



# Half Year Result to 30 September 2024





# RESULT SUMMARY



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Revenue \$ 2.552 billion up 8.4 %

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PBT \$ 161.2 million down 7.8 %

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Net Profit \$ 114.6 million down 8.0 %

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Bonus accrual of \$ 19.5 million

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Operating cash flows improved to \$ 191.7 million

# DIVIDEND



- Directors have approved an interim dividend of 85 cents per share
- Books close 13 December 2024
- Payment on 20 December 2024



# CAPITAL MANAGEMENT



Net Capex \$121.3 million - \$70.9 million on property  
Full year Capex expected to be \$204 million



Net Funds (Debt) increased to (\$88.1 million) drawn  
which is an increase in net debt from \$21.6 million



Debt facilities \$499 million, undrawn \$302 million



# CAPITAL EXPENDITURE UPDATE: F25-26

2025

NZ\$ MILLION	F25
Planned Capital Expenditure	\$204
▪ Property	\$113
▪ Fit-out costs	\$31
▪ Non-property capex	\$60

2026

NZ\$ MILLION	F26
Planned Capital Expenditure	\$241
▪ Property	\$161
▪ Fit-out costs	\$20
▪ Non-property capex	\$60

## Property and Fit-out costs F25-F26

New Zealand	\$ 130 million
Australia	\$ 90 million
Americas	\$ 63 million
Europe and Asia	\$ 42 million
	<u>\$ 325 million</u>

**Spend to September 2024 = \$121 million**



# CAPEX REDUCTION LOCATIONS

## New Zealand

- \$14.5 million
- Nelson (2025), Cromwell (2026), Blenheim (2026), Hastings (started)

## Australia

- \$31 million
- Willawong-Brisbane (2025)





## TRADING UPDATE – Revenue and PBT Results

NZ\$000		REVENUE	VAR %		PROFIT BEFORE TAX	VAR %	
New Zealand	NZ\$	554,059	0.5%	↓	47,548	22.2%	↓
Australia	AU\$	758,866	19.9%	↑	60,978	7.9%	↑
Americas	US\$	346,700	6.7%	↑	8,432	29.7%	↓
Europe	EU€	291,462	3.3%	↑	13,700	9.2%	↑
Asia	US\$	65,418	33.8%	↑	5,935	9.5%	↓
Total	NZ\$	2,552,128	8.4%	↑	161,191	7.8%	↓

Revenue excluding FX 9.0% increased  
PBT excluding FX 7.7% decreased



# TRADING UPDATE: Our 3 Core Products (NZ\$)



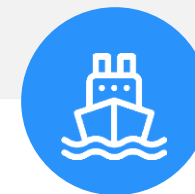
## TRANSPORT

Revenue	\$1,109.67 million	↑	2%
PBT	\$73.59 million	↑	0.2%
Volume (Tonnes)	4.9 million	↑	6%



## WAREHOUSING

Revenue	\$410.67 million	↑	4%
PBT	\$21.06 million	↓	22%
1.09 million sqm across 71 Warehouses No change			



## AIR & OCEAN

Revenue	\$1,031.79 million	↑	18%
PBT	\$66.54 million	↓	10%
Sea Freight	TEUs 154,785	↑	6.3%
Air Freight	kgs 51 million	↑	9%





# REGION PERFORMANCE: New Zealand

## Transport

- Volumes increasing as new customer gains assist
- Margin impacts with volume imbalance ex the South Island and less than satisfactory rail usage
- New facility costs in Auckland – Daily Freight/Alderman Place and M2Home

## Warehousing

- Utilisation of current sites satisfactory
- New customer gains assisting
- New capacity in Auckland due first quarter 2025 for dangerous goods and consumer goods

## Air & Ocean

- Challenging and competitive environment – margins under pressure
- LCL development continues to improve yields
- New customer activity satisfactory

*Post result trading providing small incremental gains*





## REGION PERFORMANCE: Australia

### Transport

- Increased tonnage and revenue via market share gains – offsetting any down trading
- Network development attracting customers
- Rear loading developments to assist cross-dock efficiencies

### Warehousing

- New customer gains improving profitability – particularly Moorebank productivity and efficiency via sortation technology
- Strong beverage and FMCG sector with interest developing in our capabilities

### Air & Ocean

- FCL import volumes slowed post June
- Increasing Australian network presence alongside new transport branches
- Air freight growth – particularly perishable – new facilities Brisbane & Melbourne
- Significant amount of “project” cargo – likely three-year life span
- Competitive environment with margins under pressure

*Post result trading satisfactory*





## REGION PERFORMANCE: America

### Transport

- Small profit improvements occurring post result
- Volume improvements – more to do to better linehaul utilisation
- Sales activity very active – a number of proposals under consideration

### Warehousing

- Acceptable utilisation levels assisting profitability
- Too few customers utilising transport network – work in progress
- Sales pipeline – beverage/food customers of interest

### Air & Ocean

- Volume and revenue increased, particularly Transpacific – some of this in response to pre-election activity
- Developing better depth of customers and more trade lane diversification

### CaroTrans

- Country agency changes helping volumes to develop inbound
- Export LCL volumes improving - marginally

*Post result trading continues at current levels*

*Potential upside short & long term with political change*





# REGION PERFORMANCE: Europe

## Transport

- Improving customer gains assisting volume increases
- Particularly Netherlands and Belgium – network intensification helping
- France/Poland remain challenging

## Warehousing

- Additional capacity added in Netherlands and Romania – yet to see full utilisation and slow activity levels
- Four-day working weeks from some customers not assisting
- Stronger approach required to convince customers to utilise full supply chain offering

## Air & Ocean

- Ongoing improvements in revenue and profitability – reflects increased ocean rates and customer gains ex Asia
- Developing more LCL consolidation capability
- Improvement required in Italy, France and Spain

*Post result trading satisfactory*

*A stronger “European” approach is our objective*





## REGION PERFORMANCE: Asia

### Air & Ocean

- Improving export volume growth assists revenue improvement – Market very competitive and has come at lower margin levels than we would prefer
- Intra Asia growth and capability continues

### Warehousing

- Poor utilisation and activity levels – currently loss making
- Reviewing current capacity and capabilities

### CaroTrans

- Pleasing development of CaroTrans from Asia – predominantly Transpacific focused

*Post result trading providing marginal improvements*





## HALF YEAR OVERVIEW



- Challenging trading conditions continue in all regions
- Strong sales activity levels continue with a number of customer gains committed for second half
- Capex expenditure and lease commitments being aligned with customer growth – a number of new sites/expansions continue
- Confidence of further revenue and profitability improvements
- Well-positioned for improving economic conditions when it arises



## Trading Dates

F25 – 12 months ended 31 March 2025

29 May 2025

Annual Meeting of Shareholders

30 July 2025

F26 – 6 months ended 30 September 2025

12 November 2025

