

PORT OF  
TAURANGA



*Port for the Future* >>>  
[www.port-tauranga.co.nz](http://www.port-tauranga.co.nz)

## Company Profile



## COMPANY DIRECTORATE

<b>DIRECTORS</b>	Mr D A Pilkington (Chair) Ms A M Andrew Mr K R Ellis Ms J C Hoare Mr A R Lawrence Mr D W Leeder Sir Robert McLeod KNZM Mr D J Bracewell	
<b>SOLICITORS</b>	Holland Beckett Law Tauranga	
<b>BANKERS</b>	ANZ National Bank Limited Bank of New Zealand Commonwealth Bank MUFG Bank, Ltd	
<b>AUDITORS</b>	KPMG Tauranga (On behalf of the Auditor-General)	
<b>SHARE REGISTRY</b>	Link Market Services Limited PO Box 91976 Victoria Street West Auckland 1142 New Zealand Telephone +64 9 375 5998 Facsimile +64 9 375 5990 Email <a href="mailto:enquiries@linkmarketservices.co.nz">enquiries@linkmarketservices.co.nz</a>	
<b>REGISTERED OFFICE</b>	Port of Tauranga Limited Salisbury Avenue Mount Maunganui Tauranga New Zealand	
<b>POSTAL ADDRESS</b>	Port of Tauranga Limited Private Bag 12504 Tauranga Mail Centre Tauranga 3143 New Zealand	
<b>E-MAIL ADDRESS</b>	<a href="mailto:news@port-tauranga.co.nz">news@port-tauranga.co.nz</a>	
<b>WEBSITE</b>	<a href="http://www.port-tauranga.co.nz">www.port-tauranga.co.nz</a>	
<b>TELEPHONE NUMBERS</b>	All Divisions Customer Service Centre Supervisor – Security Workshop Tauranga Container Terminal MetroPort Auckland Timaru Container Terminal	+64 7 572 8899 +64 7 572 8888 +64 7 572 8832 +64 7 572 8692 +64 7 572 8761 +64 9 583 9688 +64 0800 828 784

## MANAGEMENT STRUCTURE

### LEONARD SAMPSON

#### CHIEF EXECUTIVE

Chief Operating Officer Leonard Sampson oversees port operations, marketing and new business opportunities and is closely involved in working with the Port's customers. He manages a wide range of Port services including marine pilots, tugs, the planning of berths for shipping arrivals, wharf space, security and labour resources within the Port. He also plays a key role in the relationships between the Port of Tauranga, shipping lines and importers and exporters. Part of this role includes promoting the development of the Port to meet customer needs.

Prior to joining the Company in September 2013, Leonard held the position of General Manager Sales at KiwiRail Limited where he was responsible for the management and development of KiwiRail's freight markets, with revenues of ~\$500 million. Prior to KiwiRail / Toll Rail, Mr Sampson worked for Carter Holt Harvey Limited and also Mainfreight Limited in sales and marketing roles.



### SIMON KEBBELL

#### CHIEF FINANCIAL OFFICER & COMPANY SECRETARY

Simon was appointed Chief Financial Officer of Port of Tauranga Limited in 2020. He has been with the Company since 2003 and was previously IT / Finance Manager. He is a Chartered Accountant and has a First Class Honours Degree in a Bachelor of Management Studies.

Simon is responsible for the financial management of the Port. He continually monitors the financial performance of the business and part of his role includes providing forecasts and advice on the financial implications of specific programmes or projects planned for the future.

Simon is also responsible for briefing analysts, stockbrokers and the New Zealand Exchange and oversees the development of information systems within the Company. As Company Secretary, he works closely with the Board of Directors and also takes care of the Port's legal matters.



## **DAN KNEEBONE**

### **PROPERTY & INFRASTRUCTURE MANAGER**

Dan joined the Port of Tauranga Senior Management Team in January 2013 and plays an important role in the Port's strategic planning. He is a Bachelor of Commerce (Valuation and Property Management).

