



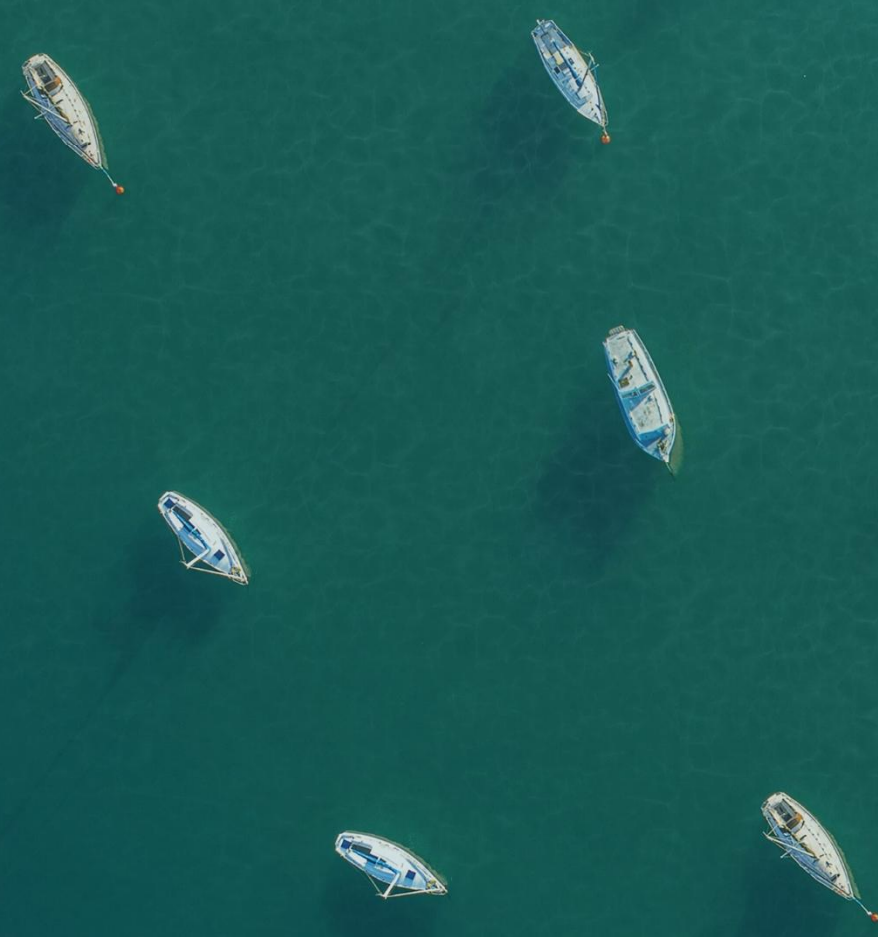
PORT OF TAURANGA

Annual Meeting 2017



NEW ZEALAND'S

Port for the Future >>>



DAVID PILKINGTON

Chairman



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NEW ZEALAND'S

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Container
throughput
up
13.8%

