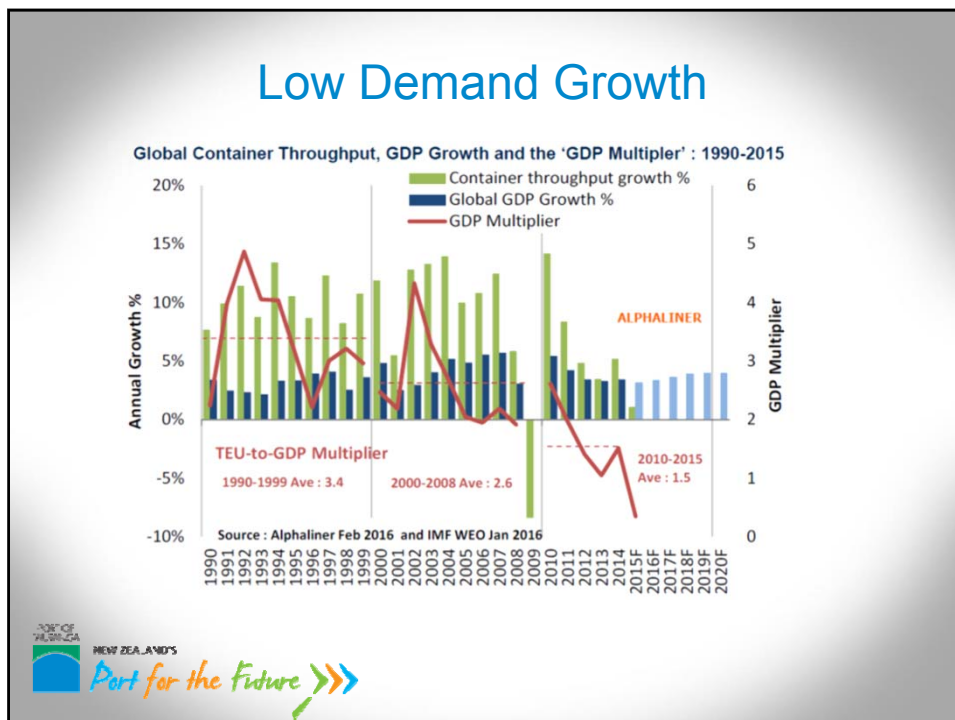




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- The information contained in this presentation should be considered in conjunction with the Company's latest audited financial statements which are available in the investor section of our website.



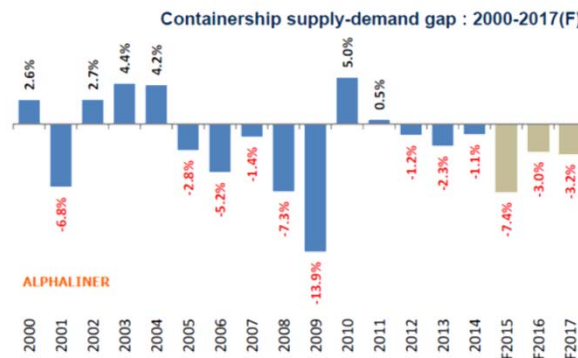
Significant Overcapacity in Liner Shipping



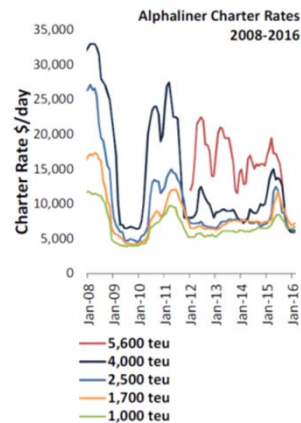
The widening demand-supply gap has led to a rapid build-up of idle ships in the second half of 2015, as global demand growth stood at only 1.0%, against a supply growth of 8.5% last year. The weak market is expected to persist and vessel demand should thus remain largely insufficient to match this year's fleet growth. As an indicator, Alphaliner's latest estimate of global port throughput growth now stands at only 1.8% for 2016.



Forecast Worsening Supply - Demand



Plummeting Charter Rates



Industry Consolidation

8) Increased industry concentration fails to curb market turmoil

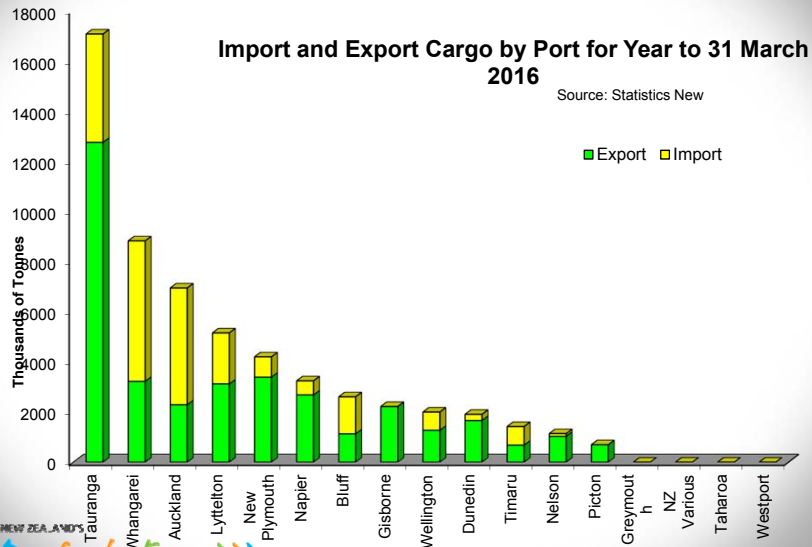
The beginning of 2015 was marked by the integration of CSAV by Hapag-Lloyd in December 2014 and of CCNI by Hamburg Süd in March 2015. The year ended with further news of impending industry consolidation, following the announcement in December of CMA CGM's planned acquisition of APL and the planned merger of COSCO and CSCL's container shipping operations.

