



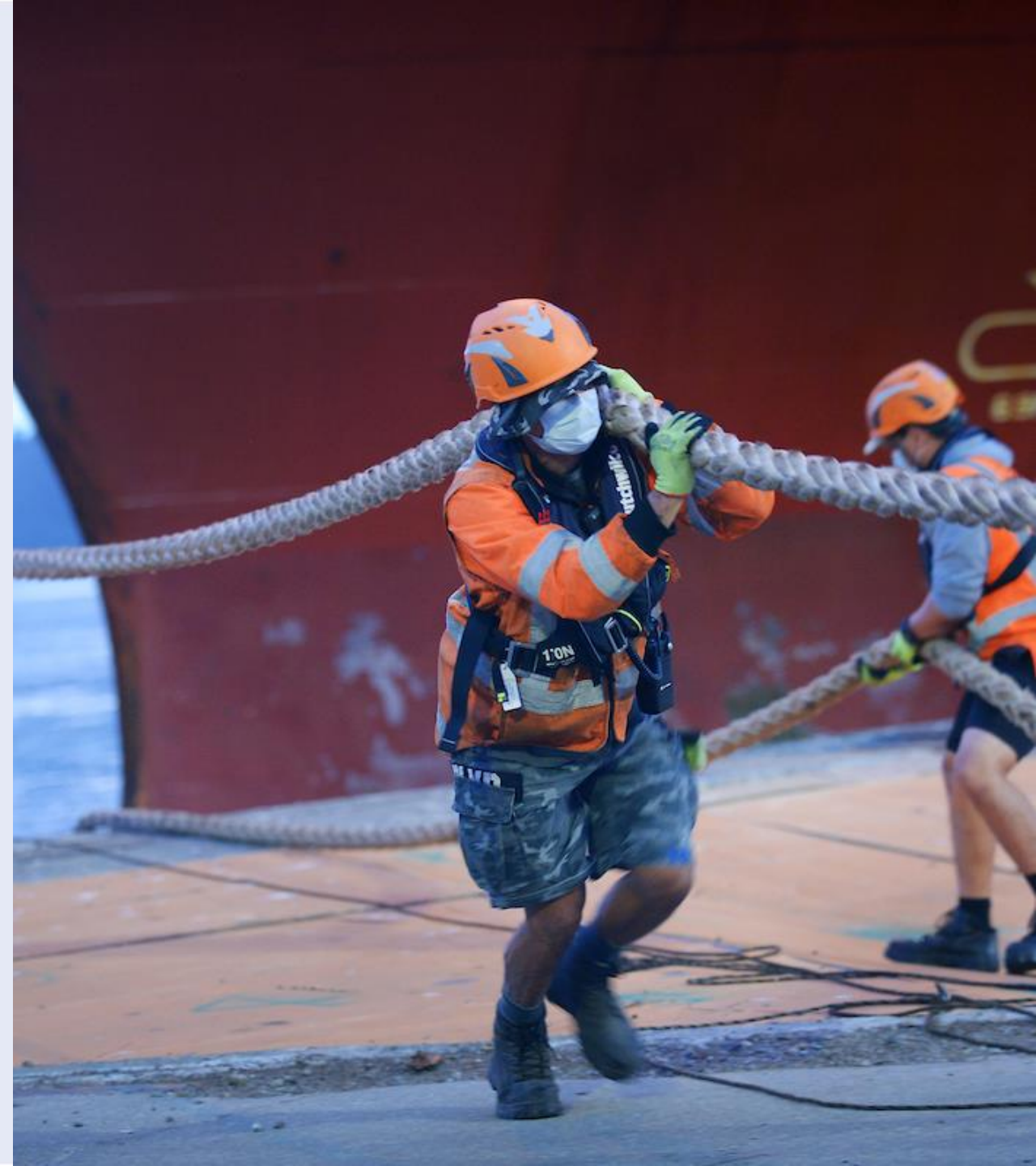
Eastern Hutt Rotary Club Presentation

13th June 2022

*At the heart of New Zealand's freight
& transport system*

Agenda

- Company Overview
- Regeneration Update
- Operations Log Trade
- My Own Views
- Q&A



Health & Safety is our number one priority

- CentrePort's 'Golden Rules'
 - COMPLY with procedures and law
 - ACT safely always, safety is everyone's job
 - INTERVENE when you see something unsafe

