ASCIANO AT A GLANCE

OVER 8,500
Skilled and motivated employees
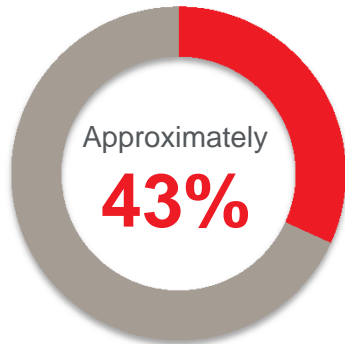
TOP 50
ASX LISTED COMPANY
Offering integrated transportation solutions with a focus on ports and rail across Australia

$4
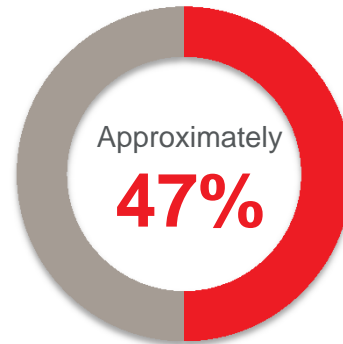**billion revenue**
as at 30 June 2015

Asciano holds leading positions in the markets in which we serve. We handle and haul:

Approximately
43%
AUSTRALIAN COAL EXPORTS

Approximately
70%
RAIL FREIGHT ON EAST-WEST/ NORTH-SOUTH LONG HAUL RAIL CORRIDORS

Approximately
47%
CONTAINERISED FREIGHT THROUGH OUR PORTS

50%
New car imports

95%
Steel transported domestically by rail

The *asciano* group of companies, Australasia's largest national rail freight and cargo ports operator **pacific national** **PATRICK**

OUR VALUES

SAFETY
We're committed to getting our people home safely every day

CUSTOMER
Supporting our customers to succeed is at the heart of all we do
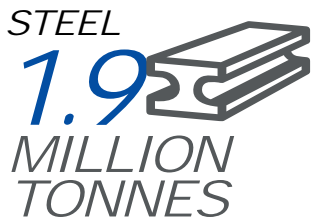
PEOPLE & TEAMWORK
Working together in partnership is how we achieve our goals
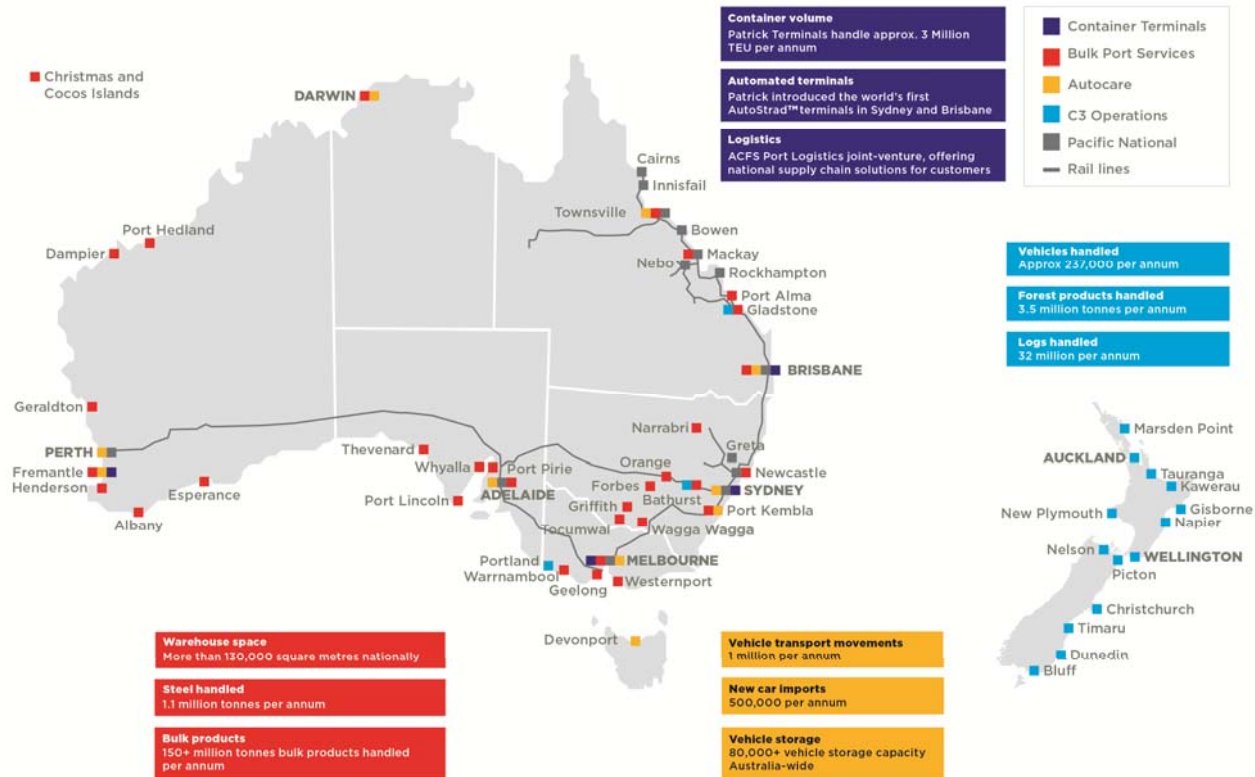
PERFORMANCE
Our decisions and actions focus on delivering superior performance

