



Disclaimer

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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.

Welcome & Overview Chairman & Chief Executive



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Share Price Performance Relative to NZX50 Index

The Port of Tauranga Limited (POT.NZ) - NZSE

18.49 0.00(0.00%) 4 Apr 14:43

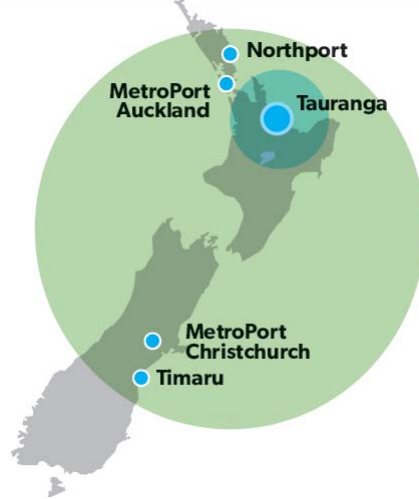


25.2% compounding TSR growth over last 24 years
(NZX All Gross Index moving 9.7% over same period)



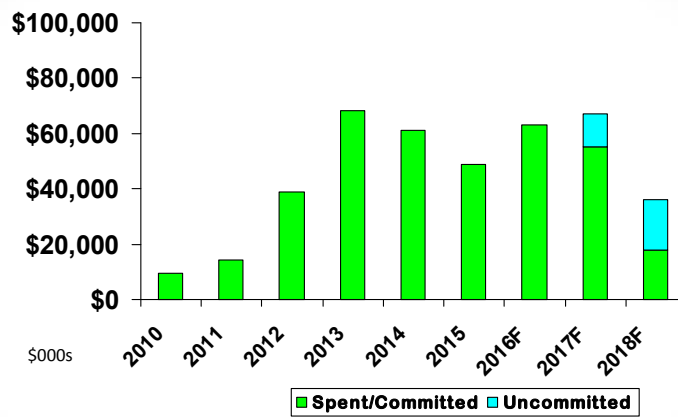
4

Redefining our Hinterland



5

Capital Expenditure 2010-2018



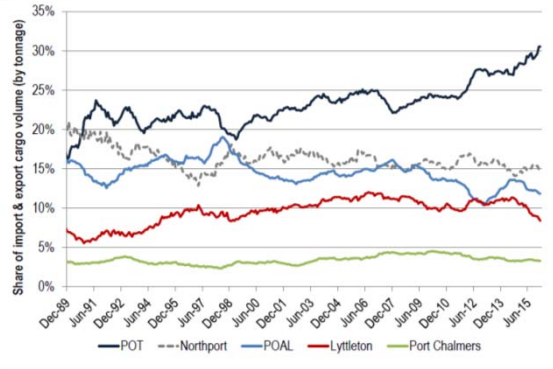
\$350M Capex from 2012-2017



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Hub and Spoke Model Emerging

Figure 9. Import and export cargo share (by weight) of leading ports

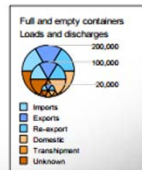
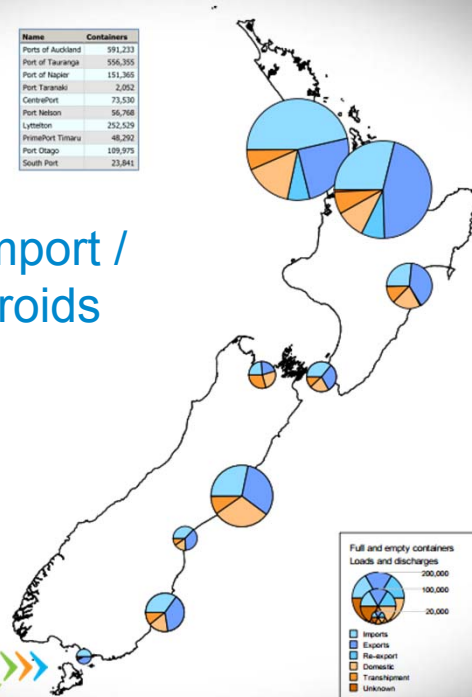


Source: Statistics NZ, Forsyth Barr analysis

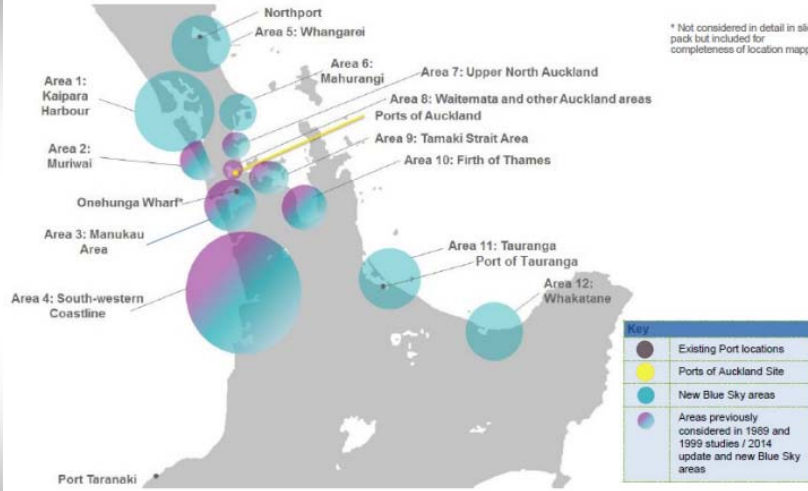


Container Import / Export Centroids

Name	Containers
Port of Auckland	592,223
Port of Tauranga	556,355
Port of Napier	151,365
Port Taranaki	2,052
CentrePort	73,530
Port Nelson	56,768
Lyttelton	252,529
PrimePort Timaru	48,292
Port Otago	109,975
South Port	23,841



Potential Areas Investigated



* Not considered in detail in slide pack but included for completeness of location mapping



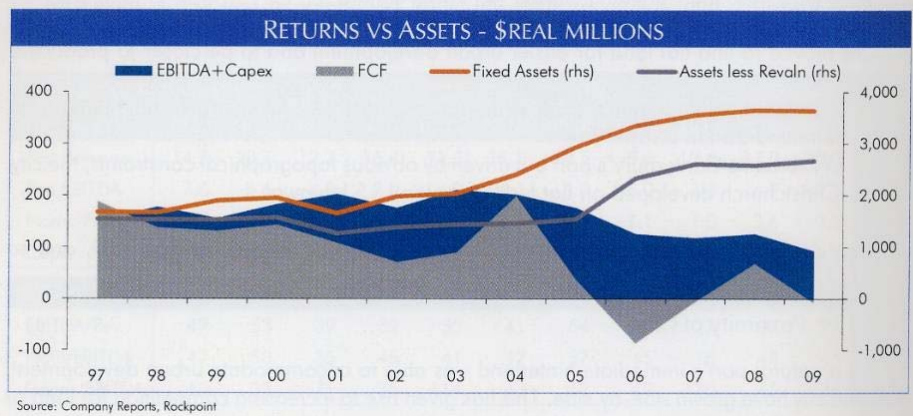
Section 5 of the Port Companies Act



“The principal objective of every port company shall be to operate as a successful business”



Negative Free Cash Flow



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NZ Productivity Commission International Freight Transport Services Inquiry April 2012

Recommendation 10.3. Port companies should regularly publish economic value added analyses for their operations, including disaggregated data for significant business segments. This would improve reporting and transparency, and help to ensure the efficient use of capital in the freight transport system.

