

Qube Holdings Limited

Investor Presentation

FY 18 Interim Results



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ABN 141 497 230 53

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FY 18 Interim Results Highlights



FY 18 Interim Results Highlights

Half year in review



- Pleasing financial performance reflecting Qube's strong market positions, diversified activities and healthy volumes across most areas of Qube's business:
 - Very strong Ports & Bulk result with solid volumes in both ports and bulk activities
 - Revenue growth but minor decline in earnings for the Logistics division from temporary and/or largely expected factors (i.e. Sydney Haulage exit related costs and low grain volumes)
 - Increased earnings from the Strategic Assets division driven by a full six months' contribution from AAT and high volumes of motor vehicles and mining related vehicles
 - Earnings from Patrick benefitted from a full six months' contribution, strong market growth, a customer win as well as acquisition cost savings / synergies (to help offset prior year major contract loss)
 - Underlying earnings decline reflects the \$22.2 million net pre-tax contribution from Qube's Asciano shareholding realised in the prior corresponding period as part of the completion of the Patrick acquisition
- Positive progress on the Moorebank Logistics Park project:
 - Construction and development activities well underway
 - Executed warehouse agreement for lease and logistics contract with Target Australia
 - In February 2018, reached in-principle agreement (currently being documented) with a key prospective tenant that has significant import volumes to reserve 150,000m² of area at Moorebank

Underlying revenue
\$811.9 million (+7.1%)

Underlying EBITDA
\$134.3 million (-2.5%)

Underlying NPATA*
\$61.6 million (-9.0%)

Statutory revenue
\$797.2 million (+5.6%)

Statutory EBITDA
\$128.4 million (-6.3%)

Statutory NPATA*
\$53.1 million (-0.6%)

Interim dividend
**2.70 cents (fully franked
and in line with pcg)**

*Note: Adjusting for Qube's amortisation and Qube's share of Patrick's amortisation.

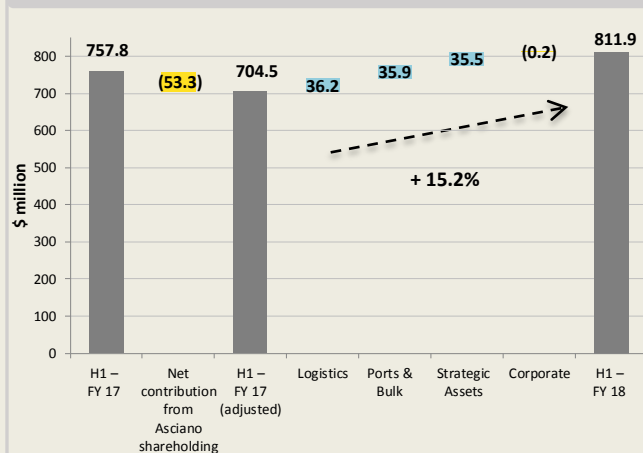
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FY 18 Interim Results Highlights

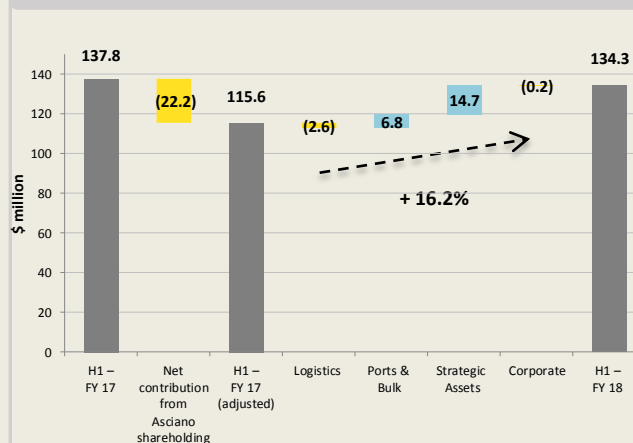
Solid overall financial performance in the period



Underlying revenue (+7.1%)



Underlying EBITDA (-2.5%)



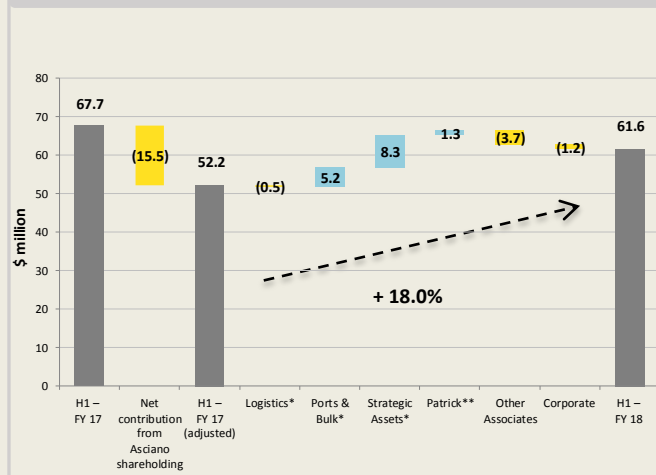
- Revenue growth in all divisions
- Growth in earnings in the Ports & Bulk and Strategic Assets divisions
- Logistics division's earnings impacted by short term factors
- Prior year earnings included contribution from Qube's Asciano shareholding realised in the period

