MAINFREIGHT LIMITED

INVESTOR DAY, NORTHLAKE, TEXAS, USA

7 October 2024

Agenda

8.30 am	Welcome at Northlake and travel to cross-dock by bus	
9.30 am	Travel back to Northlake	
9.45 am	Coffee break and tour of Northlake Warehouse	
10.30 am	Americas	Jason Braid
10.45 am	Europe	Ben Fitts
11.00 am	Australia	Rodd Morgan
11.15 am	Asia	Cary Chung
11.30 pm	New Zealand	Carl George
11.45 pm	Technology	John Eshuis
12.00 pm	People	Martin Devereux
12.15 pm	Sustainability & Financial	Graeme Illing
12.30 pm	Group Summary / Q&A	Don Braid

Wrap up and travel to Texas BBQ for lunch

AMERICAS – Jason Braid

1,994
Team Members

79
Branches

$345M
USD Revenue
6.2% ⬆ 6 months

$8.14M
USD PBT
(32.1%) ⬇ 6 months

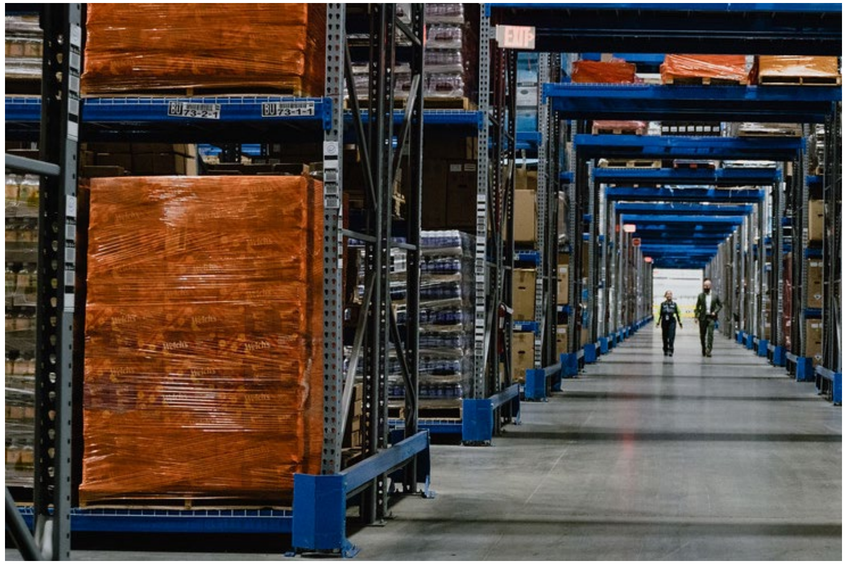
A&O
$8.6M PBT
(17.6%) ⬇

Warehousing
$3.8M PBT
23.1% ⬆

Transport
($4.3M) PBT
(163%) ⬇

AMERICAS – Current Trading / Outlook

- **General**
  - A stronger start to the second half of calendar year
  - Volumes and shipment count across all divisions are up
  - We are selling into a growing network – Transport & Warehousing (utilization)
  - New customer gains bringing opportunities for margin improvement
- **Transport**
  - +85% of all freight now picked up and delivered on a Mainfreight truck
  - Profit improvements differ by branch - a few branches impacting overall result
  - Gaining customers on the back of quality (having a network is assisting)
  - Customer growth brings better utilised road linehauls and margin improvement
- **Air & Ocean**
  - Freight rates up on Asia to USA trade lane, as are volumes
  - A better mix and depth of customers + trade lane diversification
  - Well positioned to help customers with disruption from USA Port strike
- **Warehousing**
  - Some capacity available in Newark & Northlake
  - Focused on quality, the right customers and margin improvement
  - E-commerce activity from the wrong customers has impacted efficiency
- **CaroTrans**
  - Low FCL export freight rates has been challenging for LCL volume growth
  - CaroTrans China development is bringing results
  - Room to improve utilization levels in export consolidations

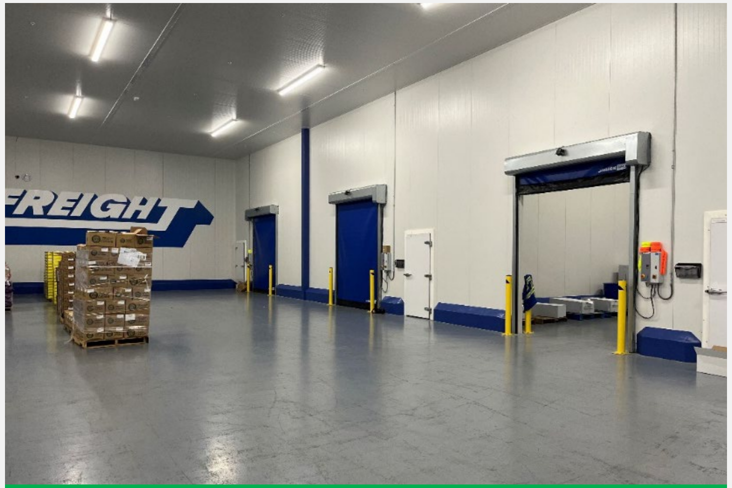


AMERICAS – Property and Network Development

- December 2024 - **Completion of Newark Warehouse Expansion (Additional 13k sq meters)**
- December 2024 - **Completion of Haslet, TX Transport Cross-Dock**
- April 2025 - **Completion of Chicago, IL Transport Cross-Dock**
- Early 2025 - **New Air & Ocean Branch in Milwaukee, WI**
- Early 2025 - **New Air & Ocean Branch in Rochester, NY (Upstate NY)**

