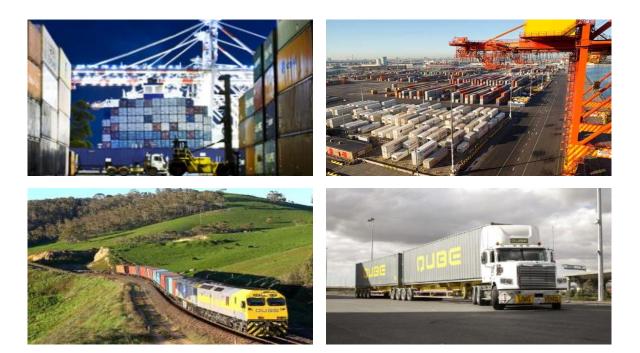
Qube Holdings Limited Investor Presentation FY 17 Interim Results



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Return to Earnings Growth

Delivered Underlying NPAT Growth	 Underlying NPAT of \$62.1 million, an increase of around 19% Statutory NPAT of \$47.8 million, a decrease of around 2% Underlying earnings growth in both operating divisions Initial contribution and long term outlook from Patrick acquisition in line with internal expectations Streag each flow expectations
Completed	 Strong cashflow generation supports continued investment in growth Completed several acquisitions during the period that further enhance the quality and growth outlook of Qube's operations:
Strategic Acquisitions	 Patrick (50%) – completed 18 August (with Brookfield acquiring the other 50%) AAT (50%) – completed 30 November, increasing Qube's ownership to 100% Moorebank (MIPT) (33%) – completed 23 December, increasing Qube's ownership to 100%
Undertook Funding Initiatives to Support Growth	 Completed a \$306 million placement to CPPIB to support the acquisition of Patrick Completed a \$305 million 7 year ASX listed Subordinated Note issue to provide additional liquidity, diversify Qube's funding sources and extend the tenor of its debt facilities At 31 December 2016, Qube's leverage was around 30% and available cash and undrawn debt facilities were around \$406 million – providing Qube with significant capacity to fund continued growth

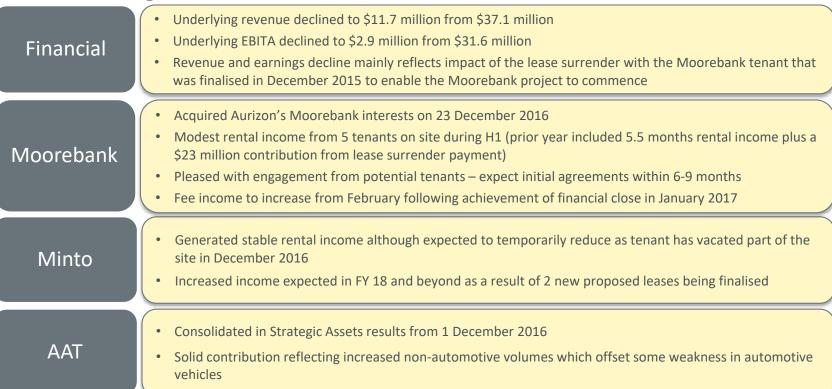
H1 – FY 17 Divisional Highlights Logistics

Financial	 Underlying revenue growth of 5% to \$328.8 million Underlying EBITA growth of 9% to \$36.7 million Continued margin improvement with EBITDA margin increasing from 15.7% to 16.1%
Operational	 Increased volumes nationally reflecting improved volumes from existing customer base as well as market share gains Rail volumes benefitted from modal shift and increased grain volumes Margins benefitted from cost focus, and scale benefits from Qube's previous investment in facilities
Capex	 Total net capex of around \$21 million of which around \$18 million is growth related Growth capex in period mainly comprised new locomotives and wagons to support continued growth in rail activities
Outlook	• Expect similar conditions in H2 (with continuation of traditional business seasonality towards stronger H1)