PATRICK AT A GLANCE

A summary of Patrick's performance from the last financial year (FY15):

BULK
9 MILLION TONNES

STEEL
1.9 MILLION TONNES

TEUs HANDLED
3.06 MILLION

31 MILLION LOGS

LTI FREE
49% DECREASE

NEW CAR IMPORTS
500,000+

RECORDABLE INJURY FREQUENCY RATE
33% DECREASE

HAZARD / NEAR MISS REPORTS
19% IMPROVEMENT

$1.455 BILLION REVENUE

The asciano group of companies, Australasia's largest national rail freight and cargo ports operator pacific national PATRICK

OUR NATIONAL PRESENCE

Container volume
Patrick Terminals handle approx. 3 Million TEU per annum

Automated terminals
Patrick introduced the world's first AutoStrad™ terminals in Sydney and Brisbane

Logistics
ACFS Port Logistics joint-venture, offering national supply chain solutions for customers

- Container Terminals
- Bulk Port Services
- Autocare
- C3 Operations
- Pacific National
- Rail lines

Vehicles handled
Approx 237,000 per annum

Forest products handled
3.5 million tonnes per annum

Logs handled
32 million per annum

Warehouse space
More than 130,000 square metres nationally

Steel handled
1.1 million tonnes per annum

Bulk products
150+ million tonnes bulk products handled per annum

Vehicle transport movements
1 million per annum

New car imports
500,000 per annum

Vehicle storage
80,000+ vehicle storage capacity Australia-wide

The **asciano** group of companies, Australasia's largest national rail freight and cargo ports operator   **pacific national** **patrick**

OUR SERVICES

- Autocare
- Bulk Solutions
- Container Terminals
- Forestry Services
- General Stevedoring
- Information Management Systems
- Logistics Solutions
- Oil & Gas
- Port Management
- Project Cargo
- Warehousing

PERFORMANCE IMPROVEMENT FOCUS

Vessel planning and coastal window optimisation

Terminal operations

Landside supply chains

Customer Centricity

NATIONAL OPERATIONS CENTRE
IMPROVING CUSTOMER SERVICE

NATIONAL OPERATIONS CENTRE

Improving customer experience

- Customer relationship specialists
- Dynamic vessel scheduling
- Coastal schedule management
- Vessel planning
- Real time national operations monitoring
- 24/7 manning