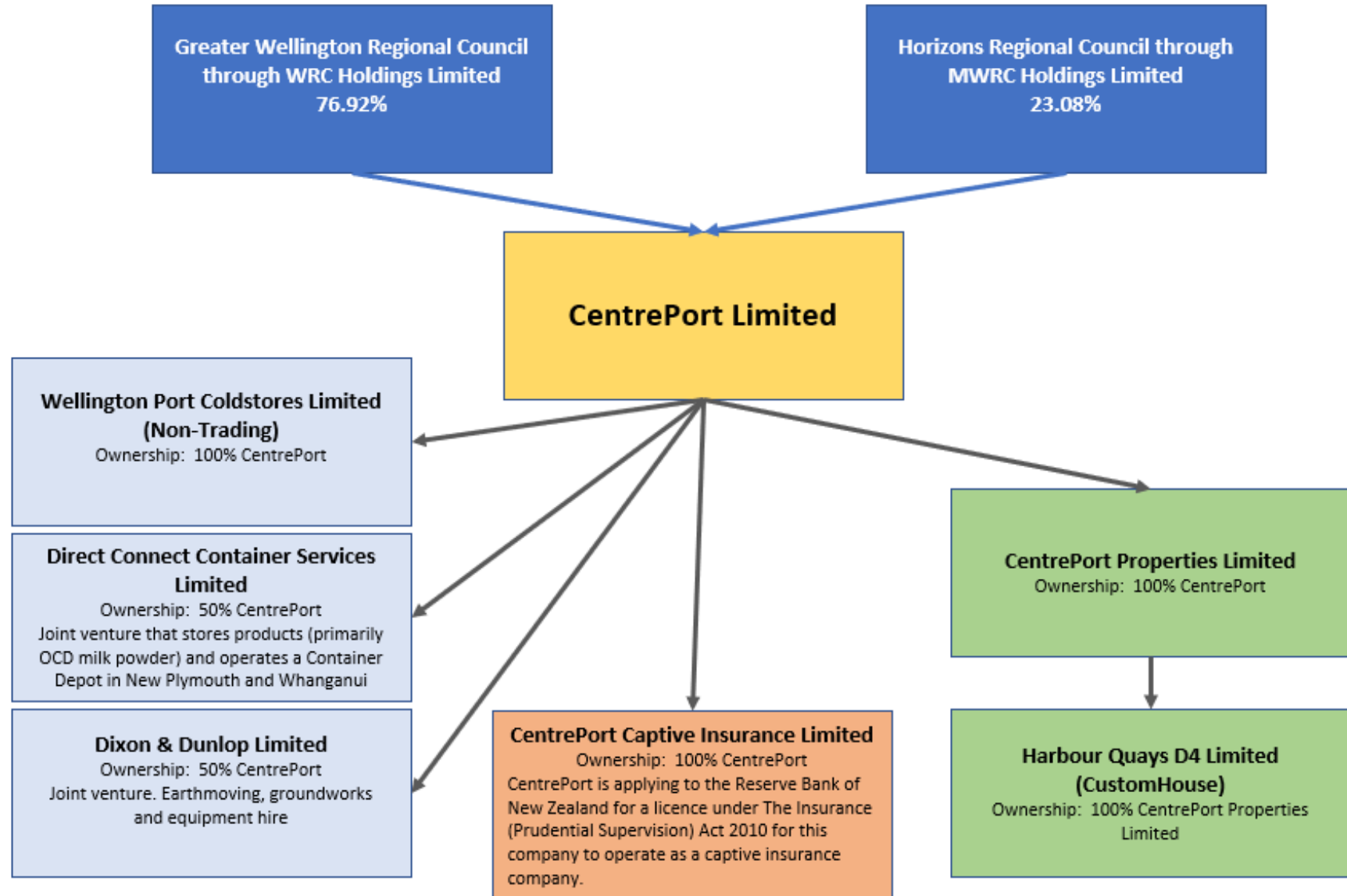
bsafe





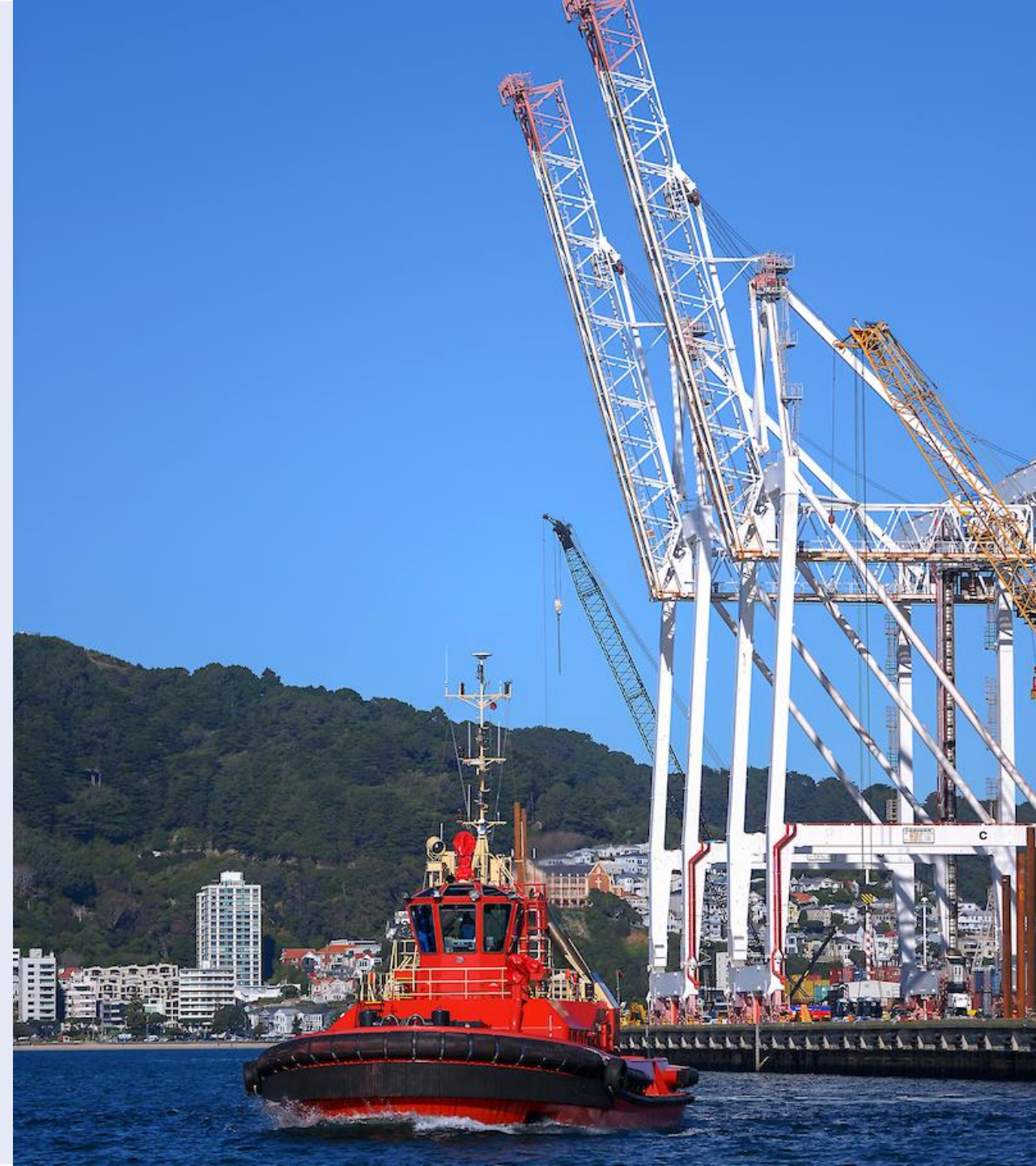
CentrePort Overview

Ownership Structure



CentrePort's Strategic Goals

- Build a long-term and sustainable and resilient business
- Grow freight capacity
- Optimise land use and enable city and regional integration
- Strengthen relationships



Our Regeneration

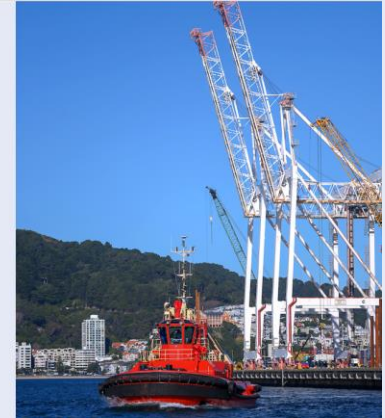
To deliver a 21st century logistics asset which will deliver the best for our people, our customers, our community, and our environment.

Our Regeneration enables us to deliver on our strategic goals:



CentrePort's Strategic Goals

- Build a long-term and sustainable and resilient business.
- Grow freight capacity.
- Optimise land use and enable city and regional integration.