FY 18 Interim Results Highlights

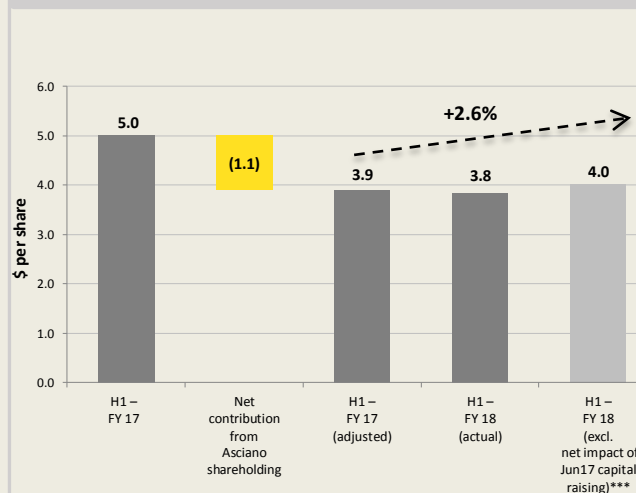
Solid overall financial performance in the period (continued)



Underlying NPAT pre-amortisation (NPATA) (-9.0%)



Underlying EPS pre-amortisation (EPSA) (-24.0%)



- The underlying NPATA reflects:
 - Overall earnings growth from the operating divisions and the Strategic Assets division as well as an increased contribution from Patrick
 - A reduced contribution from the other Associates (mainly relating to AAT which was an associate for 5 months in the pcip)
- The decline in NPATA and EPSA from the prior corresponding period primarily reflects:
 - The inclusion in the prior period of a net contribution from Qube's Asciano shareholding (\$15.5 million NPATA); and
 - The dilutionary impact of the \$350 million capital raising completed in June 2017 (with the related earnings to flow in the future)

*Note: Excluding earnings from divisional Associates.

**Note: Qube's share of Patrick's underlying NPAT (pre-amortisation) and post tax interest income on shareholder loan.

***Note: H1 – FY 18 EPSA calculated by excluding full period impact of dilution of number of shares attributable to the June 2017 capital raising and excluding the associated interest savings.

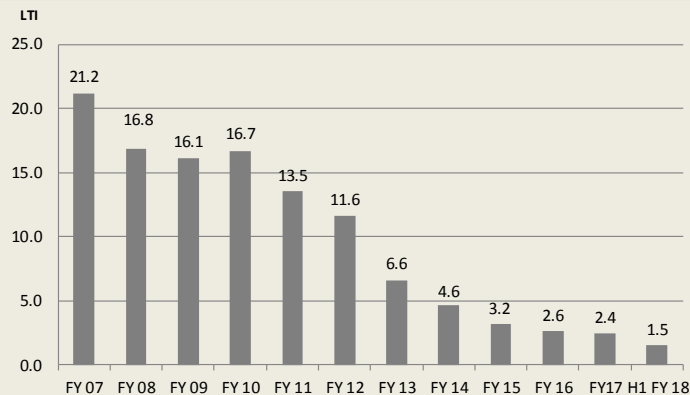
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FY 18 Interim Results Highlights

Focus on Safety

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LTIFR* Qube Holdings



*Note: Lost Time Injury Frequency Rate

- Continued improvement in LTIFR in H1 – FY 18 as a result of Qube's Zero Harm programs
- Continued integration of risk management practices into the business through the use of telematics in the trucks that monitor vehicle performance and driver behaviour
- Qube has focused critical risks and robust incident and injury management processes



Divisional Summary

Ports & Bulk Division



Financial Highlights

- Underlying revenue growth of 9.9% to **\$399.6 million**
- Underlying EBITA growth of 20.0% to **\$42.0 million**
- Total capex of around **\$39.1 million**

- Strong earnings contribution and pleasing margin improvement from scale and investment in equipment and infrastructure
- Ports activities benefitted from growth in a range of products with high volumes across forestry products, vehicles, cement, steel and improvement in oil and gas related activities
- Bulk activities benefitted from steady or increasing volumes across most bulk commodities and locations although Utah Point volumes and earnings were lower (as expected) due to the end of mine life of a key customer's mine

Divisional Summary

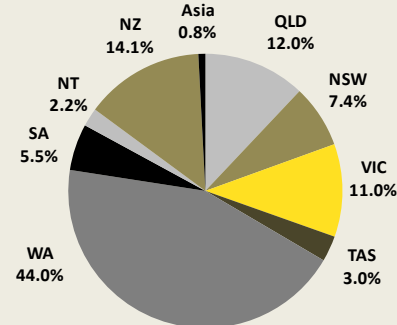
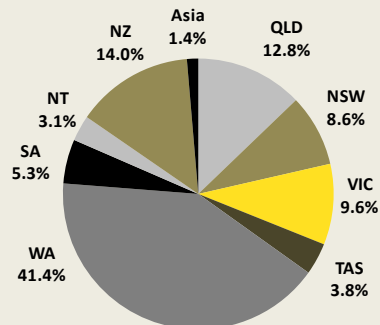
Ports & Bulk Division – Indicative Revenue Segmentation



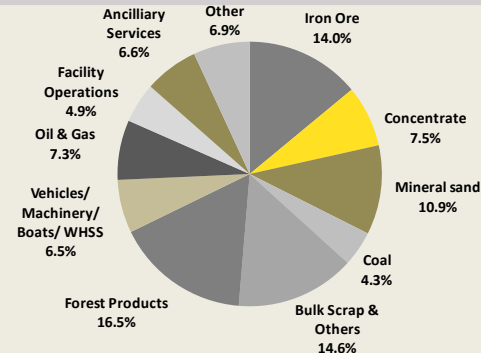
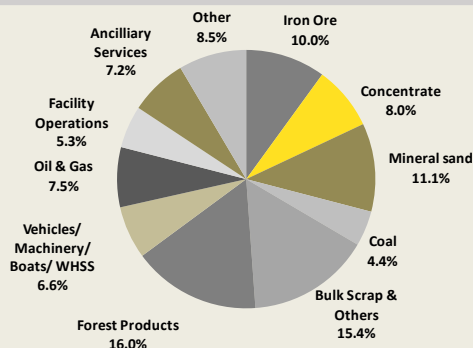
H1 – FY 18

