

Napier Port Holdings Limited

2019 Trade Volume Data

The below Trade Volume Data provides a summary of actual 2019 financial results compared to the 2019 prospective financial information (PFI) contained in the Product Disclosure Statement (PDS) and the document entitled "Napier Port's Prospective Financial Information, a reconciliation of non-NZ GAAP to NZ GAAP information and supplementary financial information" (Supplementary Financial Information) dated 15 July 2019 and published in connection with the initial public offer of Napier Port Holdings Limited (both of which are available at www.business.govt.nz/disclose (OFR126790)). Actual FY2019 data has been prepared on a basis consistent with that described in PDS and Supplementary Financial Information, except as where stated.

Napier Port Holdings Limited notes that in the preparation of this data it has reclassified some export trade type sub-categories to more accurately reflect the container types being used. The reclassifications, which differ to that presented in the PFI, are detailed in the below container services trade volume data. The reclassifications have no impact on the PFI revenue forecasts provided by Napier Port Holdings Limited in the Supplementary Financial Information.

1.1 Container Services

Container Services					
TEU (000s)	FY2019 Actual	FY2019 Forecast	FY2018 Actual	FY2017 Actual	FY2016 Actual
Exports					
Wood pulp & timber	52	53	53	51	48
Canned food / other food	10	14	11	18	15
Other dry	14	13	14	15	12
Total dry	76	79	78	84	75
Apples & pears	26	24	24	22	23
Meat	16	13	15	17	11
Fresh & other chilled produce	12	12	10	10	11
Total reefer	54	49	49	50	45
Empty	4	4	4	8	8
Total exports	134	132	130	142	128
Imports					
Dry	30	28	29	47	23
Reefer	4	3	4	2	3
Empty	99	97	96	91	97
Total imports	133	128	129	140	124
Other container movements ('DLRs')	4	8	7	7	6
Total Container Services volume	271	269	266	288	257

Vessels

Container ship calls	303	314	329	372	358
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Reclassifications to export container TEU volumes have been incorporated in the above table as follows:

Export TEU Reclassifications

TEU (000s)	FY2020 Forecast	FY2019 Forecast	FY2018 Actual	FY2017 Actual	FY2016 Actual
Category changes					
From Fresh & Other Chilled Produce to Other Dry	2	2	3	3	2
From Meat to Other Dry	1	1	1	1	1
From Fresh & Other Chilled Produce to Canned Food/Other Food	2	2	2	2	1
Total reefer to dry^	6	6	5	6	5

^Rounded to nearest thousand TEU

1.2 Bulk Cargo

Bulk Cargo

Kilotonnes	FY2019 Actual	FY2019 Forecast	FY2018 Actual	FY2017 Actual	FY2016 Actual
Log exports	2,581	2,500	2,208	1,630	1,208
Other exports	167	223	177	241	262
Imports	656	657	686	634	555
Total Bulk Cargo volume	3,404	3,380	3,071	2,506	2,025

Vessels

Charter vessel calls	314	298	298	262	240
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1.3 Cruise Services

Cruise Services

	FY2019 Actual	FY2019 Forecast	FY2018 Actual	FY2017 Actual	FY2016 Actual
Vessels					
Cruise vessel calls	70	70	57	54	45