- Strengthen relationships.



Our **People**



Our **Customers**



Our **Community**



Our **Environment**

Our Values



Be safe

We always take personal responsibility.

We live safety 24/7 looking after ourselves, our mates, port users, and whanau and family.



Aim higher

We're bold, ambitious and extremely competitive.

We think ahead and always look for ways to get better at everything we do.

We pride ourselves on continually creating more value for customers, shareholders and community.



Make it happen

We always deliver on our promises.

We have a 'can do' attitude and always find ways to overcome challenges and get things done.



One team

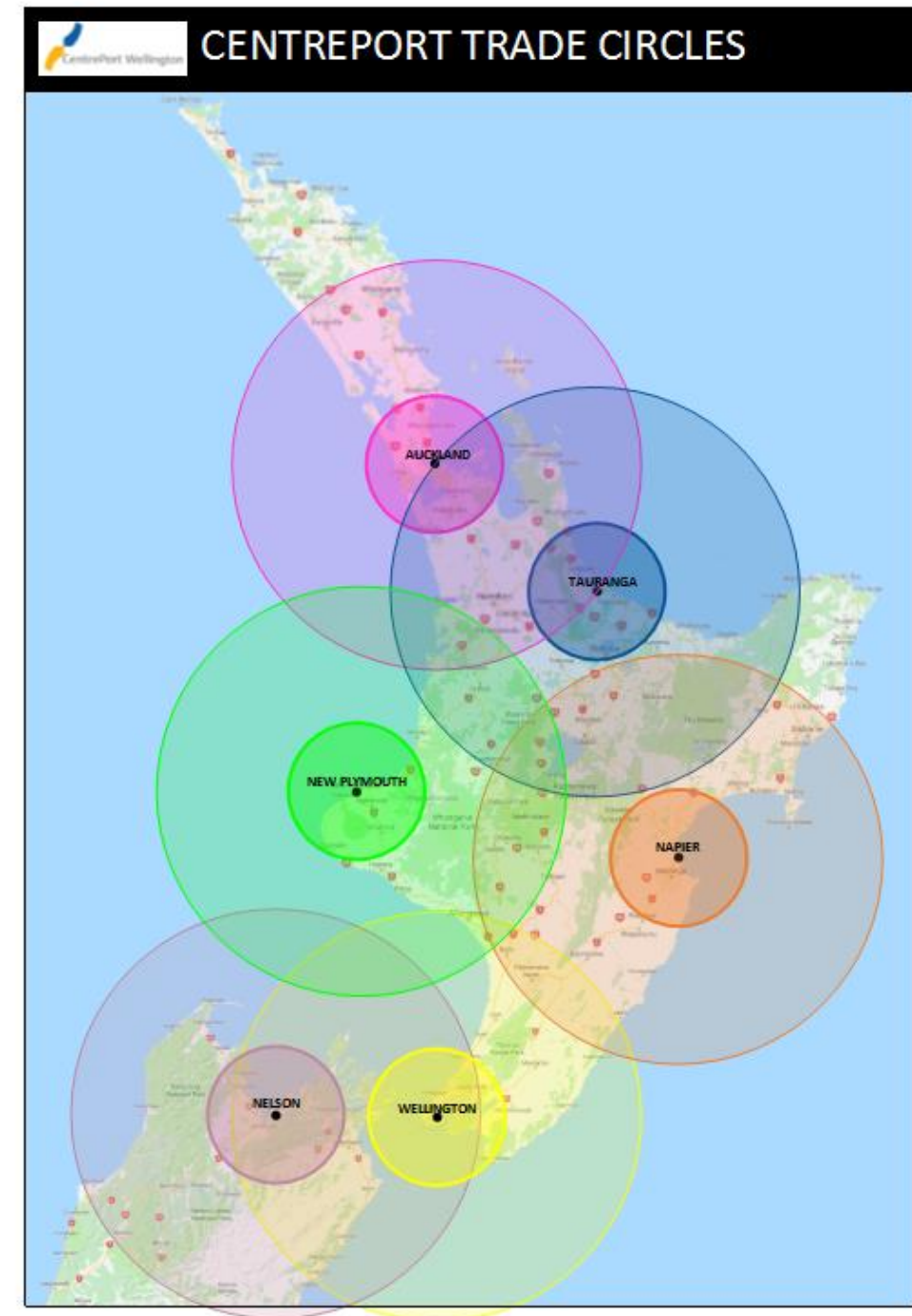
We work together to achieve our shared goals.