1,085,987
TEUs

Group
NPAT
up
7.9%

\$83.4
million



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NEW ZEALAND'S

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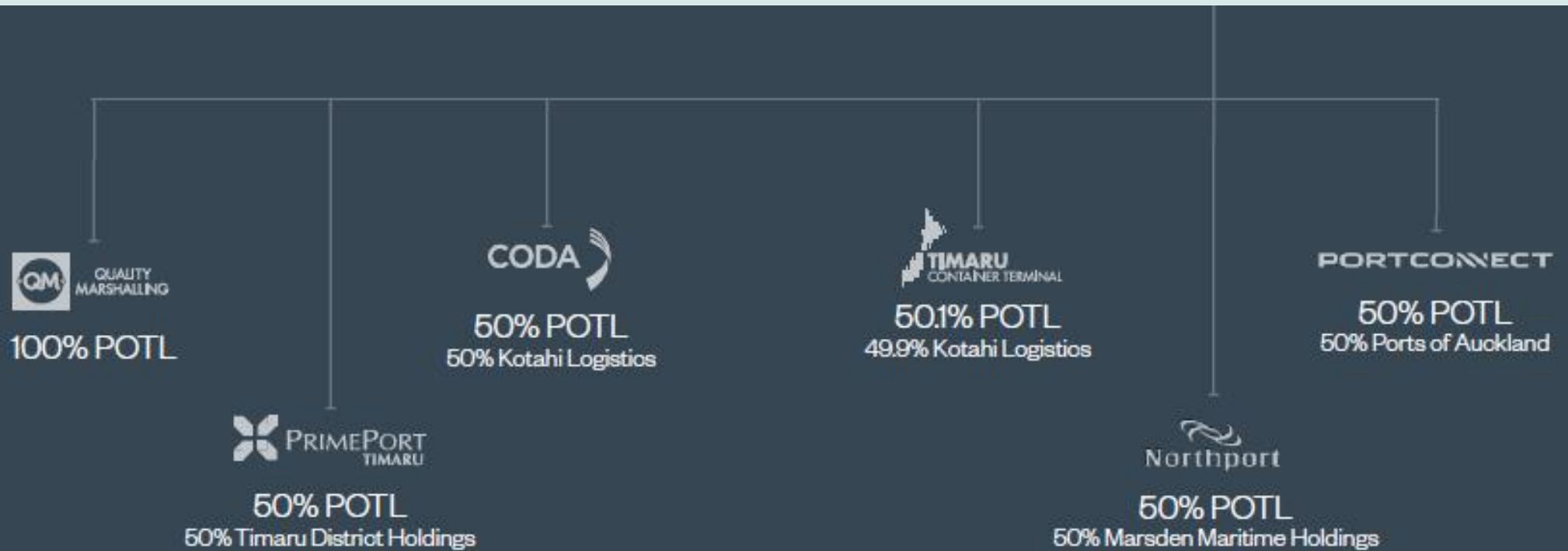
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Financial Highlights

- Revenue increased 4.2% to \$255.9 million
- EBITDA increased 6.4% to \$152.4 million
- Dividends up 5.7%