Revenue by region

H1 – FY 17



Revenue by product



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Divisional Summary

Logistics Division



Financial Highlights

- Underlying revenue growth of 11.0% to **\$365.0 million**
 - Underlying EBITA reduction of 1.9% to **\$36.0 million**
 - Total capex of around **\$111.0 million** which was predominantly growth related, including \$88.2 million (net) for the MCS acquisition completed on 27 December 2017
-
- Maintained its strong market position despite continued rate and cost pressures
 - Solid earnings contribution across all States other than NSW which was impacted by:
 - Very low grain volumes due to drought impacting bulk rail and containerised grain export volumes
 - Cost inefficiencies as a result of the exit from the Sydney Haulage site during FY 17
 - MCS acquisition completed on 27 December 2017 will provide a site with a rail terminal and empty container park operations to replace the Sydney Haulage site and improve efficiency
 - Pleasing progress being made securing tenants for future Qube Logistics Moorebank warehouse

Divisional Summary

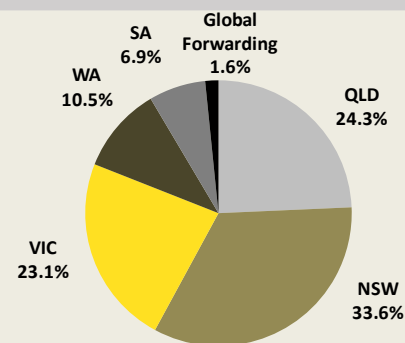
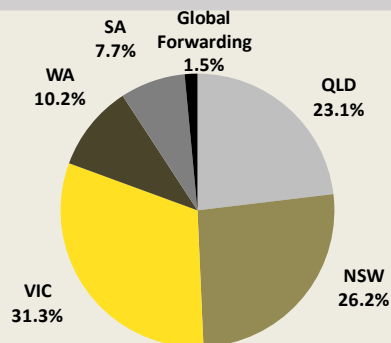
Logistics Division – Indicative Revenue Segmentation



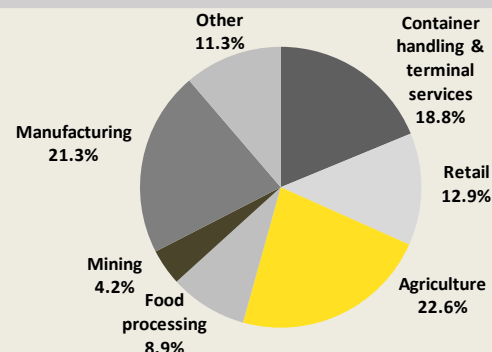
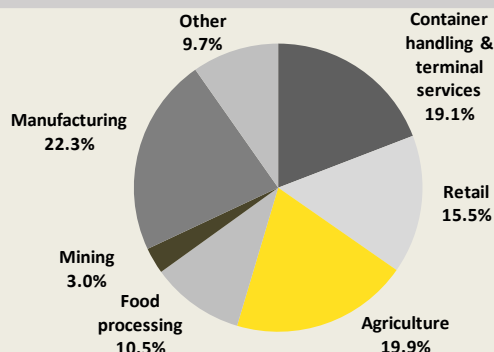
H1 – FY 18

Revenue by region

H1 – FY 17



Revenue by product



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Divisional Summary

Strategic Assets Division

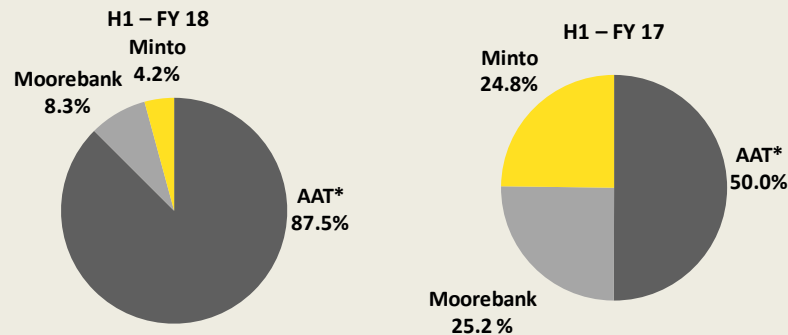


Financial Highlights

- Underlying revenue growth from \$11.7 million to **\$47.2 million**
- Underlying EBITA growth from \$2.9 million to **\$15.0 million**
- Total capex of around **\$73.9 million**

- Increased revenue and earnings compared to pcp driven by full period contribution from AAT compared to only 1 month in the pcp
- Modest rental income and earnings from Minto Properties and Moorebank in the period
- Capex reflects ramp up of the development of the Moorebank Logistics Park and construction associated with new leases secured at Minto during FY 17

Indicative Revenue Segmentation (by business)



*Note: One-month contribution from AAT in H1 - FY 17 vs six-month contribution in H1 - FY 18 due to consolidation from 1 December 2016.

