



**BUSINESS OVERVIEW TO CUSTOMERS,
INDUSTRY AND GOVERNMENT**

PAT KERIN

September 2016

“SCT is one of the largest
transport companies in Australia
that no-body has heard of.”





COMPANY OVERVIEW

Connecting Sea, Rail, Property & Road



- ▶ One of the largest East/West freight forwarders in Australia
- ▶ Linehaul - road/rail
- ▶ Warehousing
- ▶ Contract distribution
- ▶ National footprint
- ▶ Largest and most efficient freight trains in Australia

- ▶ Commenced in 2009 as 'Specialised Bulk Rail'. Specialise in servicing Australia's mining and rural bulk rail operations
- ▶ Contracted in 2011 to operate daily rail service between Melbourne and Horsham for WCL
- ▶ SBR manages the SCT Group's Rail Port Shuttle services

- ▶ Commenced management of WCL in 2013
- ▶ Operate 5 rail services per week from Horsham direct to Port

- ▶ 400 million plus investment portfolio
- ▶ The largest developer of industrial based rail developments in Australia
- ▶ 600 hectares of rail development land and buildings
- ▶ 45 kilometers of rail sidings



SAFETY

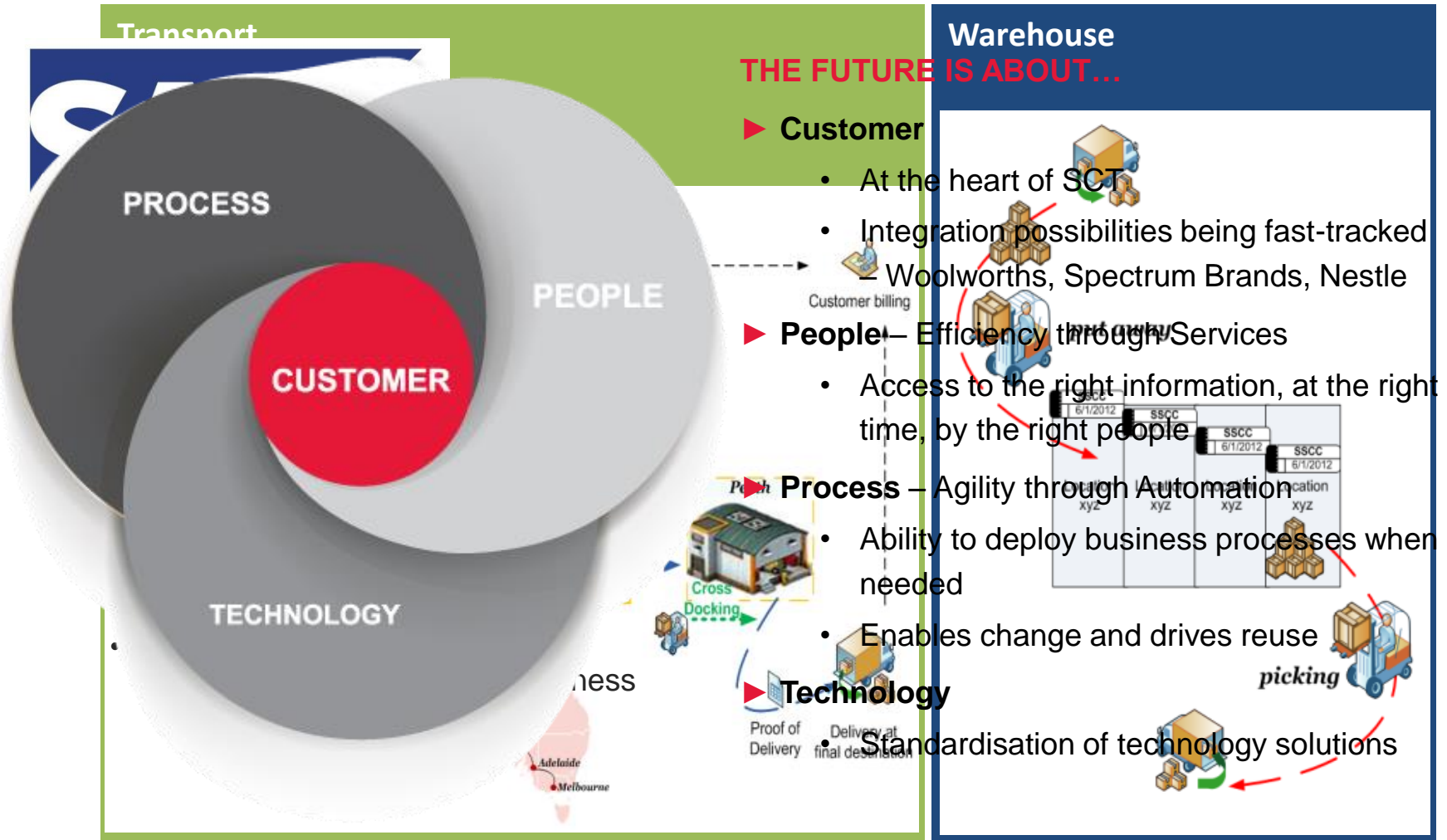
Our commitment to health and safety.