Chicago Transport Cross-dock

74 Dock doors
47k square feet (530ft long x 70ft wide)



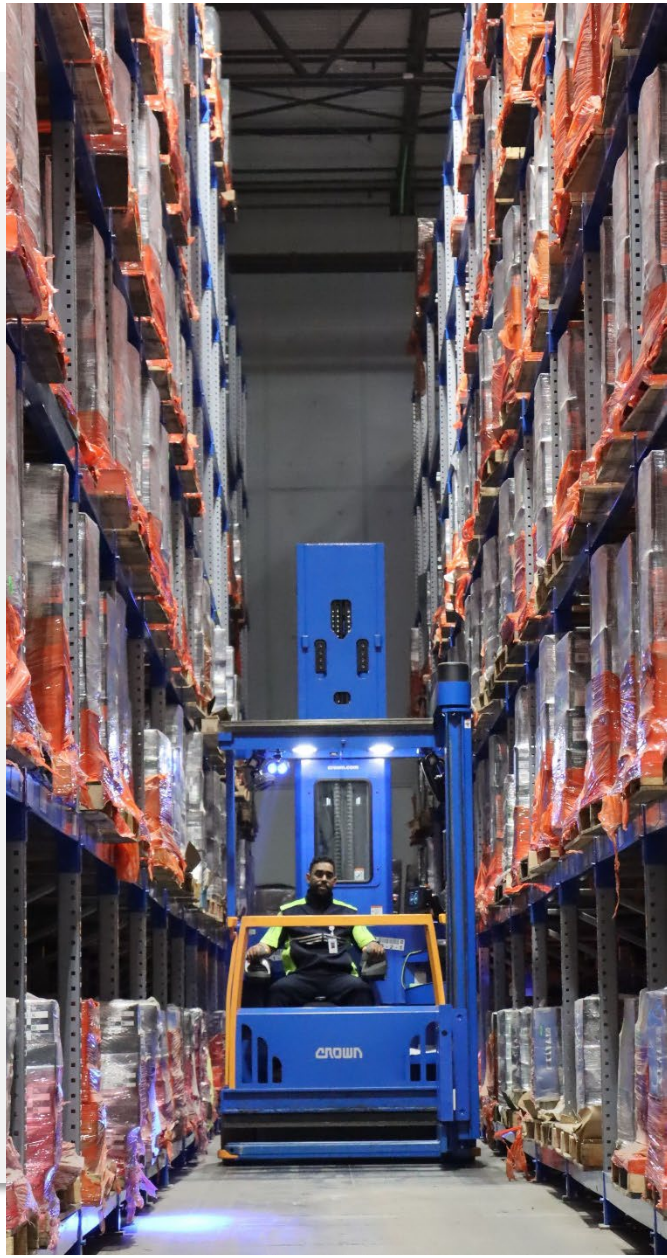
Los Angeles Airfreight facility

5 Chillers totalling 20k square feet
Dry Freight space totalling 20k square feet

Leased

AMERICAS – Key Initiatives / Opportunities and Challenges

- **Transport**
  - We are competing and winning customers from the larger LTL players
  - A branch & linehaul network was first needed to compete on quality
  - Sales opportunities are endless - its about winning the right freight
  - New cross-docks will bring efficiency gains (long term)
  - Profit improvements will take time - some branches starting to improve
- **Air & Ocean**
  - Airfreight sales and consolidation focused (dry freight)
  - Improving utilisation levels within our ocean consolidations (+90% of all our LCL freight)
  - Building on our growth of perishable customers
  - Canada, Mexico and Chile growth needed (Air & Ocean)
  - Pick-ups and deliveries with Mainfreight (LTL & Port Drayage)
- **Warehousing**
  - Focused on growth within current branches improving profitability (eg Very Narrow Aisle Racking)
  - Stronger approach to customers using our Transport and Air & Ocean networks
  - Newark warehouse has doubled in size – beverage focused
  - Pleasing momentum in the beverage vertical (building a reputation)
- **CaroTrans**
  - Opportunity for margin improvement in export consolidations through improved utilisation
  - Agent network development will assist in customer growth
  - Quality focused – more direct import & export consolidations



EUROPE – Ben Fitts

3,072

Team Members

52

Branches

€295M

Revenue

4.4% ⬆ 6 months

€13.2M

PBT

5.5% ⬆ 6 months

EUROPE – Current Trading / Outlook

General

- Ample opportunity for growth despite a challenging economic climate
- Transport and Air & Ocean ahead YTD, Warehousing trailing
- Sales culture is developing, increased activity and growing customer opportunity pipelines.

Transport

- Tonnage slightly up on last year
- New Transport Management System driving efficiency gains
- New customer commitments between now and year end give confidence in Belgium and Netherlands
- Supply chain gains driving growth in Romania. Poland and France are challenging – we are committed and optimistic

A&O

- Revenue growth reflects Asia-Europe ocean rate spike and volume growth
- Focus on 1MF utilization is driving margin improvement
- Recent gains a result of long-term relationship building, strategic pricing and regional cross selling.

Warehousing

- 35,000sqm of capacity added in Romania and the Netherlands
- Constant evaluation of customer profitability and contribution to supply chain
- Where opportunity comes to replace customers, we evaluate
- Sales pipeline strong with several decisions pending

EUROPE – Property and Network Development

's-Heerenberg Transport, Netherlands

15,000m2 Cross-Dock
est. 2026

Rotterdam Transport, Netherlands

7,500m2 Cross-Dock
2024

Utrecht Warehousing, Netherlands

20,000m2 Warehouse
6th Dutch Warehouse (total NL footprint 208,000 sqm)
2024

Ploiești Warehousing, Romania

10,000m2 Warehouse extension (food and beverage)
2024
Romanian footprint: 30,000sqm (+10,000sqm additional land available)