Divisional Summary

Strategic Assets Division



AAT

- Underlying revenue growth to **\$41.3 million**
- Underlying EBITA growth to **\$14.7 million**

- Strong financial performance during the period from high volumes of motor vehicles and mining related vehicles
- Exited the Webb Dock site in Melbourne in late December 2017 but has recently finalised new arrangements to operate at Appleton Dock for break bulk and oil and gas related activities

Moorebank

- Underlying revenue growth to **\$3.9 million**
- Underlying EBITA reduction to **\$(1.2) million**
- Total capex of around **\$61.8 million**

- H1 – FY 18 revenue and earnings reflect:
 - Increased earnings from managing the procurement of contractors for capital works on behalf of MIC
 - Increased rental income from the existing warehouses
 - Increased corporate costs to develop and implement the project

Minto

- Underlying revenue reduction to **\$2.0 million**
- Underlying EBITA reduction to **\$1.5 million**
- Total capex of around **\$11.1 million**

- Temporary revenue and earnings decline whilst construction progresses for the two new leases secured during FY 17 with Ceva and Mazda
- Full upgrade of the site expected to be completed by Q3 FY 18
- Minto expected to be fully leased by start of FY 19 resulting in increased rental income

Divisional Summary

Strategic Assets Division – Moorebank Update



Approvals

- Applications have been lodged with the Department of Planning and Environment regarding:
 - Moorebank Precinct East –Stage 2 (lodged December 2016) – Approval granted on 31 January 2018
 - Moorebank Precinct West –Stage 2 (lodged October 2016) – Approval currently expected by mid 2018

Capex

- Substantial progress with construction and development activities:
 - Land preparation and construction of the Rail Link (MIC funded) – target completion by end of calendar year 2018 and first quarter of calendar year 2019, respectively
 - IMEX below rail capex - Stage 1 (Qube funded) – target completion by end of calendar year 2018. On track to commence operations of IMEX Rail Terminal in Q1 calendar 2019
 - Precinct Enabling Infrastructure works (Qube funded) – ongoing based on timing of warehouse development

Commercial

- Agreement for lease signed with Target Australia and detailed warehouse design significantly progressed
- In February 2018, reached an in-principle agreement (currently being documented) with a key prospective tenant :
 - Under the terms that have been agreed , Qube will reserve 150,000 m² of land at Moorebank for up to 7 years for the future construction of a major warehouse
 - Counterparty is a major company with operations in Australia and internationally that has significant import volumes
 - Parties working together on the planning of the operational requirements with the aim of agreeing commercial terms of a binding agreement by 2022
 - Agreed fee expected to be payable to Qube from Q3 – FY 18
- Continued positive engagement with a range of other prospective tenants



Divisional Summary

Associates – Patrick (50%)



Financial highlights

- Underlying revenue growth of 31.5%* to **\$286.2 million** (on 100% basis)
- Increase in Qube's share of underlying NPAT pre-amortisation (50%) of 8.5%* to **\$16.6 million****

*Note: Reflecting 6 months contribution compared to 4.5 months in the pcip.

**Note: Based on Qube's share of Patrick's underlying NPAT (pre- amortisation) and post tax interest income on shareholder loan.

Volumes

- Very strong market growth (around 7% increase in market lifts in the six months to December 2017)
- Patrick's volumes in the period exceeded internal expectations as a result of a new service win, organic growth from key customers, subcontracted volumes from other stevedores, empty evacuations and ad-hoc calls
- Patrick's volumes also reflected the full period impact of the loss of the large A3 contract in October 2016
- No contracts lost during the period to 31 December 2017

Financial performance

- Solid financial performance in the period reflects:
 - Continued realisation of acquisition case synergies / cost savings
 - Benefit of the infrastructure levy introduced / increased in July to mitigate cost increases
 - Pleasing volumes partly offset by impact of continued competitive pressures on rates despite strong market growth which is essentially a result of continued consolidation of shipping lines and services to Australia

Operational update

- On track with planned productivity improvements and achieving additional acquisition case cost savings
- Planning for rail terminal automation at Port Botany which will provide significant operational efficiencies
- Rent reviews and lease extension negotiations at Port of Melbourne well progressed
- Infrastructure surcharges increased at all ports (effective March 2018) to mitigate continued cost increases and reflecting past investment in landside interface infrastructure

Divisional Summary

Other Associates



Ports & Bulk division

NSS (50%) – Qube Underlying NPAT \$0.8 million

- Benefitting from improving activity in North Queensland
- Increased earnings expected in FY 18 compared to the pcip

Prixcar (25%) – Qube Underlying NPAT \$(1.0) million

- Weak performance of the transport component of the business resulted in Qube further impairing its investment in Prixcar by \$6.0 million
- Continued focus on cost reductions and operational improvements including the recent appointment of a new senior management team (CEO, CFO, CIO)
- Loss expected in FY 18 due to the turnaround taking longer than anticipated

Strategic Assets division

Quattro (39.9%) – Qube Underlying NPAT \$(1.0) million

- Unfavourable seasonal conditions resulted in poor grain harvest
- Minimal grain exports in H1 resulting in decrease in earnings compared to pcip
- Unchanged market conditions expected in H2 resulting in an expected loss in FY 18

TQ Holdings (50%) – Qube Underlying NPAT \$(0.1) million

- Continuing to assess multiple strategic and/or partnering options for development and operation of Port Kembla fuel terminal
- Minimal earnings contribution from TQ Holdings expected in FY 18

Key Financial Information



Key Financial Information

Statutory Results



	H1 – FY 18 (\$m)	H1 – FY 17 (\$m)	Change From Prior Corresponding Period (%)
Revenue	797.2	755.0	5.6%
EBITDA	128.4	137.1	(6.3%)
EBITA	77.9	87.1	(10.6%)
EBIT	71.8	82.6	(13.1%)
Net Finance Costs	(8.0)	(4.5)	(77.8%)
Share of Profit of Associates	3.0	(22.7)	N/A
Profit After Tax Attributable to Shareholders	45.2	47.8	(5.4%)
Profit After Tax Attributable to Shareholders Pre-Amortisation*	53.1	53.4	(0.6%)
Diluted Earnings Per Share (cents)**	2.8	3.5	(20.0%)
Diluted Earnings Per Share Pre-Amortisation (cents)**	3.3	3.9	(15.4%)
Interim Dividend Per Share (cents)	2.7	2.7	-
EBITDA Margin	16.1%	18.2%	(2.1%)
EBITA Margin	9.8%	11.5%	(1.7%)

Statutory earnings include the following items which have been excluded from the underlying earnings:

- Impairment of Qube's equity investment in Prixcar of \$6.0 million
- Fair value gain relating to the Minto investment property of \$5.8 million
- ISO Acquisition – earn out payment of \$3.8 million
- Write off of unamortised debt establishment costs on early termination of syndicated debt facility of \$3.0 million
- Other items totalling approximately \$1.7 million (net impact before tax)

*Note: Profit After Tax Attributable to Shareholders Pre-Amortisation includes an adjustment for Qube's proportionate share of Patrick amortisation net of tax.

