PORT OF AUCKLAND
TĀMAKI HERENGA WAKA

Presentation to NZBIF

Business Update

October 2024



Strengthening our Mana

Our Strategy

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Vision

Port of Auckland Limited will be a port that is sustainably profitable, delivering a fair return to Auckland Council, whilst remaining the preferred port of our customers and our people

Purpose

Facilitate the sustainable growth of trade for Auckland and the North Island

Focus Areas

Customer at the Core

- Focus on what our customers value
- Broaden and grow our revenue streams
- Embed a customer centric culture
- Deliver consistent and reliable operations

Infrastructure for the Future

- Upgrade our core systems (digital and operational)
- Prepare us for future growth
- Build the right things in the right way
- Commercial model delivering a fair return
- Future appropriate business structure

Whanaungatanga

- Operate safely and sustainably
- Invest and retain our talent
- Celebrate our diversity
- Leverage the power of our people working together
- Make informed decisions

Sustainability

- Caring for Aucklanders
- Genuine harbour health
- Meaningful climate action
- Driving towards a circular economy
- Sustainable business in Auckland

Financial

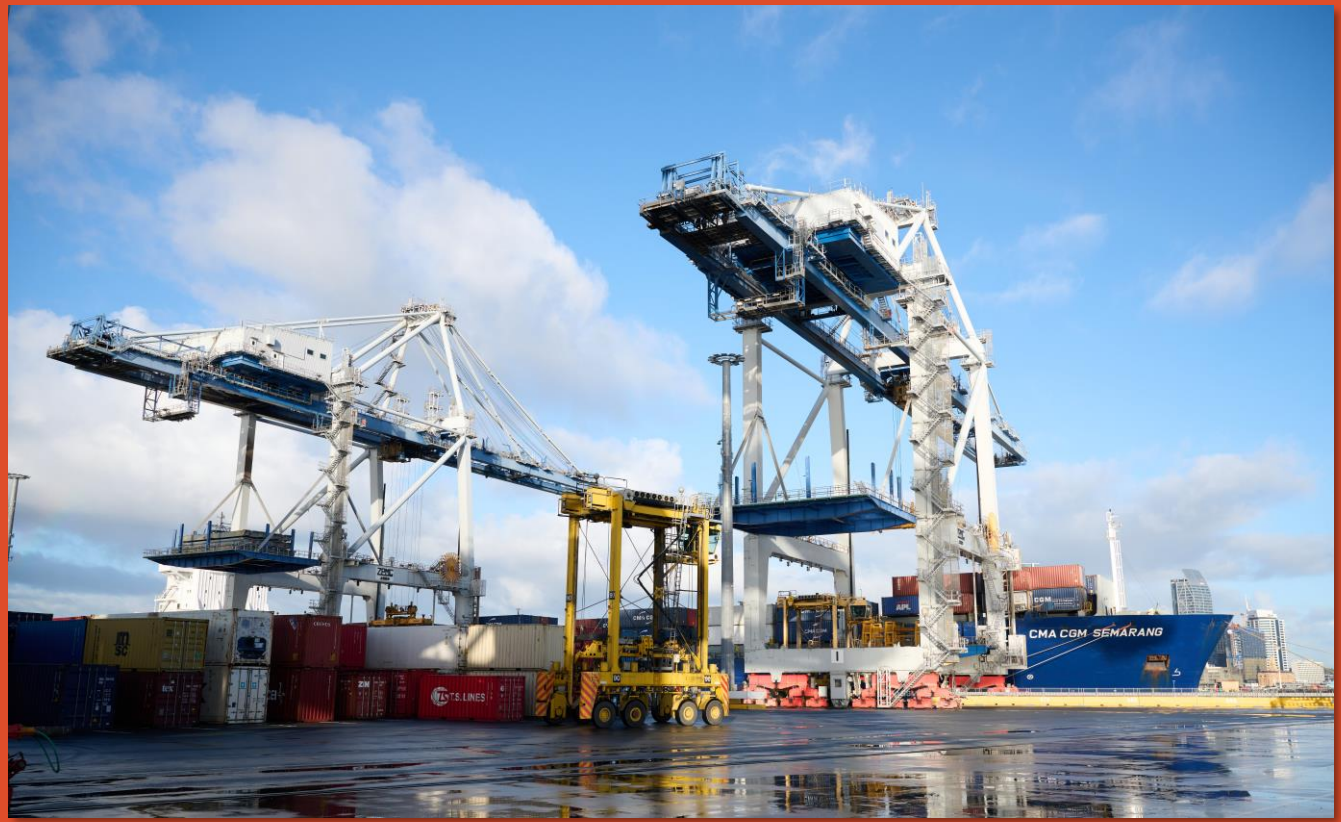
F25 $65m NPAT

F26 $85m NPAT

F27 $100m NPAT

Market Update & Productivity

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Market Update – October 2024