H1 – FY 17 Divisional Highlights Ports & Bulk

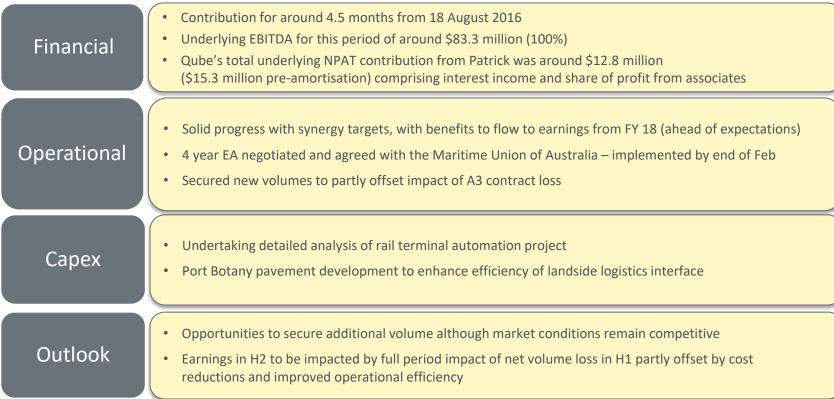
Financial	 Underlying revenue growth of 7% to \$363.7 million Underlying EBITA growth of 4% to \$35.0 million Margin decline over pcp mainly reflects reduction in higher margin project work, low utilisation of oil and gas related facilities and impact of CML mine mothballing
Operational	 Strong contribution from forestry activities and bulk commodities Market share maintained in key markets with no significant customer losses Increased contribution from past contract wins in ports and bulk activities Oil and gas activities remain subdued
Capex	 Total net capex of around \$22 million of which around \$12 million was growth related Growth capex underpinned by new contracts
Outlook	Expect similar conditions in H2

H1 – FY 17 Divisional Highlights Strategic Assets



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H1 – FY 17 Divisional Highlights Patrick



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H1 – FY 17 Associates (ex Patrick)

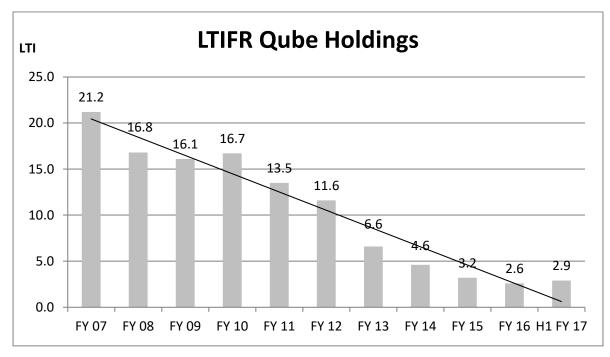
NPAT contribution of \$2.4 million, down 54% reflecting: • \$1.3 million loss from new PEL JV Financial Lower contribution from AAT (only 5 months and impact of transition out of Melbourne) • Weaker trading from Prixcar (unexpected) and NSS (in line with expectations) • Continuation of subdued activities and competitive market NSS Focus on further cost reductions Weaker result on lower revenue and higher costs Prixcar Secured new Nissan contract which will offset loss of Ford contract Focus on further cost reductions and operational improvements

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H1 – FY 17 Associates (ex Patrick)

PEL	 New JV formed with "K" Line to ship cargo directly from Singapore to Dampier (rather than via Fremantle) Based on results to date, JV has been mothballed but can restart quickly if demand emerges
Quattro	 Increased grain railed to the facility for storage during H1 Higher volumes and earnings expected in H2
TQ Holdings	 Planning approval received for Port Kembla fuel terminal Assessing multiple strategic and/or partnering options for development and operation of fuel terminal Other related benefits for Qube including Moorebank fuel terminal and supply agreements

Continued Focus on Safety



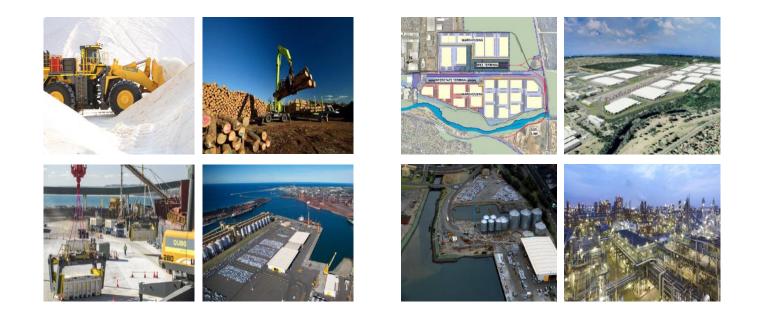


- Small deterioration in performance in H1
- Targeted risk reduction
 programmes in place to reduce
 the LTIFR
- Includes critical risk reviews and further control implementation to prevent an incident or mitigate its impact