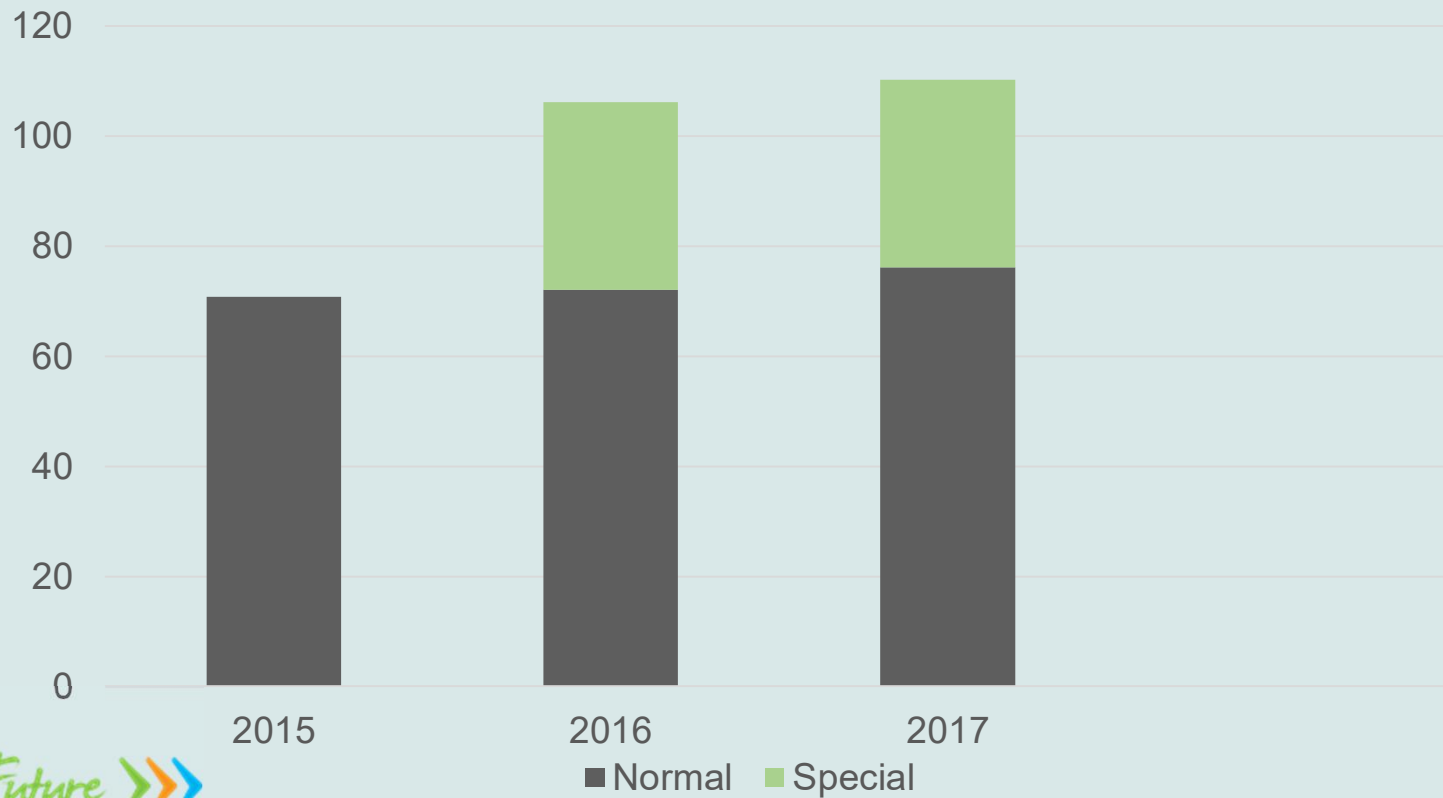
Company Structure



Dividends

Five-for-one share split enhances liquidity

Final dividends 2015 to 2017



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■ Normal ■ Special

Benefits to Ratepayers

- Quayside Holdings owns 54.14 per cent of shares (\$1.65B)
- \$650 million in dividends paid to Quayside since 1992
- \$200 million infrastructure fund established in 2008
- \$15 million towards shared tertiary campus in Tauranga
- \$5 million towards new Tauranga Marine Precinct
- \$2.5 million towards Scion's Innovation Park in Rotorua
- \$20 million towards Opotiki Harbour Transformation Project