Recommendation 10.4 To support benchmark competition between port companies, the Ministry of Transport should regularly publish an independent assessment of comparative financial performance for port owners and policy makers to consider.





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Shipping & Trade Outlook

Leonard Sampson
Commercial Manager



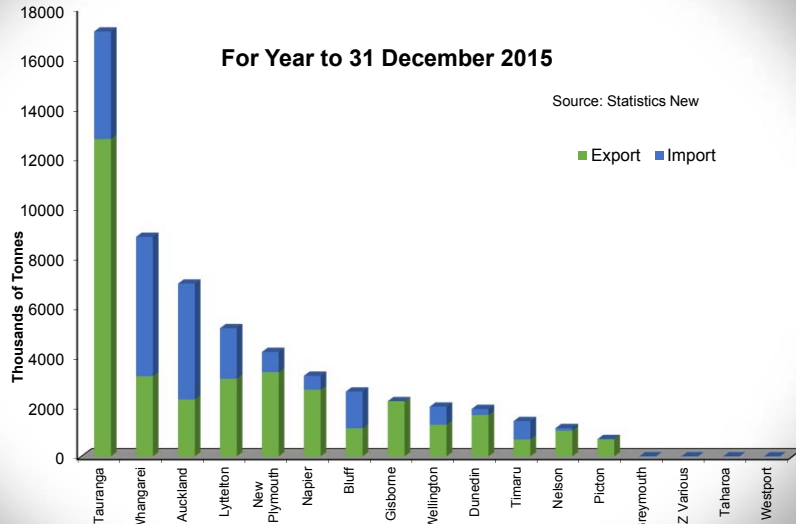


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New Zealand's Largest Port

For Year to 31 December 2015

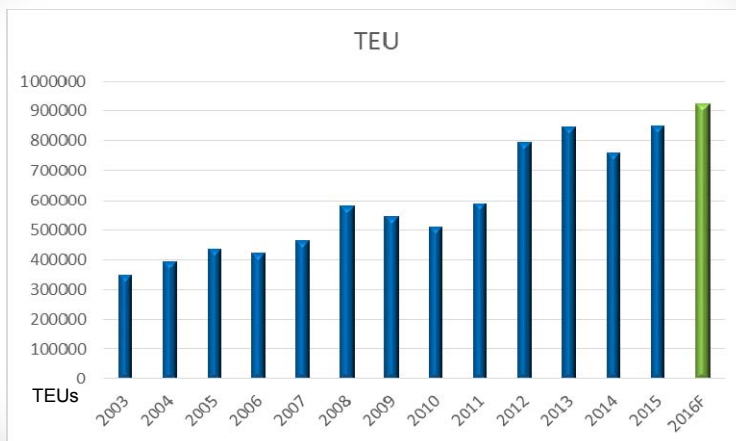
Source: Statistics New



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Container Throughput

TEU



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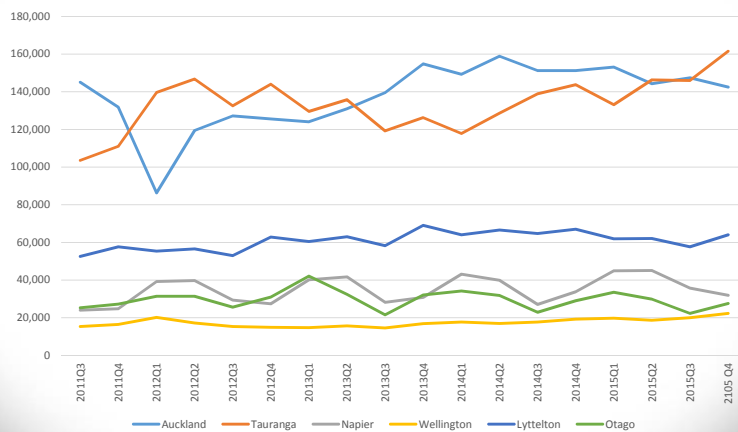
Signing of 10 Year Deal With Kotahi



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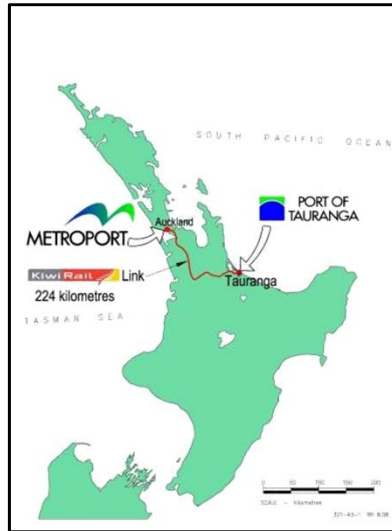
NZ's Largest Container Terminal

Container Market Share by Port

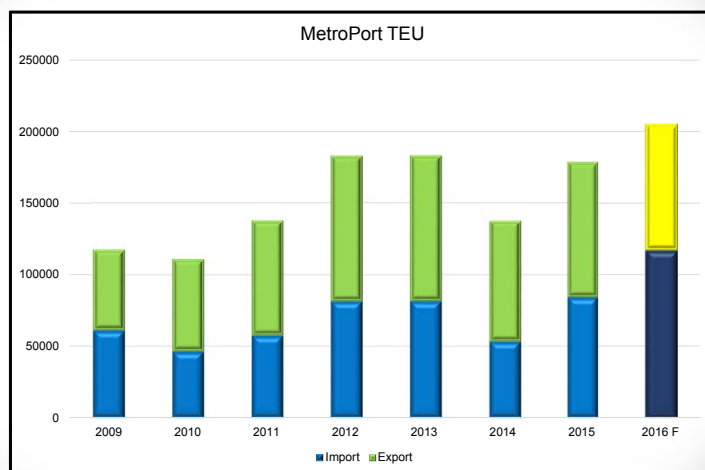


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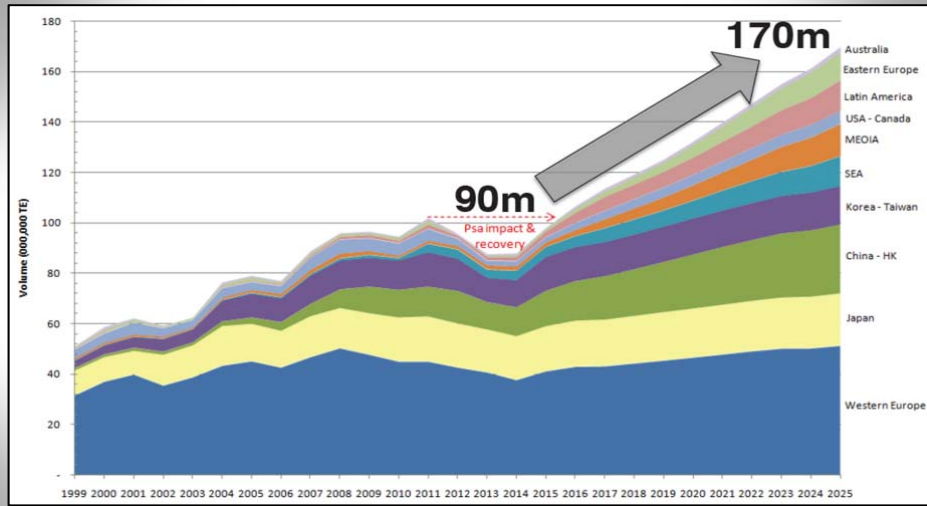
MetroPort Auckland



