

Qube Holdings Limited
NSW Intermodal – FTA Executive Forum
15 August 2017



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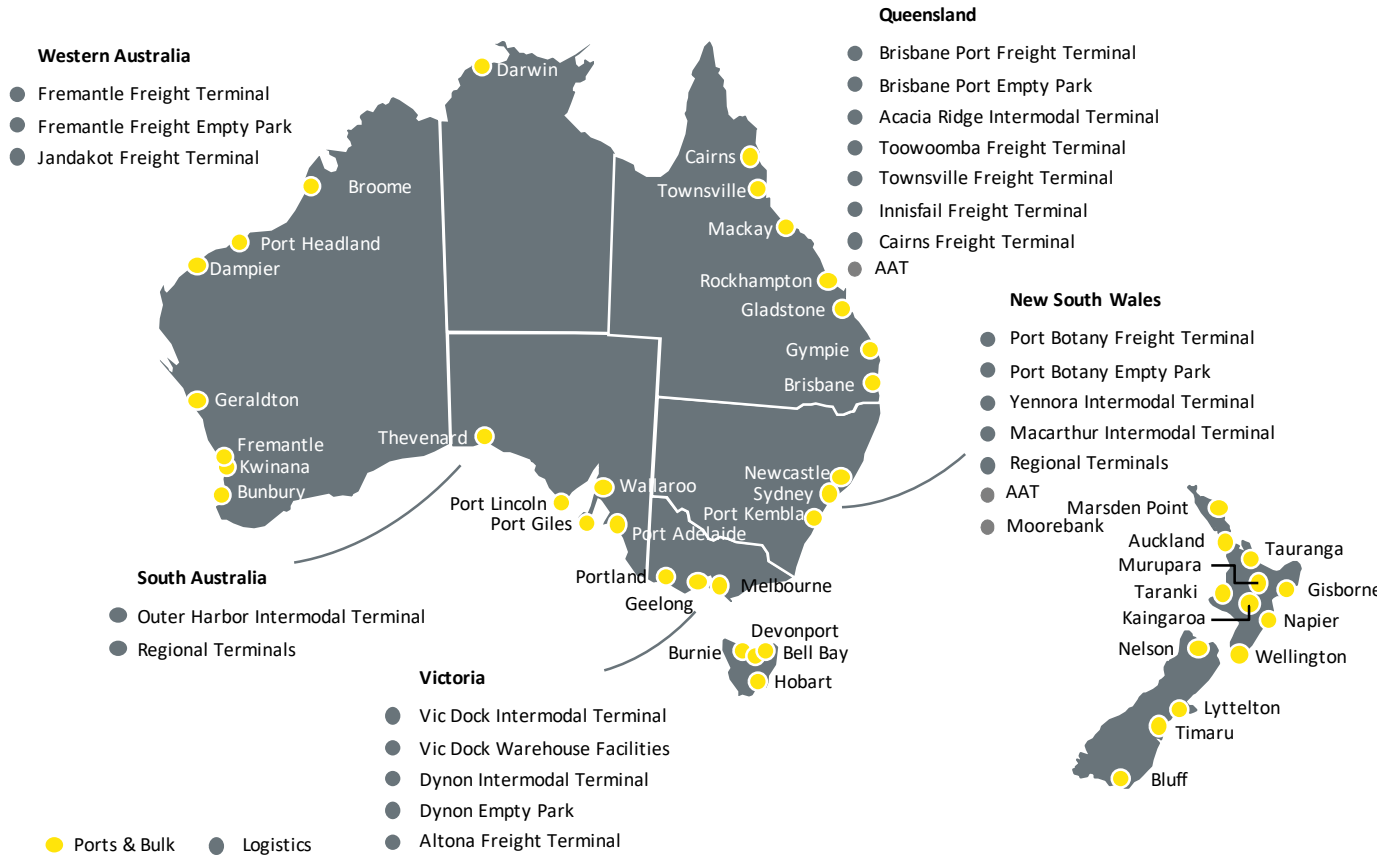
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References to 'underlying' information is to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011.

Non-IFRS financial information has not been subject to audit or review.

Qube Today



Approx. 4,700 employees and contractors

Working across over 80 locations in Australia and New Zealand

Market capitalisation of around \$4.3 billion

Leading positions in its core markets

Qube Business Overview

Qube is one of Australia's largest providers of integrated import and export logistics services targeting freight moving to and from ports.