EU Property planned Capex

2024-2025

€3.7M

2025-2026

€21M

Leased	Owned

EUROPE – Key Initiatives / Opportunities and Challenges

Transport

- Network intensification driving growth in Belgium & Netherlands
- Leveraging network freight opportunities e.g. Port Ops, UK local, LCL ocean
- Growth in Poland, Romania, France taking time but key to our strategy

Air & Ocean

- Network intensification to continue once new branches in Italy, Spain, Netherlands & Germany find improvement. Romania likely next.
- Long term relationship building starting to deliver new business wins.
- Efficiency improving with capacity to do more without increasing team numbers

Warehousing

- Capacity in the network, converting current opportunities that fit profile and adds value to network
- Increased sales presence to ensure defense of existing and pursuit of new customers
- ROR targets are achievable where customer mix is right
- Automation evaluated case by case e.g. robotic stocktaking

Challenges

- Mainfreight culture taking time to engrain in some markets due to language and cultural differences. Making progress
- Varying levels of brand awareness. Leveraging existing network relationships to open doors and build presence in Poland, Romania & France
- Land acquisition in ‘s-Heerenberg, electricity grid congestion

Australia – Rodd Morgan

2,663
Team Members

74 / 22
Branches / Locations

$755M
AUD Revenue
19.3% ⬆ 6 months

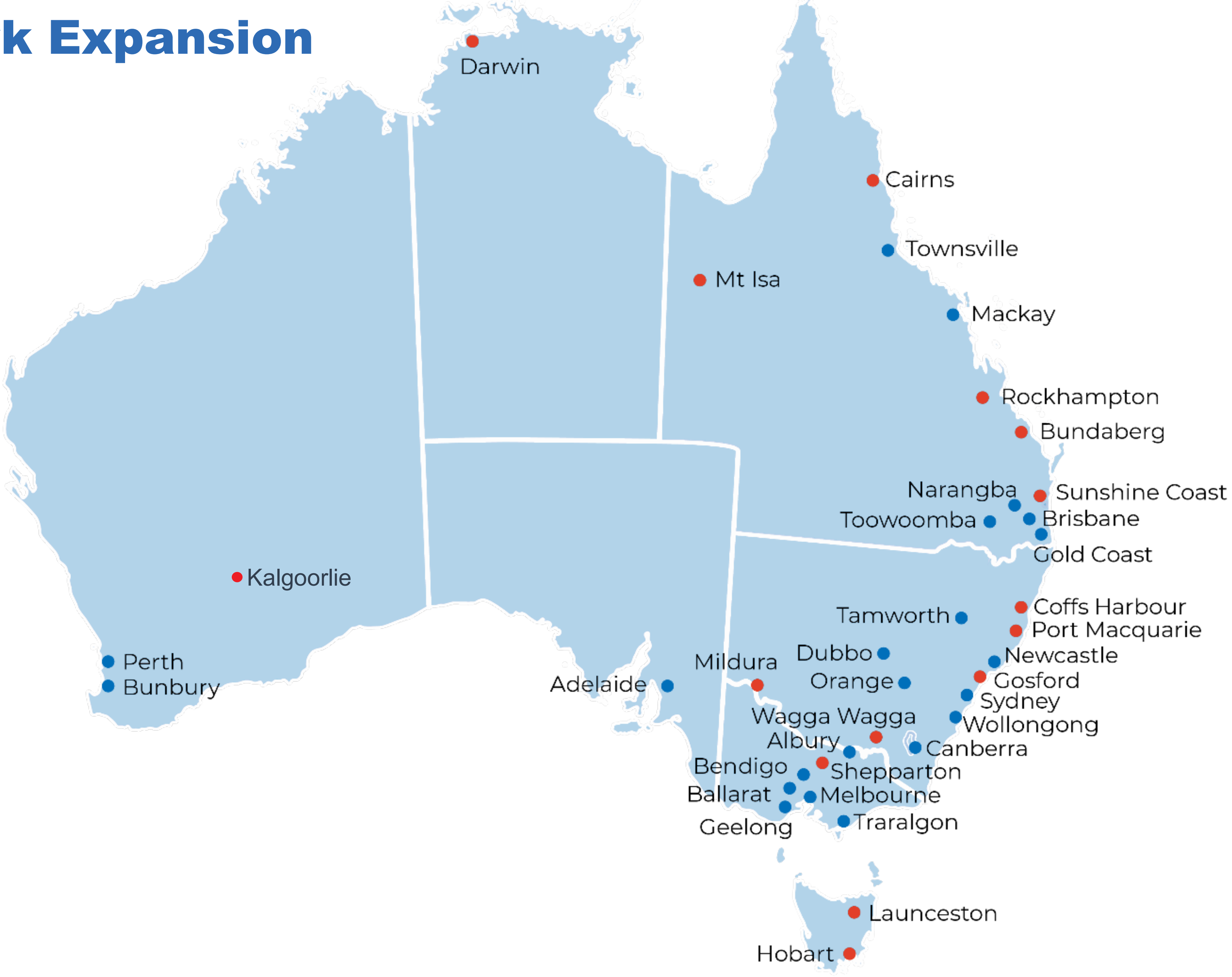
$60.8M
AUD PBT
7.6% ⬆ 6 months

Australia – Current Trading / Outlook

- Steady - customer mix assisting, still plenty of growth potential
- Resilient economy but still challenging
- Existing customer downtrading offset by new customer gains
- Managing overhead costs well. Margins holding despite competition except in Air & Ocean
- Warehousing is underperforming
- Effective sales team fully mobilised in the market focussing on “First Time New Business” call rates. Good pipeline of customers
- Strong reputation for quality in key industries – construction, medical/healthcare, food (incl perishables), beverages (wine, liquor), chemicals, retail & agriculture
- Opportunities continue in perishable, mining & energy segments

