



ASX and Media Announcement

8 September 2011

Investor Presentation

Attached is a copy of the investor presentation to be made later today.

Further enquiries:

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Investors

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Qube Logistics Holdings Limited

The 'New Qube'

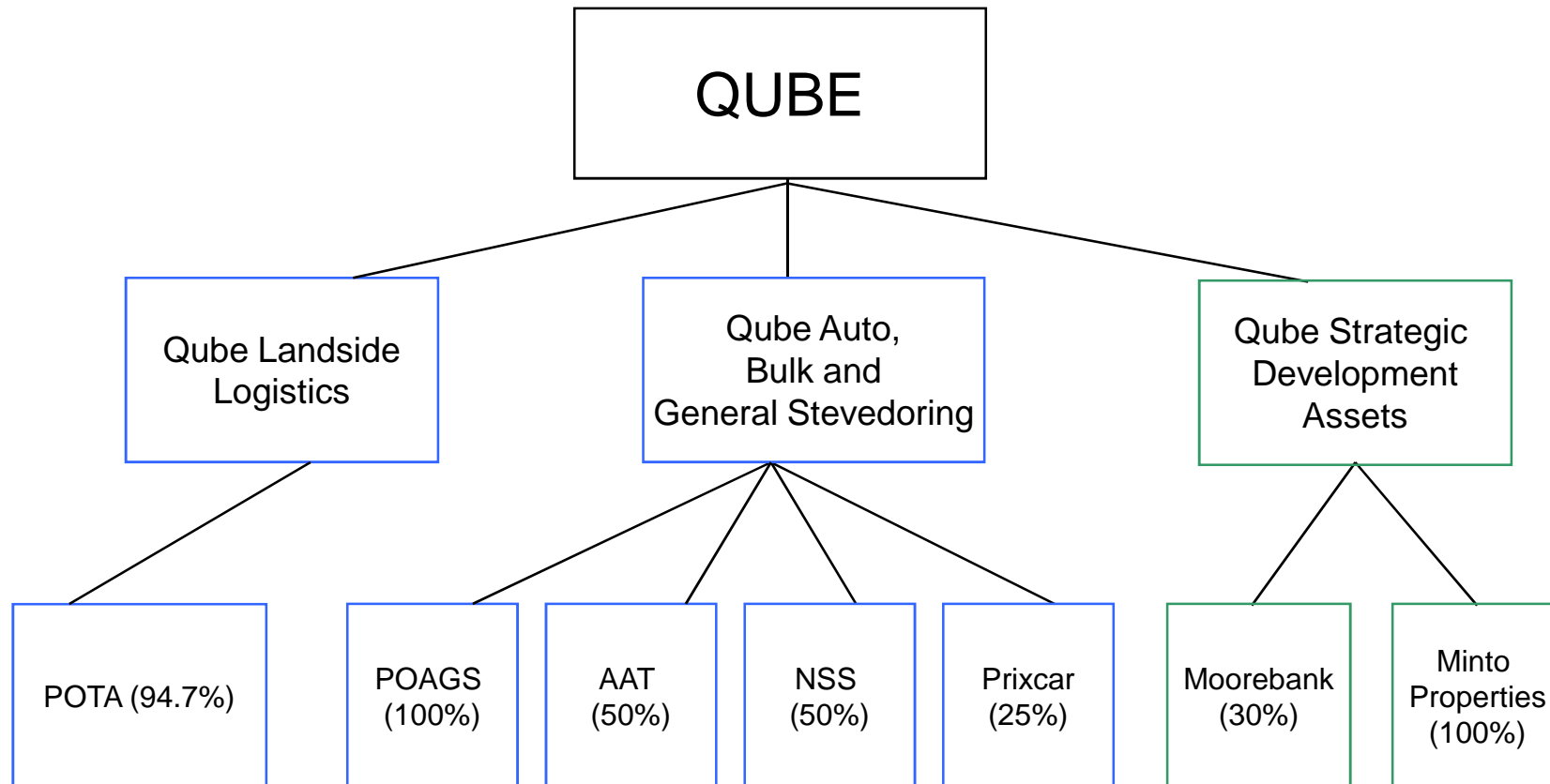
September 2011

QUBE

Recent Events

- 18 August – Release of FY 11 Results
- 18 August – Unitholder Meeting To Approve Restructure
- 30 August – Completion of Corporatisation
- 31 August – Completion of Internalisation
- 1 September – Completion of Acquisitions