- Service changes:
  - MSC Wallaby Service replaces Kiwi Service
  - Maersk Northern Star service replaces Polaris service effective 11th November

- Tariff update effective 01 January 2025

- Operational update:
  - I Crane breakdown – indicative up time end of January
  - 2 new train services per day, 1 to SAFH, 1 to AKL CT

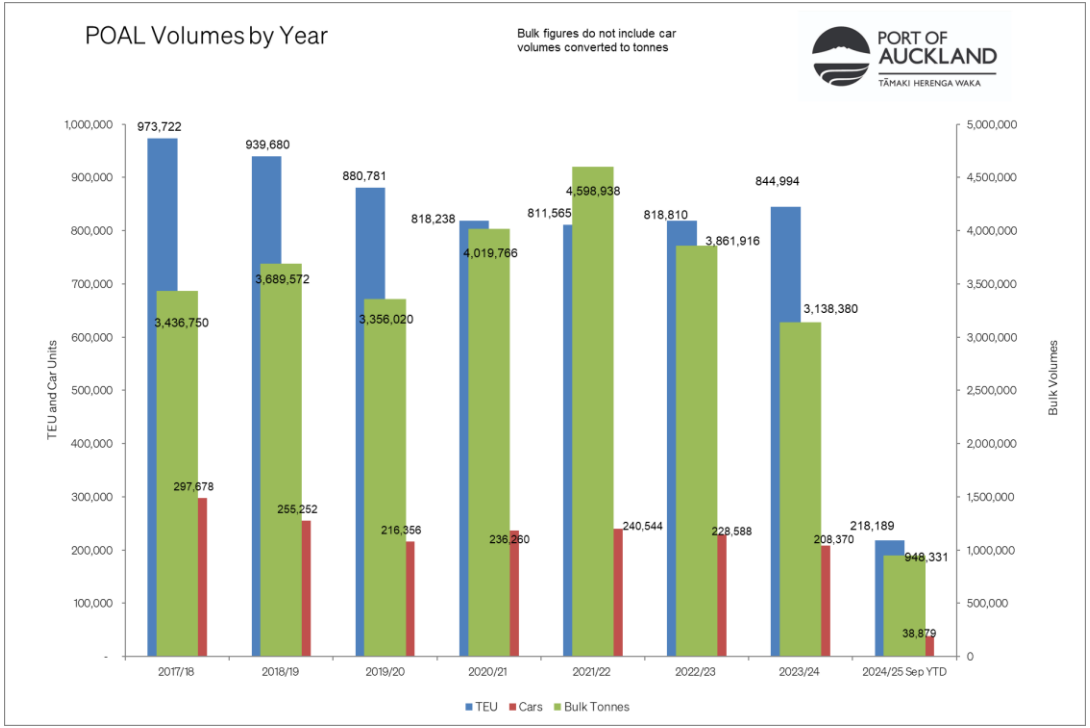
- Cruise summer season commences 1st October with agreed new hours of operation in ferry basin with an estimated 109 vessel calls expected for the summer season

- Sail GP have confirmed Auckland as the location for the 2025 NZ round of the competition. Dates will be 18-19th January 2025. There will be some limited impact to shipping but we will confirm closer to the dates.

- Worked collaboratively on the Auckland Long-Term Plan, signing a tripartite agreement with Auckland Council and the unions (represented by MUNZ) to secure the future of the port

Volumes: Containers | Cars | Bulk

(YTD Sep 2024/25)