Australia – Network Expansion

- Branches 74 ➡ 94
- Locations 22 ➡ 37
- A&O Presence 9 ➡ 17
- Warehousing Space 313,948m² ➡ 382,176m² (21.7%, within 36 months)
- 5 property projects currently underway



- Established Branches/Locations
- Planned Expansion Branches/Locations

Australia – Property & Network Development – In Progress

Willawong

12,500m2 Transport Depot.
37 rear load docks. 92% more trucks, only 30% bigger building V Larapinta

Townsville

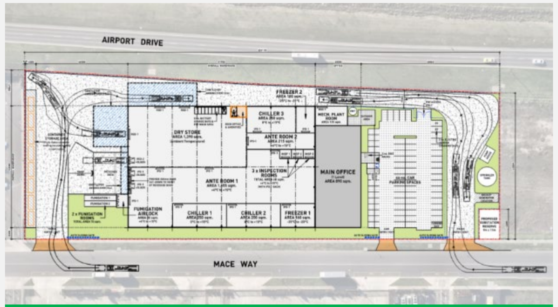
4,500m2 Regional Growth Depot

Brisbane | Wharf

21,000m2 Container Hardstand
1,480 TEU Capacity,
Seafreight Office

Brisbane (North)

7,100m2 Transport Depot
Rear load – 14 docks



Melbourne | Air

5,460m2 Specialised Air Facility
260m2 Freezer, 750m2 Chiller, 1,870m2 Ante Room

Planned Capex

2024/2025

- $27.3M balance of Willawong land purchase completed
- $12.3M Willawong construction cost to come
- $3M in fit-out for pre-lease projects
- **Total of $42.6M**

2025/2026

- $39.5M Willawong construction + fit-out cost
- $2.9M in fit-out for pre-lease projects
- **Total of $42.4M**

Leased | Owned

Australia – Property & Network Development - Completed

Sydney (Moorebank)

56,200m2 Warehouse
3,330m2 DG, 24,700m2 Temp Control

Perth (Kenwick)

22,400m2 Warehouse
888m2 Temp Control

Gold Coast

6,700m2 Transport Depot

Brisbane

2,000m2 Specialised Air Facility
460m2 Chiller, 613m2 Ante Room, 63m2 Freezer

Adelaide

9,000m2 Warehouse
500m2 Temp Control, 353m2 DG Storage

Adelaide

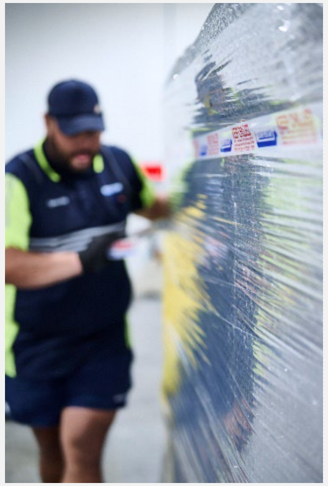
19,400m2 Transport Depot
Rear Load – 6 Docks

Melbourne (Dandenong South)

56,900m2 Transport & Warehouse
Rear Load – 12 Docks
19,740m2 Temp Control, 3,580m2 Coolroom
4,010m2 DG Bunkers

Leased | Owned

Australia – Key Initiatives/Opportunities & Challenges



Air & Ocean

- Margins under pressure
- FCL import volumes have softened since June due to Red Sea delays & Singapore port congestion
- Seeing good growth in export air perishable product
- Are using our relationships with seafreight carriers to offer schedule & space reliability (value)
- Growth opportunity from our network & market penetration in our Americas, Europe & NZ trade lanes
- Our domestic network intensity is helping increase our regional A&O growth – exports/imports

Australia – Key Initiatives/Opportunities & Challenges

Warehousing

- Profit improvements recently of $36M, with 40 new customers onboarded since April moving utilisation from 65% to 85% by November
- Have absorbed lease tails of $1.8M and new building rent increases of $4.3M
- Larger buildings, close to or on rail intermodals. More efficient inbound from Port to Warehouse. Bigger volumes help load direct outbound linehaul within Mainfreight network
- Better productivity & quality from Autonomous Mobile Robots & sortation technologies at Moorebank – Seeing 40 to 55% less time taken on inbound processes – more with less.

Transport

- Regional branches. Finding growth & profitability is difficult at times
- Evolving technologies assisting quality
- More efficient buildings coming online with rear loading & four-sided docks. 17% of linehaul is now rear loaded moving to 30% within 12 months. Willawong (Brisbane) allows for 32% more trucks per SQM of building space than the Larapinta Brisbane site
- “A” Double linehaul units running Mel/Syd – 41% more pallet spaces than “B” Doubles

Australia – Moorebank Video

ASIA– Cary Chung

509
Team Members

38
Branch / Location

$65M
USD Revenue
33.7% 6 months

$5.9M
USD PBT
(9.6%) 6 months

ASIA – Current Trading / Outlook

General

- Trading to end of September continues to provide volume growth. With our ocean Full Container Load increasing for both export and imports
- Airfreight volumes increasing as we head towards peak season
- Margin improvements are needed

A&O

- The synergy of Intra-Asia business development within Asia branches has been well built with good volume growth
- More new opportunities are anticipated as we intensify our network
- India development providing long-term confidence for this market/tradelane

Warehousing

- Presence in key locations: Hong Kong, Shenzhen, Shanghai, Singapore, Malaysia, and Thailand
- Current warehouse space utilization across Asia is at 60 - 70%
- Targeting to improve warehouse utilization
- Greater sales efforts are required to improve size and development of our Warehousing footprint across Asia

ASIA – Key Initiatives / Opportunities and Challenges

Challenges

- Uncertainties of the international transportation impacted by Red Sea situation and US East Coast Port Disruption
- Margin opportunities
- Manufacturing leaving Mainland China offset by our locations in S.E.Asia