We celebrate success, have fun and play our part to create a great place to work.

We're always straight up; operating with trust, integrity and respect.

NZ Port Catchments

- 50 and 200km circles
- Economic zones – Golden Triangle
- Population important – demographics
- Scale businesses
- Economically-driven
- Logic generally rules
- KiwiRail critical
- Road transport important





Palmerston North



Waingawa



Picton



CentrePort



Riverlands Hub

Financial Results

Underlying NPAT















- FY21: \$8.6m
- FY22: \$8.8m (Forecast)
- FY23: \$10.7m (Forecast)



Pandemic response
Port has remained
fully operational



Revenues impacted by
supply chain disruption
and no cruise calls

		Actuals FY19	Actuals FY20	Actuals FY21	Forecast FY22	Forecast FY23	FY15 - FY23 Trend
	Total Vessel Arrivals	658	591	494	475	583	
	Gross Revenue \$m	85.0	85.0	80.2	84.5	98.3	
	Containers TEU's	93,846	90,786	91,900	94,351	115,000	
	Logs JAS	1,709,435	1,516,808	1,841,877	1,757,404	2,100,000	
	Vehicles Units	26,201	20,258	24,501	30,378	25,000	
	Petroleum tonnes	1,041,081	916,759	934,451	895,364	925,000	
	Cruise Ship Calls	110	112	0	0	0	



Regeneration Update

Carbon Emission Reduction Strategy

Our Goals



reduction in emissions by 2030
not including growth – 24% including growth



port emissions by 2040

CentrePort's sources of carbon emissions



39% Marine
tugs, pilot launches



34% Container mobile plant
straddle carriers, reach stackers, empty container handlers, 'bomb cart' operations, 'road bridging'



24% Infrastructure and energy
electricity, generators and light towers



3% Light vehicles and heavy plant equipment
forklifts, light work vehicles, work platforms

Carbon Emission Reduction Strategy

- Several carbon reduction initiatives already introduced
- Future opportunities including solar and hydrogen-fuelled technology



Electric container transfer vehicles ('bomb carts') introduced

Utilised New Zealand Green Investment Finance (NZGIF) 'green credit facility'



Electric forklifts introduced



Enhanced rail onto port

return of containers onto port by rail, and more logs by rail (Utilised New Zealand Green Investment Finance (NZGIF) 'green credit facility')



Ended 'road bridging'

bringing containers on rail onto port by truck as we now have container rail onto the port



Electric/hybrid light vehicle fleet



LED lighting upgrade

Utilised New Zealand Green Investment Finance (NZGIF) 'green credit facility'