Corporate Structure



Board of Directors (Non-Exec)

Chris Corrigan (Chairman)

- Former Managing Director – Patrick
- Chairman – Qube IAC

Sam Kaplan (Deputy Chairman)

- Former Strategic Adviser - Patrick
- Managing Director - KFM (formerly manager of Qube)

Allan Davies (Non-Exec)

- Over 35 years experience in the mining industry
- Formerly Director Operations – Patrick, Director Pacific National
- Non-executive Director – QR National

Robert Dove (Non-Exec)

- Managing Director – Carlyle Group
- Co-Head – Carlyle Infrastructure Partners

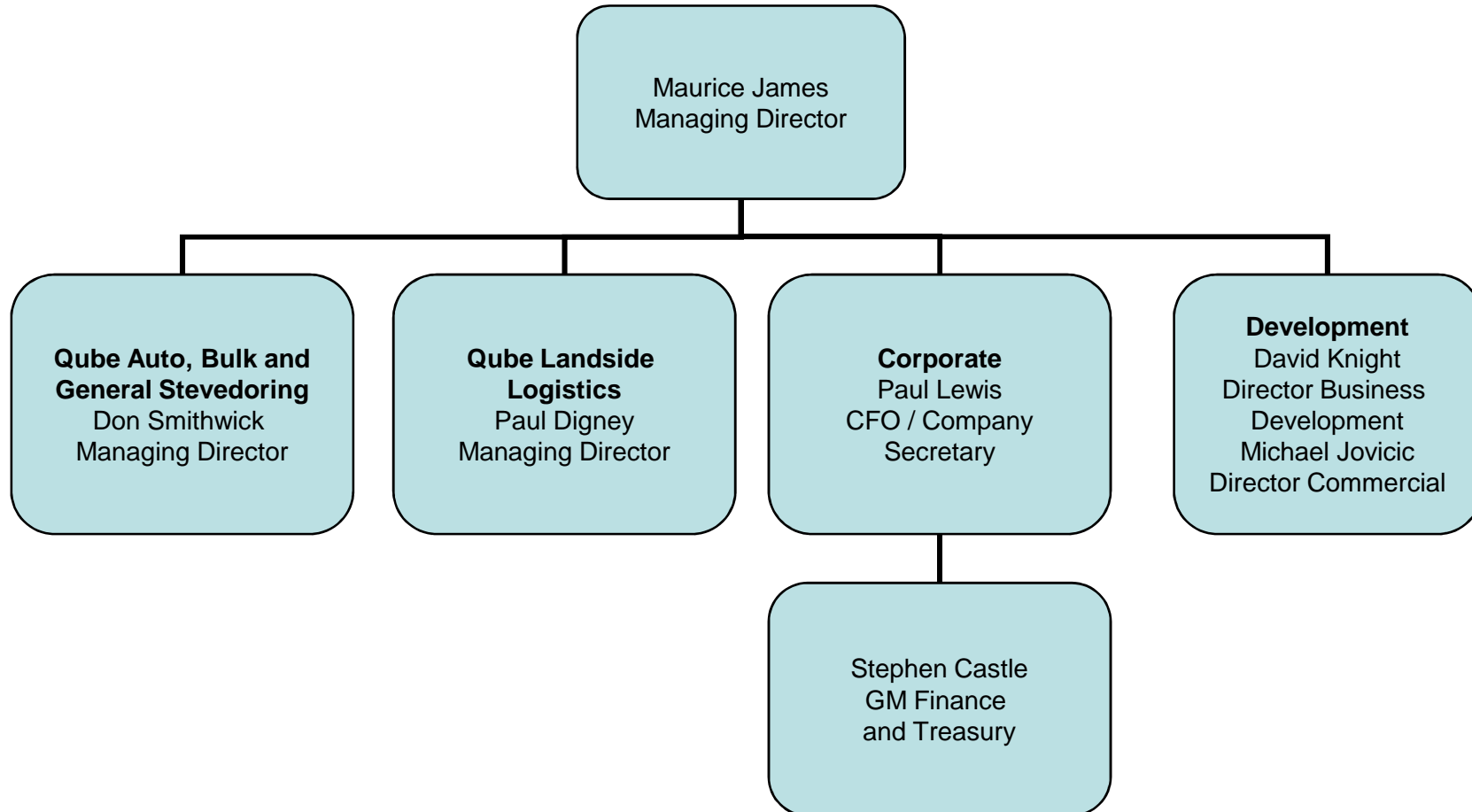
Peter Dexter (Non-Exec)