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MARK CAIRNS

Chief Executive



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Trade
volumes
up
10.3%

22,194,014
tonnes

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Dairy
volumes
up
4.9%

2,222,624
tonnes

Transship
containers
up
31.0%

245,896
TEUs

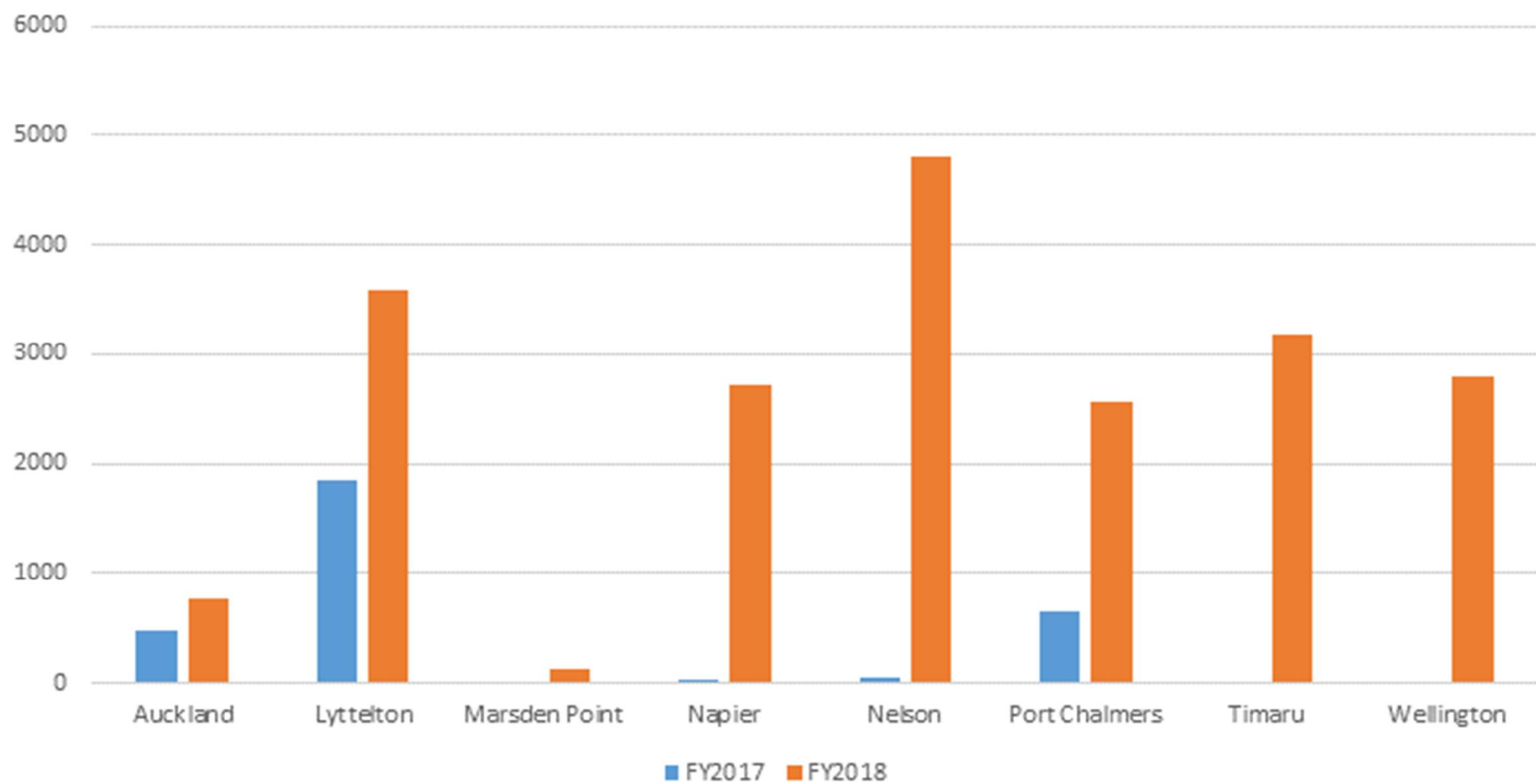
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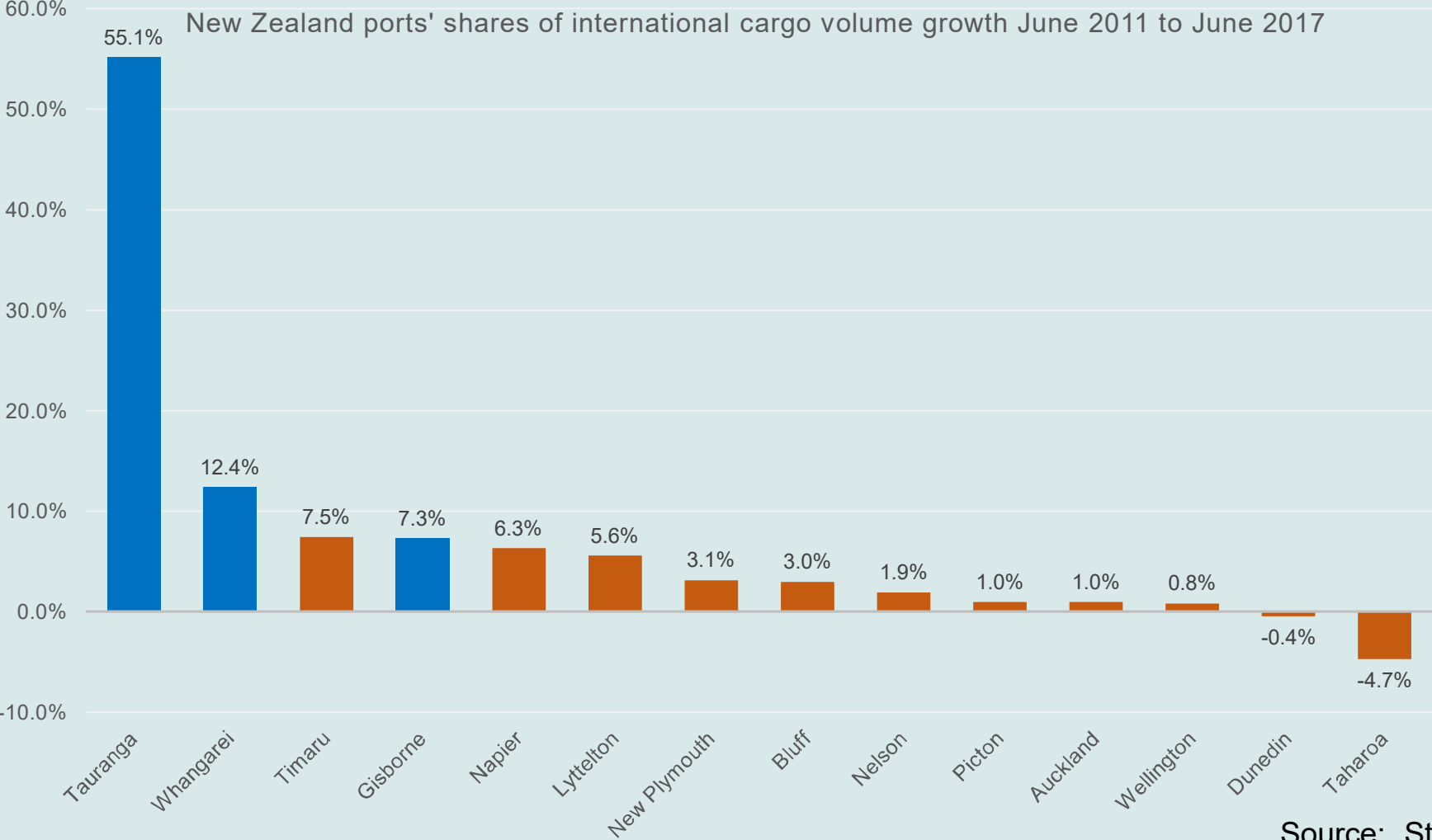
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NZ Transhipped TEU
3 months to 30 September 2017