Even as the larger carriers become bigger, with the top-5 carriers expected to control more than 50% of the market by the end of 2016 compared to only 23% in 1996, alliance arrangements are also expanding. In this respect, the beginning of 2015 has seen the smooth transitions of five container carriers into two new East-West alliances. Namely, these are the 2M (Maersk and MSC) and Ocean 3 (CMA CGM, CSCL and UASC).

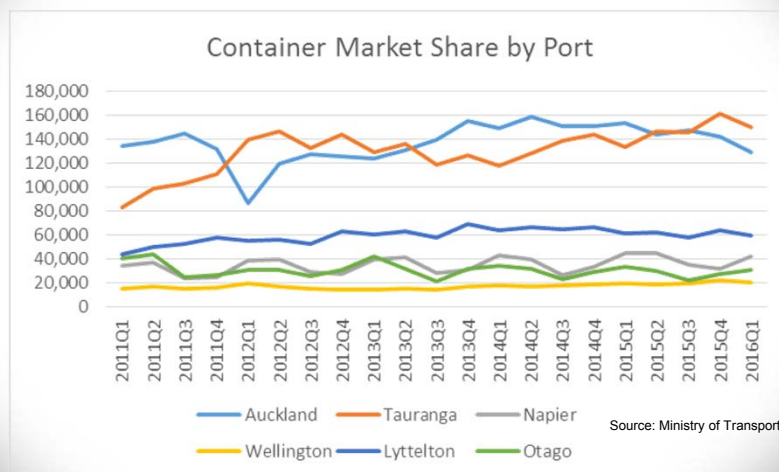
The rising level of industry concentration has failed to curb the severe market turmoil witnessed in 2015 and the near-term outlook does not look any different. Next year could see further turbulence as a fresh round of alliance restructurings is expected, while pressure from the supply-demand gap continues to plague the market.