He was previously National Property and Development Manager for Bunnings Limited and held senior roles at Trans Tasman Properties Limited, Fletcher Property Limited and Simes Limited.

Dan has overall responsibility for both the property portfolio and engineering interests of the Port. His role is to ensure that developments at the port meet the needs of existing and potential customers. This involves the planning and construction of new projects and maintaining the assets of the Port



## **PAT KIRK**

### **GROUP HEALTH & SAFETY MANAGER**

Pat Kirk joined the Company in 2013 and the Senior Management Team in March 2020, reflecting the importance of health and safety to our ongoing success.

Pat has three decades of extensive strategic and applied industry health and safety experience across a wide range of sectors. Pat is Chair of the Port Industry Health & Safety Committee and a member of various national health and safety organisations, including the WorkSafe/ACC National Industry Prevention Working Group, the WorkSafe/Maritime NZ Industry Advisory Group (Port Sector) and the Business Leaders' Health & Safety Forum.



## **BLAIR HAMILL**

### **COMMERCIAL MANAGER**

Blair oversees port operations, marketing and new business opportunities.

He joined the Company in July 2020 after 20 years at Zespri International, the world's largest kiwifruit marketer. Blair held a variety of senior roles at Zespri, including Global Commercial Manager and, most recently, Chief Global Supply Officer.

Blair is a Bachelor of Business Studies, majoring in Accountancy, and is a former Chartered Accountant.



**MELANIE DYER****CORPORATE SERVICES MANAGER**

Melanie joined the Port of Tauranga's Senior Management Team in August 2020 from Trustpower Limited, where she was General Manager, People and Culture. Prior to joining Trustpower in 2014, Melanie spent 11 years at Hydro Tasmania.

Melanie has a Master's Degree in organisational development and leadership studies.

Her role in human resources includes overseeing the personal development and training of staff, the Company's health and safety policy, industrial relations and ensuring the Port continues to attract top calibre staff. Sara also assists the port in representations to various regulatory authorities on issues likely to affect the business and its operating environment.

**ROCHELLE LOCKLEY****COMMUNICATIONS MANAGER**

Rochelle joined the Port of Tauranga Senior Management Team in September 2020.

Rochelle, a former journalist, held senior communications roles in tourism and telecommunications in New Zealand and overseas before establishing a communications consultancy in 2005.





## PORT OF TAURANGA

No longer known as a regional port, Port of Tauranga is now New Zealand's largest port by total volume, the largest export port and second largest container port. We have the location, the strategic partnerships with our customers and suppliers, the capacity to expand our infrastructure, and unrivalled sea, road and rail connections. Port of Tauranga is New Zealand's Port for the Future.

### **Hub Port**

Port of Tauranga has proved itself as the port of choice for many customers as a hub port. Strong partnerships with key customers have been a feature in the growing trend toward Tauranga becoming a major distribution hub, particularly serving the Auckland market. Both coastal and international trades are serviced well out of this port and are supported strongly with road and rail connections.