**Note: The H1 – FY 17 earnings per share metrics have been restated to include the dilutive impact of the discount element of the entitlement offer.

Key Financial Information

Underlying Results



	H1 – FY 18 (\$m)	H1 – FY 17 (\$m)	Change From Prior Corresponding Period (%)
Revenue	811.9	757.8	7.1%
EBITDA	134.3	137.8	(2.5%)
EBITA	83.8	87.8	(4.6%)
EBIT	77.7	83.3	(6.7%)
Net Finance Costs	(5.2)	(6.8)	23.5%
Share of Profit of Associates	3.0	8.5	(64.7%)
Profit After Tax Attributable to Shareholders	53.7	62.1	(13.5%)
Profit After Tax Attributable to Shareholders Pre-Amortisation*	61.6	67.7	(9.0%)
Diluted Earnings Per Share (cents)**	3.4	4.6	(26.1%)
Diluted Earnings Per Share Pre-Amortisation (cents)**	3.8	5.0	(24.0%)
Interim Dividend Per Share (cents)	2.7	2.7	-
EBITDA Margin	16.5%	18.2%	(1.7%)
EBITA Margin	10.3%	11.6%	(1.3%)

- Solid financial performance from all divisions
- Prior period included the net Asciano contribution (\$22.2 million EBITDA, \$15.5 million NPAT)
- Net Finance Costs comprises interest expense of \$18.4 million offset by \$13.2 million of interest income (mainly relating to Patrick shareholder loan)
- Reduced contribution from Associates mainly due to AAT ceasing to be an Associate from 1 December 2016 as well as lower NPAT contributions from most of the other Associates

*Note: Profit After Tax Attributable to Shareholders Pre-Amortisation includes an adjustment for Qube's proportionate share of Patrick amortisation net of tax.

**Note: The H1 – FY 17 earnings per share metrics have been restated to include the dilutive impact of the discount element of the entitlement offer.

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Key Financial Information

Segment Breakdown



H1 – FY 18 (\$m)	Logistics (\$m)	Ports & Bulk (\$m)	Strategic Assets (\$m)	Corporate and Other (\$m)	Total (\$m)	H1 – FY 17 (\$m)	Change (%)
Statutory							
Revenue	365.0	399.6	32.5	0.1	797.2	755.0	5.6%
EBITDA	49.0	87.3	1.7	(9.6)	128.4	137.1	(6.3%)
EBITA	34.6	54.6	(1.6)	(9.7)	77.9	87.1	(10.6%)
EBIT	33.2	51.8	(3.5)	(9.7)	71.8	82.6	(13.1%)
Underlying							
Revenue	365.0	399.6	47.2	0.1	811.9	757.8	7.1%
EBITDA	50.4	74.7	18.3	(9.1)	134.3	137.8	(2.5%)
EBITA	36.0	42.0	15.0	(9.2)	83.8	87.8	(4.6%)
EBIT	34.6	39.2	13.1	(9.2)	77.7	83.3	(6.7%)

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Key Financial Information

Balance Sheet



As at	31-Dec-17	30-Jun-17	Change
	(\$m)	(\$m)	(\$m)
Cash and equivalents	122.8	190.8	(68.0)
Receivables	305.5	296.3	9.2
Other current assets	2.3	6.4	(4.1)
Total current assets	430.6	493.5	(62.9)
Investment in equity accounted investments	743.6	757.7	(14.1)
Loans and receivables	328.8	344.4	(15.6)
Property, plant and equipment	931.1	906.6	24.5
Investment property	473.9	394.5	79.4
Intangible assets	839.5	782.2	57.3
Other non-current assets	16.2	3.2	13.0
Total non-current assets	3,333.1	3,188.6	144.5
Total assets	3,763.7	3,682.1	81.6
Trade and other payables	134.6	156.0	(21.4)
Borrowings	2.3	0.8	1.5
Tax payable	1.7	-	1.7
Derivative financial instruments	-	0.2	(0.2)
Provisions	73.9	72.0	1.9
Total current liabilities	212.5	229.0	(16.5)
Trade and other payables	0.6	4.8	(4.2)
Borrowings*	886.4	801.1	85.3
Deferred tax liabilities	24.5	25.4	(0.9)
Other non-current liabilities	10.8	9.2	1.6
Total non-current liabilities	922.3	840.5	81.8
Total liabilities	1,134.8	1,069.5	65.3
Net assets	2,628.9	2,612.6	16.3
Net debt*	765.9	611.1	154.8
Net debt / (Net debt + Equity)	22.6%	19.0%	3.6%

- Qube's balance sheet remains strong with net assets of over \$2.6 billion diversified geographically and by asset type including infrastructure, property, warehouses, rolling stock, trucks, cranes and containers
- Continued investment during the period on equipment to support new contracts, the development of Moorebank and Minto and the MCS acquisition
- Leverage remains well below Qube's long term target range (30-40%), providing substantial capacity to continue to invest in suitable growth opportunities