New Zealand's Largest Port



NZ's Largest Container Terminal



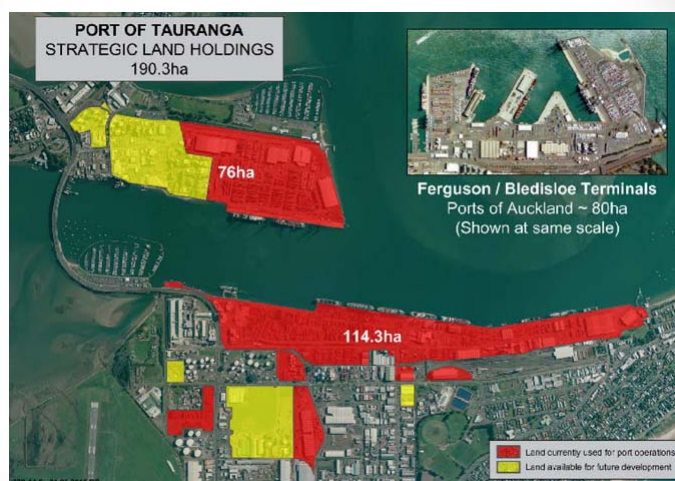
Cruise Ships

76 in FY16 – 86 forecast for FY17



Significant Strategic Land Holdings

190.3 ha



Strategic Land Holdings – Onehunga

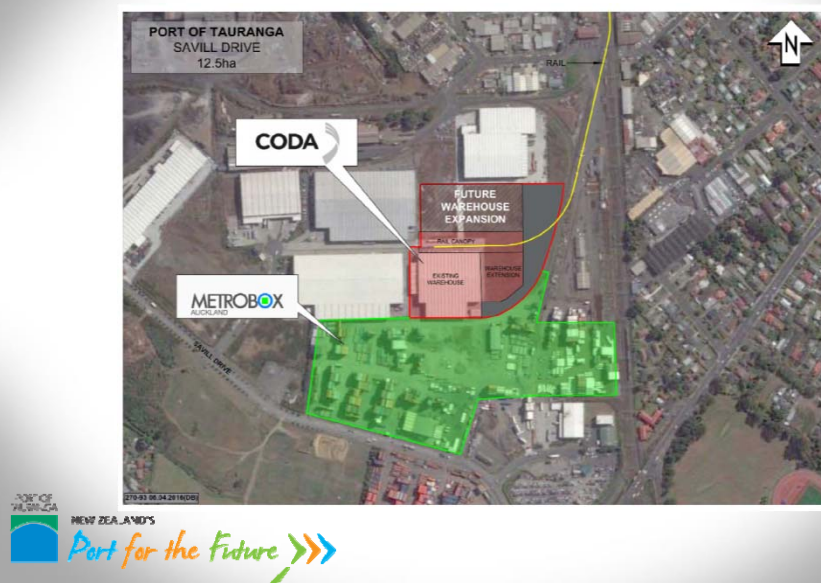
32.8 ha



85

Strategic Land Holdings – Otahuhu

12.5 ha



86

Strategic Land Holdings – Rolleston 15 ha

PORT OF TAURANGA
METROPORT CHRISTCHURCH
15ha



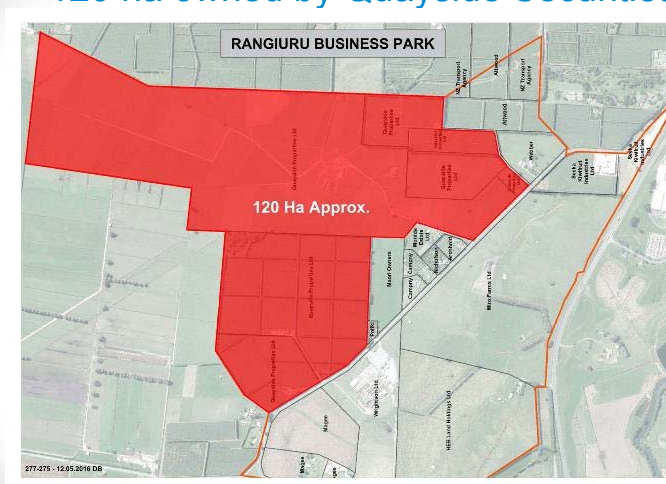
NEW ZEALAND'S

Port for the Future >>>

METROPORT
CHRISTCHURCH

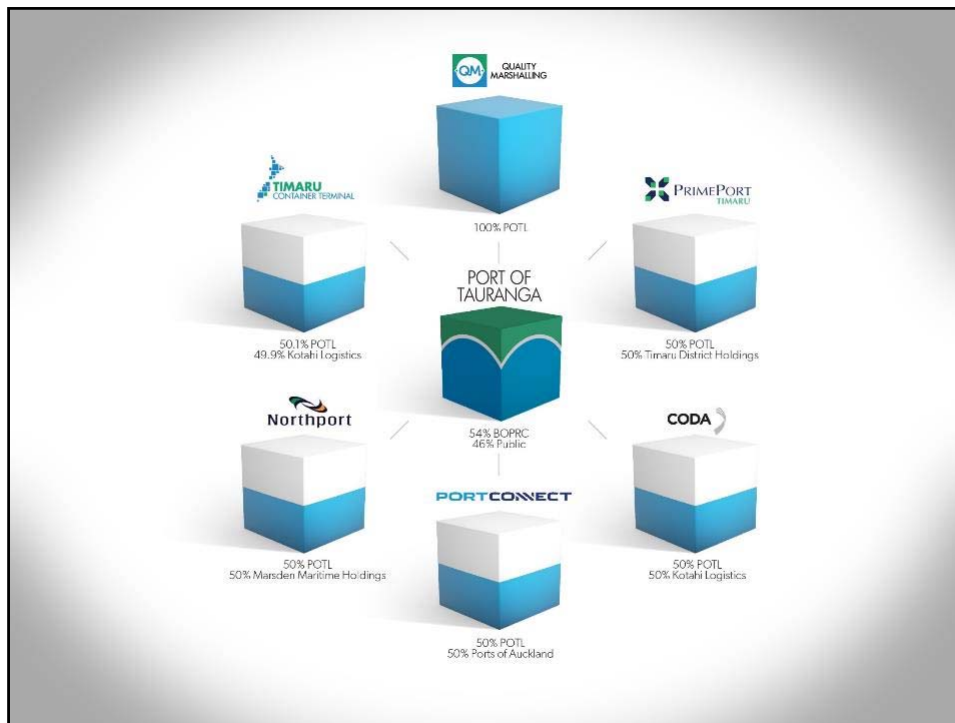
15

Strategic Land Holdings - Rangiora 120 ha owned by Quayside Securities



NEW ZEALAND'S

Port for the Future >>>



Northport Ltd - 2016



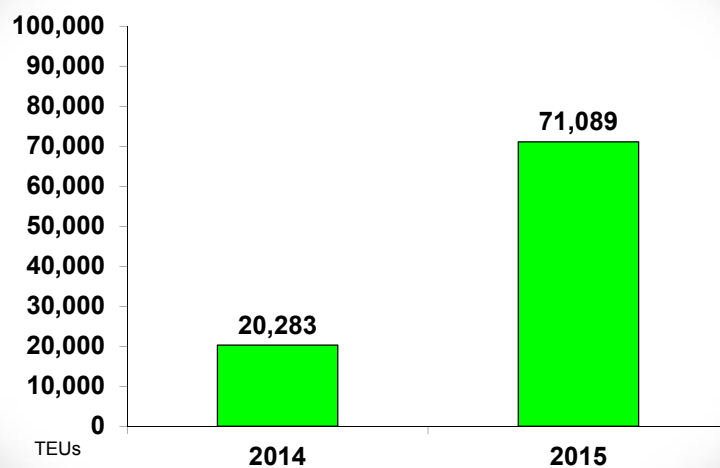
PrimePort



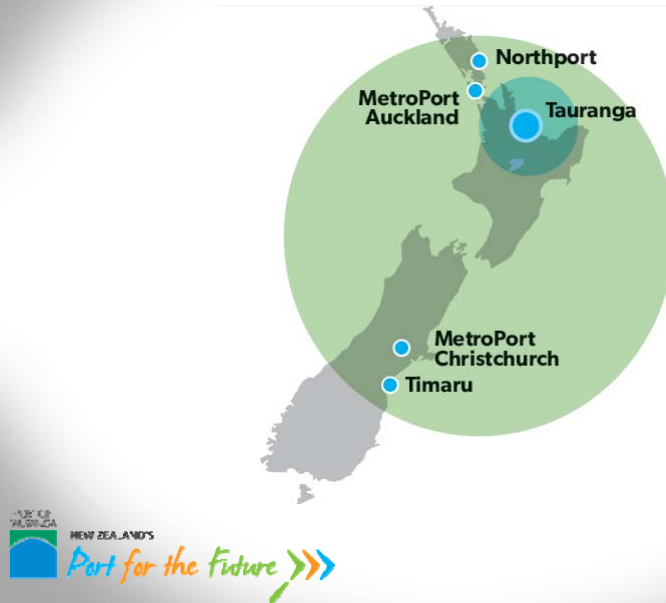
- High volumes of bulk cargo - logs, stock feed
- Holcim have commenced cement imports servicing South Island and Lower North Island
- 47,454 TEUs for six months to 31 December 2015
- Record volume in December of 10,873 TEUs