MetroPort Auckland

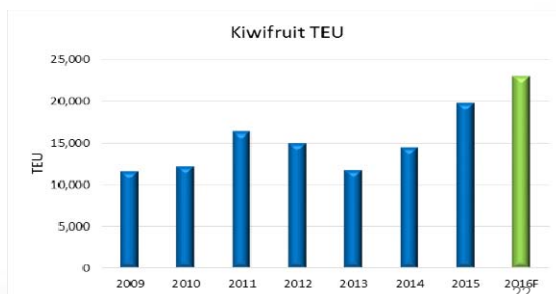
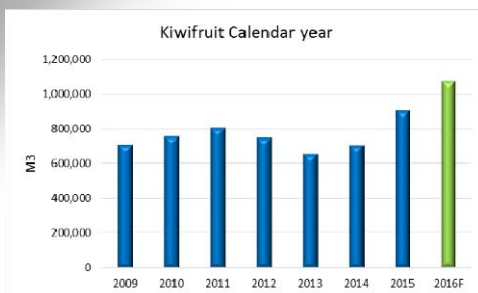


Kiwifruit Forecast



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Kiwifruit



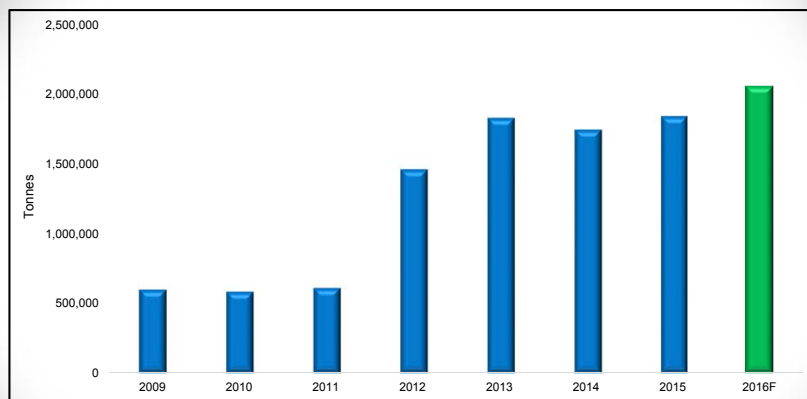
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New Containerised Reefer Vessels



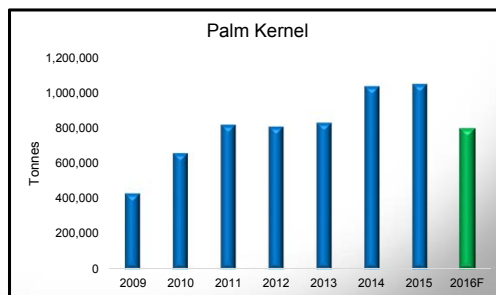
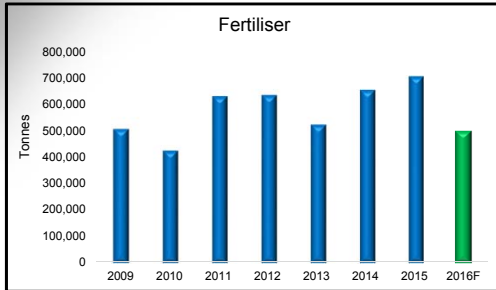
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Dairy Volumes



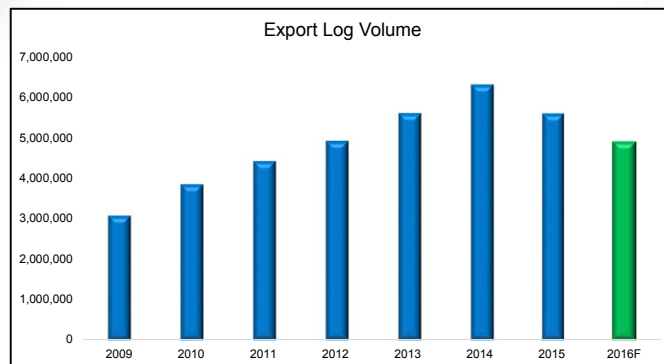
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Dairy Sector Inputs



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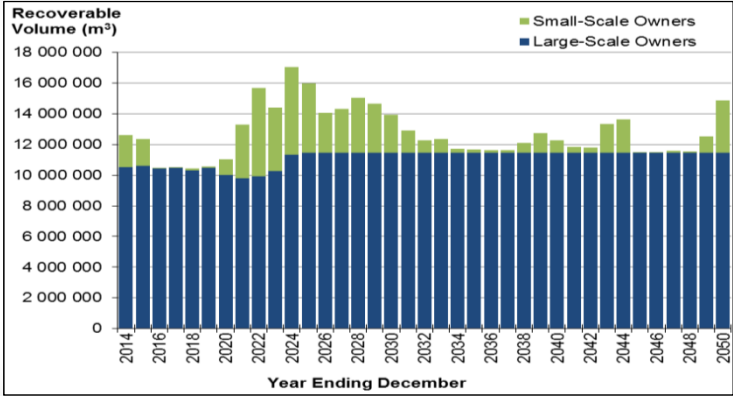
Forestry



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Forestry Market Outlook

Central North Island Wood Availability



MPI Wood availability report 2014 - assumed average harvest age of 28 years



Square Lumber



MSC Capricorn (weekly)



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Maersk "Triple Star" (single New Zealand call)