The SCT Group considers safety to be paramount and is pro-active in providing a workplace that **encourages, stimulates** and **embraces health and safety** within all of its operations. In order to continually improve safety, The SCT Group has achieved and maintained numerous accreditations:

- AS4801 Safety Management System
- AS4292 - Rail Safety - National
- 2006 Rail Safety Act & Regulations - VIC
- 2007 Rail Safety Act & 2008 Regulations - SA
- 2008 Rail Safety Act & Regulations - NSW
- NAP – Rail Safety - QLD
- HACCP - Hazard Analysis Critical Control Point - VIC,WA, QLD
- NHVAS - National Heavy Vehicle Accreditation Scheme
- Retail Logistics Supply Chain Code of Practice

We are very proud to have achieved the **AS4801 Occupational Health and Safety Management System** accreditation across our operating business which demonstrates commitment to continually improving our safety culture.

OUR TECHNOLOGY TRANSFORMATION



6/1/2012	SSCC	6/1/2012	SSCC	6/1/2012	SSCC
xyz	xyz	xyz	xyz	xyz	xyz



SCT RAIL DIVISION

Recognised as the most technologically advanced and progressive rail company in Australia, in terms of our innovative approach to all aspects of our rail operations.



The most modern locomotive and rolling stock fleet in Australia



Most efficient/heaviest general freight trains



Services:

- Mineral and bulk
- General freight
- Port shuttles



Tailored rolling stock solutions



Independent rail terminals





AUSTRALIA'S MOST MODERN & INNOVATIVE RAIL EQUIPMENT

Australia's most powerful and efficient locomotives.

SCT's rail equipment fleet includes Australia's newest, most powerful and efficient locomotives, along with a suite of technologically advanced rolling stock with the lowest average age in the industry.





- Rail
- Road
- Port Shuttle
- SCT Rail Hub
- SCT Cross Dock Facility





SCT REFRIGERATION DIVISION

Industry leaders in refrigeration transportation.

Innovation and initiative is evident in our refrigerated rail van and intermodal cross dock facilities.

- ▶ SCT were the first in Australia to use refrigerated rail vans.
- ▶ Our rail vans have twice the thermal efficiency of current conventional road and rail units.
- ▶ Our refrigerated rail network features 23 metre long, purpose built refrigerated rail vans, fully racked to allow for double stacking, whilst still ensuring maximum load protection.
- ▶ SCT has recently invested in a large fleet of 40' and 48' refrigerated, fully racked containers, giving our customers the flexibility of being able to utilise both full and less than full container load sending's.



SCT BULK DIVISION, ROAD NSW Sugar Co-operative

- ▶ In 2005, SCT successfully secured a 10 year contract with the **NSW Sugar Co-Operative** for the cartage of over **2.5 million tonnes** of sugar cane annually.
- ▶ The time and task required SCT to invest in the latest prime movers and tipper technology and resulted in the design and acquisition of a fleet of **38 units**, including:
 - Kenworth T401 prime movers
 - Maxi Load Tippers powered by dual hydraulic motors
- ▶ The units are supported by the **latest technology** including:
 - SAF airbag suspension
 - GPS installation and tracking
- ▶ Low tare/ **increased capacity** tipping trailers.





SCT PROPERTY - BLANALKO

Network of strategically placed modern rail/intermodal terminals



▶ Rail freight centres in **Melbourne**, **Perth**, **Adelaide** and **Parkes** are of world standard and surpass all other rail centres in Australia. Each of our logistical hubs incorporate inland port services capabilities and interchange rail access to interstate rail corridors:

- SCT currently owns and operates over **250,000 square metres** of warehousing throughout Australia which has been designed and built by SCT
- Current development land holdings total over **600 hectares** incorporating over **40 km** of rail line across the sites

▶ **Blanalko** strategically selects sites located on **railheads** with close proximity to sea ports, allowing seamless integration from wharves to the national rail freight network.