- Non-Executive Director – Royal Wolf Holdings
- Over 40 years experience in maritime and logistics industry
- Chairman/Director of Wilhelmsen group companies

Yutaka Nakagawa (Non-Exec)

- Over 30 years experience in shipping industry
- Chairman / Managing Director of Kawasaki group companies

Management Team



Business Divisions

Qube Landside Logistics

- Movement of containers to and from ports by road and rail (and related services)
- Logistics solutions for rural commodities
- Complete supply chain solution

Qube Auto, Bulk and General Stevedoring

- Stevedoring, processing and storage of vehicles (including facilities management)
- Stevedoring and logistics of bulk commodities
- Stevedoring of general cargo

Qube Strategic Development Assets

- Properties for future development into inland terminals and related activities
- Located near road and rail infrastructure
- Complements Qube's Landside Logistics division

Operating Divisions

Qube Landside Logistics

- Over 1,200 employees
- National presence in all capital cities and regional areas
- Revenue and EBITDA for 100% of the underlying business of around \$355m and \$42m in FY 11
- Qube share of revenue and EBITDA of the underlying business of around \$336m and \$39.7m in FY 11
- Major customers include importers, exporters, retailers and shipping lines.

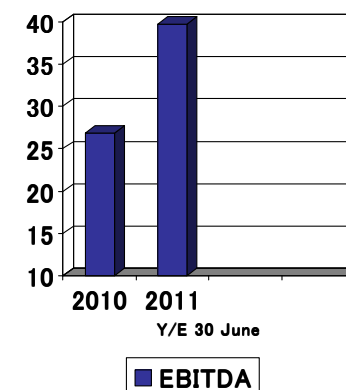
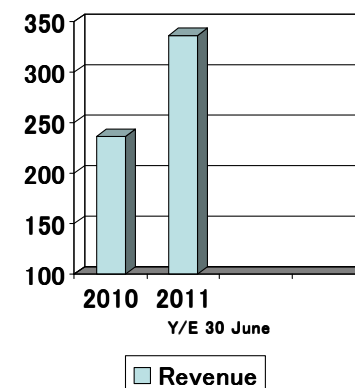
Qube Auto, Bulk and General Stevedoring

- Over 2,500 employees
- Operations in 29 ports
- Revenue and EBITDA for 100% of the underlying businesses of around \$445m and \$88m in FY 11
- Qube share of revenue and EBITDA of the underlying businesses of around \$198.8m and \$37.3m in FY 11
- Major customers include shipping lines, vehicle manufacturers and mining companies.

Revenue and EBITDA figures reflect unaudited figures for the 12 months to 30 June 2011 for the underlying businesses within each division. Figures exclude costs relating to employee option plans.