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Coastal Shipping



Larger Vessels



LOA: 309m
Width: 16 containers
Draught: 14.5m

Investor Day

12 April 2016



Phil Melhopt
Chief Executive



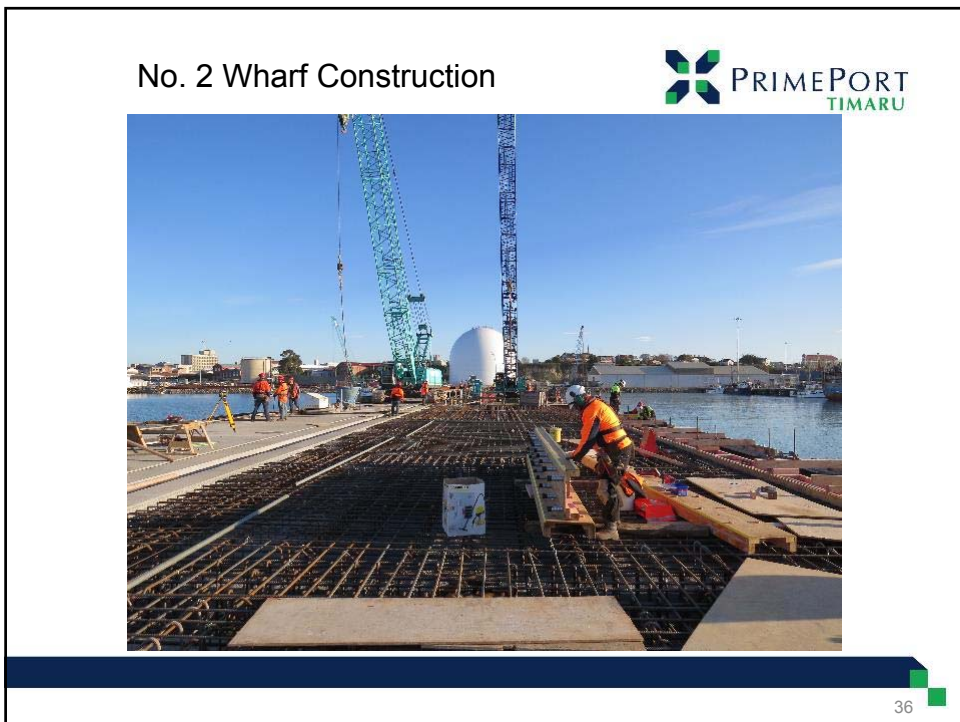
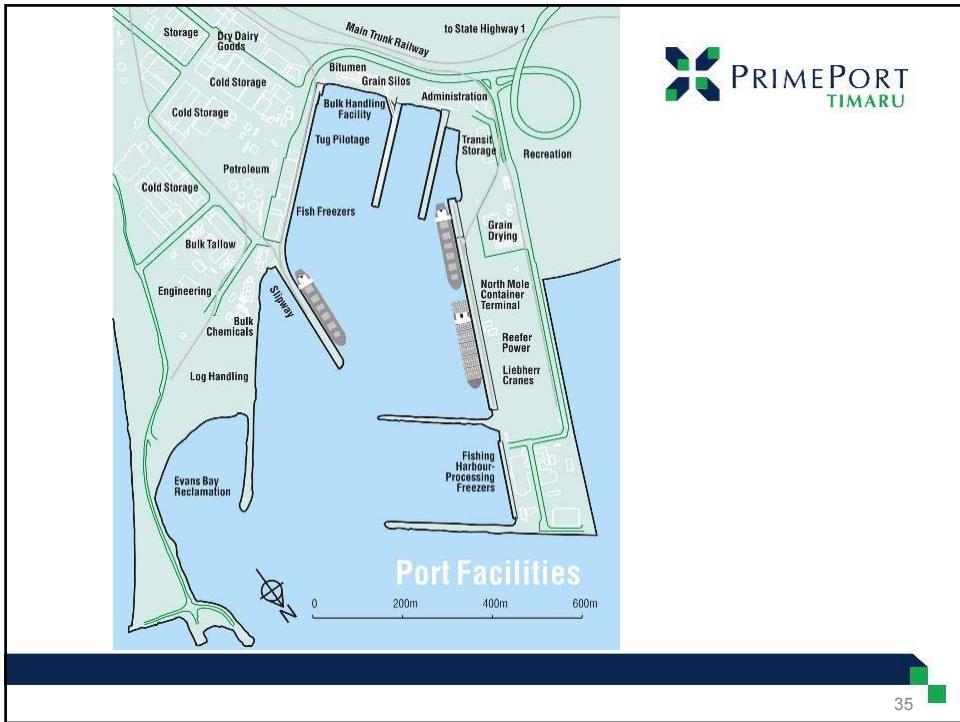
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- Bulk Cargo
- Container Terminal (Leased)
- Property



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Land Holdings



PrimePort	37.34 ha
TDHL	29.50 ha

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Log Yard



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Hayes Street Acquisition



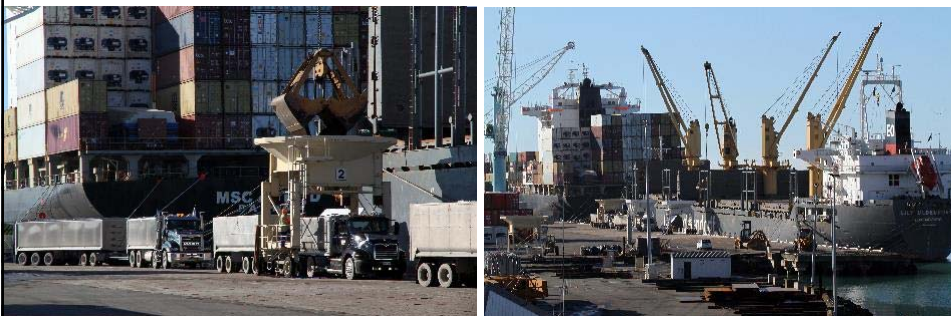
Floating Plant



New Pilot Launch



Bulk Dry – PKE & Fertiliser



Log Exports



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Fuels



Petrol, Diesel, Light Fuel Oil

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Bulk Liquids



Cement



Fishing



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Cruise

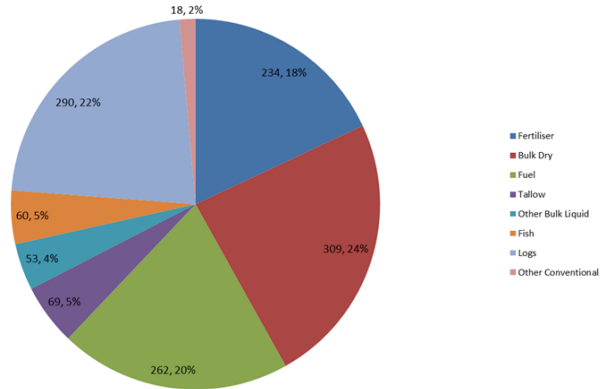


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Trade Data

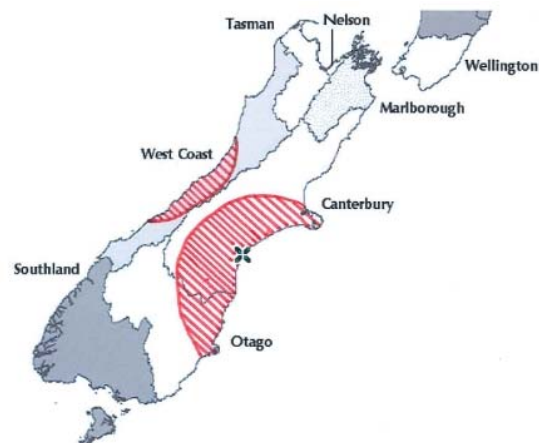


Import & Export Trade Tonnes 2015 Actual ('000)