Opportunities

- Potentially more airfreight demand towards the end of the year due to the ocean impacts to/from EU & US
- Existing customers with opportunities for Intra-Asia trade
- Focus on gaining new customers and building brand presence in the local market. Focus on the right verticals – F&B, FMCG, Medical/Pharma, Hi-tech
- Further develop relationships with current group customers – our “Sales Brick”
- Leverage Air & Ocean, Warehousing to offer complete supply chain solutions, supporting broader and stronger business development
- Developing genuine airfreight within network. Some perishable opportunities
- Higher manufacturing and exporting demands in Southeast Asia countries
- Intra-Asia business growth

NEW ZEALAND – Carl George

2,861
Team Members

92
Branch / Location

$558 M
NZD Revenue
0.2% ⬆ 6 months

$46.3 M
NZD PBT
(24.1%) ⬇ 6 months

A&O
$11.6M PBT
(37%) ⬇

Warehousing
$6.3M PBT
9.7% ⬆

Transport
$28.4M PBT
(22.9%) ⬇

NEW ZEALAND – Current Trading / Outlook

General

- Trading through to the end of September has been reflective of the challenging economic environment, however we continue to grow market share. The Warehousing division is trading ahead YTD, Air & Ocean and Transport trail behind YTD

Transport

- Tonnages improving in a very competitive environment and imbalanced freight flows impacting margins. Significant new building overhead increase $4.8M YTD August. Strong sales pipelines combined with a customer retention strategy. Positive improvements in quality and service levels YTD

A&O

- Revenues impacted by global shipping rate levels and volume fluctuations. Very competitive environment impacting margins. Focus on customer retention with strong sales pipelines and continued development of higher margin yielding products

Warehousing

- High utilization across most Warehouses. Improvements in quality and stock accuracy levels. Significant new business pipelines, with additional new capacity coming on-line late 2024 in the consumer goods vertical, and Dangerous Goods sector first Quarter 2025. Additional property cost of $2.2M YTD August

NEW ZEALAND – Property and Network Development

2Home Auckland

22,000m2 Cross-Dock/W-H
End Loading
Operating

Hugo Johnson

18,000m2 Cross-Dock
Rail and End loading
Operating

Beach Rd

20,000m2 Specialist DG WH
End of 1st Qtr. 2025

Alderman Place

Wharf / Tankers / Container freight station on Rail off Port.
Operating

Daily Freight Auckland

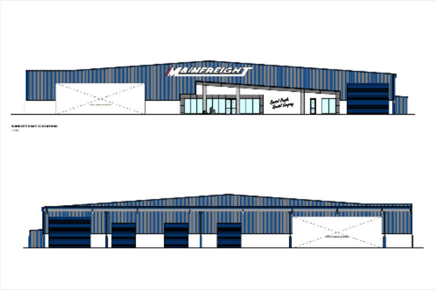
13,000 Cross-Dock
October 2025

Hastings

9,000 Cross-Dock End Loading
October 2025

Nelson

7,450 Cross-Dock End Loading
1st Qtr. 2026



Blenheim

4,000 Cross-Dock.
Pending

NZ Property planned Capex

2024-2025
$93 M

2025-2026
$68 M

2027-2028
$44 M

Leased	Owned

NEW ZEALAND – Key Initiatives / Opportunities and Challenges

Transport

- Continued Network Investment – Auckland, Hastings, Nelson, Blenheim, Thames, Palmerston North, Cromwell, Whanganui, Gisborne, New Plymouth
- Implementation of rear loading capability on new builds
- Increased focus on Multi-Modal / Road - Rail Bulk wine movements
- Inaugural Chilled Cross-Dock to commence late 2024 in Palmerston North and increased chilled fleet
- Additional rail capacity completed including off Ports of Auckland / Owens Transport Auckland
- Continued investment of our Home Delivery / Consumer Goods product for MF 2Home with associated Warehousing capability

Warehousing

- Completion of our first dedicated Consumer Goods Warehouse in Auckland late 2024 alongside our MF 2Home development
- Nearing Completion of a significant Dangerous Goods / Major Hazardous Facility in Auckland first QTR 2025
- New 24,000 M2 / 33,000 pallet Food grade Facility confirmed for early 2026 in Christchurch
- Development of Pick by Weight solution to optimize operational processes
- Greater focus on additional Inbound Mainfreight services conversion of customers – A&O