NATIONAL OPERATIONS CENTRE

26 DEDICATED TEAM MEMBERS

24 x 7 OPERATIONS

OVER 1800 SHIP VISITS SCHEDULED, MONITORED AND INVOICED EACH YEAR

2,000,000 CONTAINER MOVEMENTS PLANNED ON AND OFF VESSELS EACH YEAR

AUTOSTRAD TERMINALS
IMPROVING TERMINAL OPERATIONS

BRISBANE AUTOSTRAD™ TERMINAL

Improving terminal operations

- The automation project started in 1996

- Patrick partnered with the Australian Centre of Field Robotics

- Brisbane Autostrad™ Terminal – opened Dec 2005

- 1st Autostrad™ operation in the world

- 3rd automated terminal globally at that time

- Template for new Sydney Autostrad™ Terminal

- Major safety improvements

SYDNEY AUTOSTRAD™ TERMINAL

Improving terminal operations

- Patrick's largest project

- $450 million investment

- "Cut-over" in four days

- 2nd Autostrad™ terminal

- World class in-gate processing

- 2 x 590m rail sidings

- Reliable process driven operations

SYDNEY **AUTOSTRAD™** TERMINAL

Click the link below for video:

www.transportevents.com/presentations/melbourne2016/Patrickvideo.wmv

AUTOMATION BENEFITS

Improving terminal operations

- Safety
  - Eliminates many high risk activities and human errors
  - Brisbane Autostrad Terminal has seen a 90% reduction in LTIFR

- Productivity and Efficiency
  - 20% less fuel and lower maintenance costs
  - Reduced cargo damage

- Culture and Diversity
  - Alters the roles of a traditional stevedore
  - Provides technology based roles in our business

