

# WE DELIVER

**Global Overview**







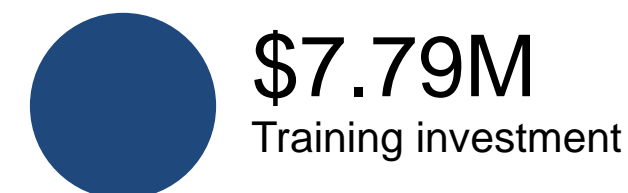
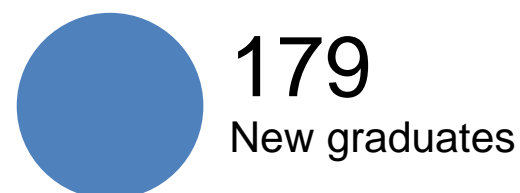
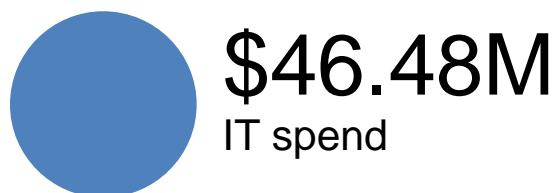
# Introduction & Overview

Mainfreight. Global Supply Chain Logistics.

*Special people  
Special company*

## Mainfreight profile.

- Founded in 1978 in New Zealand
- Public listing 1996 on New Zealand stock exchange
- Revenue \$2.33 B
- Market Cap \$2.40 B
- Owned facilities
- Total Assents \$1.28 B







## GEOGRAPHICAL INTENSIFICATION

Not only are we opening up in more countries; we're developing new services and locations within each region and each country. By being as close as possible to our customers we can deliver sooner, more efficiently and more often.

GROUP  
REVENUE

**\$2.33B**

BRANCHES

**239**

COUNTRIES

**22**

TEAM  
MEMBERS

**7,006**

TRAINING  
INVESTMENT

**\$8.46M**

IT SPEND

**\$51.1M**

# Global supply chain logistics.

## AIR & OCEAN

- Air freight
- Sea freight
- Import and export
- Customs clearance
- Perishables

## WAREHOUSING

- Pick and pack
- Hazardous substances
- Inventory management
- Food grade warehousing

## TRANSPORT

- Nationwide and metro
- Dangerous goods
- Full truck load and intermodal
- Cross docking

## SUPPLY CHAIN

- Project logistics
- Wharf cartage
- Vehicle import and export
- Business solutions