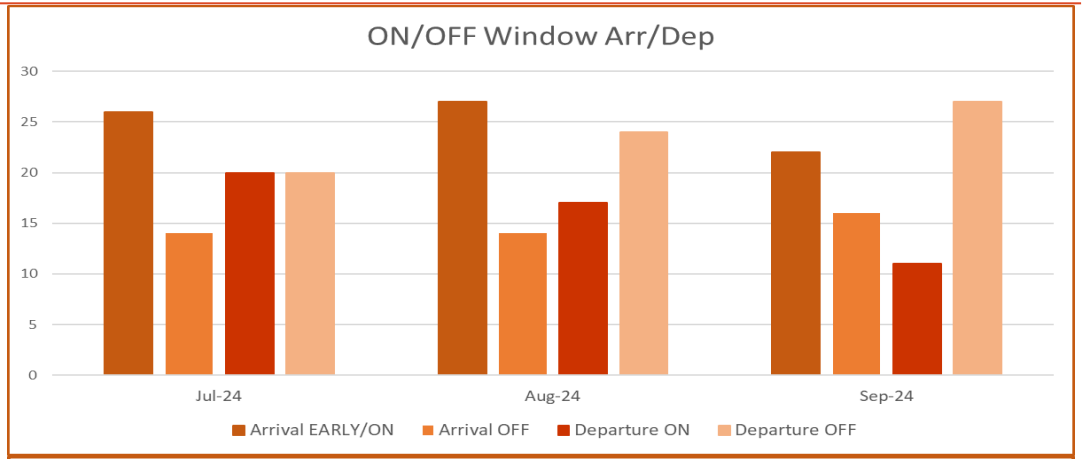
YOY Change	TEU'S	Vehicles	Bulk
17/18 - 18/19	-3.5%	-14.3%	7.4%
18/19 - 19/20	-6.3%	-15.2%	-9.0%
19/20 - 20/21	-7.1%	9.2%	19.8%
20/21 - 21/22	-0.8%	1.8%	14.4%
21/22 - 22/23	0.9%	-5.0%	-16.0%
22/23-23/24	3.2%	-8.8%	-18.7%
23/24YTD-24/25YTD	4.0%	-41.0%	5.8%

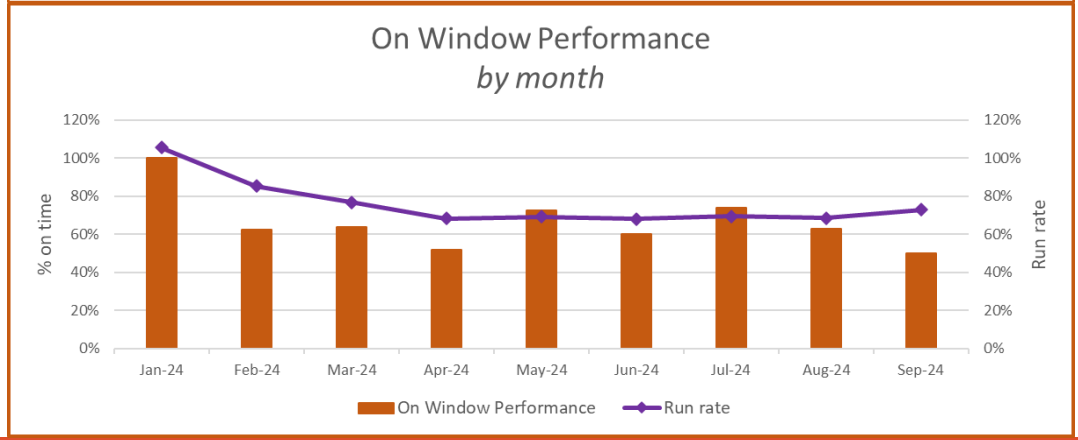
YTD	23/24	24/25	Comparison
Export Full	34,615	40,010	15.6%
Export Empty	48,196	43,038	-10.7%
Import Full	93,210	98,776	6.0%
Import Empty	9,898	9,095	-8.1%
Transhipments	22,190	24,927	12.3%
Other	1,623	2,358	45.3%
	209,732	218,204	4.0%

Berth Window Performance

Key figures Jul to Sep24

119	callers at Fergusson over the past 3 months
75	arrived on window (includes early)
44	arrived off window
48	departed on window
71	departed off window
64.0%	3 months rolling percentage





Operational Update

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Performance

- Strong volume continuing, 10 of the last 11 weeks have had 10000+ containers moved with 2 weeks with +11000 container moves per week through the Container terminal.
- Weekly average container throughput for September averaged 10600 moves compared with September 2023 at 8700 moves per week.
- September was the highest monthly volume in 5 years
- On time departure (50% for Sep) has dropped as we continue to balance the concertina effect of arrivals while maintaining volume.