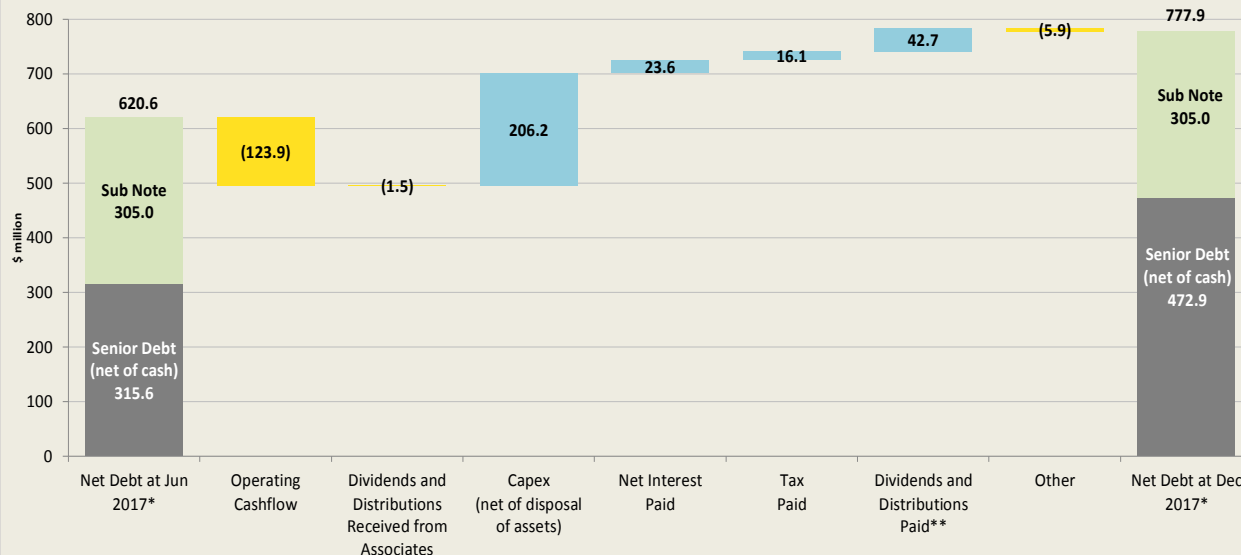
*Note: Borrowings and net debt are net of capitalised establishment costs of \$9.5 million at June 2017 and \$12.0 million at December 2017.

Key Financial Information

Cashflow



Change in Net Debt for Six Months to 31 December 2017



*Note: Net debt including finance lease liabilities but pre-deduction of capitalised establishment costs of \$9.5 million at June 2017 and \$12.0 million at December 2017.

**Note: Dividends paid are net of the dividend reinvestment plan.

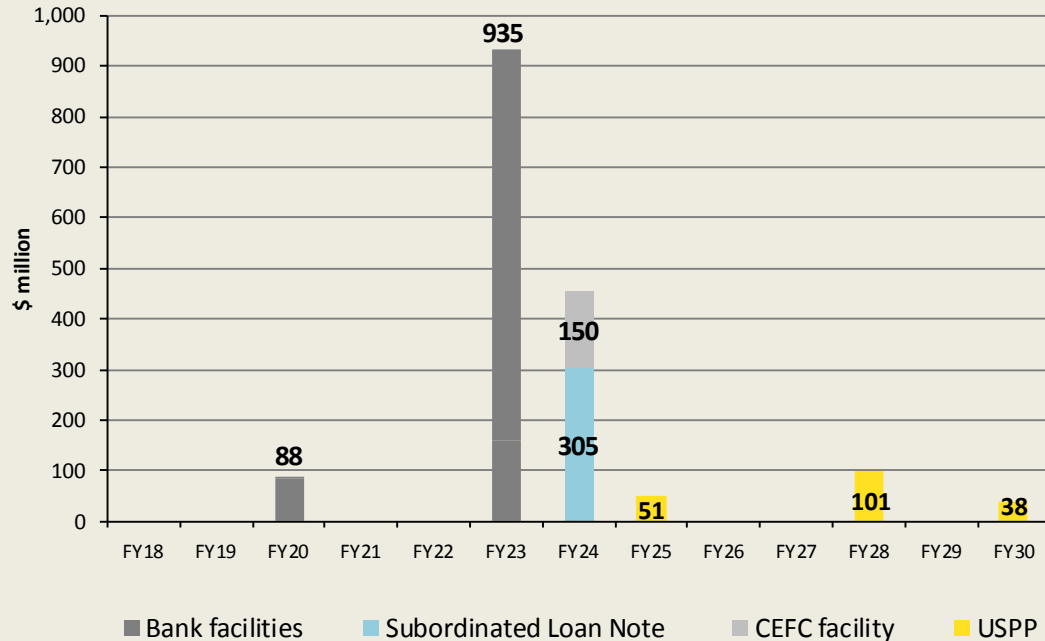
- Businesses continued to generate strong operating cashflow with a cash conversion ratio of around 92%
- Largest capital expenditure (cash components) included the MCS acquisition completed on 27 December 2017 (\$88.2 million) and the capex for the development of the Moorebank Logistics Park (\$57.3 million)

Key Financial Information

Funding



Debt Maturity Profile at 31 December 2017*



*Note: Average maturity of around 5.4 years at 31 December 2017.