Logistics Division	Ports & Bulk Division	Strategic Assets Division	Patrick
<p>Provides a broad range of services relating to the import and export of containerised cargo.</p> <p>Offers an integrated solution suite covering multiple aspects of the supply chain.</p> <p>Operates nationally, providing services across 36 sites in Australia including in all capital city ports, and has an expanding footprint in inland metropolitan and country regional areas with connections to Australian ports.</p> 	<p>Provides a broad range of logistics services relating to the import and export of mainly non-containerised freight, with a focus on automotive, bulk and break bulk products including vehicles, forestry products, oil and gas projects and general cargo.</p> <p>National operator, with 30 port facility locations in Australia, and provides port and stevedoring services in 14 locations in New Zealand.</p> 	<p>Holds interests in strategically located properties suitable for development into logistics infrastructure and operations.</p> <p>Developing Moorebank, expected to become the largest intermodal logistics precinct in Australia, another property at Minto, and holds investments in Quattro and TQ Holdings for development and operation of grain and fuel storage and handling terminals.</p> 	<p>Owns a 50% interest in Patrick, one of two major established national operators providing container stevedoring services in the Australian market with operations in the four largest container ports in Australia.</p> <p>The business holds lease concessions for and operates shipping container terminals in the four largest container ports in Australia.</p> <p>Market share of c.48% (based on contracted lifts) in FY15 across the terminals in which it operates.</p> 