LOGISTICS

NO ENTRY

ENTRY

NO SMOKING
BE AWARE OF
LIFT ACTIVITIES
& SHUNTING ACTIVITIES

PLUCKED





MAJOR PROJECTS & NEW DEVELOPMENTS

Expanding our offering to the market

WODONGA TERMINAL DEVELOPMENT

**NEW BRISBANE TERMINAL
DEVELOPMENT - BROMELTON**

EXPANDED DOMESTIC RAIL SERVICE OFFERING

**RAIL PORT SHUTTLE SERVICES
LOCAL & REGIONAL**

BUSINESS TECHNOLOGY DEVELOPMENTS

**SCT PROPERTY – ENDLESS
OPPORTUNITIES FOR OUR CUSTOMERS**



SCT LOGISTICS

Wodonga Intermodal Park (Logic)



SCT LOGISTICS

Wodonga Intermodal Park (Logic)

SCT will be operating from this new terminal by October 2016 and intends to provide the following services:

▶ **Domestic rail line-haul services**

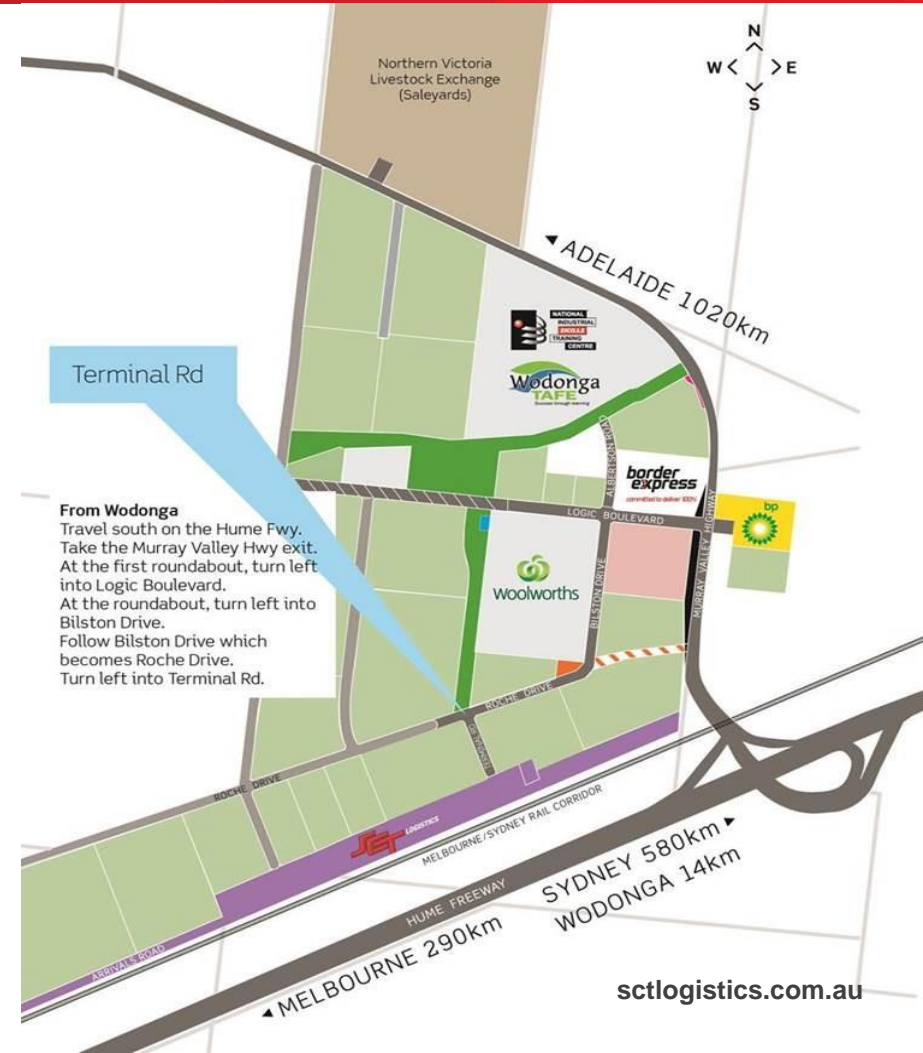
- Door to Door Ambient and Temperature Controlled
- Initially to Western Australia and South Australia
- Queensland to commence January 20th 2017