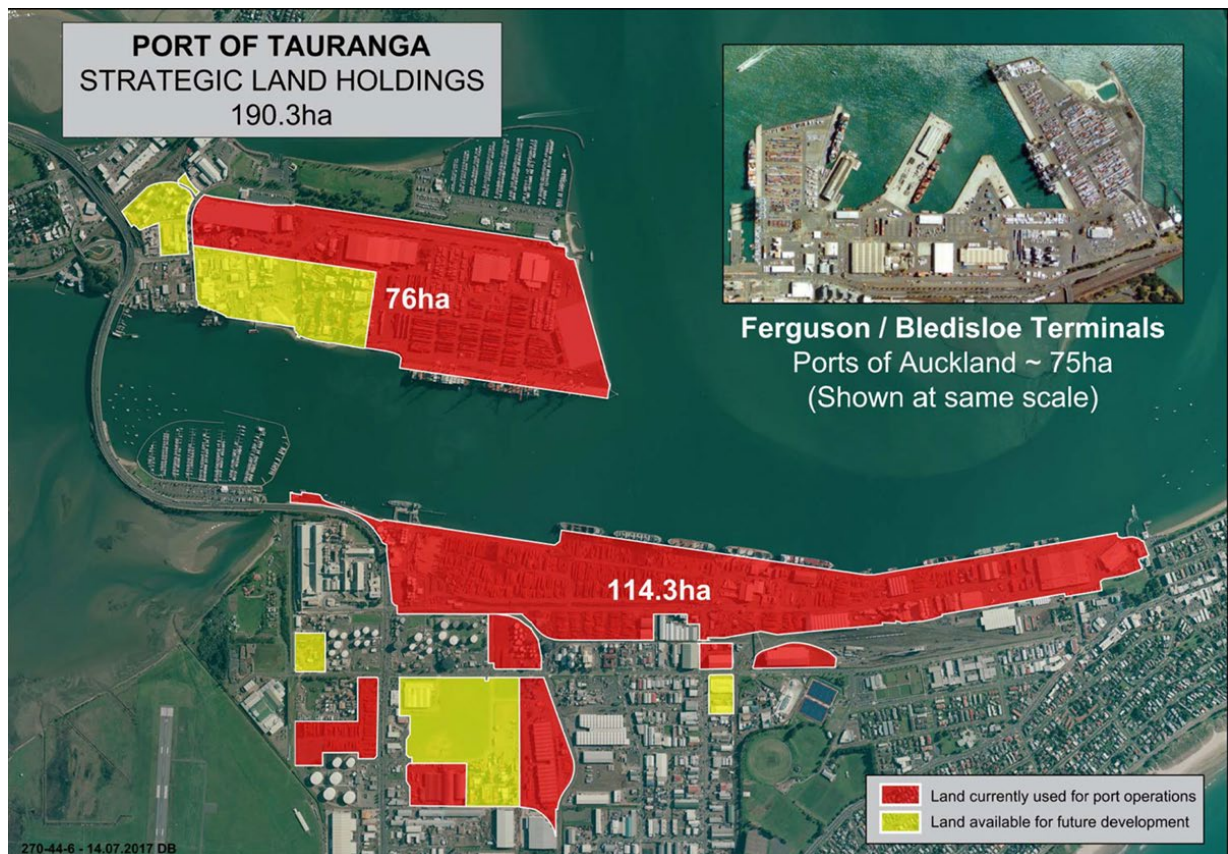
### **Competitive Port Environment**

Unlike other ports, Tauranga promotes on wharf competition in stevedoring and marshalling activities. Because of the labour structures in other ports, industrial disruption could be port wide. However, in Tauranga, there is no monopoly by any single union or workforce.

### **Strategic Land Holding**

The port has the ability to meet future demand through the development of the land already under port ownership with our total land holdings of 190.3 hectares. This resource can be developed within a relatively short time with minimum capital requirement.

A 170 metre northern extension to the Sulphur Point wharf was completed in March 2013. Long-term plans provide for further extension of 385 metres to the South at Sulphur Point and for an additional two berths at Mount Maunganui.



**Terminal Capacity**

The Tauranga Container Terminal (TCT), at Sulphur Point Tauranga, comprises 74.6 hectares, of which 49 hectares is currently developed for Terminal activities. Significant additional area is available for expansion to take place. The present throughput of around 1.2 million TEUs (Twenty Foot Equivalent Units) per annum, could potentially be doubled within the available land area. Looking ahead, the Port has ample space available for future expansion to accommodate growth in business without the need for reclamation.

**Larger Vessels**

Our Harbour dredging programme was completed in September 2016. This project marked a turning point for the Port, with the subsequent introduction of large vessels on Tauranga-only port calls, and with it an inevitable paradigm shift toward a hub and feeder port network in New Zealand.

Larger vessels with nominal capacities of between 7,500 and 11,294 TEU now regularly call on a weekly basis, compared to our pre-dredging peak of 4,500 TEU vessels.