Qube Landside Logistics FY 11 Results

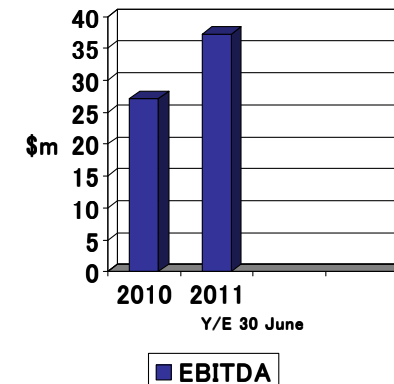
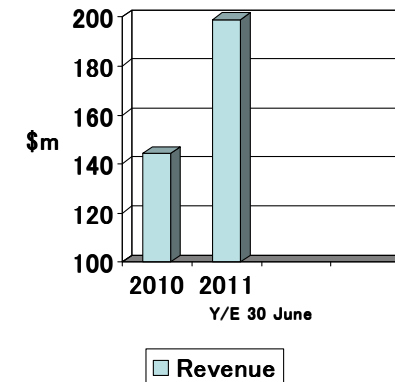
- Record revenue and earnings in FY 11 with growth of 42.6% and 47.6% on pcp¹
- Reflects organic growth and acquisitions
- Impact of adverse weather events
- Significant expansion in port rail services
- FY 12 result to benefit from contribution from recent acquisitions
- Qube consolidated POTA from 1 Jan 2011



¹ Figures are based on unaudited management accounts and exclude the impact of costs relating to employee option plans. Figures are based on Qube's ownership interest in the underlying businesses as at 30 June 2011

Qube Auto, Bulk and General Stevedoring FY 11 Results

- Record revenue and earnings in FY 11 with growth of 37.8% and 37.1% on pcp¹
- Benefit from commencement of operations at Utah Point in Sep 2010
- Offset by adverse weather in WA and QLD and earthquakes in Japan
- Significant slowdown in vehicle imports in H2 FY 2011
- FY 12 result to benefit from full year contribution from Utah Point and catch-up in vehicle imports
- Qube will consolidate POAGS from 1 Sep 2011



¹ Figures are based on unaudited management accounts and exclude the impact of costs relating to employee option plans. Figures are based on Qube's ownership interest in the underlying businesses as at 30 June 2011

Qube Strategic Development Assets

- Reliable rental income from quality tenants
- Analysis and planning continuing
- 3A Application submitted for Moorebank
- Environmental assessment to be submitted by consortium shortly
- Public consultation is the next major milestone
- DA approval for rail turnout from Minto Properties to Southern Sydney Freight Line
- Qube will consolidate Minto Properties from 1 Sep 2011

Qube Capital Structure

- Capital base has increased from approximately 611 million units to approximately 802 million shares
- Market capitalisation has increased from around \$885 million to around \$1.16 billion¹
- Will enter S&P/ASX 200 index effective from 17 September 2011

¹ Based on a Qube price of \$1.45 per unit / share

Gearing (Pro-forma)

- Conservative gearing (debt mainly within the operating businesses)
- Gross pro-forma consolidated debt of \$176.7m at 30 June 2011
 - Qube Landside Logistics \$62.4m
 - Qube Auto, Bulk and General Stevedoring \$55.5m
 - Qube Strategic Development Assets \$58.8m
- Major acquisitions and capex will be funded through a combination of debt and equity
- Qube will maintain a conservative capital structure

Drivers of Future Performance

- Qube's future earnings will be influenced by the following:
 - Growth in global demand for bulk commodities
 - Growth in demand for rural commodity exports
 - Vehicle sales and level of import v. local manufacture
 - Australian GDP growth and correlation to container volumes
- Qube is currently well positioned to benefit from continued strength in global demand for bulk and soft commodities and the high \$A which is benefitting imports (both containers and vehicles)
- Qube will continue to maintain a culture focused on safety and zero harm in its workplace

Outlook

- Focus on organic growth, accretive acquisitions and development projects
- Further investment to expand rail capabilities
- Expansion of bulk and rural commodities logistics capabilities
- Working towards concept plan approval for Moorebank development
- Growth in revenue and earnings expected in both operating divisions
- Growth rate expected to be lower than FY 11
- Well positioned to continue growth over the medium to long term

Questions

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