Qube Logistics Division



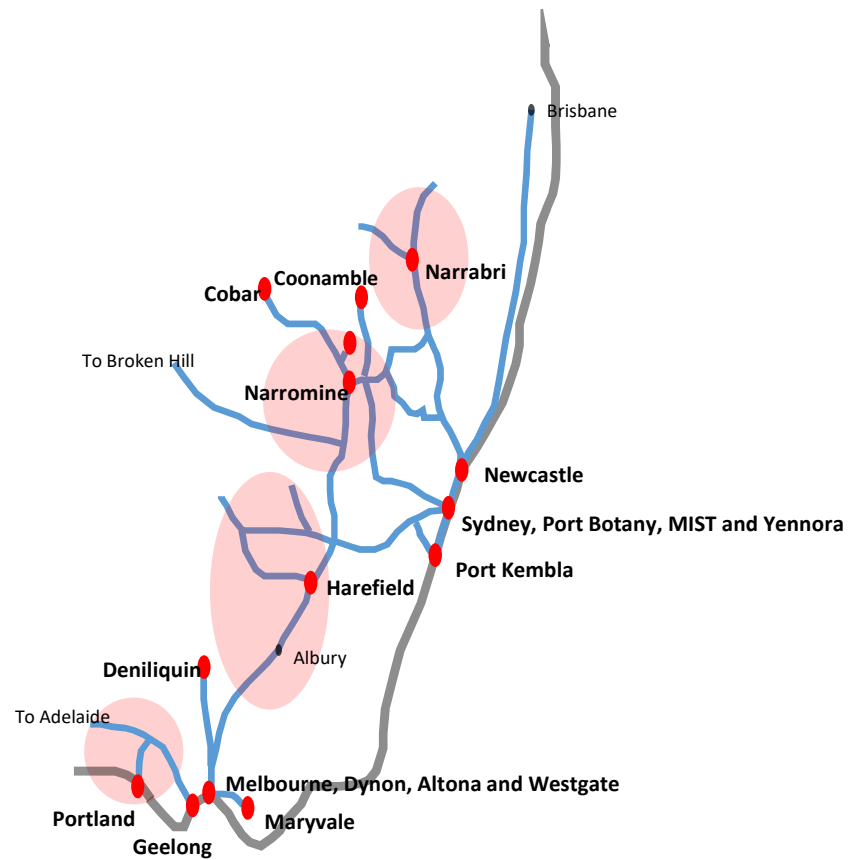
Qube Logistics Facilities & Services



Operating Model	<ul style="list-style-type: none">• Secure strategic locations and develop logistics infrastructure• Strategic intent to develop facilities that provide a suite of services: road, rail, cross dock, terminal services, warehousing (long and short term) etc.
Warehousing	<ul style="list-style-type: none">• Operates in excess of 210ha over 48 sites• 300,000sqm of Warehouse space• Warehouse locations are on port, regional areas and metropolitan• Qube have an in-house capability to develop Warehouse sites at Moorebank, Altona and Brisbane
Equipment	<ul style="list-style-type: none">• QUBE Logistics, Rail Services consists of approximately;• 60 locomotives• 800 wagons• 300+ strong work force
Rail Services	<ul style="list-style-type: none">• Operating an average of 150+ services a week into Newcastle, Sydney, Port Kembla and Melbourne• Approximately 350,000 TEU railed to/from Port Botany in FY17• Approximately 2MTPA of bulk materials is railed to export facilities nationally
Terminal Operations	<ul style="list-style-type: none">• Operates 8 multi-user Rail Terminals• In NSW (3), Qld (2), Vic (2) and SA (1)

Qube's Rail Network

QUBE



Moorebank Logistics Park

QUBE



Ideally Located

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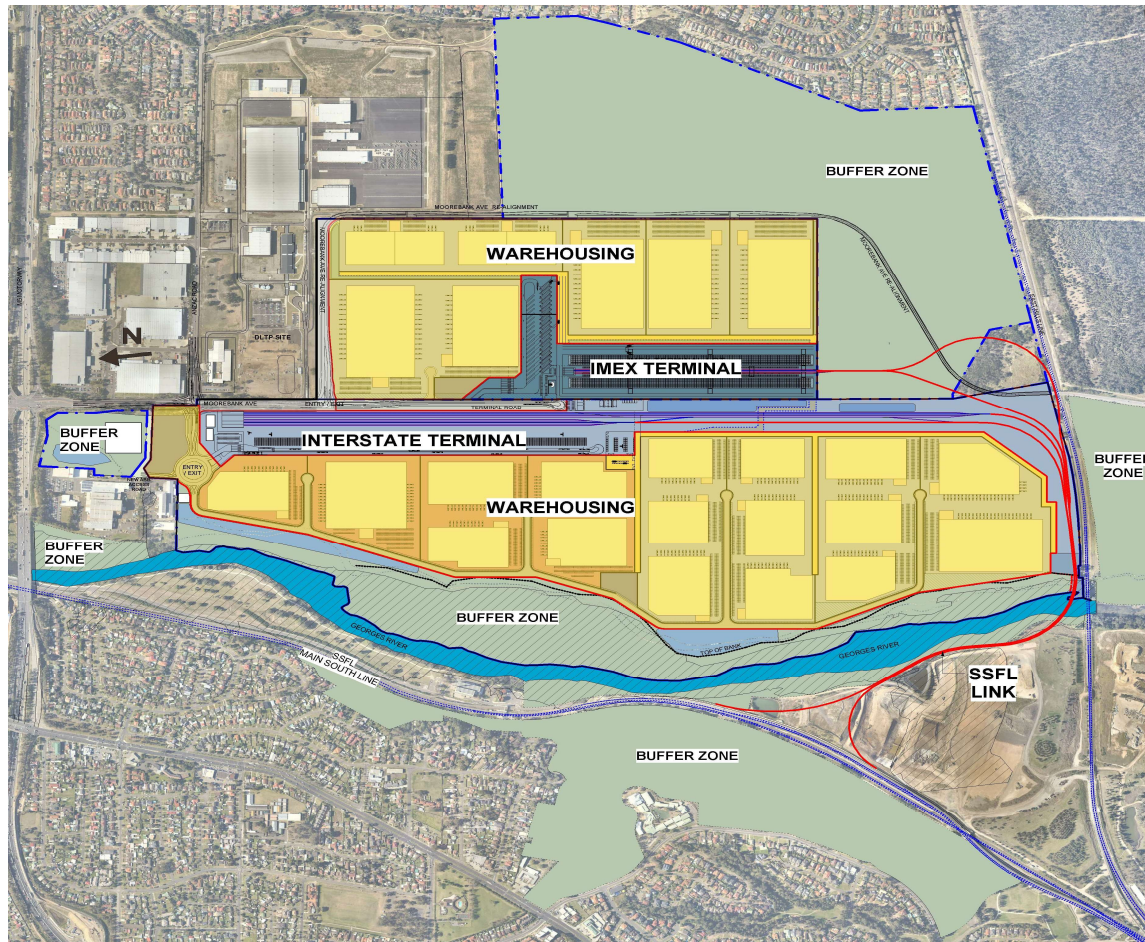