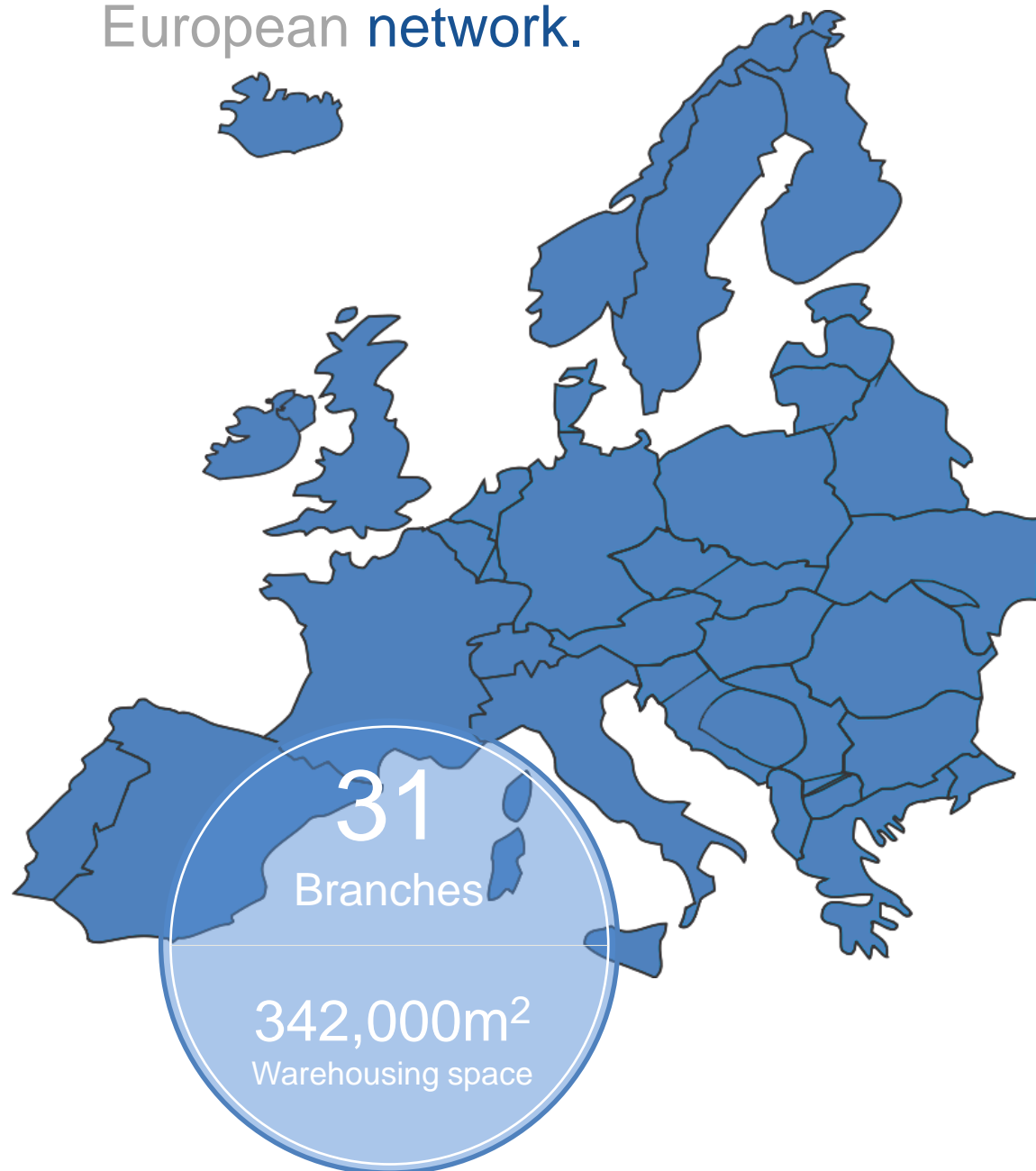
**578,734**  
M<sup>2</sup> WAREHOUSING

**121,552M**  
AIRFREIGHT  
KILOGRAMS

**280,539**  
SEAFREIGHT TEU



## European network.



## Full supply chain operations

Air and ocean, warehousing and domestic transport

- High Quality and focus on Account Management & Continuous Improvement
- Network of 31 Owned Branches with local teams servicing;
  - Netherlands, United Kingdom, France, Italy, Belgium, Germany, Poland, Romania, Ukraine & Russia.
- Full Supply Chain capabilities
  - Air & Ocean
  - European Forwarding
  - Mainfreight 3PL





## American presence.



Air, Ocean and everything else in between. Our teams offer a comprehensive international service into and out of the most dynamic economies in the world.