LTIFR - Lost Time Injury Frequency Rate

H1 – FY 17 Financial Analysis





Key Financial Outcomes

Statutory Results

	H1 - FY 17 (\$m)	H1 - FY 16 (\$m)	Change From Prior Corresponding Period (%)
Revenue	755.0	689.5	9.5%
EBITDA	137.1	135.8	1.0%
EBITA	87.1	90.4	(3.7%)
EBIT	82.6	85.9	(3.8%)
Net Finance Costs	(4.5)	(13.9)	67.6%
Share of Profit of Associates	(22.7)	5.2	N/A
Profit After Tax	47.8	55.7	(14.2%)
Non-Controlling Interest	-	(6.7)	N/A
Profit After Tax Attributable to Shareholders	47.8	49.0	(2.4%)
Profit After Tax Attributable to Shareholders Pre-Amortisation*	53.4	52.2	2.3%
Diluted Earnings Per Share (cents)	3.5	4.6	(23.9%)
Diluted Earnings Per Share Pre-Amortisation (cents)*	3.9	4.9	(20.4%)
Interim Dividend Per Share (cents)	2.7	2.7	-
EBITDA Margin (%)	18.2%	19.7%	(1.5%)
EBITA Margin (%)	11.5%	13.1%	(1.6%)

Qube's statutory earnings impacted by:

•

 Stamp duty costs associated with Patrick and AAT acquisitions (-\$26.3 million NPAT impact)

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- Net non-recurring Patrick transaction and restructure costs (-\$5.2 million NPAT impact)
- Partly offset by reduction in tax expense resulting from receipt of franked dividends and related loss from Asciano shareholding (+\$16.0 million NPAT impact)
- Other than these items, statutory and underlying results were broadly comparable (Refer Appendix 1 for reconciliation)

* Adjusted for Qube's amortisation and Qube's share of Patrick's amortisation.

Key Financial Outcomes

Underlying Results

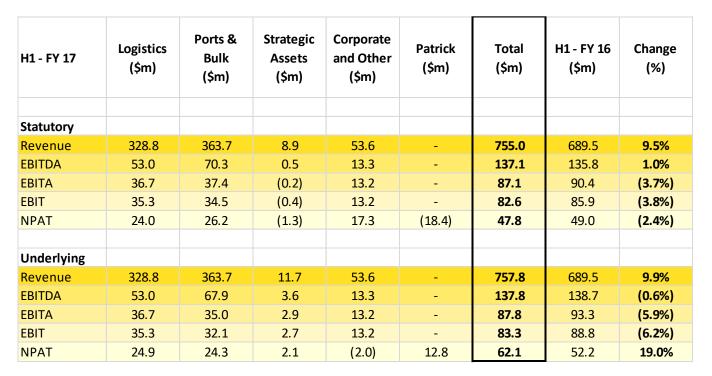
	H1 - FY 17 (\$m)	H1 - FY 16 (\$m)	Change From Prior Corresponding Period (%)
Revenue	757.8	689.5	9.9%
EBITDA	137.8	138.7	(0.6%)
EBITA	87.8	93.3	(5.9%)
EBIT	83.3	88.8	(6.2%)
Net Finance Costs	(6.8)	(12.0)	43.3%
Share of Profit of Associates	8.5	5.2	63.5%
Profit After Tax	62.1	58.9	5.4%
Non-Controlling Interest	-	(6.7)	N/A
Profit After Tax Attributable to Shareholders	62.1	52.2	19.0%
Profit After Tax Attributable to Shareholders Pre-Amortisation	67.7	55.4	22.2%
Diluted Earnings Per Share (cents)	4.6	4.9	(6.1%)
Diluted Earnings Per Share Pre-Amortisation (cents)	5.0	5.2	(3.8%)
Interim Dividend Per Share (cents)	2.7	2.7	-
EBITDA Margin (%)	18.2%	20.1%	(1.9%)
EBITA Margin (%)	11.6%	13.5%	(1.9%)