Key Highlights

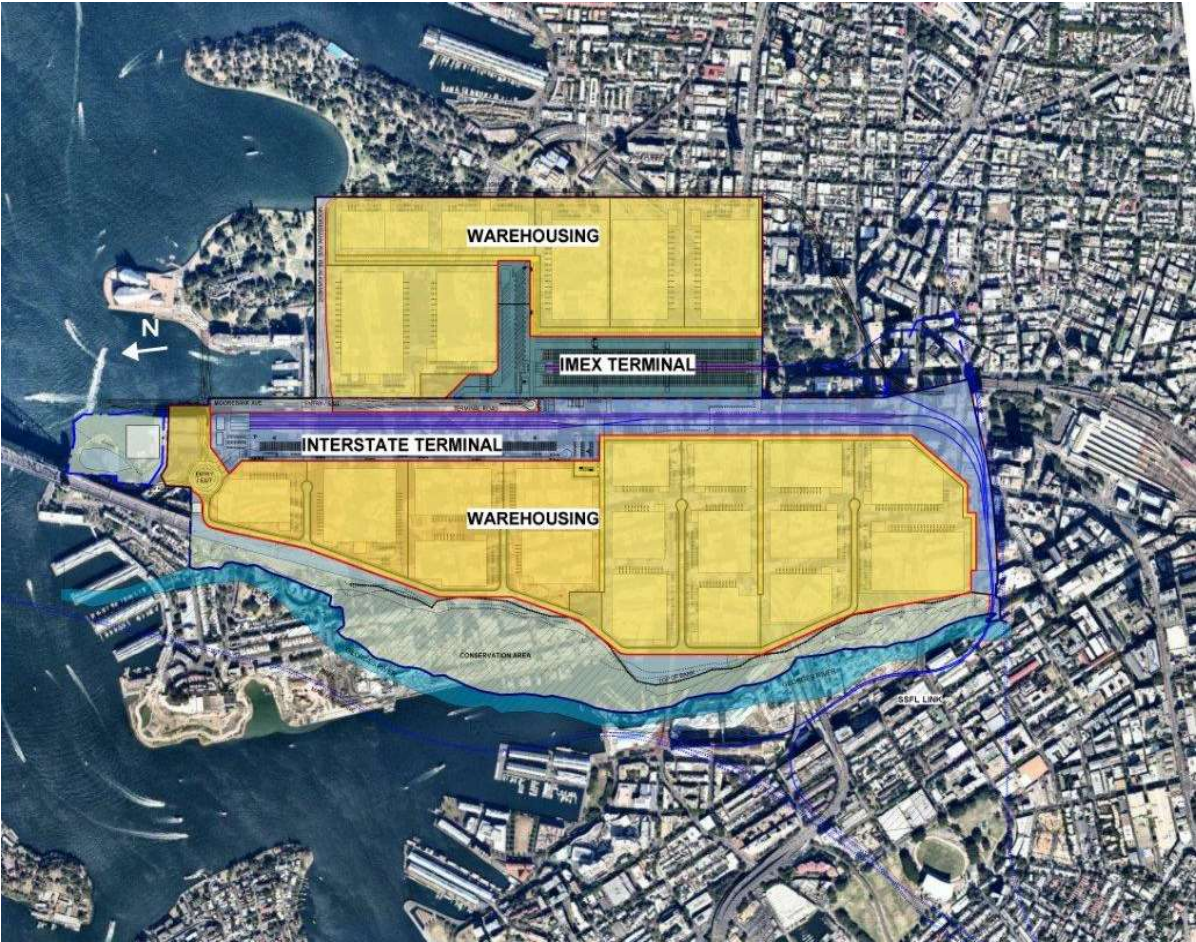
- Whole of precinct solution
- Heart of South Western Sydney growth corridor
- Close to entry points for the M5 and M7 motorways
- Adjacent to Southern Sydney Freight Line (“SSFL”)
- Prime industrial development land



Concept Plan



Moorebank



Why Moorebank?