Timaru Container Terminal



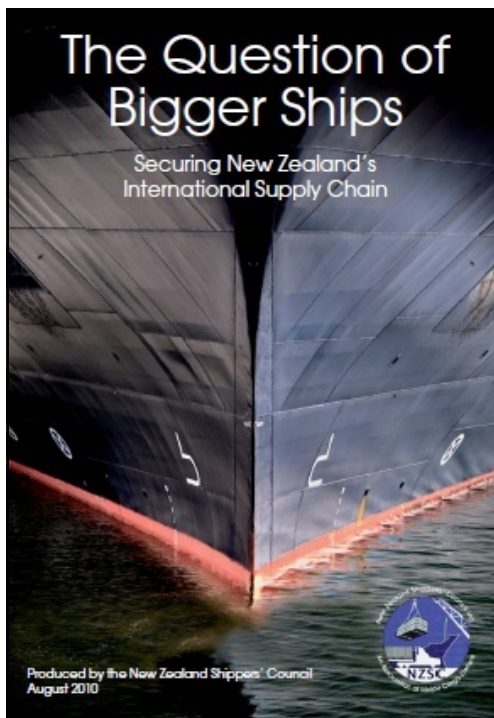
Hinterland Expansion Strategy



5

The Question of Bigger Ships

Securing New Zealand's International Supply Chain



Produced by the New Zealand Shippers' Council
August 2010

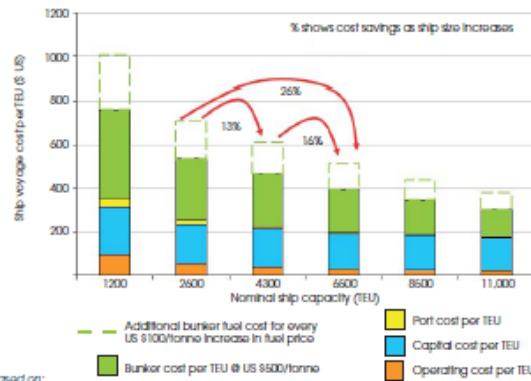
Shippers' Council Report

Recommends Tauranga to be North Island International Hub Port

Potential economic benefits to NZ Inc of \$338 million pa

Cost Savings for Larger Vessels

Figure 2: Ship Voyage Cost per TEU for Various Ship Sizes for a Weekly New Zealand to Singapore Service



Analysis based on:

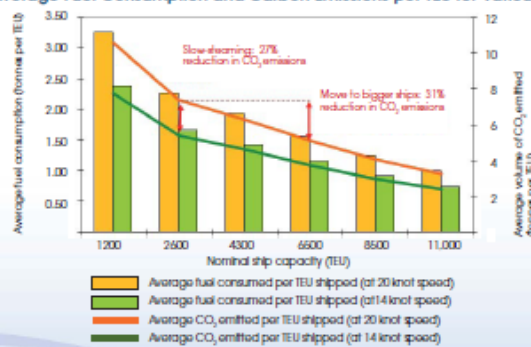


NEW ZEALAND'S

Port for the Future >>>

Lower Carbon Footprint of Larger Vessels

Figure 3: Average Fuel Consumption and Carbon Emissions per TEU for Various Sized Ships



Source: New Zealand Shippers' Council analysis



NEW ZEALAND'S

Port for the Future >>>

Opening of 170m Berth Extension



Two New 74 Tonne Bollard Pull Tugs

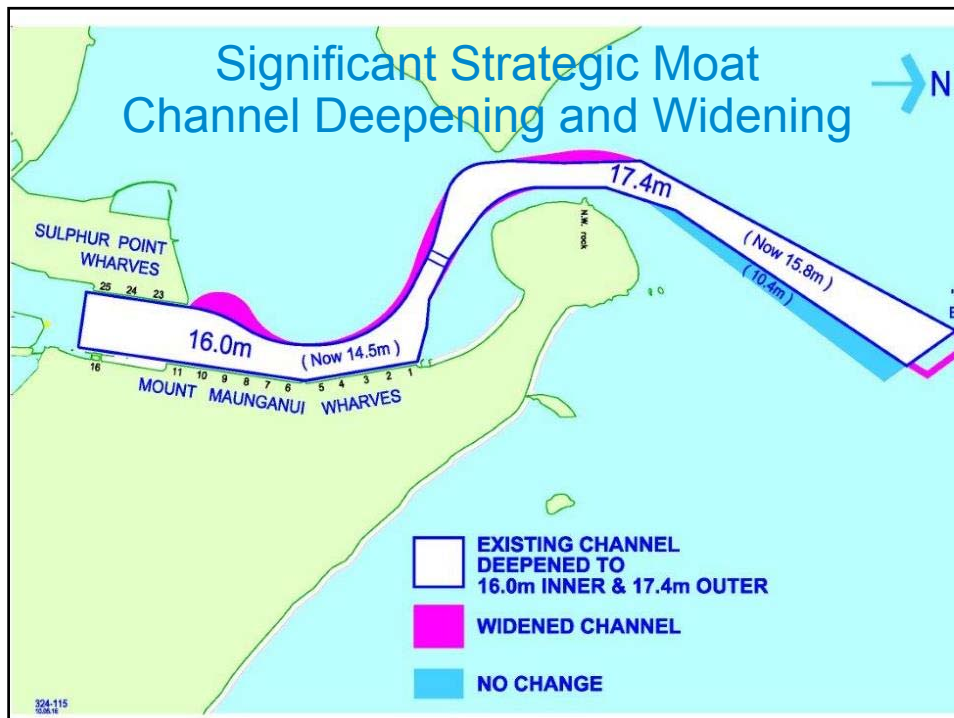


Two New Cranes and Thirteen New Straddles

will be delivered ahead of schedule in August



Significant Strategic Moat Channel Deepening and Widening



Dredging 90% complete Ahead of Schedule & Under Budget



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)

