

## **CHAIRMAN'S ADDRESS ANNUAL MEETING 15 OCTOBER 2019**

### **WELCOME AND INTRODUCTION**

It is with pleasure I welcome everyone to the 2019 Marsden Maritime Holdings Annual Meeting. My name is Murray Jagger and I am the chairman of Marsden Maritime Holdings.

On behalf of the Board, I am pleased to present an overview of the Company's progress over the last 12 months and to make comment on the year and the opportunities going forward.

The details of the financial results and company report will be presented following the commentary by our Chief Executive, Felix Richter.

The Company's focus during the year has been to continue to be an enabler for economic growth in the Greater Marsden Point Area. Marsden Maritime Holdings' has invested significantly in both port related and non-port related activity and continues to diversify its earnings and to generate sustained long-term returns.

### **NORTHPORT**

Our joint venture, Northport Ltd continues to deliver strong results and continues to deliver a significant contribution to the Company's net surplus.

As previously reported, log volumes are predicted to trend down over the short to medium term. A large amount of focus from the Northport management has been on increasing the diversification of cargo and it is pleasing to note that the annual container volumes have increased by 61% on the previous year.

Jon Moore and his team run a very efficient port operation and together with our joint venture partners, your Company is focused on maximising the opportunities that are available and presented to us.

I would like to comment on the potential opportunities for Northport later.

## **PROPERTY HOLDINGS**

I am pleased to say the Company has experienced its highest ever level of enquiry and is in discussion with a number of large-scale tenants. It appears evident that this current level of enquiry will continue into the foreseeable future especially with the recently announced government infrastructure investments for Northland.

The Company over the year has completed four commercial units alongside the Company's Marsden Point office and is advancing plans to construct a similar complex of 12 units on Marsden Bay Drive.

During the year two 4,000m<sup>2</sup> bulk stores were commissioned, with the second completed at the end of September.

The strategic thinking surrounding the Company's Land Use Development Plan and the positioning of potential tenants will become more critical over the next few years. As a result of this, I plan to lead the Board through a strategic planning process early in the New Year to clearly define the Company's purpose and strategic imperatives.

## **MARSDEN COVE MARINA**

Berth occupancy has experienced strong growth but at a slower rate as previous years.

Now in its second year of operation, the Company's boatyard complex is performing well with year on year growth. With this growth, the Board has started to expand the current boatyard by a further hectare. This continues the Company's strategic objective to develop a marine hub adjacent to Marsden Cove Marina.

The Company also completed in December, the construction of a trailer boat park and boat sales yard.

There was excitement at having the Sail GP Development Team based out of the boatyard and launching at Northport over the summer. There is a high probability they will be back for more development this summer. This opportunity only enhances the Company and marina's reputation.

## **GOVERNANCE**

Sir John Goulter resigned from the Board at the end of the financial year, serving as a director for eight years and as chairman for six and a half of those. I would sincerely like

to thank Sir John for his significant contribution to your Company. His vision and energy has been instrumental to the evolution of both Marsden Maritime Holdings and Northport.

The Board has a diverse range of skills that are appropriate for strong and best practice governance of your Company. You have been presented with 2 resolutions for new directors to the Board. Mr Benoit Marcenac and Rabin Rabindran, who will present to you later, both will bring additional skills and diversity to the Board.

I would like to thank the effort and commitment of the Board over the last year and to Felix and his team for all their hard work on your behalf.

## **OUTLOOK**

There have been a number of public announcements which have been politically driven that should give you, the shareholder, some degree of confidence of the potential of Northport and the importance of your Company's landholdings.

The investment in the Northland rail corridor and potentially the Marsden Point rail spur, the feasibility study of the dry dock relocation and the Upper North Island Supply Chain Strategy, all provide opportunities for the development of Northport and Marsden Maritime Holdings.

We eagerly await the final report of the Upper North Island Supply Chain Strategy and what decisions will be made around its implementation, understanding that it still would require government sign off. If the interim report is anything to go by, this will be a large undertaking that needs to be considered carefully, but with a clear purpose and strategy will be a defining moment for the Marsden Point area.

This is also the opportunity to be an enabler for a wider Northland transport strategy including improved road infrastructure to Auckland.

The future is bright and your Board and management will work hard on your behalf to ensure we take full advantage of the opportunities presented to us and in turn maximise shareholder value to you.

Thank you for your attendance here today and I will now hand over to Felix Richter, our Chief Executive. At the end of Felix's address, we would be pleased to take any questions.