Largest Intermodal Logistics Precinct in Australia

- Integrated intermodal logistics facility with IMEX and Interstate rail terminals
- Complementary warehousing and distribution facilities
- Co-location of tenants takes costs out of their current supply chains

Substantial Benefits for Customers

- Enhanced logistics outcomes through efficient movement of freight on rail
- Reduced handling/movement of goods lowers logistics costs
- Container availability at Day 0 or earlier takes time out of customers supply chains
- Amazon is coming and some retailers need to move to the cross-dock and B2B, B2C model to stay competitive, i.e. reducing warehouse footprint and inventory on the balance sheet

Superior Location

- Prime location alongside M5 and M7 motorways and dedicated Southern Sydney Freight Line
- Heart of south western Sydney growth corridor

Alleviating Sydney's Road Congestion

- Alleviate the freight demand on the existing road network between Port Botany and the airport precincts and western Sydney
- Reduces need to truck empty containers back to Botany precinct. Empty containers can be stored and re-allocated for exports at Moorebank.
- Reduces need for truck movements to pick up an empty from Botany precinct for exporters.

Critical Infrastructure

- Facilitate increased rail modal share of freight movements
- Address increasing demand for freight logistics within the Sydney Metropolitan area

Creating an enhanced freight industry cluster in western Sydney

Key Milestones



Indicative timeline of Moorebank's key milestones

Date	Milestone
January 2017	Financial Close (Day 1 of Project)
Q1 – 2019	Commencement of operation of IMEX Rail Terminal
Q2 – 2019	Commencement of new warehousing operations
Q1 – 2021	Commencement of operation of Interstate Rail Terminal
January 2027	Warehouses fully developed – Project completed