- Qube's NPAT growth in H1 FY 17 is mainly due to improved earnings in both operating divisions, an initial contribution from Patrick as well as the net contribution from Qube's pre-bid Asciano shareholding
- The decline in EBITDA / EBIT reflects the inclusion in the prior period of \$23.2 million from the Moorebank lease surrender payment which was necessary for the Moorebank project development to commence
- Qube's EPS(A) reflects the dilutionary impact of FY 16 and FY 17 capital raisings (with only partial period earnings contribution)

Key Financial Outcomes

Segment Breakdown





Logistics Division

Underlying Results

	H1 - FY 17 (\$m)	H1 - FY 16 (\$m)	Change From Prior Corresponding
	Underlying	Underlying	Period (%)
Revenue	328.8	313.5	4.9%
EBITDA	53.0	49.2	7.7%
Depreciation	(16.3)	(15.5)	(5.2%)
EBITA	36.7	33.7	8.9%
Amortisation	(1.4)	(1.4)	-
EBIT	35.3	32.3	9.3%
Share of Profit of Associates	-	-	N/A
EBITDA Margin (%)	16.1%	15.7%	0.4%
EBITA Margin (%)	11.2%	10.7%	0.5%



- Improved volumes from existing customer base and market share gains
- Benefit from modal shift to rail (containers) and increased grain volumes (bulk)
- Past investment in facilities, equipment and warehousing to build scale having positive impact on margins

Ports & Bulk Division

Underlying Results

	H1 - FY 17 (\$m)	H1 - FY 16 (\$m)	Change From Prior Corresponding
	Underlying	Underlying	Period (%)
Revenue	363.7	338.8	7.3%
EBITDA	67.9	63.6	6.8%
Depreciation	(32.9)	(29.8)	(10.4%)
EBITA	35.0	33.8	3.6%
Amortisation	(2.9)	(2.9)	-
EBIT	32.1	30.9	3.9%
Share of Profit of Associates	2.3	5.8	(60.3%)
EBITDA Margin (%)	18.7%	18.8%	(0.1%)
EBITA Margin (%)	9.6%	10.0%	(0.4%)



- Significant improvement in commodity markets benefitting volumes
- Results reflects low levels of project cargo and continued weakness in oil and gas activities
- Pleasing margin performance given business mix and reduced high margin project work

Strategic Assets Division

Underlying Results

	H1 - FY 17 (\$m)	H1 - FY 16 (\$m)	Change From Prior Corresponding
	Underlying	Underlying	Period (%)
Revenue	11.7	37.1	(68.5%)
EBITDA	3.6	31.6	(88.6%)
Depreciation	(0.7)	-	N/A
EBITA	2.9	31.6	(90.8%)
Amortisation	(0.2)	(0.2)	-
EBIT	2.7	31.4	(91.4%)
Share of Profit of Associates	0.1	(0.6)	N/A
Non-Controlling Interest	-	(6.7)	N/A
EBITDA Margin (%)	30.8%	85.2%	(54.4%)
EBITA Margin (%)	24.8%	85.2%	(60.4%)



- Modest income from leasing existing warehousing and managing design works for MIC
 - Result includes one months' contribution from AAT

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- Earnings from management of capital works on behalf of MIC to increase in H2 following financial close occurring on 24 January 2017
- Leases being finalised for additional tenants for Minto Properties (to commence from FY 18)
- Minimal earnings contribution from Moorebank, Quattro and TQ expected in FY 17

Patrick

Underlying Results

Period from completion (18 August) to 31 December	H1 - FY 17 (\$m)	H1 - FY 16 (\$m)	Change From Prior Corresponding
	Underlying	Underlying	Period (%)
<u>100%</u>			
Revenue	217.6		
EBITDA	83.3		
Depreciation	(26.5)		
EBITA	56.8		
Amortisation	(7.1)		
EBIT	49.7		
Interest Expense (Net) - External	(12.9)		
Interest Expense Shareholders	(19.4)		
NPAT	12.2		
NPATA	17.1		
EBITDA Margin (%)	38.3%		
EBITA Margin (%)	26.1%		
EBIT Margin (%)	22.8%		
Qube (50%)			
Qube Share of NPAT	6.1		
Qube Share of NPATA	8.6		
Interest Income from Patrick (Post Tax)	6.7		
Total Qube NPAT from Patrick	12.8		
Total Qube NPATA from Patrick	15.3		