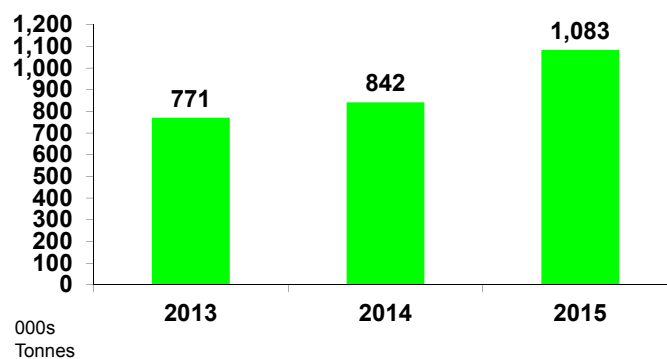


30

10 Year Deal With Kotahi



Dairy Exports up 29%



6 months ended 31 December 2015

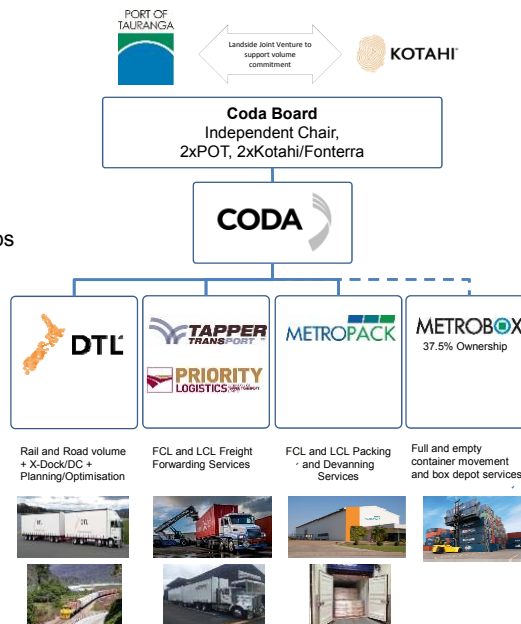


Container Volumes up 10% on pcp



Coda Group

- Landside limited partnership of complementary 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