- Qube completed several funding initiatives in the period increasing Qube's liquidity, extending the average tenor of its debt and diversifying its funding sources
- These initiatives included the completion of its inaugural USPP Note issuance (US\$150 million) and establishment of new 5 year bilateral debt facilities to replace its previous syndicated and bilateral debt facilities
- As at 31 December 2017, Qube had available, undrawn debt facilities of approximately \$749 million to fund its growth
- Qube will continue to maintain a prudent capital structure consistent with its stated long term target leverage ratio of 30%-40%

Outlook



- Expect similar economic and operating environment for the remainder of FY 18 with stable volumes in most areas of the business
- Limited ability to secure rate increases due to competitive environment
- Continued cost focus and leveraging scale and past investment to deliver a superior customer service and maximise margins
- Qube will continue to invest capital and focus management resources in developing its strategic assets. In the shorter term, while Qube is undertaking the investment, its earnings will not reflect the substantial value that is being created
- Qube is continuing to trade in line with management expectations and currently expects to deliver an increase in underlying NPAT (pre-amortisation) in FY 18

Questions

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Additional Financial Information

(Appendices)

Appendix 1

Reconciliation of H1– FY 18

Statutory Results to Underlying Results



H1 – FY 18 (\$m)	Logistics (\$m)	Ports & Bulk (\$m)	Strategic Assets (\$m)	Corporate and Other (\$m)	Patrick (\$m)	Consolidated (\$m)
Statutory net profit / (loss) before income tax	33.3	51.4	(4.7)	(30.0)	16.8	66.8
Share of (profit) / loss of equity accounted investments	-	0.2	1.1	-	(4.3)	(3.0)
Finance cost	(0.2)	0.3	0.1	20.3	(12.5)	8.0
Depreciation and amortisation	15.9	35.4	5.2	0.1	-	56.6
Statutory EBITDA	49.0	87.3	1.7	(9.6)	-	128.4
Impairment of investment in associate	-	6.0	-	-	-	6.0
Fair value gain on investment property	-	-	(5.8)	-	-	(5.8)
Intercompany trading	-	(22.4)	22.4	-	-	-
Other adjustments (net)	1.4	3.8	-	0.5	-	5.7
Underlying EBITDA	50.4	74.7	18.3	(9.1)	-	134.3
Depreciation	(14.4)	(32.7)	(3.3)	(0.1)	-	(50.5)
Underlying EBITA	36.0	42.0	15.0	(9.2)	-	83.8
Amortisation	(1.4)	(2.8)	(1.9)	-	-	(6.1)
Underlying EBIT	34.6	39.2	13.1	(9.2)	-	77.7
Underlying net Interest income/(expense)	0.2	(0.3)	(0.1)	(17.5)	12.5	(5.2)
Underlying share of profit/(loss) of equity accounted investments	-	(0.2)	(1.1)	-	4.3	3.0
Underlying net profit / (loss) before income tax	34.8	38.7	11.9	(26.7)	16.8	75.5

The underlying information excludes certain non-cash and non-recurring items in order to more accurately reflect the underlying financial performance of Qube. References to 'underlying' information are to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011. Non-IFRS financial information has not been subject to audit or review.

Appendix 2

Reconciliation of H1 – FY 17

Statutory Results to Underlying Results



H1 – FY 17 (\$m)	Logistics (\$m)	Ports & Bulk (\$m)	Strategic Assets (\$m)	Corporate and Other (\$m)	Patrick (\$m)	Consolidated (\$m)
Statutory net profit / (loss) before income tax	35.5	36.1	(0.2)	(0.5)	(15.5)	55.4
Share of (profit) / loss of equity accounted investments	-	(2.3)	(0.1)	-	25.1	22.7
Finance (income) / cost	(0.2)	0.7	(0.1)	13.7	(9.6)	4.5
Depreciation and amortisation	17.7	35.8	0.9	0.1	-	54.5
Statutory EBITDA	53.0	70.3	0.5	13.3	-	137.1
Stamp duty	-	-	0.3	-	-	0.3
Restructure costs	-	0.4	-	-	-	0.4
Other	-	(2.8)	2.8	-	-	-
Underlying EBITDA	53.0	67.9	3.6	13.3	-	137.8
Depreciation	(16.3)	(32.9)	(0.7)	(0.1)	-	(50.0)
Underlying EBITA	36.7	35.0	2.9	13.2	-	87.8
Amortisation	(1.4)	(2.9)	(0.2)	-	-	(4.5)
Underlying EBIT	35.3	32.1	2.7	13.2	-	83.3
Underlying net Interest income/(expense)	0.2	(0.7)	0.1	(16.0)	9.6	(6.8)
Underlying share of profit/(loss) of equity accounted investments	-	2.3	0.1	-	(25.1)	(22.7)
Underlying adjustments:						
Stamp duty	-	-	-	-	26.0	26.0
One-off transition costs	-	-	-	-	4.4	4.4
Other non recurring restructure costs	-	-	-	-	0.8	0.8
Underlying share of profit / (loss) of equity accounted investments	-	2.3	0.1	-	6.1	8.5
Underlying net profit / (loss) before income tax	35.5	33.7	2.9	(2.8)	15.7	85.0

The underlying information excludes certain non-cash and non-recurring items in order to more accurately reflect the underlying financial performance of Qube. References to 'underlying' information are to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011. Non-IFRS financial information has not been subject to audit or review.

Appendix 3

Logistics Division – Underlying Results



	H1 – FY 18 (\$m)	H1 – FY 17 (\$m)	Change From Prior Corresponding Period (%)
	Underlying	Underlying	
Revenue	365.0	328.8	11.0%
EBITDA	50.4	53.0	(4.9%)
Depreciation	(14.4)	(16.3)	11.7%
EBITA	36.0	36.7	(1.9%)
Amortisation	(1.4)	(1.4)	-
EBIT	34.6	35.3	(2.0%)
Share of Profit of Associates	-	-	N/A
EBITDA Margin (%)	13.8%	16.1%	(2.3%)
EBITA Margin (%)	9.9%	11.2%	(1.3%)

The underlying information excludes certain non-cash and non-recurring items in order to more accurately reflect the underlying financial performance of Qube. References to 'underlying' information are to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011. Non-IFRS financial information has not been subject to audit or review.