49

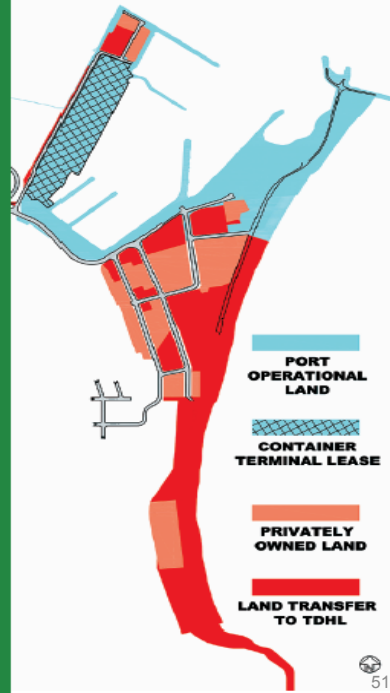
Bulk Cargo Catchments



50



John Bromley
Container Terminal Manager



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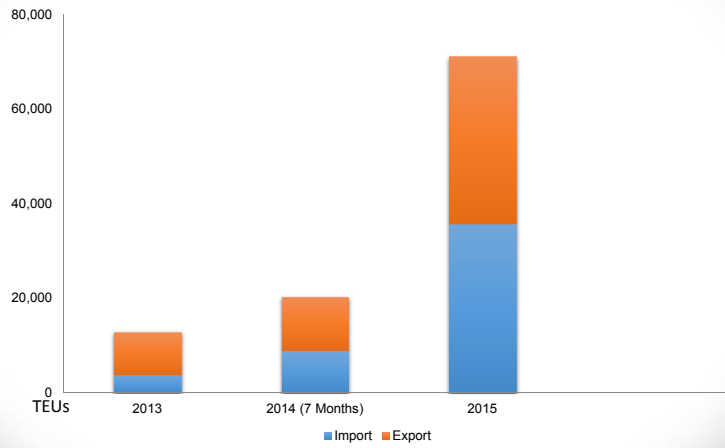
Container Growth Through Timaru Container Terminal

TEUs	2016 1st H	2015	2014	2013
Lyttelton Port	173,515	372,019	376,567	351,217
Port Otago	74,286	172,800	181,000	195,000
South Port	17,229	35,800	32,700	34,800
Sub - Total	265,030	580,619	590,267	581,017
TCTL (<i>PrimePort</i>)	47,454	71,089	20,283	22,072
South Island	311,947	651,708	610,550	603,089

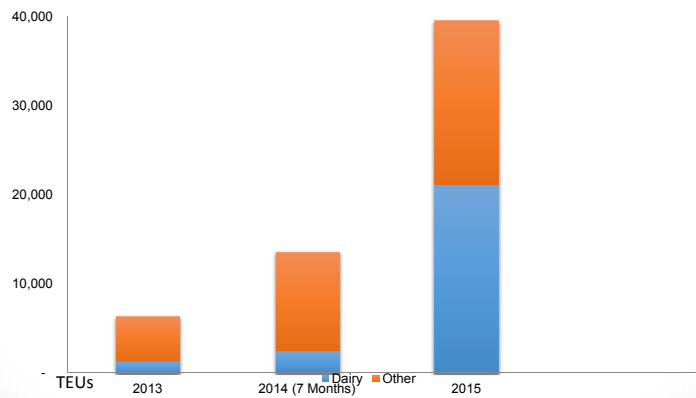
Source: Annual Reports; FIGS



It's a balancing act: Imports & Exports...



... & it's not just about dairy



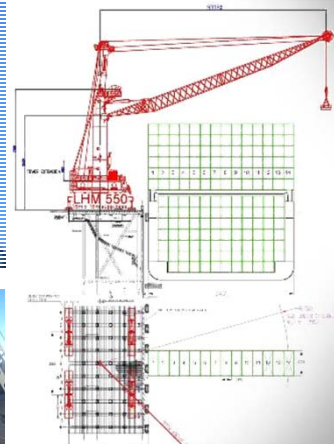
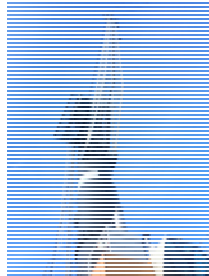
Infrastructure – Current Terminal Capacity



Infrastructure – Future Terminal Capacity



Infrastructure – New Mobile Harbour Crane



Infrastructure - The New Crane in Action

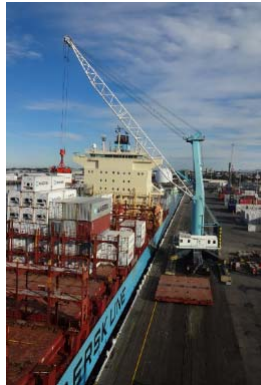


Shipping Lines

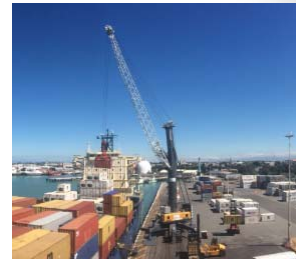
 SWIRE SHIPPING



 MAERSK LINE



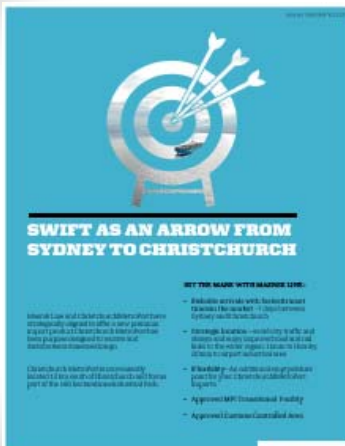
 MSC MEDITERRANEAN SHIPPING COMPANY



 NEW ZEALAND'S
Port for the Future >>>

 TIMARU
CONTAINER TERMINAL

The best trans-Tasman connection to Christchurch is via Timaru



SWIFT AS AN ARROW FROM SYDNEY TO CHRISTCHURCH

GET THE MAKE WITH MAERSK LINE:

- Reliable service with bi-weekly sailings to New Zealand
- Strategic location – proximity to rail and air services and direct road connections to the rest of the world
- Flexibility – An extensive program of services connecting New Zealand to the rest of the world
- Approved MFI International Franchise
- Approved Customs Controlled Area

Your precision. Delivered.