**MetroPort Auckland**

MetroPort Auckland is the rail linked inland Terminal in the centre of Auckland's manufacturing and distribution centres, through which Port of Tauranga moves import and export containers destined for, or originating from, the greater Auckland area.

This inland terminal is a proven success, handling in excess of 180,000 TEUs per annum. Significant additional capacity is available on the rail link and KiwiRail has committed to make further investment, as volumes require.

## COMPANY STRUCTURE

PORT OF  
TAURANGA



### PARENT COMPANY

- New Zealand's largest port and international freight gateway
- Container terminal, bulk cargo wharves and bunkering/bulk liquids facilities
- Extensive cargo storage and handling facilities
- Rail connections to Hamilton, Auckland and the central North Island
- Extensive road networks and coastal shipping connections.



50% OWNERSHIP  
WITH KOTAHI

- Freight logistics group incorporating Tapper Transport, Dairy Transport Logistics, Priority Logistics and MetroPack
- 50% shareholding in MetroBox
- Operates New Zealand's largest intermodal freight hub at Otahuhu in Auckland.

### Northport

50% OWNERSHIP WITH MARSDEN  
MARITIME HOLDINGS

- Deep water commercial port near Whangarei.

### PORTCONNECT

50% OWNERSHIP WITH  
PORTS OF AUCKLAND

- Online cargo management system.



OPERATED BY PARENT  
COMPANY AND KIWIRAIL

- Inland port in the heart of Auckland's commercial and industrial area, connected by rail to Tauranga and Hamilton
- New Zealand's fourth largest container terminal.



50:50 JOINT VENTURE WITH  
TAINUI GROUP HOLDINGS

- Inland port connected by rail to Tauranga and Auckland, to open in 2022.



OPERATED BY TIMARU  
CONTAINER TERMINAL

- Intermodal freight hub at Rolleston
- Rail connections to Timaru Container Terminal and rest of South Island
- New warehouse built for Coda Group.



100% OWNERSHIP

- Direct links to Tauranga
- Operates MetroPort Christchurch at Rolleston.



100% OWNERSHIP

- Specialist cargo handling services company with operations at Tauranga and Timaru.



50% OWNERSHIP WITH  
TIMARU DISTRICT HOLDINGS

- Commercial port in Timaru
- Bulk cargoes including major cement handling facility
- New oil terminal.



## OPERATIONAL FIVE YEAR SUMMARY

AS AT 30 JUNE 2020

### OPERATIONAL

	Year	Year	Year	Year	Year
	2020	2019	2018	2017	2016
Cargo throughput (000 tonnes)	<b>24,808</b>	26,946	24,458	22,194	20,120
Containers (TEU)*	<b>1,251,741</b>	1,233,177	1,182,147	1,085,987	954,006
Net crane rate (container moves per hour)**	<b>35.8</b>	32.9	35.5	36.2	35.6
Ship departures	<b>1,515</b>	1,678	1,747	1,651	1,482
Berth occupancy (%)	<b>45</b>	50	48	47	46
Total cargo ship days in port	<b>2,441</b>	2,769	2,643	2,589	2,504
Turn-around time per cargo ship (days)	<b>1.61</b>	1.65	1.5	1.4	1.6
Cargo tonnes per ship	<b>16,291</b>	16,058	14,000	13,442	13,549
Average cargo ship gross tonnage (GT)	<b>33,408</b>	33,920	30,218	29,654	26,665
Average cargo ship length overall (metres)	<b>207</b>	207	200	199	190
Number of employees – Port of Tauranga Limited	<b>238</b>	230	208	206	194
Lost time injuries (LTI – frequency)***	<b>2.5</b>	2.5	2.8	2.8	5.6
Total injury (frequency rate)	<b>2.5</b>	2.5	5.5	5.6	5.6

\*TEU = Twenty Foot Equivalent Unit.

\*\*As measured by the Australian Productivity Commission.

\*\*\*Number of lost time claims per million hours worked.

Operational data relates to the Parent Company as opposed to the Group.