SUPPLY CHAIN STRATEGY
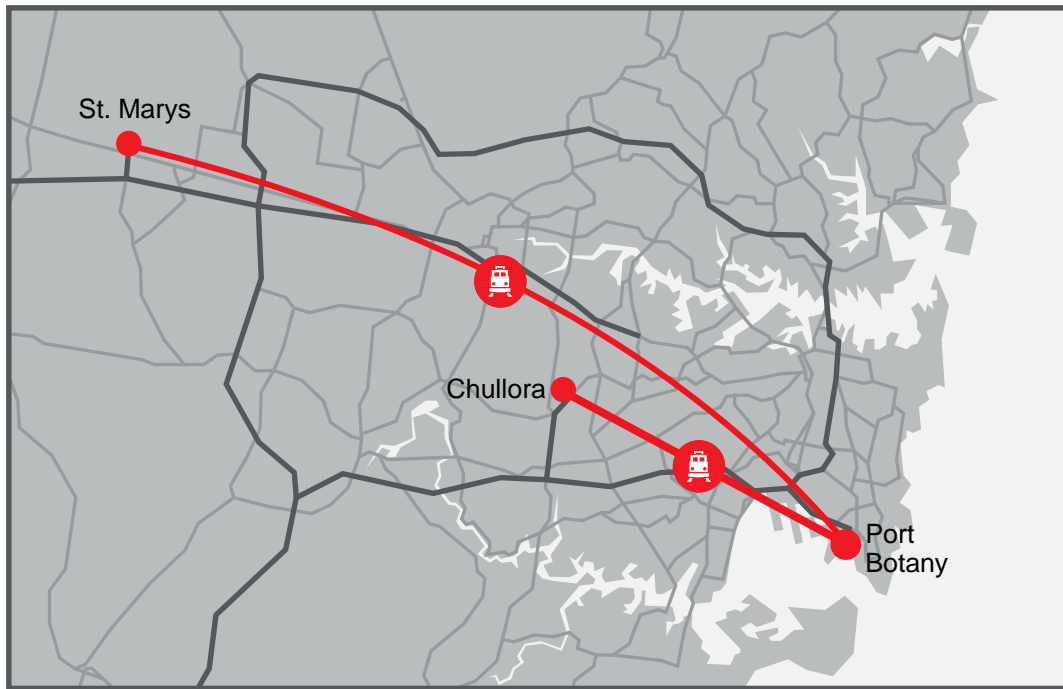## IMPROVING PORT SUPPLY CHAINS

SUPPLY CHAIN VISION

- ✓ Leveraging Port Botany transformation

- ✓ Transforming Sydney, NSW and Australia's supply chain

- ✓ Partnering with customers and industry

THE "CONSTELLATION HUB" STRATEGY

- ✓ Leveraging existing infrastructure

- ✓ Increasing productivity

- ✓ Minimising community impact

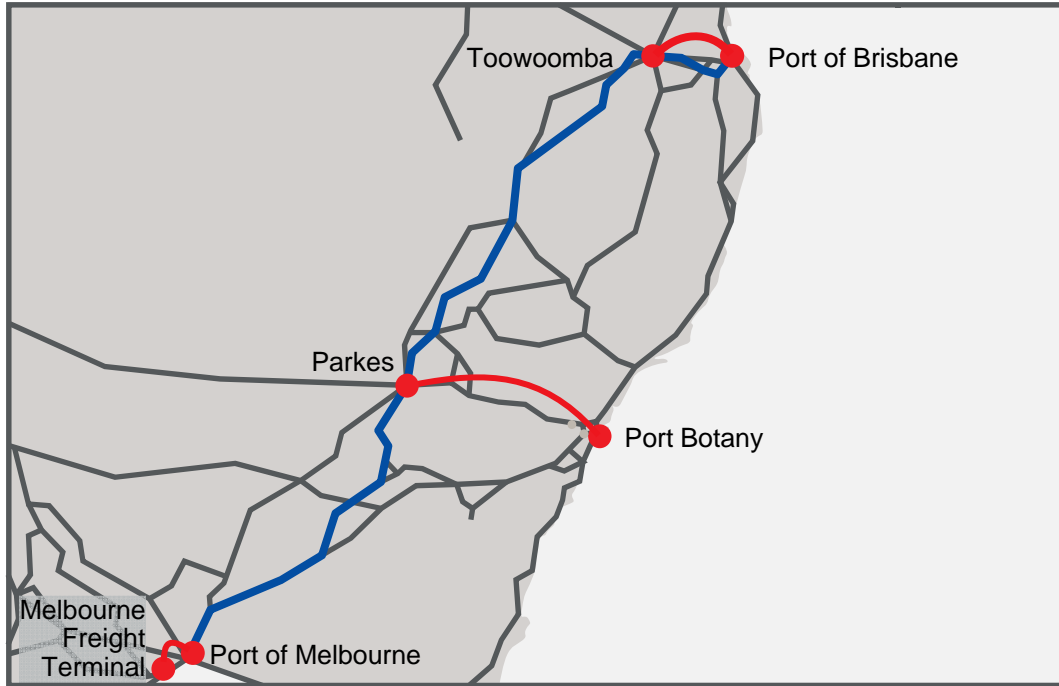# SYDNEY FREIGHT TERMINAL – CHULLORA

- ✓ Strategy - Stage 1: servicing inner south west

- ✓ Doubling capacity to 600,000 TEUs

- ✓ Removing 95,000 truck journeys annually

NEW WESTERN SYDNEY
INTERMODAL TERMINAL – ST MARYS

- ✓ Strategy - Stage 2: meeting demand in western Sydney

- ✓ Investing up to $100 million

- ✓ Creating as a start an additional 300,000 TEUs

INLAND RAIL –
LINKING OUR LONG TERM VISION

- ✓ Strategy - Stage 3: Parkes terminal & Inland Rail

- ✓ A key role to play in Sydney's rail freight solution

- ✓ Taking freight off Sydney's arterial roads and passenger rail network

FUTURE PATRICK
FURTHER IMPROVEMENTS

FUTURE DEVELOPMENTS

Customers will be at the forefront of everything we do

Expanding our National Operations Centre services

Developing and/or adopting new technologies

Expanding our supply chain services and activities

The asciano group of companies, Australasia's largest national rail freight and cargo ports operator pacific national PATRICK

23

THANK YOU

QUESTIONS?

PATRICK