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- Financials reflect period from acquisition on 18 August 2016 to 31 December 2016. There is no comparable information for the prior corresponding period given the business operated under a different ownership and operational structure
- Secured new volumes and improved operational efficiency to partly offset impact of A3 contract loss (from November 2016)
- Solid progress with synergy targets, with benefits to flow to earnings from FY 18 (above initial expectations)
- Opportunities to secure additional volume although market conditions remain competitive

Associates

Underlying Results

Share of Associates' Underlying NPAT	H1 - FY 17 (\$m)	H1 - FY 16 (\$m)	Change From Prior Corresponding Period (%)
Patrick*	6.1		N/A
AAT	3.2	4.5	(28.9%)
NSS	0.7	1.3	(46.2%)
Prixcar	(0.3)	-	N/A
PEL	(1.3)		N/A
Quattro	0.1	(0.1)	N/A
TQ	-	(0.5)	N/A
Total	8.5	5.2	63.5%

* The Patrick NPAT contribution above excludes interest received by Qube on shareholder loans provided to Patrick.

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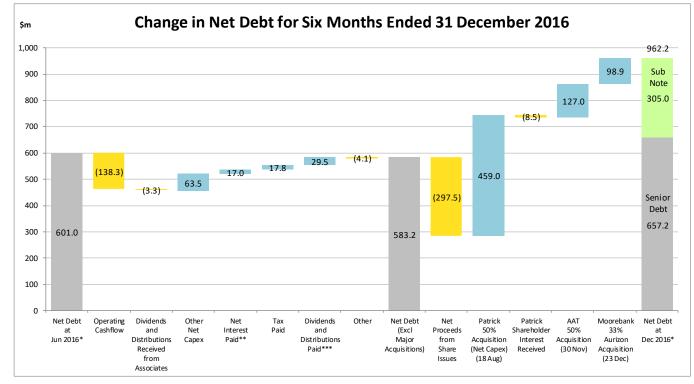
- AAT ceased to be an Associate from 1 December 2016 and has been consolidated in the Strategic Assets division from that date
- NSS result in line with expectations
- Prixcar secured Nissan contract to offset loss of Ford contract (impact mainly from H2) but disappointing revenue and cost performance in the period
- PEL JV has ceased no material earnings impact expected in H2
- Quattro impacted by low grain volumes in H1 but expected to improve in H2
- No material contribution expected from Quattro or TQ to Qube's FY 17 earnings

Cashflow and Funding



H1 – FY 17 Overview	 Businesses continued to generate strong operating cashflow Several funding initiatives completed in the period to support growth
Сарех	 Total net capex of around \$748 million (net of sale of Asciano shareholding for around \$508 million) Main net capex was on completing the three strategic acquisitions for around \$685 million Additional growth capex on equipment and locomotives to support new contracts and Moorebank development
Leverage	 Leverage at around 30%, at the bottom end of Qube's target range of 30-40% Maintain significant headroom to covenants
Funding Capacity	 At 31 December 2016, Qube had cash and undrawn debt facilities of around \$406 million Assessing options to further diversify and extend the tenor of Qube's funding

Cashflow and Funding



* Net debt excludes borrowing costs of \$4.6m at June 2016 and \$9.5m at December 2016.

** Excludes interest income from Patrick shareholder loans.

*** Dividends paid are net of the dividend reinvestment plan.

• Qube retains significant headroom to its covenants

 Total net debt increased as a result of the Patrick, AAT and Moorebank acquisitions completed during the period