Operational Improvement Team

Current Projects

- Vessel Turn Timeline
- Ship inspection trial (MOAC)
- Exchange coordination
- Lashers onboard

Projects in development

- Ship inspection crane
- Continuous 24hr crane, 8-hour shift trial

Terminal OPS Projects

4 High Straddle Project

- 7 x Blue straddles in operation
- 2 per month to be delivered out to late 2025 (27 in total)
- Temporary 4 high workshop construction underway

N4 Terminal Operating System Upgrade

- Go live Feb 25

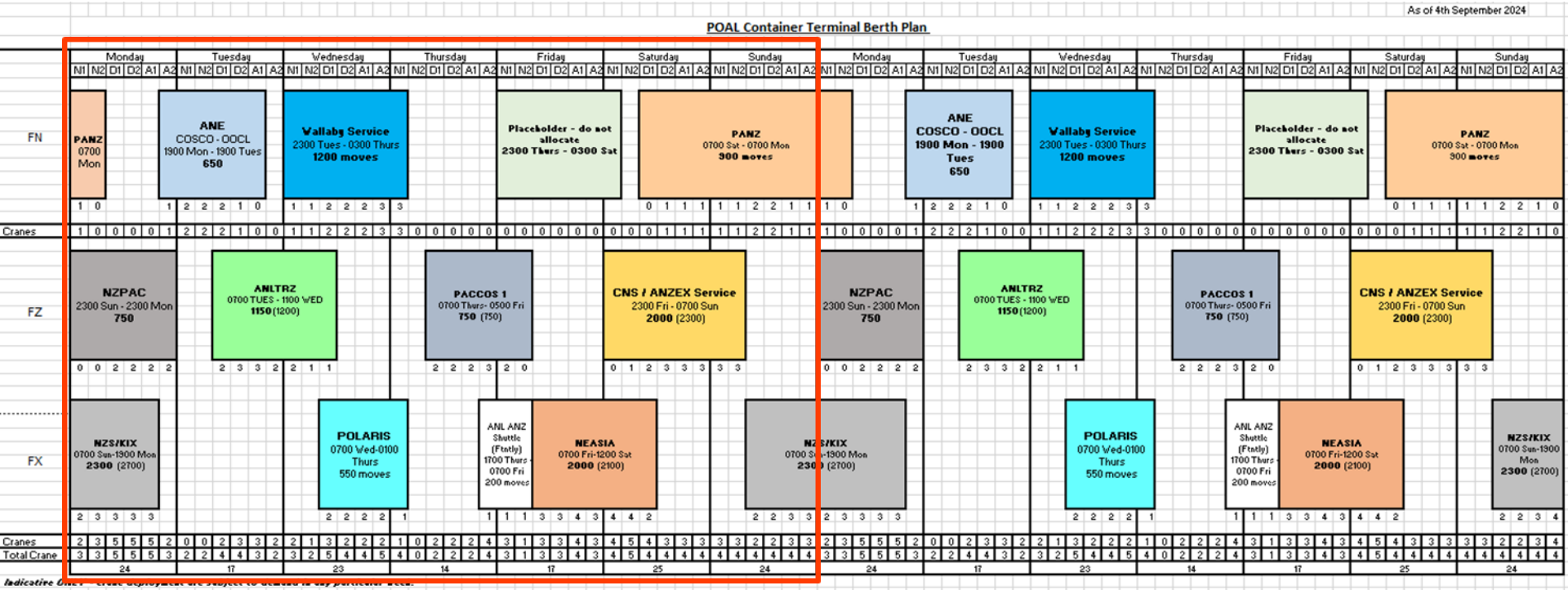
Terminal OPS Initiatives

Excellence in Stevedoring

- Safety
- Recruit, Select, Retain good people
- Performance coaching and development
- Stevedoring career pathways