Successful Execution of Hub Strategy



Source: Statistics NZ



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Oji Fibre Solutions



Shed 16 Opening

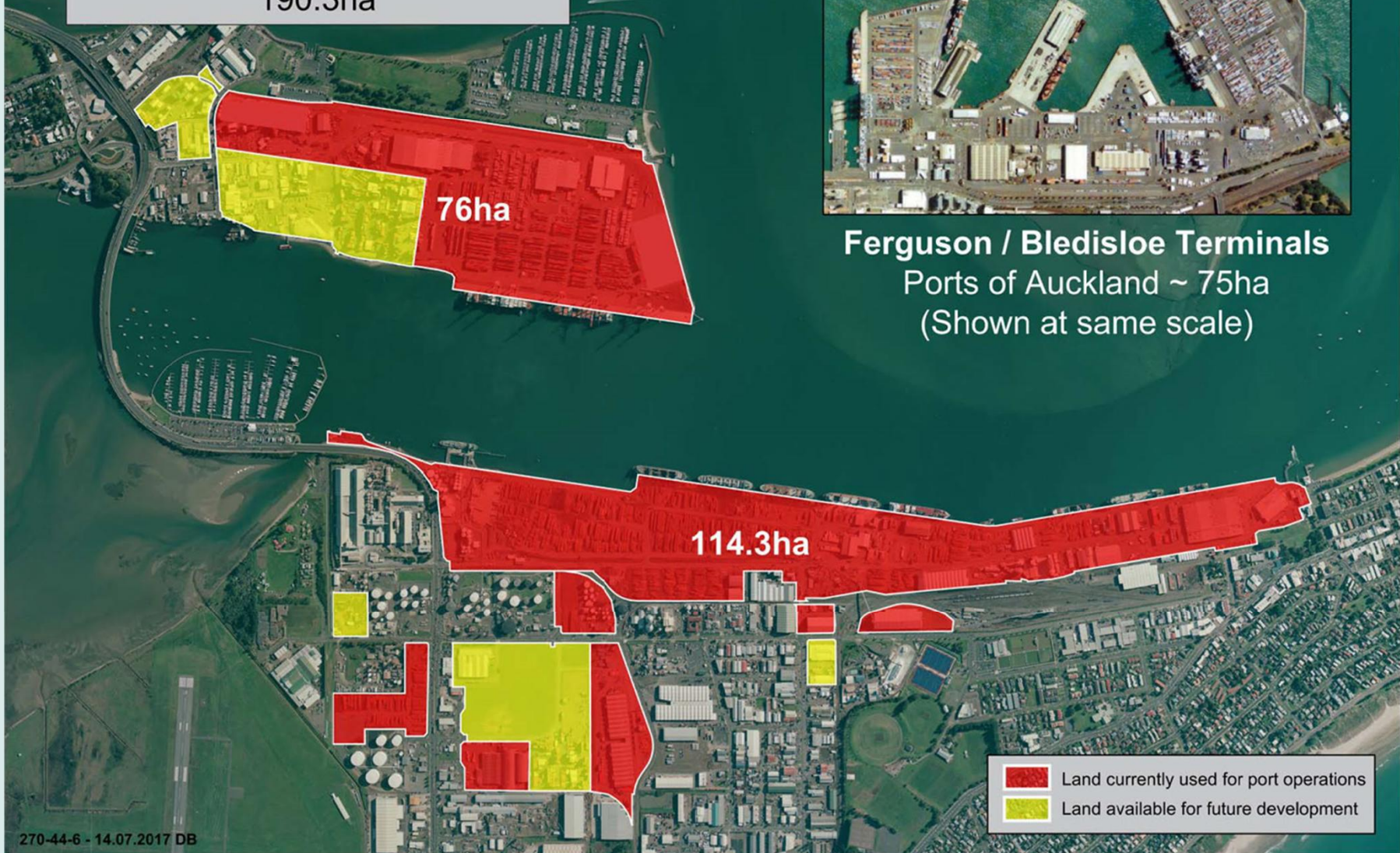
OJI

Beyond the Boundaries



Oji Fibre Solutions

**PORT OF TAURANGA
STRATEGIC LAND HOLDINGS
190.3ha**



**Ferguson / Bledisloe Terminals
Ports of Auckland ~ 75ha
(Shown at same scale)**

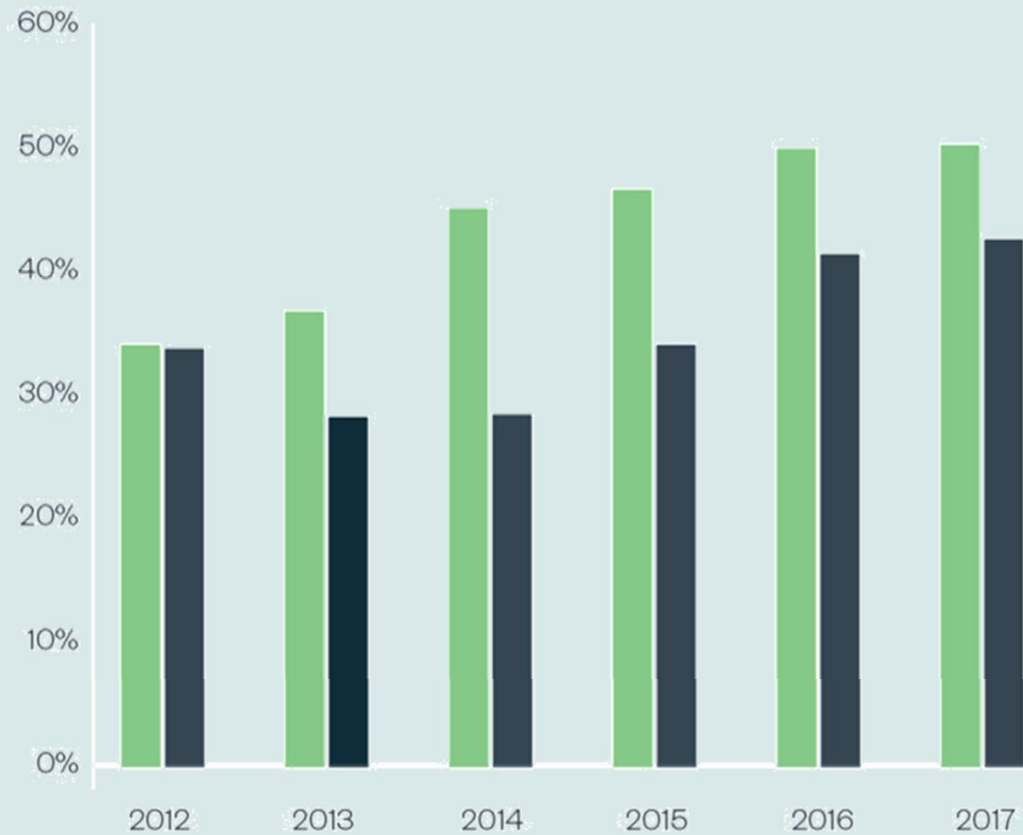


MetroPort Auckland

64% Growth over last 2 years
(Trains balanced northbound-southbound)



Rail Share of Land Movements In & Out of the Container Terminal



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Export

Import

Actual Truck Movements



PORT OF TAURANGA STEEL WHEELS

KiwiRail: Your partner in sustainable freight



1.6b

Net Tonne
Kilometres (NTK's)

=



463,930

Reduced heavy vehicle
road impact

+



21.3m

Fuel savings (L)