▶ **Port shuttle services by rail**

- Direct Access to DP World in Melbourne

▶ **Warehousing/property solutions**

▶ **Packing for export**





2016 08 29 8:00AM



SCT INTERMODAL TERMINAL

Bromelton provides endless opportunities for our customers





SCT LOGISTICS

Bromelton Intermodal Park, Queensland

SCT will be operating from this new terminal by January 2017 and intends to provide the following services:

▶ **Domestic rail line-haul services**

- Door to Door movement of freight for our customers – Ambient and Temperature Controlled
- **4 rail services per week between Melbourne and Brisbane via Wodonga**
- Rail services connecting **to and from Western Australia, South Australia, Victoria**

▶ **Port Shuttle Services by rail**

- Planning to offer Rail Shuttles to and from Port of Brisbane

▶ **Warehousing / Property Solutions**

- Packing for Export
- National Distribution Centres
- Manufacturing



SCT INTERMODAL TERMINAL

Altona, Victoria

- ▶ 75Ha of prime development land with direct access to the national rail network, **Westlink Altona** is strategically positioned in **Victoria's Industrial hub** with easy access to all major arterial roads and is the ideal location for national distribution. With over 10 km of rail track on site and infrastructure in place to service the expanding import and export needs of Victoria.
- ▶ Almost daily services to Adelaide and Perth, with additional rail services to commence in January 2017 between **Melbourne and Brisbane**.



SCT INTERMODAL TERMINAL

Penfield, South Australia

SCT has recently completed construction and is operating at its new facility on over **52 hectares** of land north of Adelaide in Penfield.

- ▶ SCT's Penfield terminal has become a **major rail hub** intersecting Perth, Adelaide and Parkes rail services
- ▶ Daily services in and out of the **Adelaide port**
- ▶ Developed major distribution centres for **CUB & Treasury Wines**
- ▶ Expansion for **intermodal** and **container operations** or further **customer developments**



Blanalko Pty Ltd

SCT INTERMODAL TERMINAL

Parkes, New South Wales

- ▶ **Parkes**, the most important strategic regional hub in Australia with its overnight proximity to four of Australia's five capital cities, is also **the strategic junction point** for the North-South and East-West rail corridors.
- ▶ Located on a massive **296 Ha site** abutting standard gauge line, this facility offers superb potential for onsite client distribution centres. **Weekly rail services** currently operate from Parkes to Perth, and will in the future intersect with services travelling on the new inland rail corridor between Melbourne and Brisbane.

“The Melbourne to Brisbane Inland Rail is the right infrastructure for the right time.”

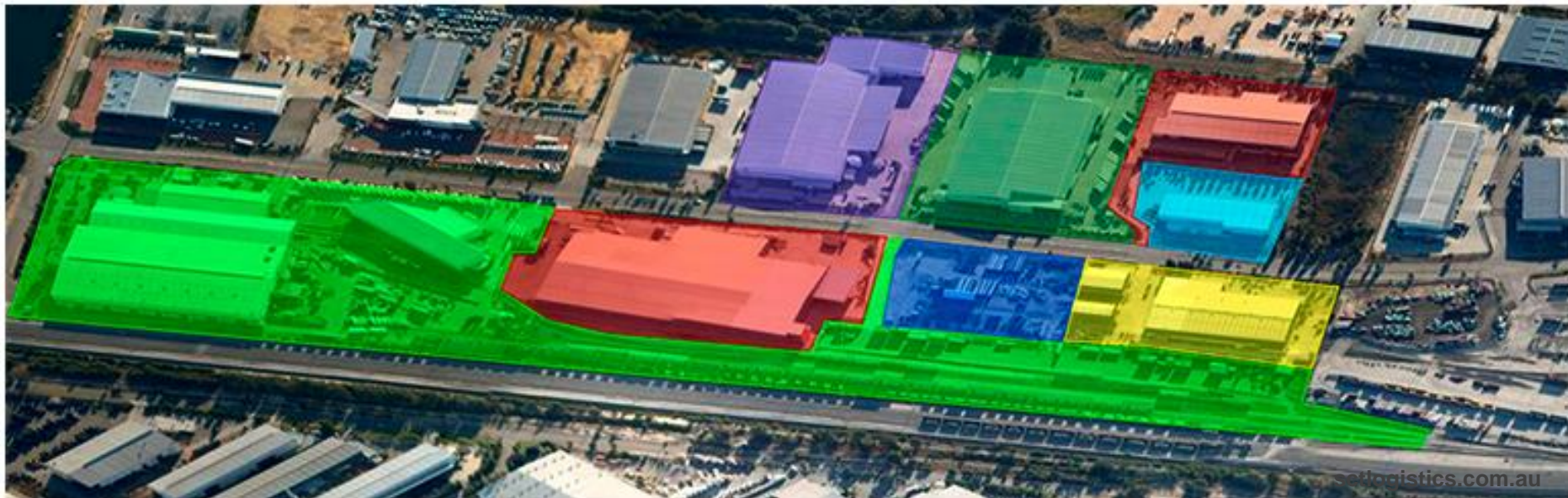
Minister for Infrastructure and Transport, the Hon Darren Chester MP, 19 April 2016