POAL Terminal Berth Windows – Oct 2024

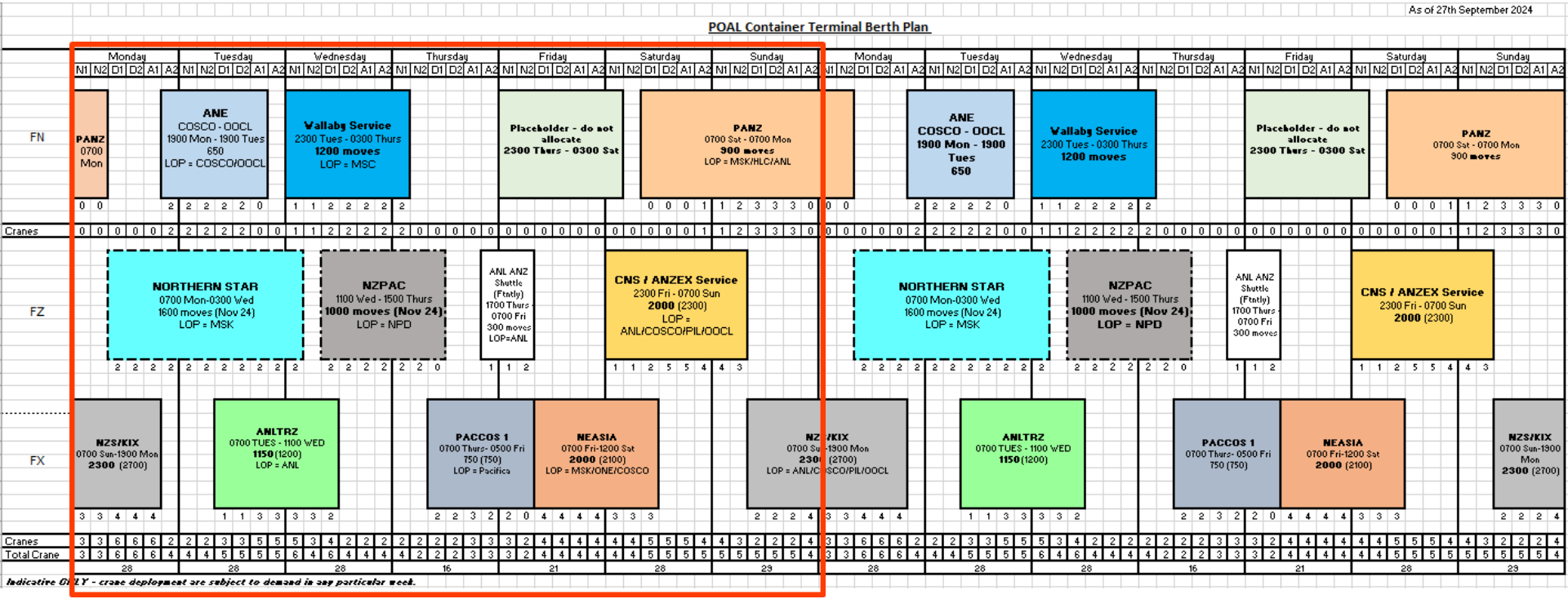
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Indicative Only – crane deployment are subject to change by particular vessel.

POAL Terminal Berth Windows – from Nov 24

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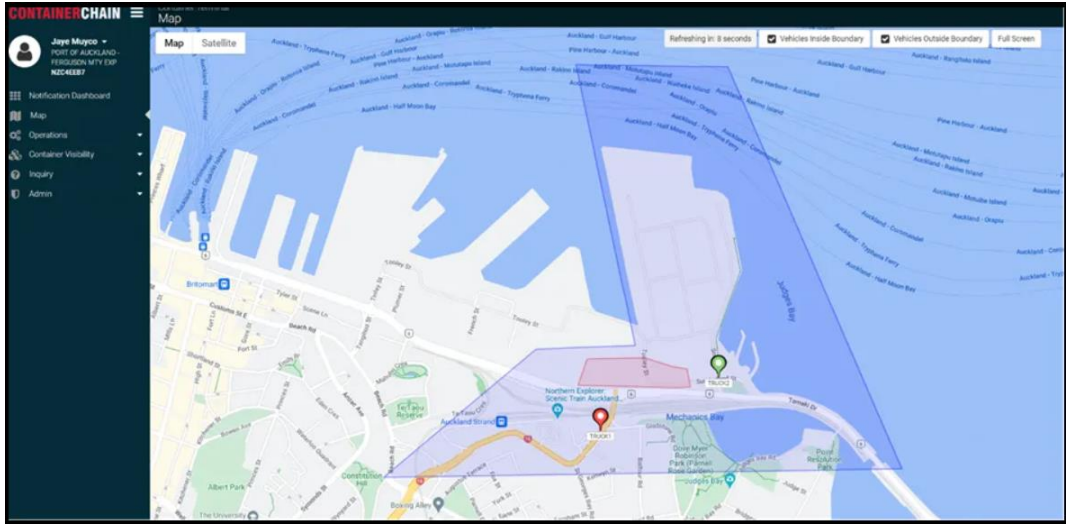


eGate Update

eGate enables improved efficiency in truck flows in and out of Ports via an app integrated into Container Chain. eGate utilises a Geo-fenced perimeter to monitor truck locations therefore providing notification to the driver of their access status prior to entering the Port gates.

A green lane reduces the requirement for driver to wait in the truck park or leave their truck to enter access details into the gate Kiosk.