+



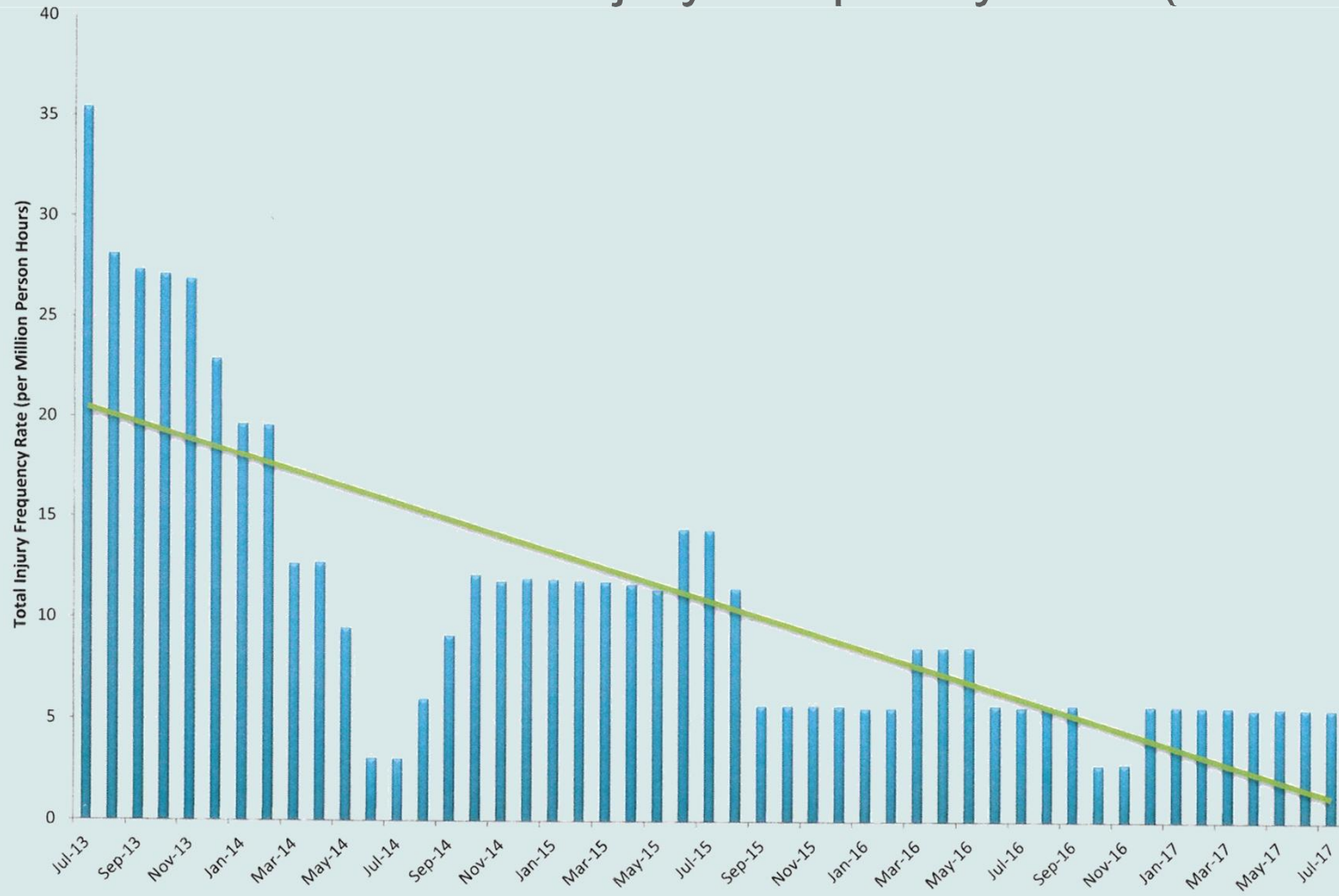
57,994

CO₂ emission
savings (T)

Full results for FY17

Safety Performance

Total Recordable Injury Frequency Rate (TRIFR)





National Biosecurity Award



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VENTING
IN PROGRESS
DANGEROUS WORK AREA

First Quarter's Trading 2017 / 2018

	1Q17	1Q18	Variance
Trade (Tonnes)	5,297,491	6,111,990	+15.4%
Logs (Tonnes)	1,423,277	1,608,237	+13%
Dairy (Tonnes)	442,453	445,065	+0.1%
Containers (TEUs)	232,165	293,400	+26.4%
Transhipped Containers (TEUs)	40,792	76,239	+86.9%
Group Surplus After Tax	\$19.235M	\$22.183M	+15.3%



It's been

15 YEARS

in the planning





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THANK YOU