Appendix 4

Ports & Bulk Division – Underlying Results



	H1 – FY 18 (\$m)	H1 – FY 17 (\$m)	Change From Prior Corresponding Period (%)
	Underlying	Underlying	
Revenue	399.6	363.7	9.9%
EBITDA	74.7	67.9	10.0%
Depreciation	(32.7)	(32.9)	0.6%
EBITA	42.0	35.0	20.0%
Amortisation	(2.8)	(2.9)	3.4%
EBIT	39.2	32.1	22.1%
Share of Profit of Associates	(0.2)	2.3	N/A
EBITDA Margin (%)	18.7%	18.7%	-
EBITA Margin (%)	10.5%	9.6%	0.9%

The underlying information excludes certain non-cash and non-recurring items in order to more accurately reflect the underlying financial performance of Qube. References to 'underlying' information are to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011. Non-IFRS financial information has not been subject to audit or review.

Appendix 5

Strategic Assets Division – Underlying Results

	H1 – FY 18 (\$m)	H1 – FY 17 (\$m)	Change From Prior Corresponding Period (%)
	Underlying	Underlying	
Revenue	47.2	11.7	303.4%
EBITDA	18.3	3.6	408.3%
Depreciation	(3.3)	(0.7)	(371.4%)
EBITA	15.0	2.9	417.2%
Amortisation	(1.9)	(0.2)	(850.0%)
EBIT	13.1	2.7	385.2%
Share of Profit of Associates	(1.1)	0.1	N/A
EBITDA Margin (%)	38.8%	30.8%	8.0%
EBITA Margin (%)	31.8%	24.8%	7.0%

The underlying information excludes certain non-cash and non-recurring items in order to more accurately reflect the underlying financial performance of Qube. References to 'underlying' information are to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011. Non-IFRS financial information has not been subject to audit or review.

Appendix 6

Patrick – Underlying Results

QUBE

	H1 – FY 18 (\$m)	H1 - FY 17* (\$m)	Change From Prior Corresponding Period (%)
	Underlying (6 months)	Underlying (4.5 months)	
100%			
Revenue	286.2	217.6	31.5%
EBITDA	100.8	83.3	21.0%
Depreciation	(36.4)	(26.5)	(37.4%)
EBITA	64.4	56.8	13.4%
Amortisation	(10.2)	(7.1)	(43.7%)
EBIT	54.2	49.7	9.1%
Interest Expense (Net) - External	(17.1)	(12.9)	(32.6%)
Interest Expense Shareholders	(24.9)	(19.4)	(28.4%)
NPAT	8.6	12.2	(29.5%)
NPAT (pre-amortisation)	15.7	17.1	(8.2%)
EBITDA Margin (%)	35.2%	38.3%	(3.1%)
EBITA Margin (%)	22.5%	26.1%	(3.6%)
EBIT Margin (%)	18.9%	22.8%	(3.9%)
Qube (50%)			
Qube share of NPAT	4.3	6.1	(29.5%)
Qube share of NPAT (pre-amortisation)	7.9	8.6	(8.1%)
Qube interest income net of tax from Patrick	8.7	6.7	29.9%
Total Qube share of NPAT from Patrick	13.0	12.8	1.6%
Total Qube share of NPAT (pre-amortisation) from Patrick	16.6	15.3	8.5%

*Note: Underlying results for the 4.5-month period from 18 August 2016 to 31 December 2016.

The underlying information excludes certain non-cash and non-recurring items in order to more accurately reflect the underlying financial performance of Qube. References to 'underlying' information are to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011. Non-IFRS financial information has not been subject to audit or review.

Appendix 7

Other Associates – Underlying Results



Qube Share of Profit of Associates	H1 – FY 18 (\$m)	H1 – FY 17 (\$m)	Change From Prior Corresponding Period (%)
	Underlying	Underlying	
AAT*	-	3.2	N/A
NSS	0.8	0.7	14.3%
PEL	-	(1.3)	N/A
Prixcar	(1.0)	(0.3)	(233.3%)
Total – Ports & Bulk Division	(0.2)	2.3	N/A
Quattro	(1.0)	0.1	N/A
TQ Holdings	(0.1)	-	N/A
Total – Strategic Assets Division	(1.1)	0.1	N/A
Total	(1.3)	2.4	N/A

*Note: Five month contribution from AAT in H1 – FY 17. AAT has been consolidated in Strategic Assets results from 1 December 2016.

Appendix 8

Corporate – Underlying Results



	H1 – FY 18 (\$m)	H1 - FY 17* (\$m)	Change From Prior Corresponding Period (%)
	Underlying	Underlying	
Revenue	0.1	53.6	N/A
EBITDA	(9.1)	13.3	N/A
Depreciation	(0.1)	(0.1)	N/A
EBITA	(9.2)	13.2	N/A
Amortisation	-	-	N/A
EBIT	(9.2)	13.2	N/A

*Note: H1 – FY 17 results reflect the impact of Asciano special dividend paid to Qube (excluding value of franking credits on special dividend) and the loss on sale of Qube's Asciano shares.

Appendix 9

Explanation of Underlying Information



- Underlying revenues and expenses are statutory revenues and expenses adjusted to exclude certain non-cash and non-recurring items such as fair value adjustments on investment properties, cost of legacy incentive schemes and impairments to reflect core earnings. Income tax expense is based on a prima-facie 30% tax charge on profit before tax and associates
- References to 'underlying' information are to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011. Non-IFRS financial information has not been subject to audit or review