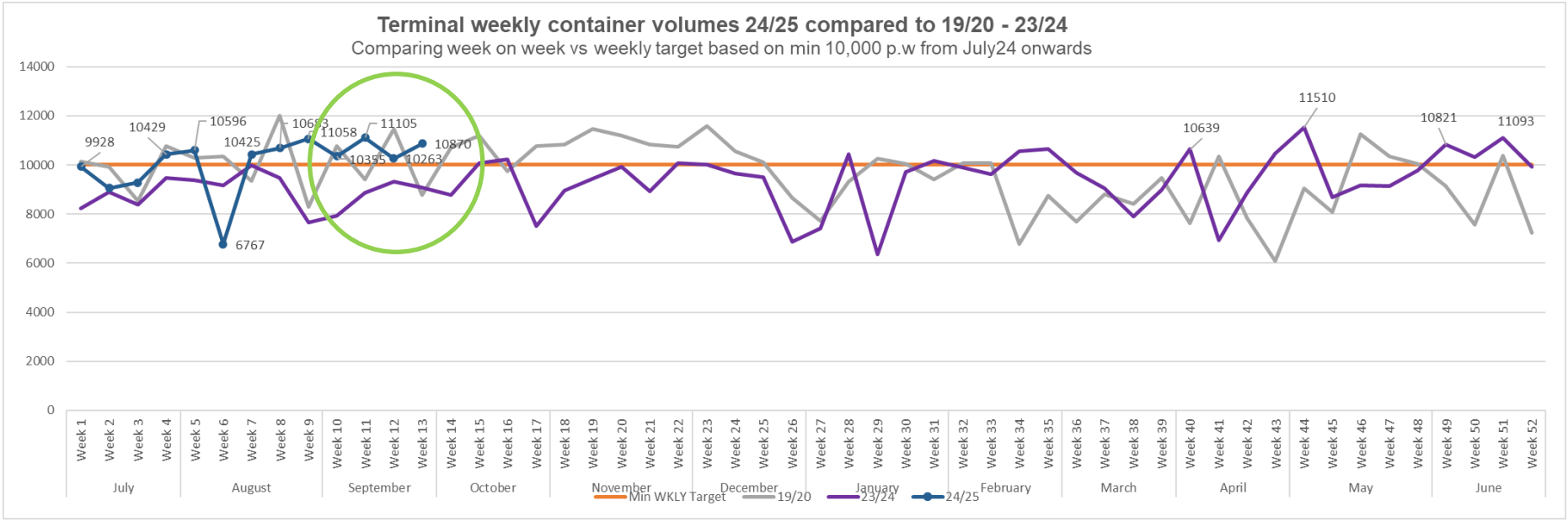
- eGate has been rolled out for Fergusson Container Empty gate (Stage 1) trial is under way with positive insights to date.
- Fergusson container main gate (Stage 2) roll out estimated trial November