SCT INTERMODAL TERMINAL

Forrestfield, Western Australia

- ▶ Located 15 km west of Perth CBD covering **36Ha of prime development land** with direct access to the national rail network, Forrestfield Distribution Park is arguably the premier logistical estate in Australia, **strategically positioned** with major intermodal capabilities, state of the art warehousing and inland port facilities.





SCT offer a broad range of logistics solutions

- Rail – now with an expanded route profile
- Property
- Warehouse
- Tailored

SCT have invested significantly

- Business technology solutions
- New terminals
- Modern equipment

SCT have a 40 year track record

- A commitment to safety
- Personalised customer service
- Value for money
- Leading the industry

SCT OFFER INNOVATIVE LOGISTICS SOLUTIONS

Technologically
advanced with a
proven track record



THANK YOU



Connecting Sea, Rail, Property & Road

MATT ERYUREK

September 2016

THINKING OUTSIDE THE BOX





INTERMODAL CAPABILITIES

Container Handling and Port/Intermodal Capability



SCT is well positioned in dealing with the projected doubling of Australia's freight task over the next 15 years.



SCT has the largest rail integrated inland port capability in Australia with **direct rail connection to all major ports** in Australia and the rail infrastructure required to receive and dispatch port shuttle trains.



Ability to connect ports to inland rail hubs/ interstate rail services seamlessly.



Large container parks and **container handling equipment** is positioned at each site in order to provide the services that customers require.



SCT & PORT SHUTTLES

SCT and its associated entities now run up to 22 direct port shuttles weekly

Trailing weekly Melbourne Port services from DPW Port of Melbourne to Altona (vice versa).

SBR commenced running the Horsham to CRT Altona route for the previous owners of WCL



SBR Launched Victoria's FIRST Port shuttle Service via Altona

Bromelton to Port of Brisbane capability to commence, February 2017

2011

2015

2016

2017

2014

2015

2016

SCT commenced its first metro shuttle activity in South Australia, running the Treasury Wine train four times per week from Penfield in northern Adelaide to Outer Harbour, March 2014

SBR has been responsible for the twice-daily service between Forrestfield and Fremantle, Western Australia, July 2015

Wodonga to Port of Melbourne capability to commence, October 2016

PORT SHUTTLES



- Rail
- Port Shuttle
- SCT Rail Hub
- SCT Cross Dock Facility

Forrestfield
Perth

Penfield
Adelaide

Horsham
VIC

Altona
Melbourne

Wodonga
VIC

Brisbane

Bromelton
Brisbane

Parkes
NSW

91% of road-only imports travel less than 50km from the port.

66% road-only exports originate less than 50km from the port.

75% of all import/export containers travel less than 20km of CBD.

40% of container exports come from the west, north and inner Melbourne metropolitan areas.



WHY RAIL PORT OF MELBOURNE?

Average of about 6,800 containers a day.

