



STATEMENT OF CORPORATE INTENT

(covering the period to 30 June 2004)

1. OBJECTIVES OF THE COMPANY

1.1 The PRIMARY OBJECTIVES of the Company shall be:

- (a) To operate as a successful, sustainable and responsible business.
- (b) To undertake efficient commercial port and transport related operations to effectively service the port's customers.

1.2 The FINANCIAL OBJECTIVES of the Company shall be:

- (a) To provide a commercial return to shareholders.
- (b) To adopt policies that prudently manage risk and protect the investment of shareholders.

1.3 The ENVIRONMENTAL OBJECTIVES of the Company shall be:

- (a) To operate in an environmentally responsible and sustainable manner.
- (b) To raise awareness of environmental issues within the Company.

1.4 The SOCIAL OBJECTIVES of the Company shall be:

- (a) To provide a safe and healthy workplace.
- (b) To participate in development, cultural and community activities within the regions in which the Company operates.

2. NATURE AND SCOPE OF ACTIVITIES TO BE UNDERTAKEN

2.1 The provision of port infrastructure, including land, wharves, buildings and equipment and utility services.

2.2 The provision of shipping and logistical services, including pilotage, towage and berthage.

- 2.3 The provision of operational services, including' cargo handling, warehousing, facilities management services, property management services, security and emergency services.
- 2.4 The provision of integrated transport services, providing a coordinated linkage between other transport operations and networks, for the benefit of the region and its customers.
- 2.5 The provision of any other services, where the Company has specialist expertise, that adds value.
- 2.6 The development and implementation of the Port Property Plan to optimise the operational effectiveness and value of its property portfolio.

3. RATIO OF CONSOLIDATED EQUITY TO TOTAL ASSETS

- 3.1 The target ratio of equity is expected to be maintained in the range of 60% to 80% of total assets.
- 3.2 Definition of Terms:
 - (a) Consolidated Equity is defined as the total issued capital, the balance of undistributed profits and all revenue and capital reserves less any minority interests.
 - (b) Total Assets are defined as all the recorded tangible and intangible assets of the Company at their current value as determined in the Company's Statement of Accounting Policies.

4. ACCOUNTING POLICIES

- 4.1 The detailed Accounting Policies of the Company will be consistent with the legal requirements of the Companies Act 1993, the Financial Reporting Act 1993, generally accepted accounting principles, the Institute of Chartered Accountants of New Zealand's Statement of Standard Accounting Procedures (SSAP's) and the Financial Reporting Standards (FRS's).

5. PERFORMANCE TARGETS

The following are the Company's performance measures:

FINANCIAL

- 5.1 (a) Net Profit (before tax)
- (b) Net Profit (after tax)
- (c) Return on Total Assets*
- (d) Return on Equity**

(e) Dividend

* Return on Total Assets is the net profit before interest and tax divided by the average total assets.

** Return on Equity is the net profit after tax divided by the average equity.

5.2 The target for return on equity is to be in the top four of comparable New Zealand ports.

ENVIRONMENTAL

5.3 (a) Maintain current levels of accreditation to CentrePort's internationally recognised management system (incorporating environmental standards) CLIMB.

(b) Promote the introduction into the district and regional coastal plans of the principles of NZ 6809:1999 Acoustics – Port Noise Management and Land Use Planning.

(c) Comply with all conditions under resource consents and permits held, and to fully adhere to the requirements of environmental law generally.

(d) Complete a biosecurity management plan to protect the operational ports capability to continue to handle international shipping.

SOCIAL

5.4 (a) Maintain current levels of accreditation to CentrePort's internationally recognised management system (incorporating health and safety standards) CLIMB.

(b) Maintain compliance with Lloyds Safe Ship Management for tugs and launches.

(c) Ensure that all employee participation requirements under the new health and safety legislation are met.

(d) Investigate the feasibility of Marine Cluster opportunities, including a dry dock facility.

(e) To undertake an appropriate level of sponsorship.

(f) To meet regularly with representative community groups.

(g) To hold more port tours for community groups.

GENERAL

5.5 The company will, in consultation with the shareholders, continue to develop performance targets in the environmental and social areas in order to be able to maintain triple bottom line reporting in accordance with best practice.

6. DISTRIBUTION OF PROFITS TO SHAREHOLDERS

6.1 The Company policy on the provision of the net profits to be distributed to shareholders (after deductions for taxes and interest) will be reviewed by the Board of the Company from year to year, according to the circumstances as they may exist and the successful achievements of the commercial objectives of the Company.