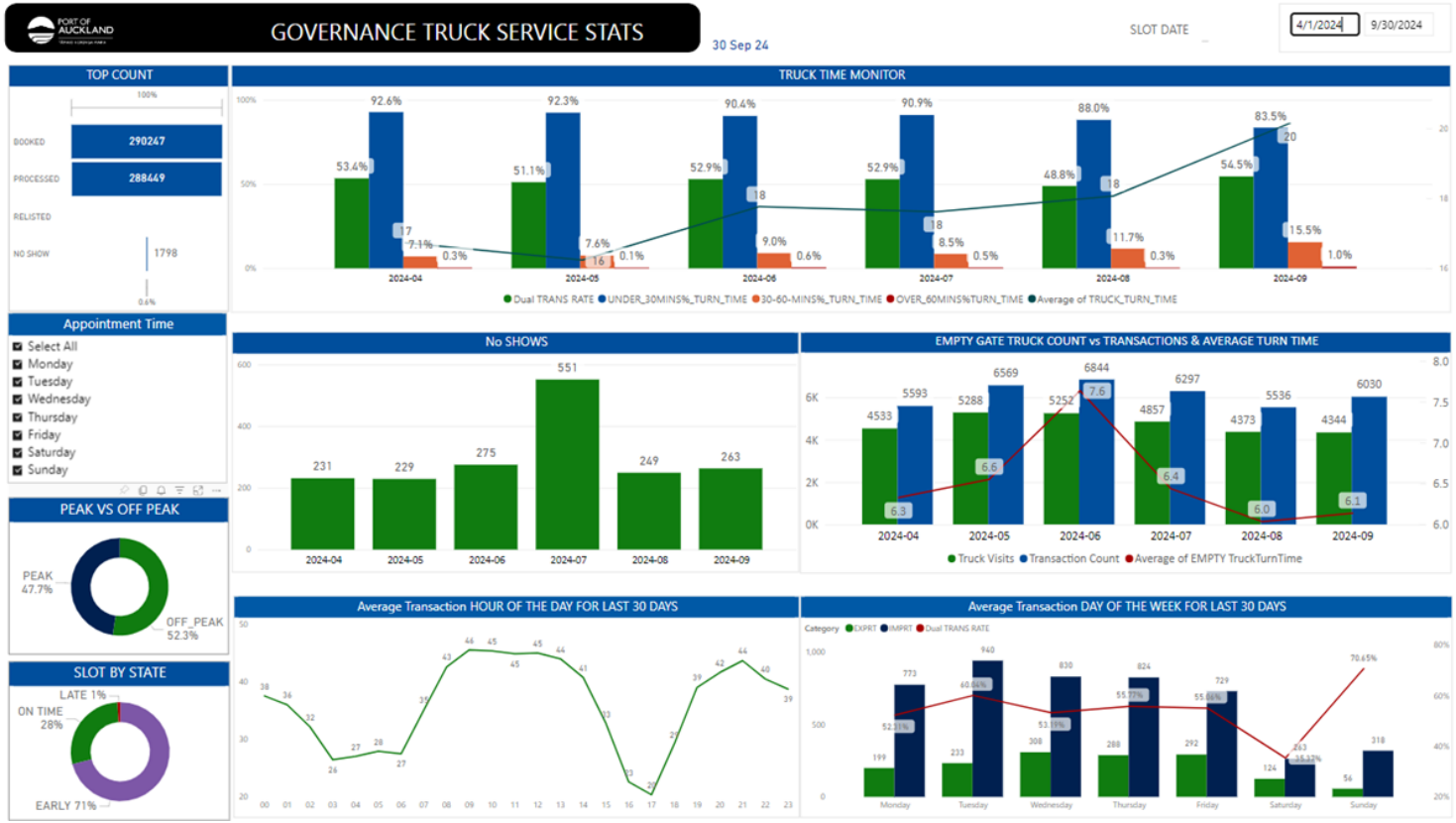


Terminal Container volumes – weekly:



Truck Service Stats Container Terminal

1st April 2024 – 30th September 2024



Terminal Operations – Container Dwell



- Dwell time comparison 3m 2024 vs same period 2023
- Imports reducing overall 1.97 to 1.95 (0.02 - day average reduction) on prior year
- Exports reducing 5.27 to 5.10 (0.10 – day average reduction) on period
- Improving trend due to market conditions. Berth time and schedule volatility remains a factor.

Infrastructure Update

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The Future of the Port

Our commitment to Auckland

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- Continued **operations for next 30+ years**, but with reducing footprint
- Committed to being a **good neighbour** to Aucklanders
- Sustainably profitable, delivering a **fair return** to Auckland Council
- **NZ's largest import port** – playing a strategic role in NZ and Auckland's supply chains
- Operate on the **smallest site possible** – 125ha already transferred to Auckland Council
- We expect to **transfer Marsden and Captain Cook** wharves to Auckland Council, further reducing our footprint – but we can't do this without **upgrading the infrastructure**

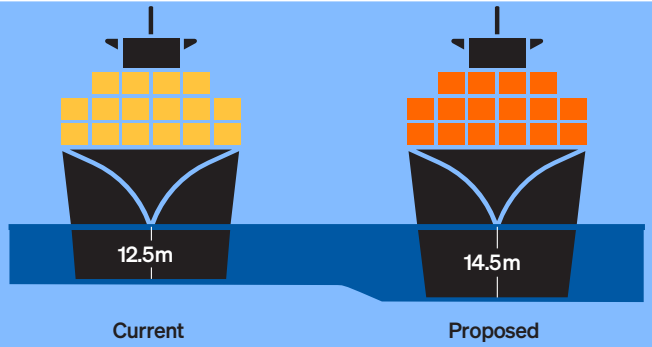
2030 Master Plan

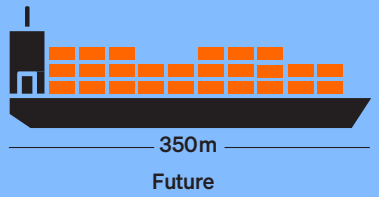


The Infrastructure

- Channel deepening to -14m and Fergusson North berth to -15.2m consented for large ships
- Fergusson North Wharf is designed to withstand berthing and mooring loads from large ships and support the larger quay cranes with increased height and outreach
- The berth can accommodate 10,000 TEU, 350m long ships, however the wharf is short and the quay cranes cannot access the full length requiring a wharf extension
- Ferguson Terminal Gate Layout review update
- Amenities and Parking Lanes (Ferguson Gate and Empty Yard Gate)
- E-Gate
- Container Chain (after E-Gate) – booking by Booking Ref/Bill of Lading to allow bulk and stack runs

