, New Zealand. The image shows a large harbor with a deep blue sea. In the foreground, a multi-lane highway runs along the coast, bordered by green trees. To the left of the highway is a large marina filled with numerous white sailboats. Further back, a large industrial port area is visible, featuring several red gantry cranes and a large blue and white cargo ship with "NYK LINE" written on its side. The ship is docked at a pier. In the background, a prominent green hill (Mount Tauranga) rises from the water's edge. The sky is clear and blue.

# THANK YOU

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