Sub generator electrification

Carbon reduction: NZ Green Investment Finance

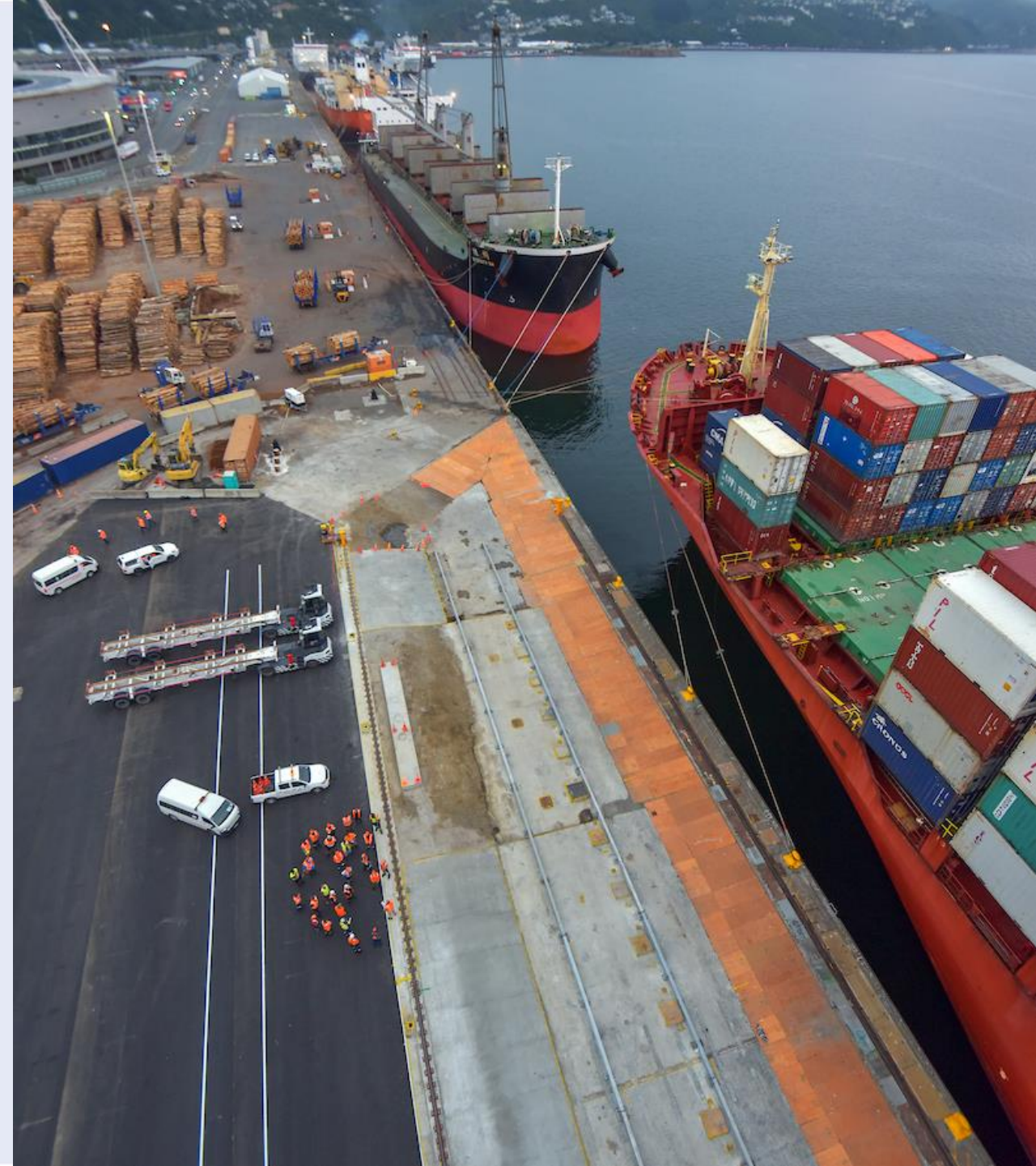
NZGIF / NEW ZEALAND
GREEN INVESTMENT FINANCE

- \$15m partnership NZGIF - \$9.2m drawn down to fund:
 - Seven 100% electric container-transfer vehicles and trailers
 - Rail onto Port
 - Light EVs
 - LED lighting programme
 - Hydrogen trucks (2023)



Thorndon Container Wharf (TCW) Reinstatement

- TCW operational length reinstated from 125m to 262m
- TCW badly damaged 2017 Kaikoura earthquake - non-operational 10 months
- Emergency repairs reinstated 125m
- 262m berth operational March 2022
- Electrical resilience and redundancy in addition to ground and structural resilience



Ground Resilience works

- Ground resilience works around perimeter of reclaimed land
- Methods include hundreds of stone columns, geogrid technology
- Thorndon Container Berth, Kings Wharf, South Road completed
- Aotea Quay in detail planning phase – construction commencing late 2022



Seaview Energy Resilience Project

- **Renewal of 50-year-old Seaview Wharf**
- **Asset facilitates land fuel for lower North Island**
- **Collaboration with fuel industry**
- **Landside fuel pipeline replacement stage 1 - complete**
- **Stage 2 renewal of wharf and pipeline section - underway**
- **Stage 3 replacement of fuel pipeline to fuel terminals**