NEW ZEALAND – Key Initiatives / Opportunities and Challenges

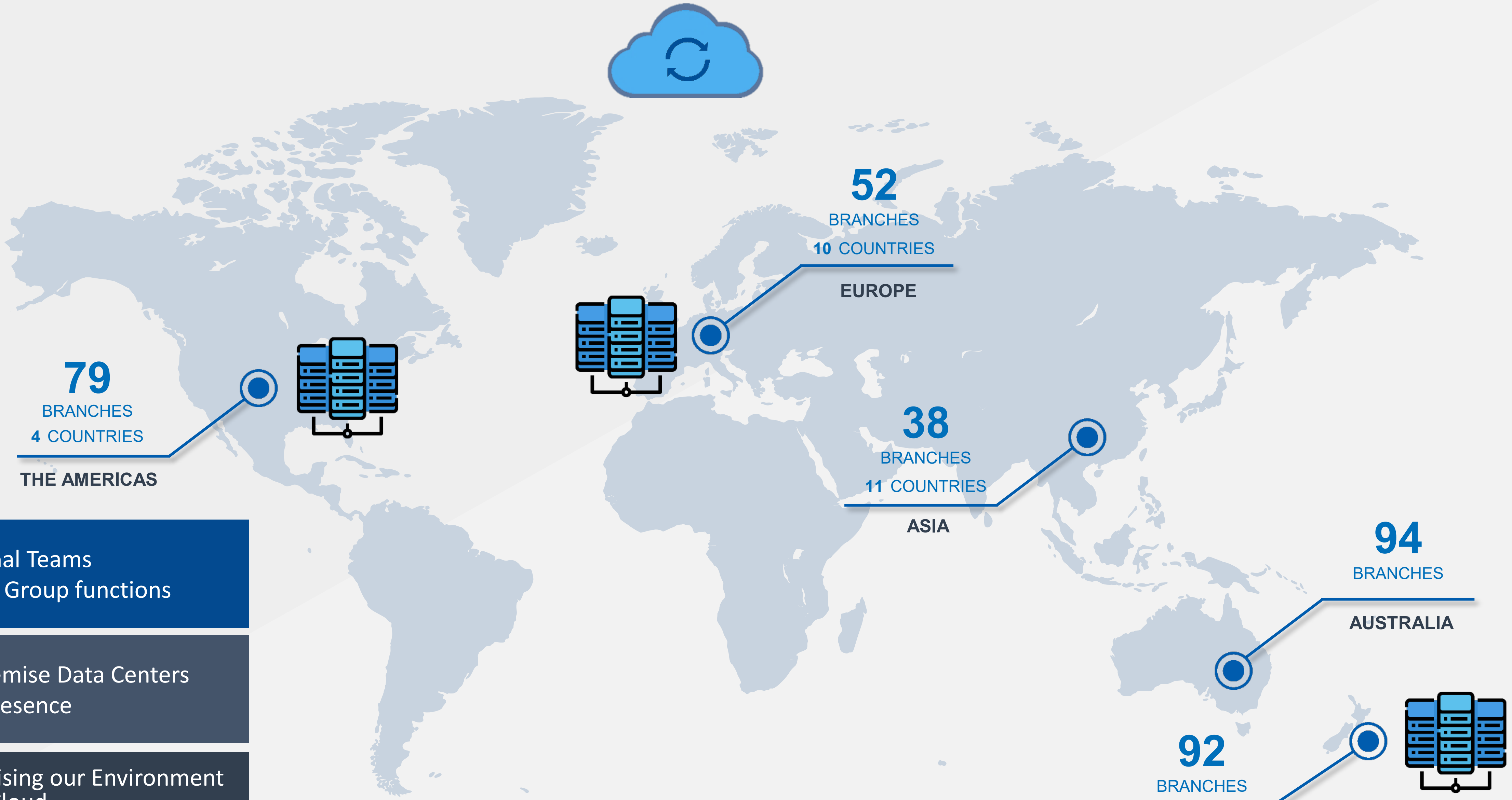
Air & Ocean

- Continued growth of our Mainfreight to Mainfreight (1MF) consolidated Sea and Air services, targeting 100 Sea and Air destinations by 2026.
- Increased focus on infrastructure / project-based opportunities optimizing our National network and landside capability
- Significant investment in X-Ray screening equipment for Airfreight in Auckland and Christchurch to further improve our customs screening processes
- Continued investment in our Import and Export Perishable product globally
- Ongoing focus on High Volume / Low Value (HVLV) cross-dock services for retail, utilising our extensive landside pick up and delivery networks

Challenges

- Trading environment and impact on margins / recovery
- Long term investment in network and facilities and realignment of increased property costs
- Uncertainty with regard Interisland Ferry and Rail connectivity future
- Difficulties in optimizing rail capacity due to current freight flows and pricing models