Aligning Business Functions

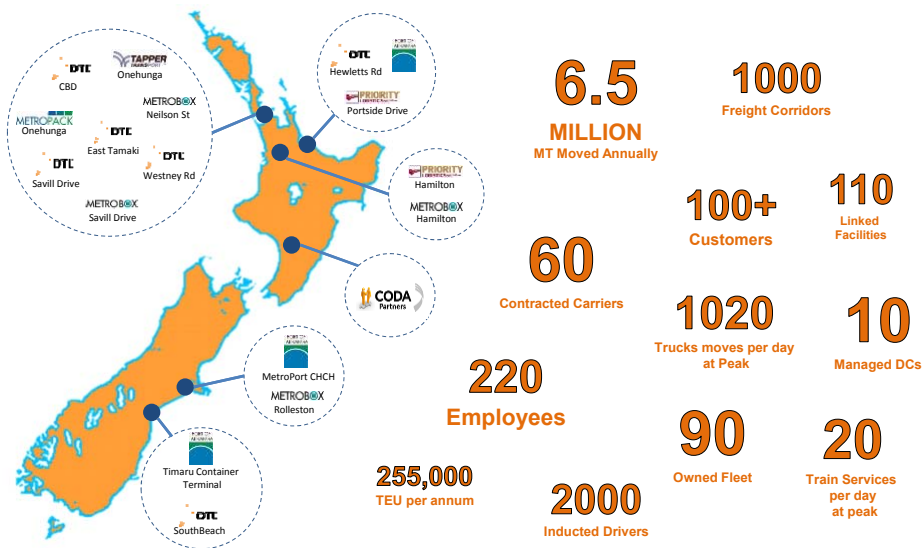
Coda Campus in Onehunga, Auckland

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



CODA 75

Coda Network



CODA 72

Growing the Intermodal Concept

Aligning the Domestic and Export Supply Chains



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

Dairy powder loaded in Taranaki for
export to the world



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

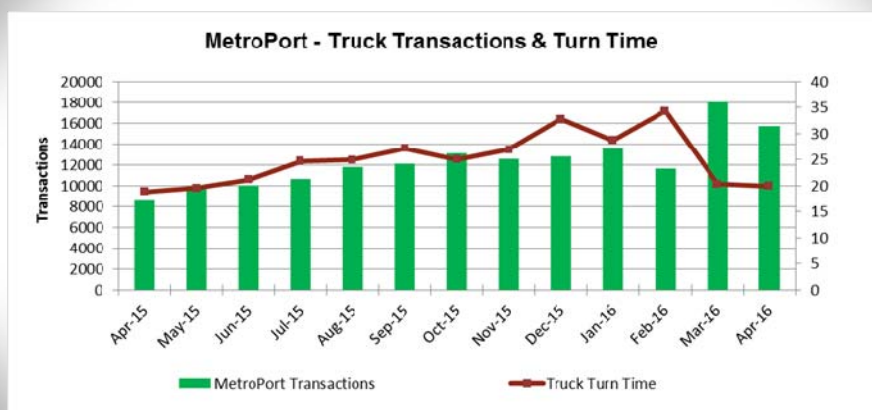


MetroPort Auckland - 24% Growth

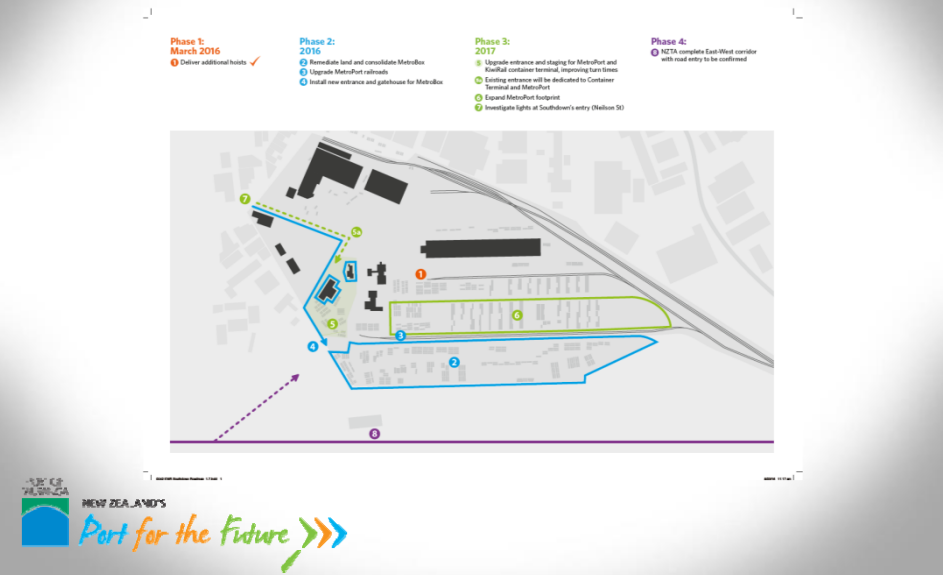
Trains balanced northbound-southbound



MetroPort Truck Turn Times

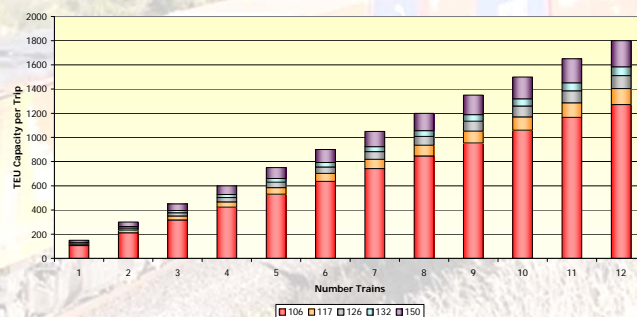


KiwiRail - \$15M MetroPort expansion



MetroPort Rail Capacity Stage Three

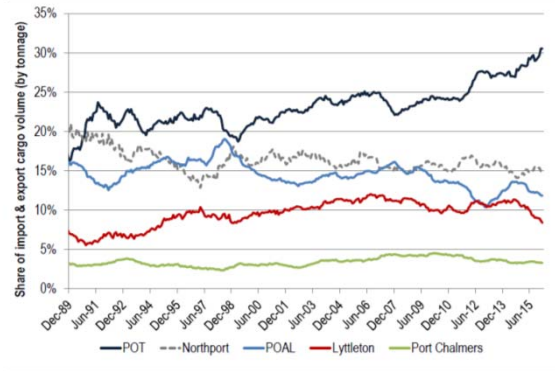
TEU Daily Capacity Under Growth Scenarios via
Increased TEU Capacity per trip
Stage 3 - Future Capacity



Additional loops, redevelopment of terminals and rolling stock will be required.
Detailed planning required for optimal route transit times, terminal and track infrastructure,
and equipment utilisation.

Hub and Spoke Model Emerging

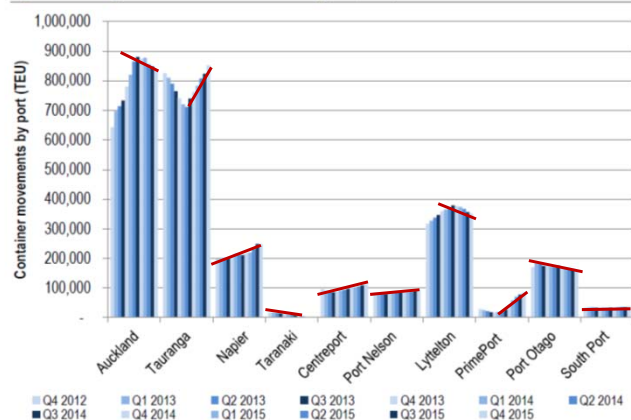
Figure 9. Import and export cargo share (by weight) of leading ports



7

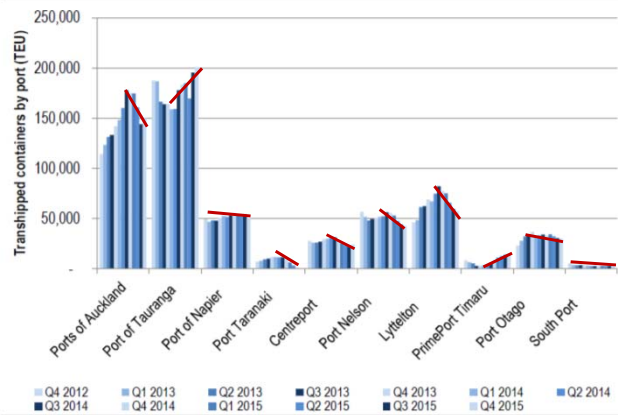
Container Volumes by Port

Figure 10. Rolling 12-month container volumes by port (TEUs)



Greater Transshipment at Fewer Hub Ports

Figure 11. Rolling 12-month transhipped container volumes by port (TEUs)



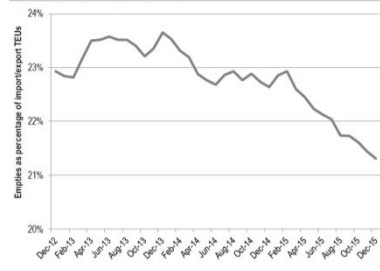
Source: Ministry of Transport, Forsyth Barr analysis. Note: Data reflects container tracking data obtained by Ministry of Transport from individual ports.



More efficient container traffic

The container shipping industry for imports and exports in New Zealand appears to be increasingly efficient when it comes to empty containers. The proportion of empty containers for import and export trade is declining. In the year to December 2015, empties represented 21.3% of total industry TEU, compared to 22.6% and 23.6% in 2014 and 2013 respectively.