Christchurch Metroport

Enjoy improved connections

 NEW ZEALAND'S
Port for the Future >>>

 METROPORT
CHRISTCHURCH

 TIMARU
CONTAINER TERMINAL

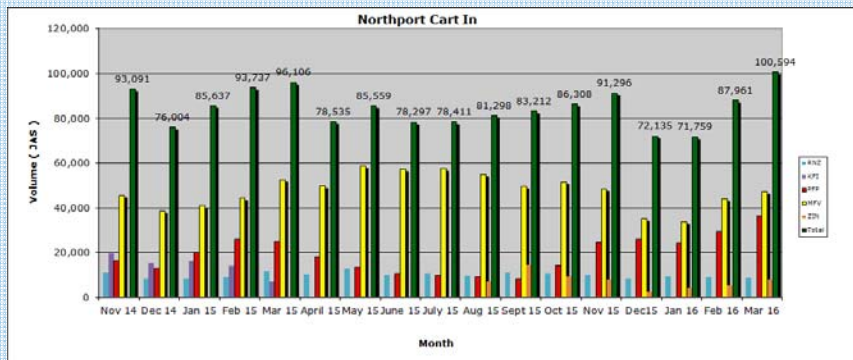


OVERVIEW OF QUALITY MARSHALLING



INNOVATIVE
CARGO
HANDLING
LOGISTICS

Forestry Northport



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OVERVIEW OF QUALITY MARSHALLING



INNOVATIVE
CARGO
HANDLING
LOGISTICS

Forestry Northport

- Lost one customer
- Gained one customer
- Four key customers
- Annualizing one million Jas / annum
- Very competitive environment
- Volume flat and market dependent
- Reviewing operation

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OVERVIEW OF QUALITY MARSHALLING



INNOVATIVE
CARGO
HANDLING
LOGISTICS

Remaining Business Units

- Container Transfer Site (Tauranga Container Terminal Rail Exchange)
- PrimePort – Timaru Container Terminal
- PrimePort – Holcim Cement

Focus on container operations and niche service areas.

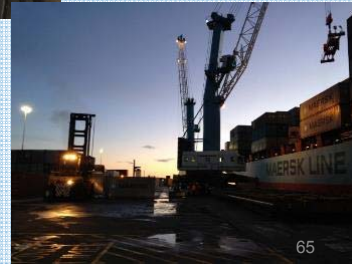
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OVERVIEW OF QUALITY MARSHALLING



INNOVATIVE
CARGO
HANDLING
LOGISTICS

QM



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Tauranga



INNOVATIVE
CARGO
HANDLING
LOGISTICS

CT Site Tauranga

- Five dedicated container handlers
- Six terminal tractor and trailers
- 24/7 Operation
- 30 FTE
- KiwiRail administration desk and transfer site

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Timaru



INNOVATIVE
CARGO
HANDLING
LOGISTICS

Timaru

- Eleven dedicated container handlers
- Operate and maintain three mobile harbour container cranes
- 24/7 Operation
- 20 FTE
- Discharge of cement for Holcim

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Opportunities



INNOVATIVE
CARGO
HANDLING
LOGISTICS

Current Focus

- General Cargo
- New Cargo trades through POT
- Efficiencies

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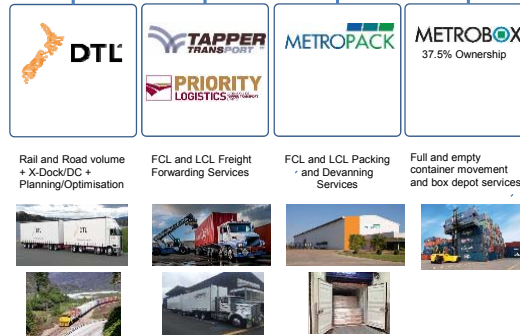


Who is Coda

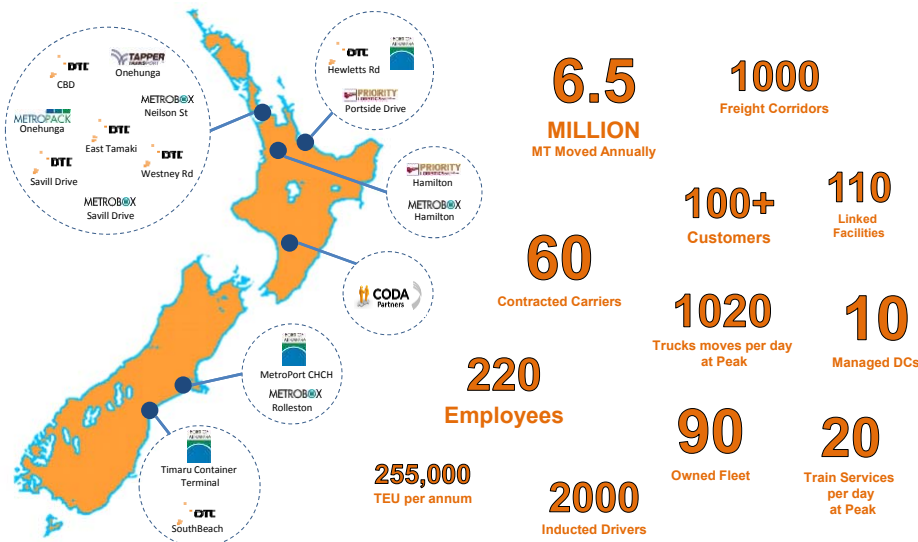
- Landside limited partnership of complimentary businesses.
- Supporting strategic intent:
 - ✓ Freight consolidation for bigger ships
 - ✓ More efficient landside operations
- Coda is the leader in the NZ market in:
 - Outsourced logistics services
 - Import/export container moves
 - Intermodal container logistics
 - Full and LCL loads around NZ
 - Crossdocking/container hubbing
 - Dairy warehousing and logistics
 - FAK, devan/packing operations



Coda Board
Independent Chair,
2xPOT, 2xKotahi/Fonterra



The Wider Coda Network



Operational Synergies

Fully Utilising Assets and Capabilities

Utilise our own assets first with existing business



Utilise our own assets for new business and innovative solutions



Growing the Intermodal Concept

Aligning the Domestic and Export Supply Chains



FMCG product loaded at Savill Dr
Auckland for distribution to
Palmerston North

Dairy powder loaded in Taranaki for
export to the World



Aligning Business Functions

Coda Campus in Onehunga, Auckland

- FCL Deliveries
- FCL Rail Hub
- FCL Cross-dock
- FCL Storage
- FAK Solutions
- MetroPack
- LCL delivery



CODA 75

Strategy Overview – Changing the Game



More Efficient Domestic Network

- 100% round trip utilisation of AKL- PNL rail loop

Intermodal Freight Hub Strategy

- Savill Drive IFH Phase 2 extension on track for June '16



Customer Partnerships

- Extending our relationship with Fonterra
- Consolidating exports closer to port to smooth flows to vessels