TECHNOLOGY – John Eshuis

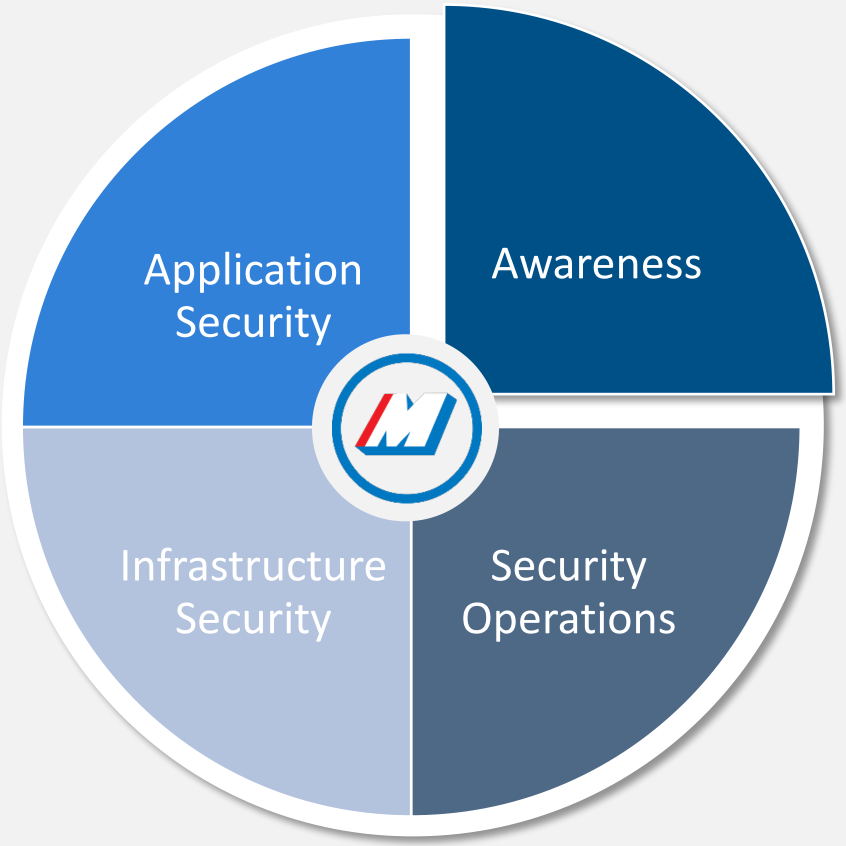


5 Regional Teams
Minimal Group functions

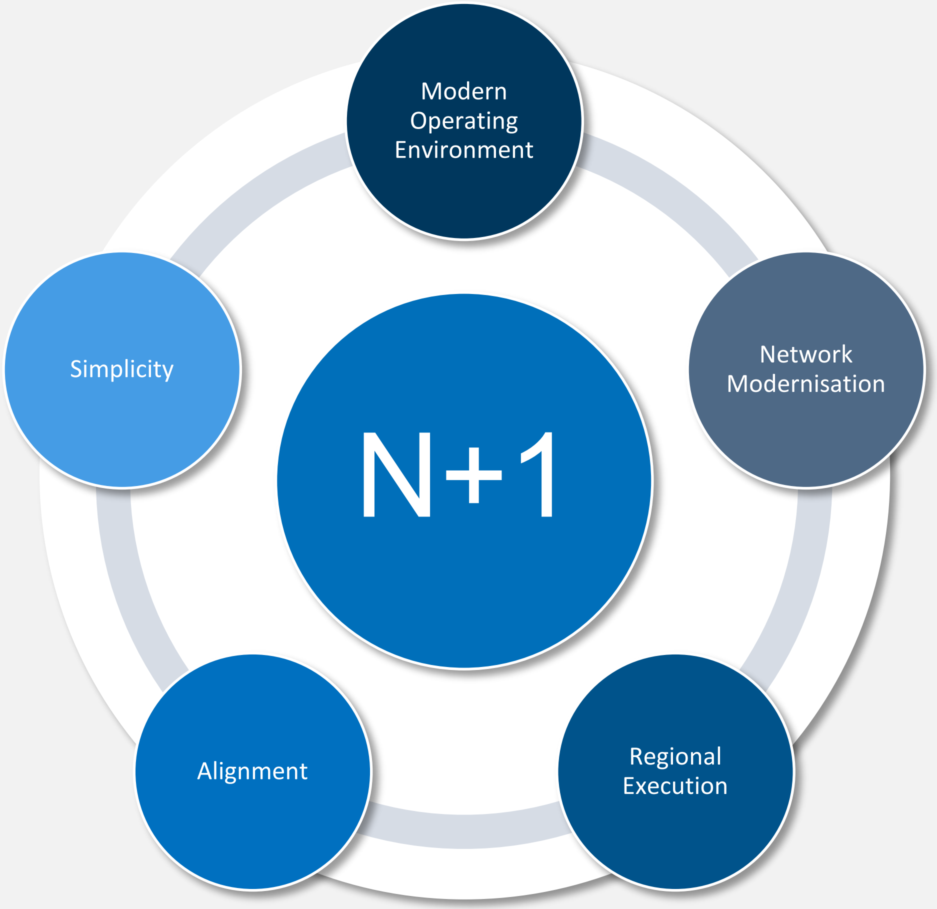
3 On Premise Data Centers
Cloud Presence

Modernising our Environment
Hybrid Cloud
- Customer Facing Applications
- Non-Core

TECHNOLOGY – Cyber Security



TECHNOLOGY – Infrastructure



TECHNOLOGY – Operating Systems

Transport
Bespoke

Warehousing
Bespoke

Customer Facing
Bespoke

Air Ocean
Wisetech

Data
Microsoft

TECHNOLOGY – Looking ahead

BUSINESS OPERATIONS

Incremental

Change

Generative AI

Consistency

Quality

MODERN ARCHITECTURE

Hybrid Cloud

Zero Trust

Leverage SaaS

Standards

SECURITY

Speed

Standards

PEOPLE – Martin Devereux

Our culture: Promotion from within and development of international career paths

- Growth from the ‘floor’ into roles of genuine responsibility
- Ground up decision making as close to the customer as possible

Our Team Development: Programs driving culture, safety and leadership in all regions

- Induction courses
- Easy to Do Business With courses
- Safety courses and well-being forums / initiatives
- Leadership training
- Personal development programs (Outward Bound and the Main Divide)

Our future team: Must have potential to be Branch Managers. Need passion, drive, intelligence, a desire to grow and entrepreneurial instincts

- Mainfreight Development Program (Post secondary school or University)
- Decentralised approach to recruitment driven at branch level
- Permanent, career minded people to drive our continued growth

Our communities: Long standing relationships with Duffy Books in Homes / Life Education Trust / IDEA Days. A commitment to educate and to assist those less privileged

PEOPLE – Martin Devereux

	Team Numbers as at 31/08/24	THIS YEAR		LAST YEAR	
		Male	Female	Male	Female
New Zealand	2861	77%	23%	76%	24%
Australia	2663	71%	29%	71%	29%
Europe	3072	74%	26%	74%	26%
Americas	1994	65%	35%	59%	41%
Asia	509	37%	63%	38%	62%
Total Group	**11099**	**71%**	**29%**	**70%**	**30%**

Of our 337 branches, 75 branches are driven by women. More work to do to increase this number and the number of women in senior roles with P&L responsibilities. September 2024 Outward Bound program saw five females attend alongside nine men. Group Parental Leave program supporting team grow their careers and their families.