The expectation is that the dividend will be the maximum practicable amount. This is currently targeted at 60% of after tax earnings excluding unrealised gains/losses on investment property, unless major capital expenditure and investment requirements require otherwise. The annual dividend performance measure will be set in consultation with shareholders.

6.2 The actual dividend will be paid to shareholders prior to:

- 28 February Interim Dividend
- 30 September Final Dividend

7. INFORMATION TO BE REPORTED

The company will maintain regular reporting on the implementation of policies to the shareholders in accordance with statutory requirements and in particular will:

- (a) Within three months after the end of each financial year produce an Annual Report comprising:
- A statement of accounting policies;
 - Audited consolidated financial statements for the year;
 - Explanatory notes thereon; and
 - A report-from the Directors which will include:
 - * a review of operations
 - * a summary of achievements measured against appropriate performance targets; and
 - * the maximum dividend (if any) recommended.

- (b) Within two months of the end of the first half of each financial year, produce a half yearly report comprising:
- An abridged, unaudited statement of the financial position with explanatory notes; and
 - A brief report from the directors of the company's operations for the half year and the outlook for the second half year.

(The above reporting requirements are specified under Section 16 of the Port Companies Act.)

8. PROCEDURES FOR ACQUISITION OF SHARES

- 8.1 The Company will only invest in the shares of another business when the shares acquired are considered by the Directors to bring added value to the business of the Company providing an acceptable return on the cost of capital employed, or will further the objectives set out herein of the business of the Company.
- 8.2 The Company will consult with shareholders prior to any material departure from the objectives outlined in the Company's Strategic Plan or the Statement of Corporate Intent.

9. COMPENSATORY ACTIVITIES

- 9.1 The Company will seek compensation by agreement from the Wellington Regional Council and/or the Manawatu-Wanganui Regional Council or the appropriate local authority for:
- (a) Marine pollution control services;
 - (b) Any other statutory function, duty or power which they may wish the port company to carry out on their behalf and which involves the supply of goods or services.

10. VALUE OF SHAREHOLDER INVESTMENT

- 10.1 The value of equity in the Company as at 1 July 2003, is \$64,421,000 and is an assessment of the net tangible assets based on historic cost of the company's assets.
- 10.2 The commercial value of this investment may be determined from time to time in cognizance of the market.
- 10.3 A re-assessment of the valuation of equity will be undertaken as may be required from time to time by the shareholders or directors.

11. OTHER AREAS

11.1 Communication with Shareholders

There shall be regular meetings between the shareholders and the Company at not less than half yearly intervals. These meetings shall discuss:

- a) the overall and segmented performance of the Company, including progress measured against the then current Business Plan;
- b) the performance of the Company in meeting its financial, environmental and social performance targets;
- c) the performance of the Company in optimising the operational effectiveness and value of its property portfolio;
- d) how the performance outlined in section 11 .1a to 11 .1c is contributing to the company's objective of operating as a successful, sustainable and responsible business.

In addition:

- e) quarterly briefings will be held between company management and officers of the shareholders.
- f) the Company will promptly advise the Shareholder on sensitive issues affecting the Company.

11.2 Strategic Plan

The Company shall outline its Strategic Plan to the shareholders and the Strategic Plan shall be updated at not less than two yearly intervals.

11.3 Review of Statement of Corporate Intent

The Company shall provide to the shareholders in May of each year a Draft Statement of Corporate Intent for the consideration of shareholders with the intent that the Statement will be finalised in September.

11.4 Corporate Governance

The Company, is implementing a system of measuring and evaluating Board and Director performance, with a formal review to be undertaken during the 2004 financial year.

The outcome of this process will be reported as appropriate by 30 September 2004.

CENTREPORT LIMITED
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KEY FINANCIAL SCI INDICATORS	FY2004 Budget	FY2005 Projected	FY2006 Projected
NPBT	\$10.1m	\$10.7m	\$11.2m
NPAT	\$6.7m	\$7.1 m	\$7.5m
ROA (EBIT / Av ASSETS)	11.8%	12.2%	12.7%
ROSF (NPAT / Av EQUITY)	10.2%	10.3%	10.4%
DIVIDEND	\$3.7m	\$3.9m	\$4.1 m