CODA 76

Labour Arrangements / Logistics



Sara Lunam
Corporate Services Manager

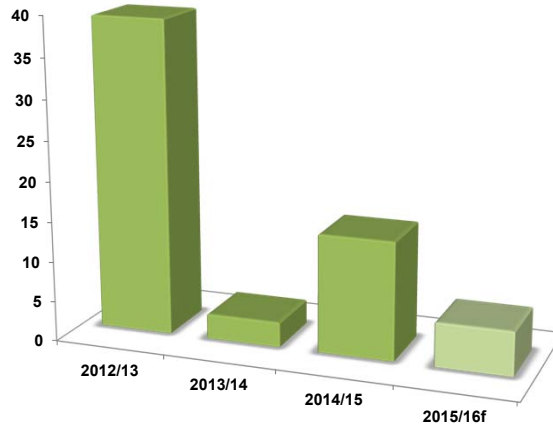
Safety starts with me



***"When you are on our site,
you're on our team.
We look out for each other.
We look after each other,
and we keep each other safe."***

Martyn McColgan - Manager Terminal Operations

Total Injury Frequency Rate

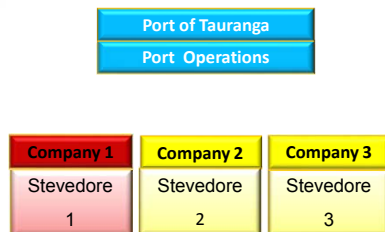


Total Injury Frequency Rate = Lost Time Injuries + Medical Treatment Injuries per Million man hours

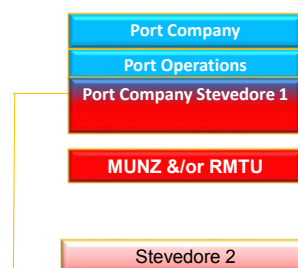
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Port Labour Structures

Port of Tauranga



Conventional Ports



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Port Labour Structures

Continue to pursue:

- Availability rosters
- Flexible work groups
- 24 hours/day, 7 days/week

		POT	Conventional Ports	
		Coverage	3 * 8 Hour Shifts	2 * 12 Hour Shifts
Week 1	Day 1	↑	↑	↑
	Day 2			
	Day 3			
	Day 4			↓
	Day 5	↓	↓	↑
	Day 6		x	↑
	Day 7		x	↑
Week 2	Day 8	↑	↑	↓
	Day 9			↑
	Day 10			
	Day 11			↓
	Day 12		↓	↓
	Day 13		x	↑
	Day 14		x	↓
Total Staff		20	30 - 50	40+



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Extension of the Business Model

- Competitive service provider philosophy has spread to:
 - Timaru Container Terminal Limited - QM and C3
 - PrimePort Limited - ISO, C3 & company employees
 - Northport Limited - C3, ISL, ISO, QM and Northland Stevedoring Limited
- The Port Users' Health & Safety Forum now an accepted practice in:
 - Timaru
 - Northport



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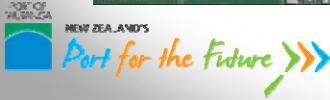
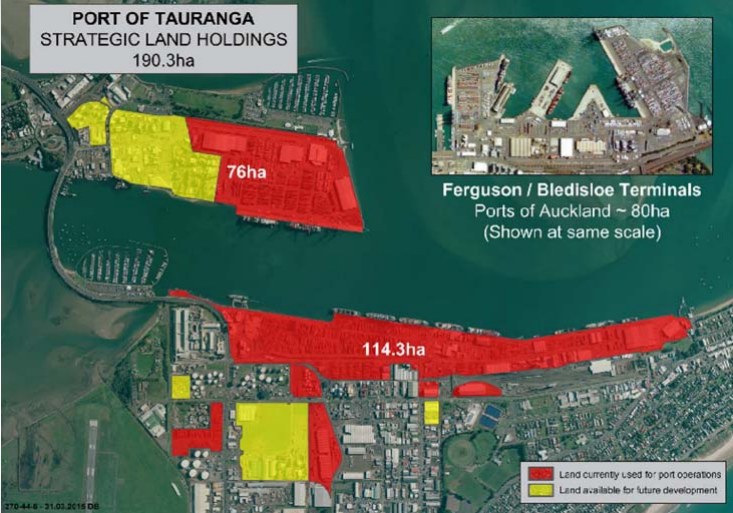
Property Overview



Dan Kneebone
Property & Infrastructure Manager



Strategic Land Holdings - Tauranga



Strategic Land Holdings - Onehunga



Strategic Land Holdings - Otahuhu



Strategic Land Holdings – Rolleston

PORT OF TAURANGA
METROPORT CHRISTCHURCH
15ha



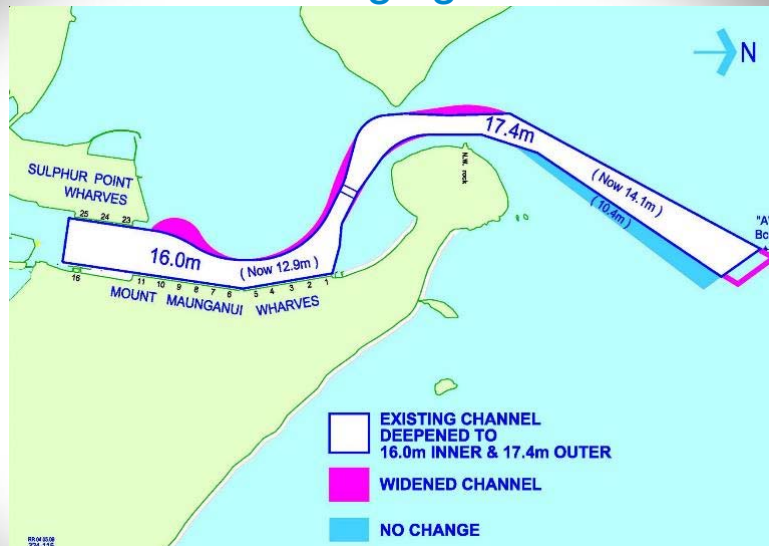
NEW ZEALAND'S

Port for the Future >>>



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Dredging



NEW ZEALAND'S

Port for the Future >>>

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Other Port Low Water Draughts

Australia

- Melbourne 14.0m LW
- Sydney 13.8m LW
- Brisbane 14.0m LW
- Perth 14.5m LW

New Zealand

- Auckland 11.4m LW
- **Tauranga** **13.2m LW** (consented to 14.5m)
- Napier 10.6m LW
- Centreport 10.2m LW
- Lyttelton 10.6m LW
- Otago 12.3m LW (consented to 13.5m)

Dredging Vessels



Big Ships



Two New Cranes



Thirteen New Straddle Carriers



New Straddle Carriers

Increased Performance:

- ✓ Reduced maintenance costs
- ✓ Greater fuel efficiency
- ✓ Improved tyre wear



Two New Tugs – *Tai Timu and Tai Pari*



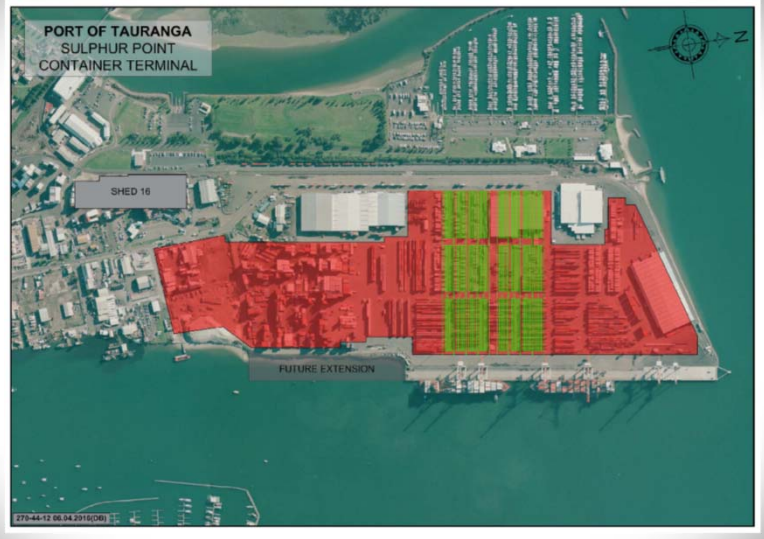
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Container Terminal Capacity



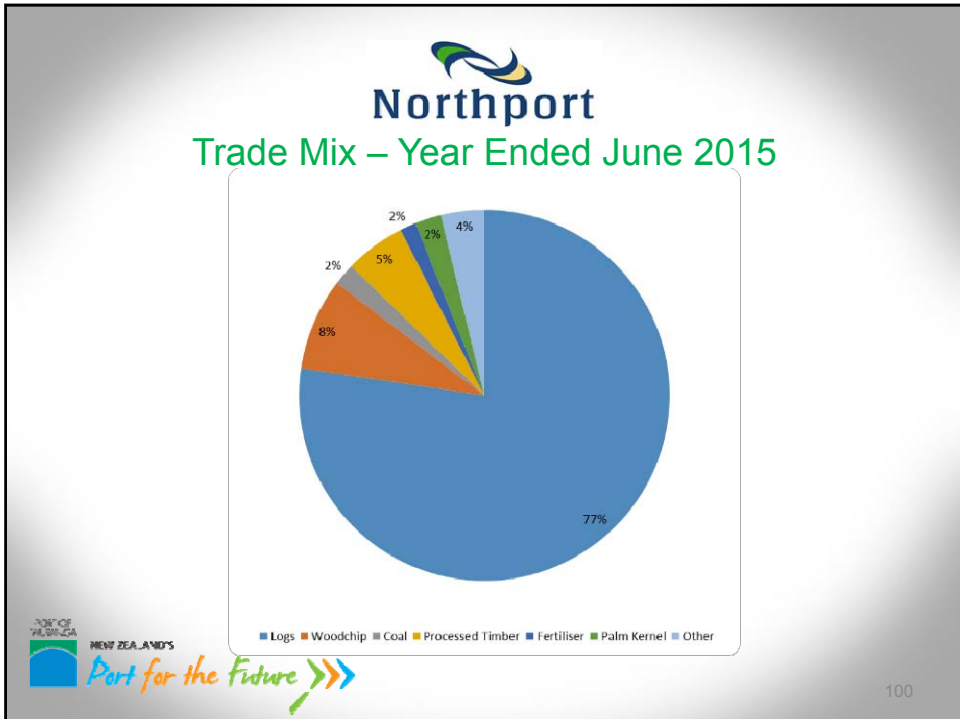
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Container Terminal Capacity



Container Terminal Expansion







Northport Facility Statistics

- 49 hectare site : (33.6 hectare harbour reclamation)
- 34.1 hectare paved : (32.0 asphalt paved + 2.1 concrete woodchip pad)
- 570 linear metres of berth face
- 390 linear metres: depth of 13.0 metres at chart datum: max draft 12.5m
- 180 linear metres: depth of 14.5 metres at chart datum: max draft 14.0m
- Maximum draft of 11.8m at any state of tide
- DUKC (Dynamic Under-Keel Clearance) System for deeper draft vessels
- 270m berth extension consented
- 2.3 ha additional reclamation consented
- 8.9 ha additional storage area to be completed



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Northport Increasing Storage Capability



- Total paved area of 32 ha
- Gross log storage of 21.3 ha
- Net log storage of 18.0 ha
- 190 log-ends on site
- 120 log-ends under construction
- Max log storage 247,000 Jasm³



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Northport

Increasing Log Storage Capability

Normal log storage area utilisation :
storage factor of 1.35 jasm³ per m²



Log-ends installed to increase log storage :
storage factor of 1.65 jasm³ per m² (+20%)



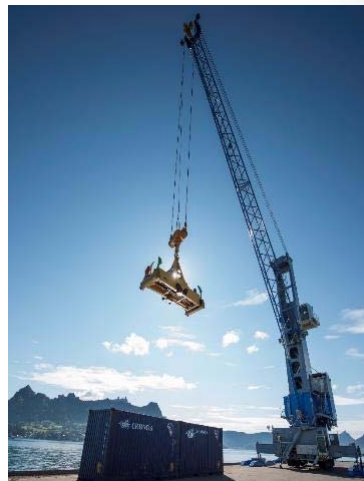
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Northport

Improving Northland's Supply Chain Options

- Delivery of Gottwald HMK4406 Harbour Mobile Crane
- Capable of loading 32 tonnes at a max 13 rows from shipside
- Twin-lift 20ft and/or single-lift 40ft auto container spreader
- Paving of 1.3 ha empty container storage area
- Provision for 900 TEU : 3 high and 1500 TEU : 5 high
- Provision for 200 refer points with 60 installed



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North Tugz New Towing Vessel: *Marsden Bay*

- Multi-purpose Towing Vessel
- Built Langkawi, Malaysia
- Delivered July 2015
- LOA : 17.0m : Beam : 8.0m
- Displacement : 188t
- Bollard Pull : 29t
- 2 x CAT C32 ACERT
- 2 x Kort Nozzles



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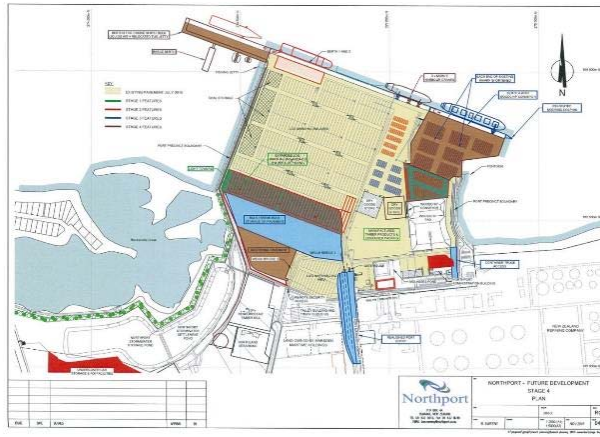
Strategic Plans: 0-10 Years



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Northport

Strategic Plans: 10-20 Years



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Northport

Strategic Plans: 20-30 Years



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It's been

15 YEARS

in the planning



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