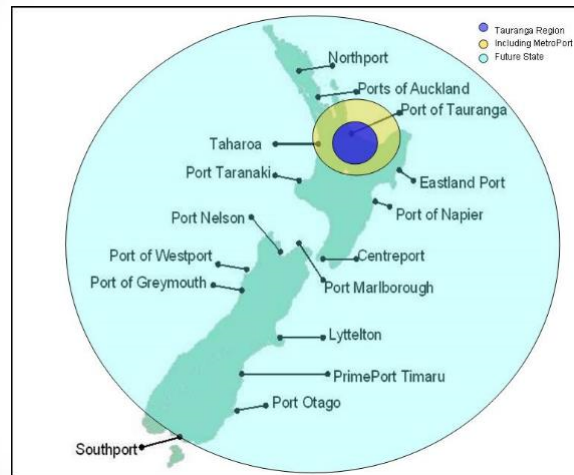
Figure 3. Empties as percentage of import/export TEUs



Source: FOSI, Forsyth Barr analysis

The (relative) decline in empties is being driven by lower export empties. The analysis of port-by-port data suggests it is almost exclusively being driven by POT. In fact empties being handled by other ports have increased over the past three years. In 2013 empties amounted to 26.9% of containers handled by ports other than POT. In 2015 this percentage had increased to 29.5%. Industry structural change being pursued by POT, Kotahi and Maersk has had an adverse impact on the efficiency of the remainder of the industry. However, this is being more than offset by the improved empty efficiency at POT.

Future Port Structure



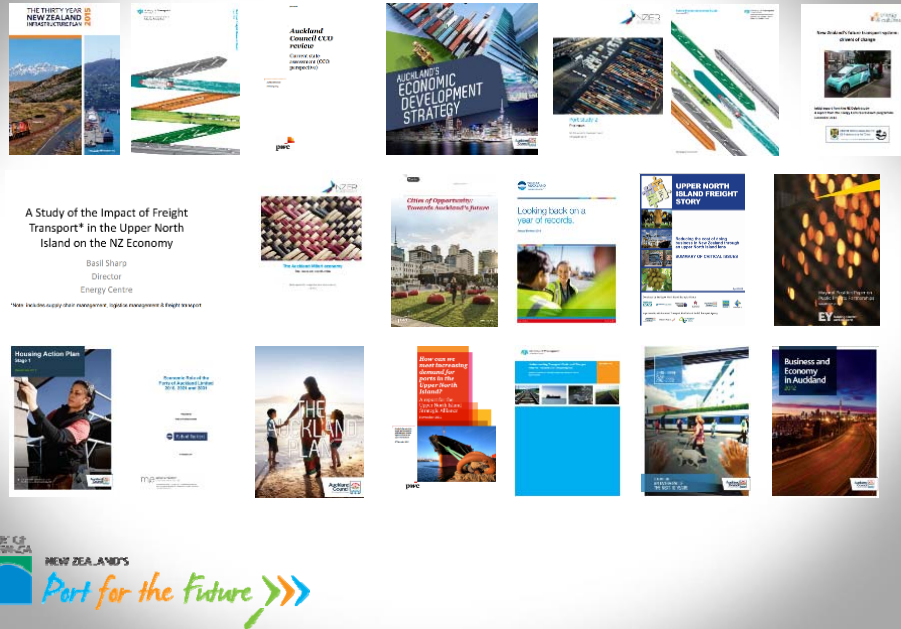
OECD Economic Survey of New Zealand April 2009

Given that so much of New Zealand's prosperity is due to its comparative advantage in commodity exports, it should facilitate maritime trade to the greatest possible extent with the goal of reducing inbound and outbound shipping costs to meet the standards set by the OECD's most efficient members, whose costs are some 25% lower.

Although the ports are corporatised, many have strong local authority shareholding, with mixed agendas. *Ownership changes and consolidation around fewer port companies are likely to be integral to enhancing efficiency in this sector.*