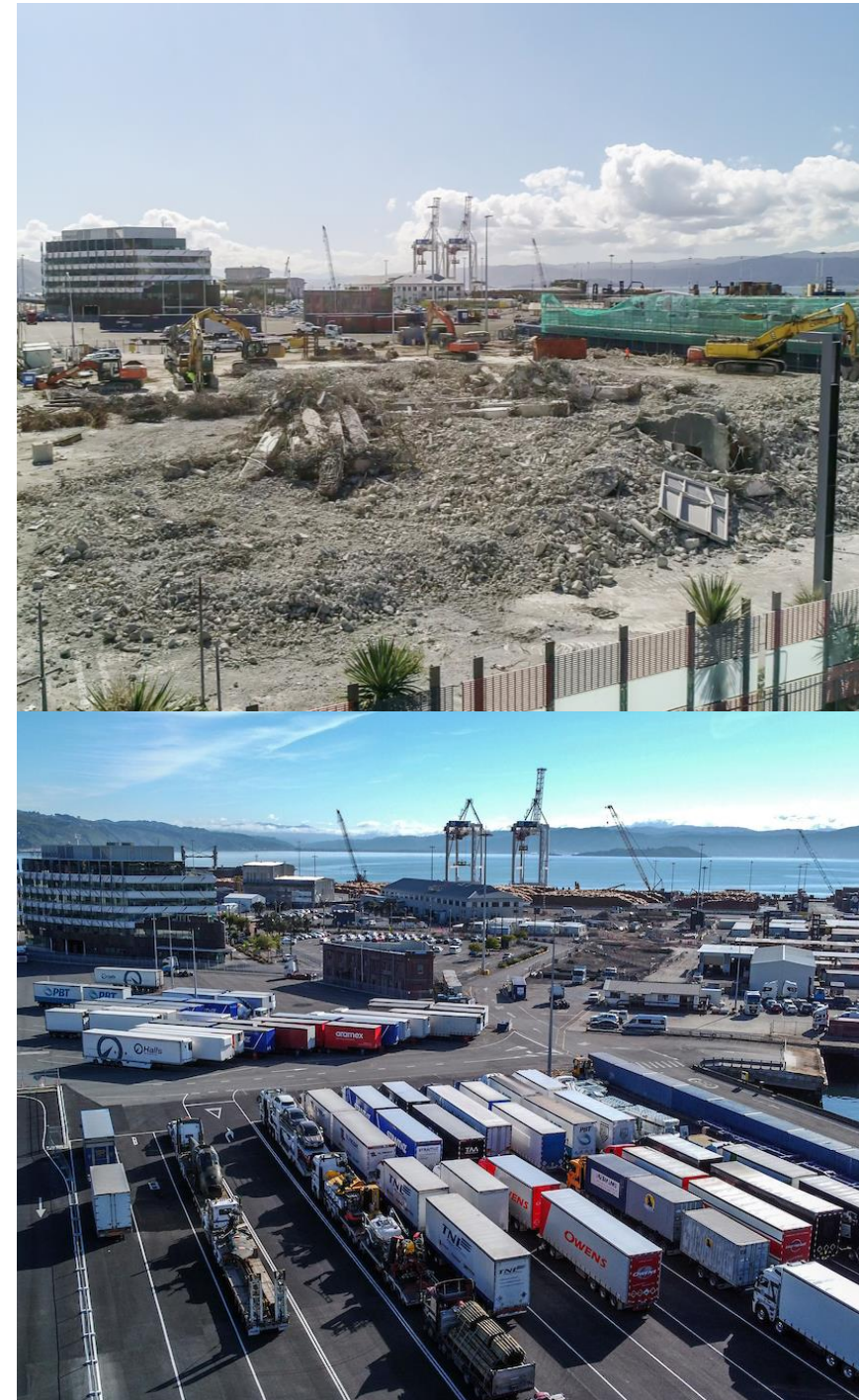
Waingawa log hub upgrade/expansion

- Purchased an additional 7800 m² land for further expansion – development works underway
- Builds on previous Waingawa log hub upgrade/expansion, increasing capacity from 9000 JAS to 16,000 JAS.
- Waingawa hub contributing to emissions reduction strategy removing 30,000 truck journeys over the Remutakás.