Minimum channel depth at low tide
Current = 12.5 metres Proposed = 14.5metres





Ship size
Largest vessel permitted (using tidal windows)
- 350m length
- 46m beam (width)
- 14.5m draft (depth)

Commercial Update

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Commercial Update

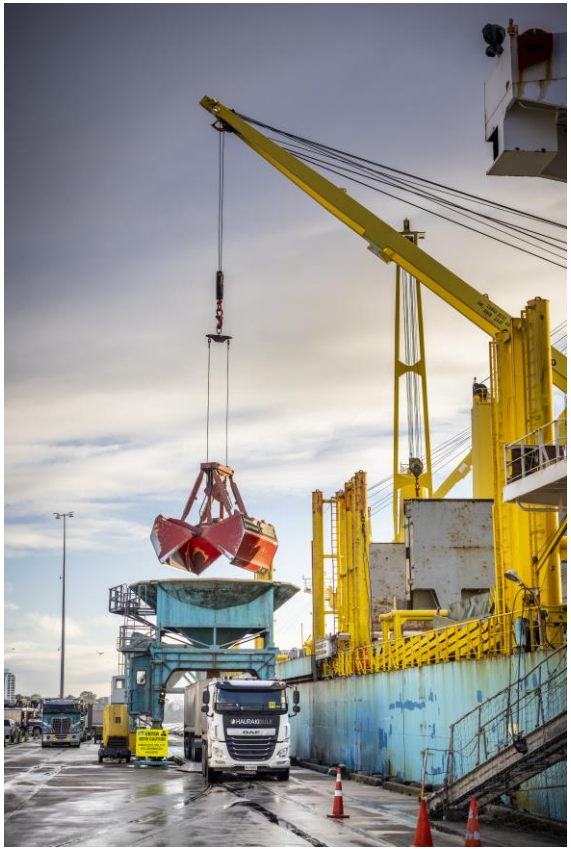
- Town Hall sessions in November
- Public Tariff increases advisory released

Access Fees

- Terminal
- Empty stack runs / Mid-Peak access fee
- Multi-cargo (Containers / Cars / Bulk & BBulk)

Other charges

- Infrastructure Levies – relative to major projects
  - ($10-15/TEU / $1- 2 per ton/m3 and $3-5 per car from Jan26)
- Security Fees – increasing focus
  - $4 - $7/TEU from Jan 25; $0.75-1.50 per ton/m3 and $1-2 per car from Jan 26)
- Customer Centric Program



Price Review

As agreed in Auckland Council's long-term plan, Port of Auckland (POAL) will remain in its current location for the next 30years. Therefore, it is critical that we continue to invest in our business and meet council expectations, including to continue to review our fees annually. A minimum price increase of 4.3% will apply across all scheduled items from 1 January 2025. Updated pricing is on our website: https://www.poal.co.nz/operations/shipping-and-cargo/price-schedule

We continue to focus on operational improvements and optimising the balance of container and cargo flows through the port across a 24-hour period. Our 24/7 access enables flexibility, and our peak and off-peak landside access fee pricing (for containers) encourages utilisation of this 24/7 access.

New Charges:

Fergusson Terminal Access Fee Export Empty Stack-run only (excludes the Link empty facility)	**$55.00 per container**
Export storage charge (export vehicles up to 20m^3) applied to vehicles received early or before the 5 free day receival window	$123.00 per vehicle per day
Out-Of-Gauge (OOG) penalty (for the mis-declaration or failing to properly advise the delivery of an Import, export or transhipOOG unit including bulging or damaged units.)	$1,601.00 per unit
Multi-Cargo Access Fee Import Empty Stack-run only (effective 01 July 2025)	$55.00 per container

The bulk/breakbulk access fee will remain unchanged at $24.00 per truck load for 2025 calendar year.

The introduction of POAL Security Charge for bulk, breakbulk and vehicles will be confirmed and communicated by the end of May 2025 however any new charges will not come into effect until 1 January 2026.

Thanks
Ngā mihi nui

Do you have any questions?

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