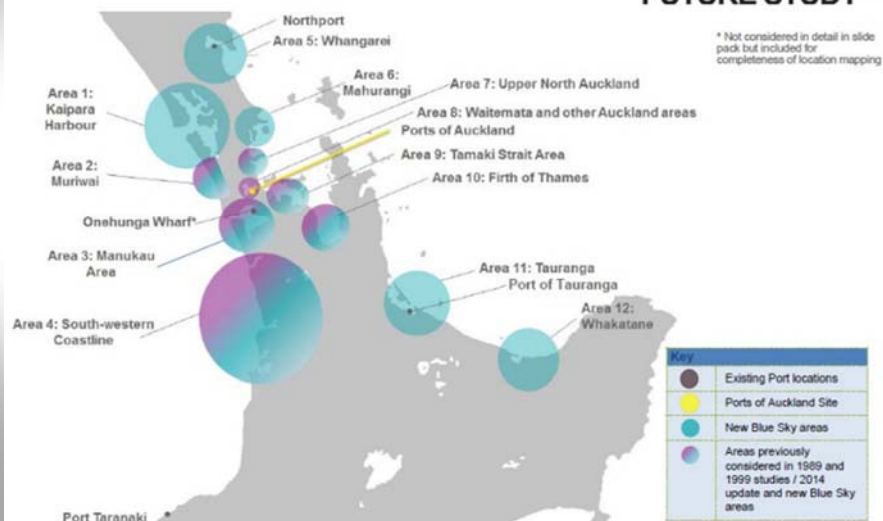


Plethora of Port Studies

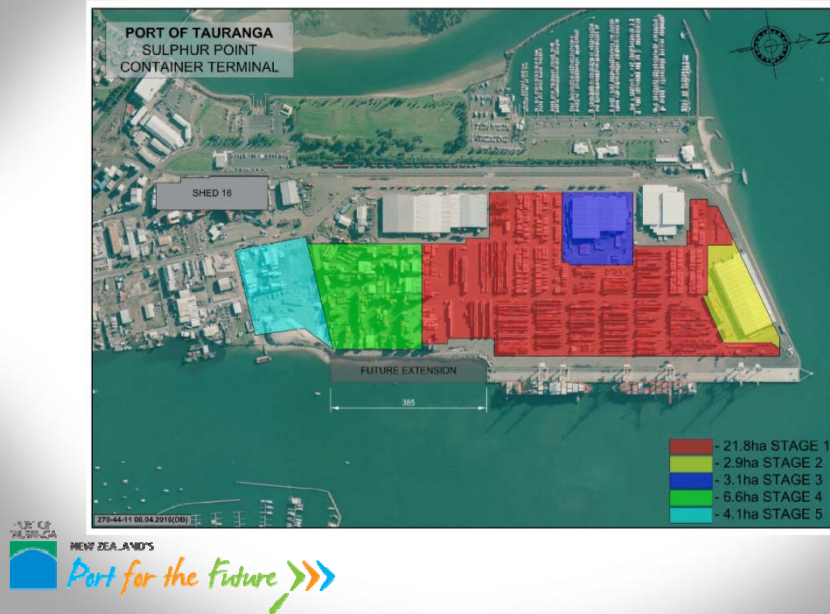


Auckland Future Port Study

Potential Areas Investigated

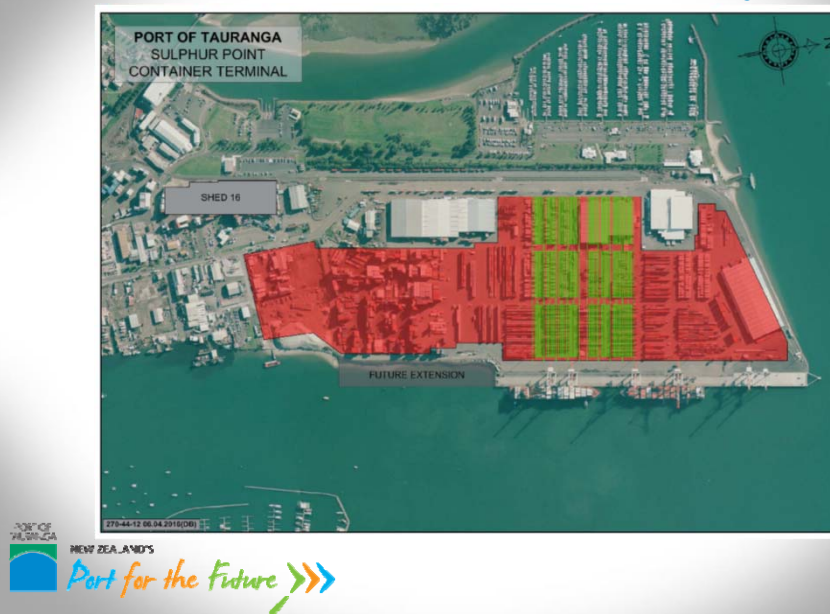


Container Terminal Capacity



51

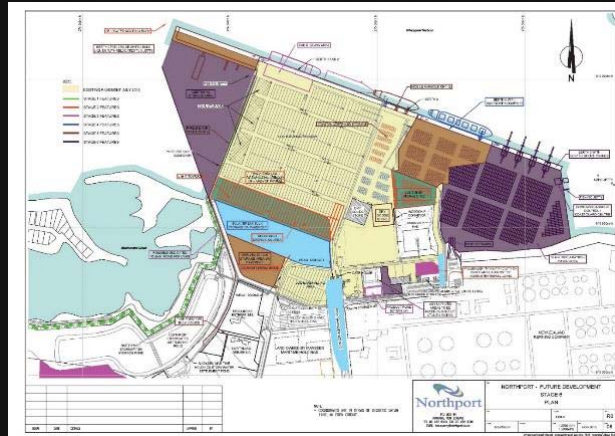
Container Terminal Capacity



52

Northport Ltd – 2016

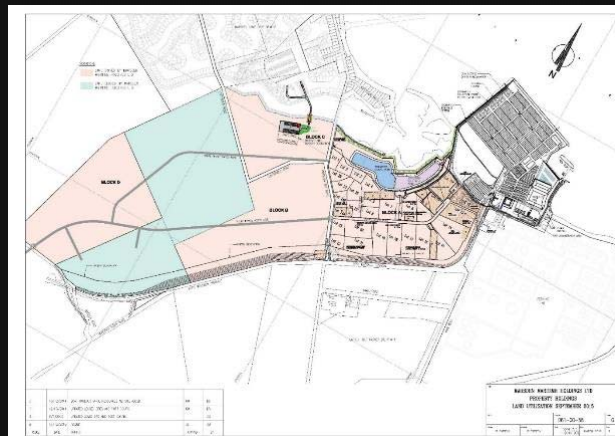
Strategic Plans: 20-30 Years



Berth length increased by 350m to a total length of 1350 linear metres
 Port reclamation footprint increased by 9.3ha west and 15.5ha east : total port area 76ha

Northport Ltd – 2016

180 ha Port Zoned Land adjacent to Northport



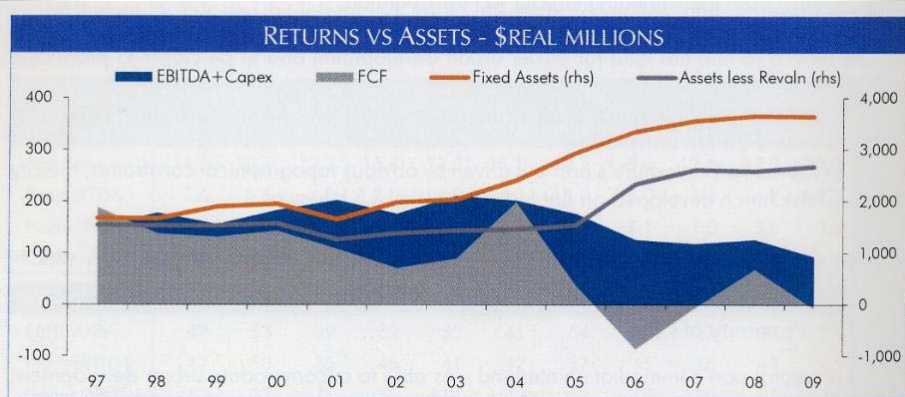
60 ha Port Zoned Area adjacent to Northport boundary owned by MMHL : under development
 120 ha Commercial Zoned Area owned by MMHL available for development
 Total land for port use outside Northport boundary : 180 ha

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



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.



It's been
15 YEARS
in the planning