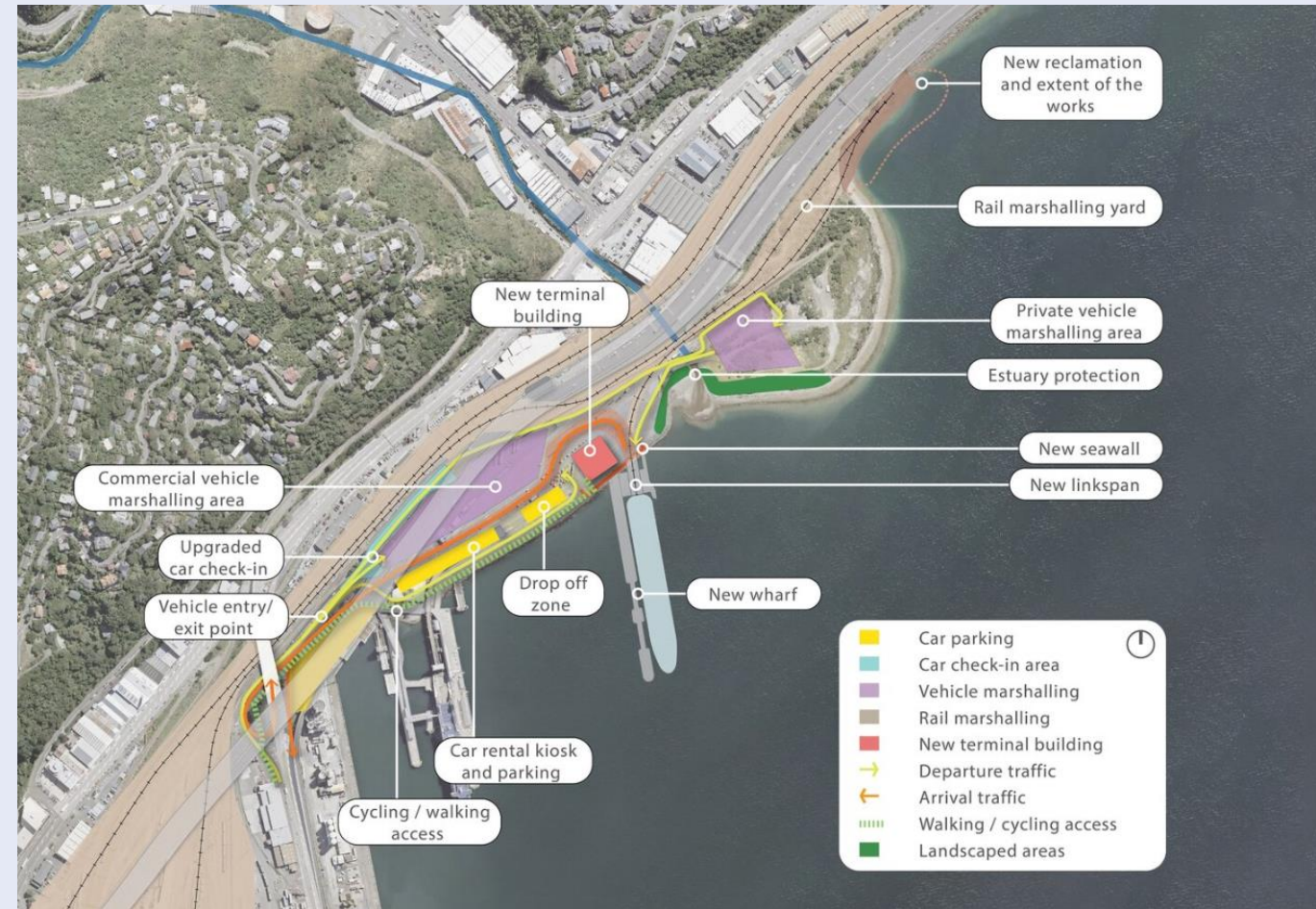
Optimising land use

- Site of former BNZ building cleared, paved and repurposed as StraitNZ Bluebridge vehicle marshalling (see right). Enhances resilience for StraitNZ operations.
- Demolition of redundant building to expand vehicle unit storage.
- Demolition of former CentrePort House creating more operational area.

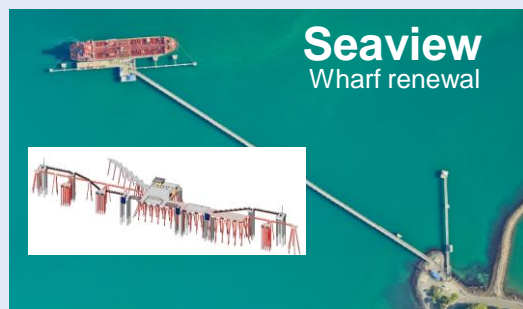


KiwiRail Interislander terminal development

- KiwiRail, working with CentrePort, Waka Kotahi, Wellington City Council and Greater Wellington Regional Council, developing terminal facilities to accommodate new ferries due in 2025.