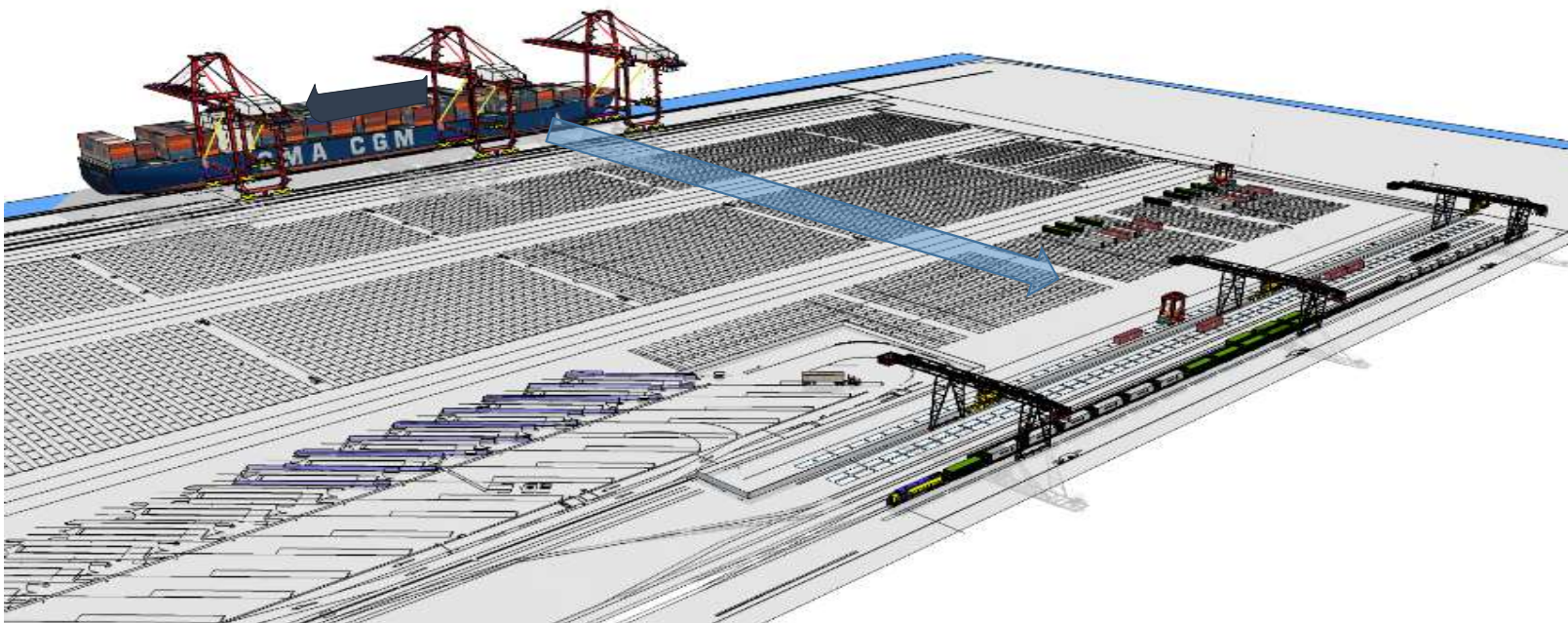
Patrick

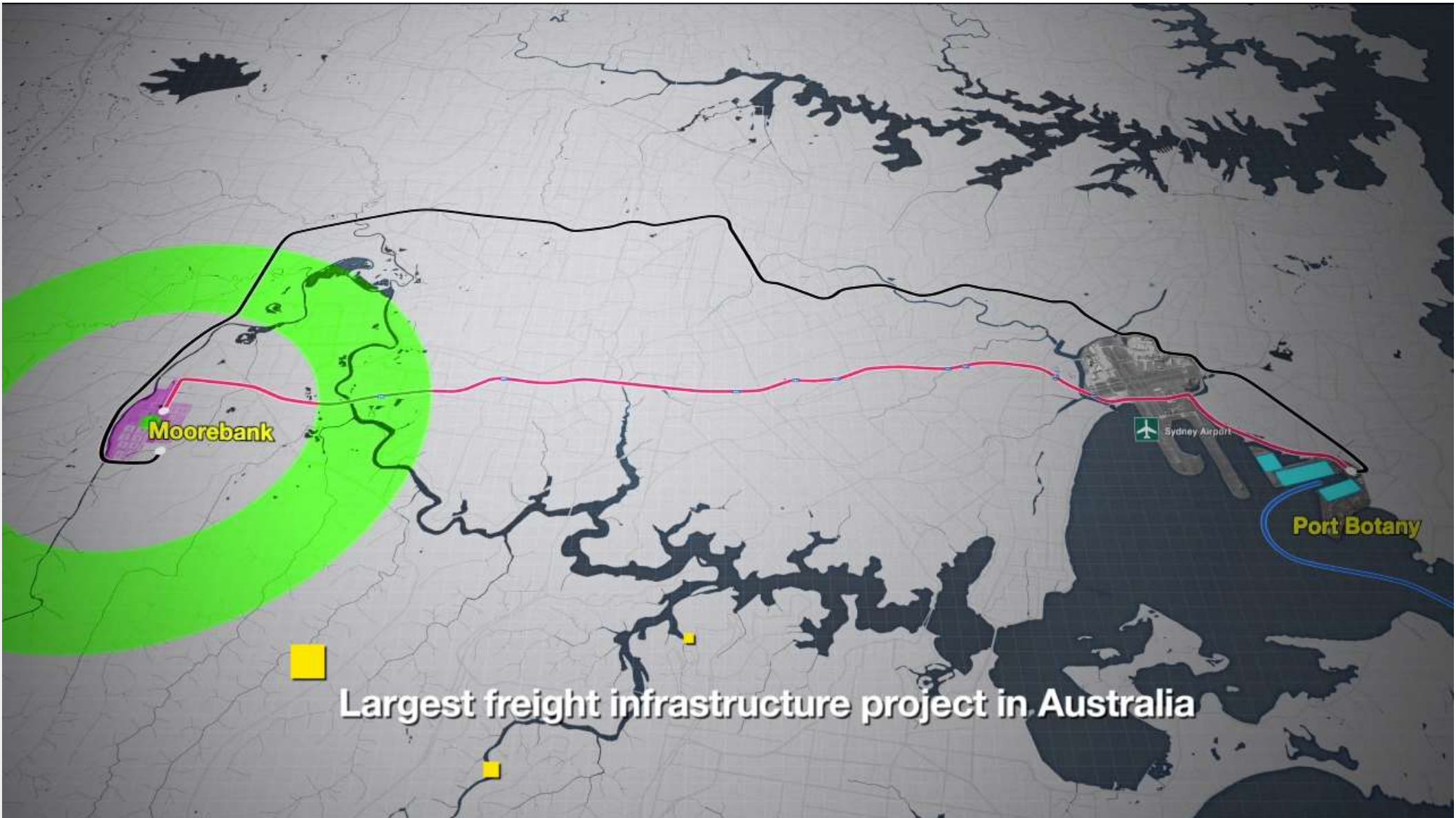
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Patrick Terminal Development Proposal

Proposed investment at Patrick being assessed to enable direct discharge straight to automated rail gantries for direct distribution.





Moorebank

Sydney Airport

Port Botany

Largest freight infrastructure project in Australia

Questions

QUBE