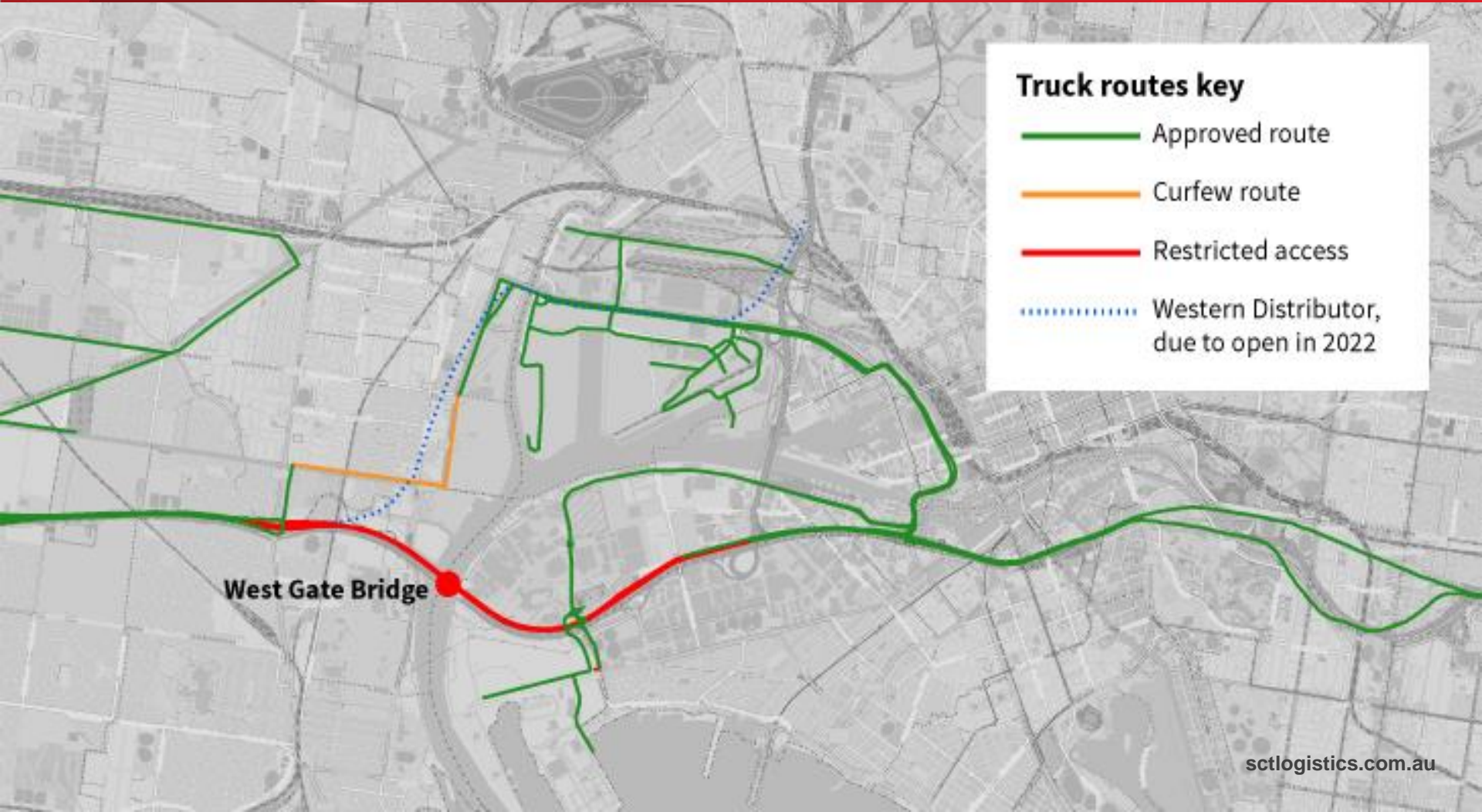
Road share = 86%

Rail share = 14%





Altona district is regarded as the largest concentrate of import/ export containers in Melbourne.

VicRoads has reduced the maximum weight limit for vehicles on the West Gate Bridge to **68.5 tonnes**.

SCT TRUCK ROUTES



Truck routes key

-  Approved route
-  Curfew route
-  Restricted access
-  Western Distributor, due to open in 2022

West Gate Bridge

ENVIRONMENT

Easing road congestion and reducing carbon emissions

- ▶ Rail is the best performing land transport mode for large volumes of freight and is three (3) times more fuel efficient and produces up to five (5) times less carbon than road.
- ▶ Put another way, just one freight train replacing up to 90 B Double trucks carrying freight between Melbourne and Brisbane reduces carbon emissions by the same amount as an average family household family going without electricity for more than 40 years.
- ▶ A shift to rail will also ease road congestion, reduce wear and tear on our roads and improve fuel security.



PORT TO INTERSTATE WAREHOUSE





VIRTUAL DEPOT SERVICES



STORAGE



REF STORAGE



CONTAINER WASH



REPAIRS

Penfield
Wodonga
Horsham
Bromelton
Altona



VALUE TO CLIENTS

Connecting sea, rail, property and road

DIRECT ACCESS TO PORT

REDUCE LIFTS

REDUCED WHARF TRANSPORT COSTS

INCREASE MAX WEIGHT LOADS

LARGE STORAGE CAPACITY



WHY SCT?

FLEXIBILITY

TRUSTWORTHY

INNOVATIVE

LEAN

**SPEED TO
DELIVER**



THANK YOU