PEOPLE – Martin Devereux

Health & Safety – Key focus across all regions at all levels of business

Group Notifiable Incidents

2024 Financial Year: 18 accidents   August YTD: 14 accidents

Incidents and events – Measure by branch / by region. Share lessons / learnings internationally

Safety initiatives:

- Intensive training programs
- Fatigue protection devices (In-cab cameras / Vibration kits - AutoSense)
- Pedestrian detection devices and height cameras/sensors – handling equipment
- Fleet management of forklifts: data driven insight into driving behaviours
- Safety check-ins: Working from Heights and keeping your brothers and sisters safe

SUSTAINABILITY - Graeme Illing – We have made progress

"Since 2018, we have reduced gross emissions by 10% while doubling the size of our business"

We have invested in sustainable infrastructure
- 8.4 MW in solar generation (up 30% in FY24)
- 9.5 MWh in battery storage (up 45% in FY24)
- Rainwater capture and filtration

We have lowered the environmental impact of our operations
- 84% of forklifts are now electric (up 4% in FY24)
- 46% of our car fleet is hybrid/electric (up 3% in FY24)
- 33 hybrid and electric trucks in the fleet – more on order

We have brought our partners on our journey with us
- Over 500 customers using our Carbon Tracking Platform

We are meeting our climate risk disclosure requirements
- NZ Climate related disclosure report published
- Work underway on Australian and European disclosures

SUSTAINABILITY – We have a clear roadmap ahead

Solar installations to future proof new sites
- Engineering roofs to handle large arrays
- Conduits to distribute new power to DC fleet charging
- Switch boards to support future power needs

Additional water storage
- Increasing storage at new sites

Ongoing fleet electrification
- End of life forklifts replaced with electric models
- Small fleet transition from ICE to PHEV/Hybrid/Full electric tailored to role requirements
- Two new Drayage electric trucks to be added to the US fleet
- Increased use of HVO (Hydrogenated Vegetable Oil/Biodiesel)

Exploring new technologies
- Investigating Hydrogen and SAF
- 100% SAF would enable 80% emission reduction

Customer tenders now specify sustainable delivery solutions
- Gaining business as a consequence

SUSTAINABILITY – But challenges remain

Legislated reporting requirements add cost to the business
- Regional variation in legislative requirements
- Targeting standardised approach similar to financial reporting

Global electricity demand is expected to more than double by 2050
- We will be significantly more impacted given the size of our fleet
- A single heavy DC truck charger uses twice the electricity demand of a large freight terminal

We have limited control – our customers choose how they want their freight moved
- Inform and educate our customers to encourage them to adopt the most sustainable mode
  - Linehaul to Rail delivers a 70% reduction per tkm
  - Linehaul to Coastal delivers a 50-80% reduction per tkm
  - Air to Sea delivers a 95-98% reduction per tkm

We will continue to focus our effort on delivering tangible solutions
- Prioritising continuous improvement

TRADING UPDATE – Estimated Revenue

August Actuals plus September "weeklies" (26 weeks of trading 1Apr to 30 Sept)

NZ$000		THIS YEAR	LAST YEAR	VAR %
New Zealand	NZ$	557,835	556,911	0.2% ↑
Australia	AU$	754,928	632,932	19.3% ↑
Americas	US$	345,028	324,828	6.2% ↑
Europe	EU€	294,569	282,195	4.4% ↑
Asia	US$	65,379	48,898	33.7% ↑
Total	NZ$	2,554,389	2,355,042	8.5%* ↑
June Qtr	NZ$	1,245,957	1,170,713	6.4% ↑
September Qtr	NZ$	1,308,429	1,184,329	10.5% ↑
Total	NZ$	2,554,389	2,355,042	8.5%* ↑

** Excluding FX% over last year 9.1% ↑*

 # Intercompany Revenue has been eliminated

TRADING UPDATE – Estimated PBT

August Actuals plus September "weeklies" (26 weeks of trading 1Apr to 30 Sept)

NZ$000		THIS YEAR	LAST YEAR	VAR %	
New Zealand	NZ$	46,378	61,087	-24.1%	↓
Australia	AU$	60,804	56,490	7.6	↑
Americas	US$	8,140	11,981	-32.1%	↓
Europe	EU€	13,237	12,545	5.5%	↑
Asia	US$	5,929	6,560	-9.6%	↓
Total	NZ$	158,540	174,836	-9.3%*	↓
June Qtr	NZ$	73,290	83,566	-12.3%	↓
September Qtr	NZ$	85,250	91,270	-6.6%	↓
Total	NZ$	158,540	174,836	-9.3%*	↓

* *Excluding FX% over last year -9.2%*

FINANCIAL OVERVIEW – Estimated trading by division

August Actuals plus September "weeklies" (26 weeks of trading 1Apr to 30 Sept)

TRANSPORT	Revenue:	NZ$ 1,115.5 million	↑	*2.6%*
	PBT:	NZ$ 71,910 million	↓	*-2.1%*
WAREHOUSING	Revenue:	NZ$ 408,238 million	↑	*3.8%*
	PBT:	NZ$ 20,427million	↓	*-24.8%*
AIR & OCEAN	Revenue:	NZ$ 1,030.6million	↑	*17.9%*
	PBT:	NZ$ 66,203 million	↓	*-10.8%*

FINANCIAL OVERVIEW – Capex

- Net Capex $94M to end of August. Project Capex for FY25 has reduced by $22M from $255M announced in March to $233M
- Debt Facilities $499M, undrawn $302M – this is down from $352M undrawn in March
- Bonus accrual is at normal levels
- Half Year result to 30 September will be released on 13 November 2024

OVERVIEW – Half Year Expectations

Revenue:	**$ 2.55 billion**	↑	***8.5%***
PBT:	**$ 158.5 million**	↓	***-9.3%***

A small improvement for the second quarter of trading in this half

- Expect further improvements into the second half of the Financial Year

Satisfactory sales revenue increases driven by:

- Increased customer gains and volume improvements
- Increasing ocean freight rates
- Strong sales focus continues with opportunities being converted

Pleasing Australian performance

Capital Expenditure and leasehold investments, further improving our network capability and customer solutions

Margins across the network require improvement

US East Coast/Gulf Port issues will create supply chain congestion issues – Yet to understand the impact or opportunity

Thank you

MAINFREIGHT