These acquisitions did not

contribute materially to Qube's

earnings (EBITDA) in the period

Qube's strong cashflow fully

funded its growth capex

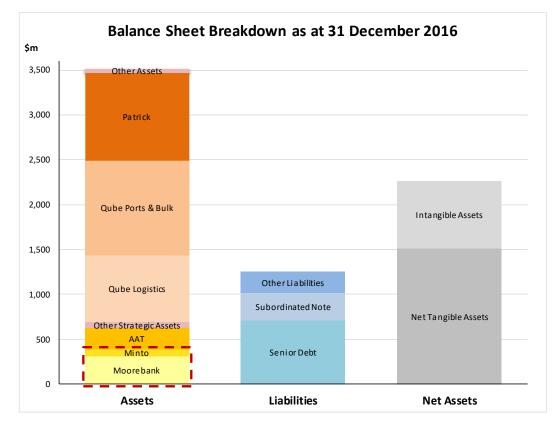
(ex-major acquisitions),

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Balance Sheet Strength



- Qube has a strong net asset position supported by tangible quality assets in strategic locations
- Qube continues to adopt a conservative approach to its balance sheet having regards to the quality of its assets, diversity of its business and strong cashflow generation
- Qube has two wholly owned, strategic, valuable property assets in Moorebank and Minto with a combined book value of around \$383 million that are expected to generate attractive financial returns in the future when fully developed and operational
- Qube has a number of options available regarding the development funding and future ownership of these assets.
- Qube will adopt an approach that maximises long term value for Qube's shareholders whilst maintaining a prudent approach to its capital structure

Balance Sheet

As at	31 Dec 2016	30 Jun 2016	Change	
	(\$m)	(\$m)	(\$m)	
Cash and Equivalents	74.7	76.6	(1.9)	
Receivables	251.1	203.7	47.4	
Available-for-sale Financial Assets	-	543.7	(543.7)	
Other Current Assets	14.3	4.9	9.4	
Total Current Assets	340.1	828.9	(488.8)	
Investment in Associates	783.2	225.8	557.4	
Property Plant and Equipment	896.6	828.3	68.3	
Investment Property	383.4	367.7	15.7	
Intangible Assets	751.2	630.7	120.5	
Loans and receivables	344.4	-	344.4	
Other Non-Current Assets	10.6	10.2	0.4	
Total Non-Current Assets	3,169.4	2,062.7	1,106.7	
Total Assets	3,509.5	2,891.6	617.9	
Trade and Other Payables	142.4	100.1	42.3	
Borrowings	4.1	159.4	(155.3)	
Provisions	66.1	65.0	1.1	
Other Current Liabilities	0.3	0.7	(0.4)	
Total Current Liabilities	212.9	325.2	(112.3)	
Borrowings	1,023.3	513.6	509.7	
Other Non-Current Liabilities	12.1	15.5	(3.4)	
Total Non-Current Liabilities	1,035.4	529.1	506.3	
Total Liabilities	1,248.3	854.3	394.0	
Net Assets	2,261.2	2,037.3	223.9	
Non-Controlling Interests	-	(98.2)	98.2	
Net Assets Attributable to Qube	2,261.2	1,939.1	322.1	
Net Debt*	952.7	596.4	356.3	
Net Debt / (Net Debt + Equity)	29.6%	23.5%	6.1%	

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- Balance sheet composition reflects completion of Patrick, AAT and MIPT acquisitions in the period
- Increased debt and equity to fund these acquisitions
- Leverage remains at the bottom end of Qube's long term target range (30-40%)
- Qube retains significant liquidity to fund its continued growth capex

* Figures are net of borrowing costs.

H1 – FY 17 Summary and Outlook



Solid Financial Performance	 Diversified operations supported solid earnings and cashflow Growth in underlying earnings in both operating divisions and Qube's NPAT / NPATA Interim dividend maintained at 2.7 cents (fully franked)
Completed Strategic Acquisitions	 Completed three important acquisitions that substantially improved the quality of Qube's asset base and support long term earnings growth Key priority will be to continue to implement the business plans that underpinned these acquisitions to deliver the expected growth
Enhanced Funding Position	 Completed placement to CPPIB to ensure Qube maintained a prudent capital structure post Qube's acquisition of 50% of Patrick Subordinated Note issue successfully completed to provide additional liquidity, diversify Qube's funding sources and extend the tenor of its debt
Outlook	 Expect underlying earnings growth in both operating divisions Expect increased underlying earnings (NPAT) in FY 17 No change to continued competitive pressures expected across the business