Port Regeneration: Progress Made



Started



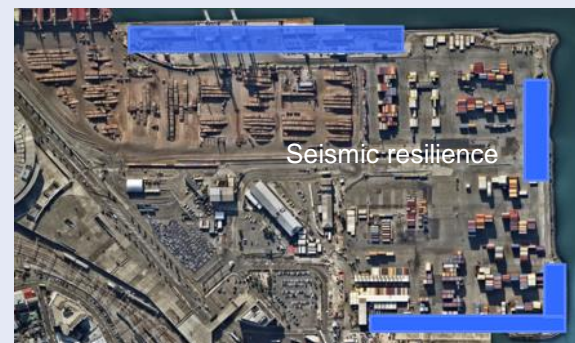
Completed



Completed



To be completed by August 2022



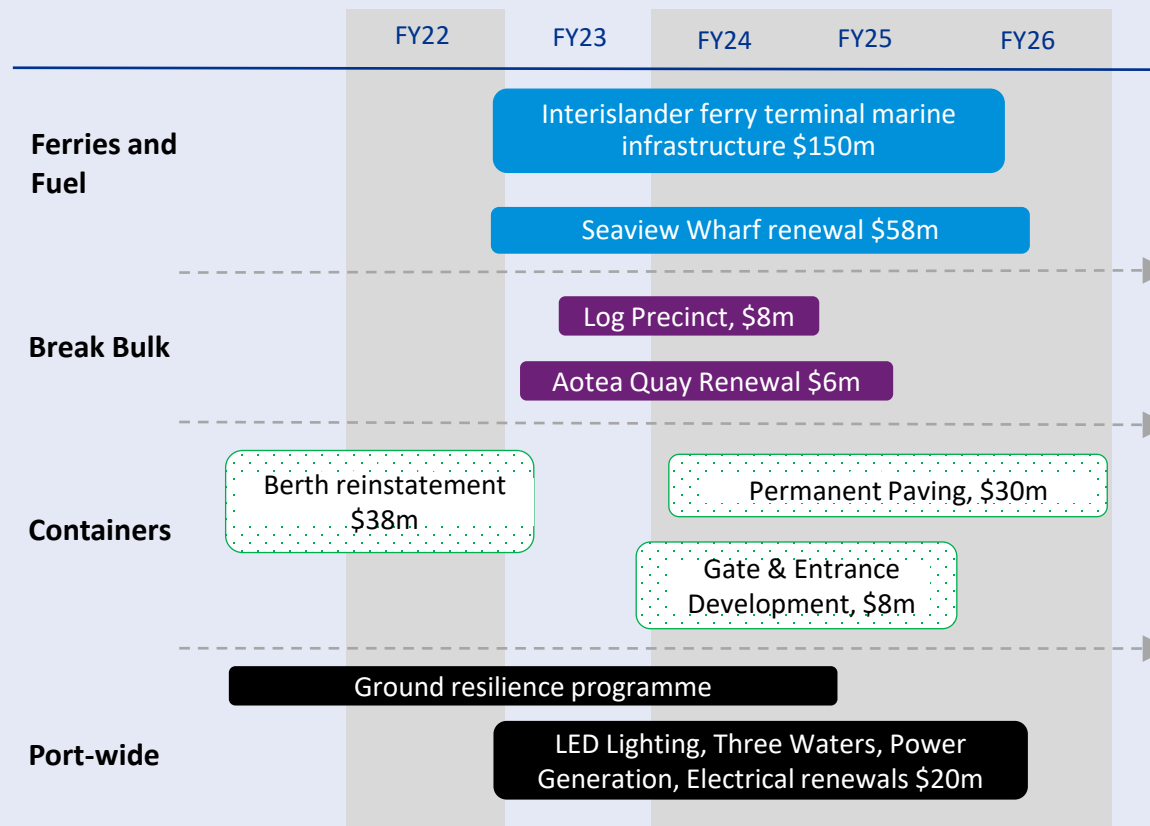
Ground resilience works continuing



In planning

Capex Forecast

- Forecast capital expenditure for the next three years is **\$351m**
- Timeline of key investments

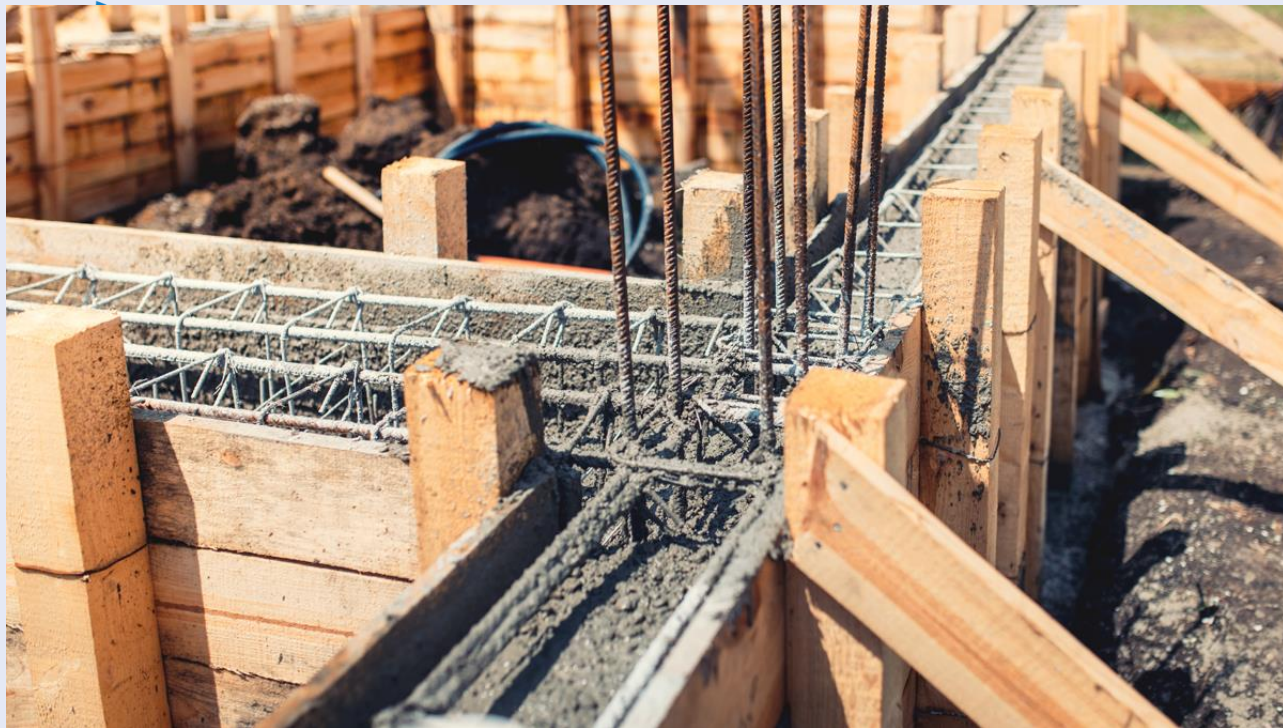




Case Study – Logs

Global Markets Logs

Market	2004	2009	2019	2020 (Covid)	2021 (Covid)
China	826,888 (3)	4,217,941 (1)	18,609,882 (1)	15,758,327 (1)	19,621,369 (1)
Korea	3,283,934 (1)	2,411,355 (2)	2,012,405 (2)	1,731,774 (2)	1,652,497 (2)
Japan	1,102,409 (2)	637,819 (4)	369,405 (5)	302,615 (5)	290,225 (5)
India	167,677 (5)	749,544 (3)	1,417,810 (3)	725,371 (4)	302,074 (4)
Other	273,995 (4)	130,001 (5)	716,727 (4)	1,101,303 (3)	1,027,742 (3)
Total	5,654,903	8,146,660	23,126,228	19,619,390	22,893,907
China %	15%	52%	80%	80%	86%







My Views



Cruise industry

- Will return – but at what level?
- High reliability – booked 2 years in advance
- Regionally important
- Provides social licence to operate
- Need to squeeze more out of it



The Big Questions

Local

- NZ Infrastructure Development
- Technology Uptake
- Productivity Improvements
- Carbon Reduction
- Carbon in General – Value \$
- People People People

Marco

- Investment Profiles
- Immigration Reset
- OMARS
- Marco – Geopolitical Issues – China / The Pacific
- People People People



More of this needed



Q&A