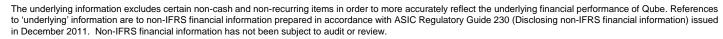
Questions





Appendix 1 Reconciliation of H1 – FY 17 Statutory Results to Underlying Results

H1 - FY 17	Logistics (\$m)	Ports & Bulk (\$m)	Strategic Assets (\$m)	Corporate and Other (\$m)	Patrick (\$m)	Consolidated (\$m)
Net profit / (loss) before income tax	45.1	36.1	(0.2)	(0.5)	(25.1)	55.4
Share of (profit) / loss of associates	-	(2.3)	(0.1)	-	25.1	22.7
Net finance cost / (income)	(9.8)	0.7	(0.1)	13.7	-	4.5
Depreciation and amortisation	17.7	35.8	0.9	0.1	-	54.5
EBITDA	53.0	70.3	0.5	13.3	-	137.1
Stamp duty	-	-	0.3	-	-	0.3
Restructure costs	-	0.4	-	-	-	0.4
Other	-	(2.8)	2.8	-	-	-
Underlying EBITDA	53.0	67.9	3.6	13.3	-	137.8
Depreciation	(16.3)	(32.9)	(0.7)	(0.1)	-	(50.0)
Underlying EBITA	36.7	35.0	2.9	13.2	-	87.8
Amortisation	(1.4)	(2.9)	(0.2)	-	-	(4.5)
Underlying EBIT	35.3	32.1	2.7	13.2	-	83.3
Underlying net Interest income / (expense)	0.2	(0.7)	0.1	(16.0)	9.6	(6.8)
Share of profit / (loss) of associates	-	2.3	0.1	-	(25.1)	(22.7)
Underlying adjustments:						
Stamp duty	-	-	-	-	26.0	26.0
One-off transition costs	-	-	-	-	4.4	4.4
Other non recurring restructure costs	-	-	-	-	0.8	0.8
Underlying share of profit / (loss) of associates	-	2.3	0.1	-	6.1	8.5
Underlying net profit / (loss) before income tax	35.5	33.7	2.9	(2.8)	15.7	85.0





Appendix 2 Reconciliation of H1 – FY 16 Statutory Results to Underlying Results

H1 - FY 16	Logistics (\$m)	Ports & Bulk (\$m)	Strategic Assets (\$m)	Corporate and Other (\$m)	Consolidated (\$m)
N - 6	22.5	25.0	20.0	(22.4)	77.0
Net profit / (loss) before income tax	32.5	35.9	30.9	(22.1)	77.2
Share of (profit) / loss of associates	-	(5.8)	0.6	-	(5.2)
Net finance cost / (income)	(0.2)	0.8	(0.1)	13.4	13.9
Depreciation and amortisation	16.9	32.7	0.2	0.1	49.9
EBITDA	49.2	63.6	31.6	(8.6)	135.8
Asciano Ports Business acquisition related advisor costs	-	-	-	2.8	2.8
Moorebank STI (FY 15 deferred component)	-	-	-	0.1	0.1
Underlying EBITDA	49.2	63.6	31.6	(5.7)	138.7
Depreciation	(15.5)	(29.8)	-	(0.1)	(45.4)
Underlying EBITA	33.7	33.8	31.6	(5.8)	93.3
Amortisation	(1.4)	(2.9)	(0.2)	-	(4.5)
Underlying EBIT	32.3	30.9	31.4	(5.8)	88.8
Net finance cost excluding derivatives	0.2	(0.8)	0.1	(14.3)	(14.8)
Asciano Ports business acquisition related finance costs	-	-	-	2.8	2.8
Underlying net finance cost	0.2	(0.8)	0.1	(11.5)	(12.0)
Underlying share of profit / (loss) of associates	-	5.8	(0.6)	-	5.2
Underlying net profit / (loss) before income tax	32.5	35.9	30.9	(17.3)	82.0



Appendix 3 Explanation of Underlying Information



- Underlying revenues and expenses are statutory revenues and expenses adjusted to exclude certain non-cash and non-recurring items such as fair value adjustments on investment properties, cost of legacy incentive schemes and impairments to reflect core earnings. Income tax expense is based on a prima-facie 30% tax charge on profit before tax and associates
- References to 'underlying' information are to non-IFRS financial information prepared in accordance with ASIC Regulatory Guide 230 (Disclosing non-IFRS financial information) issued in December 2011. Non-IFRS financial information has not been subject to audit or review