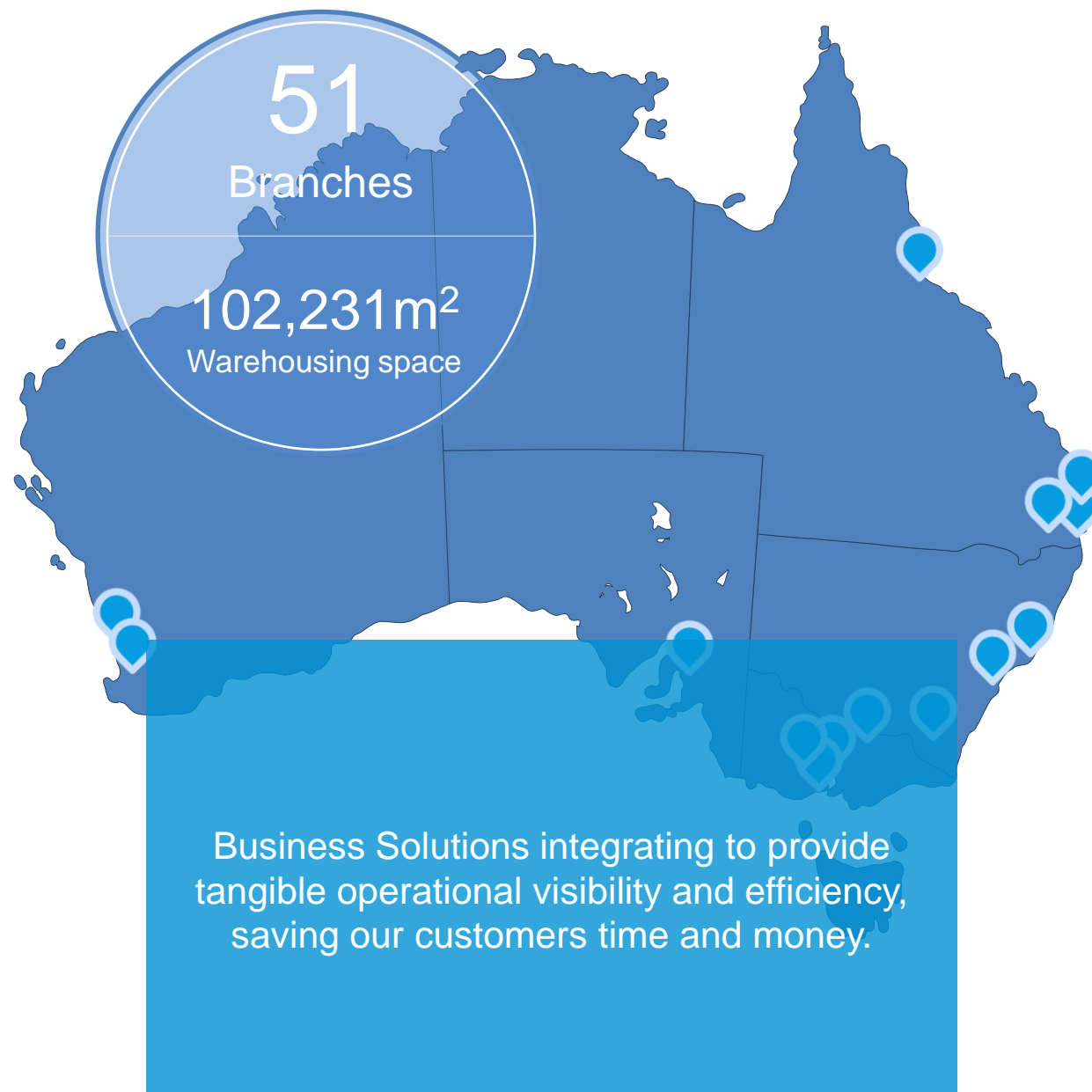
- Offices throughout USA, Canada, Mexico, and Chile.
- Strong Supply Chain offering (Air & Ocean, Logistics, Domestic Distribution)
- Domestic Distribution service offering
  - Wharf Cartage
  - Intrastate Line haul solutions (Mainfreight to Mainfreight)
  - “White glove Service” delivering inside door for certain commodities and customers needs



## Australian network.

With Global capability and an ever intensifying network, we are well positioned to help our customers get their products into the hands of their customers.

- All mode International Forwarding
- In house Customs & Trade facilitation capability
- Significant Air & Ocean dedicated branches in every State, with specialist Air and Sea freight operations.
- Quality assurance program
- Owner driver model transport model
- Purpose built facilities
- Real time data capture
- Localised customer service teams
- Port timeslot management and reporting





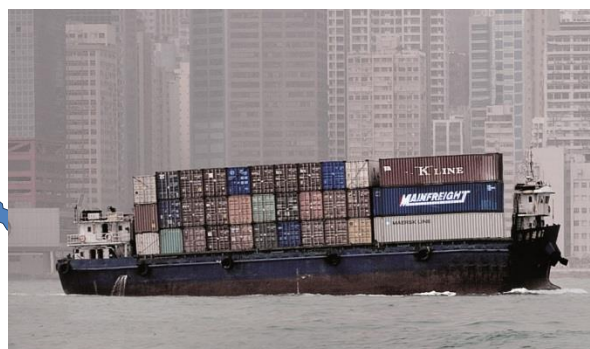
# Asian footprint.

## Full supply chain operations

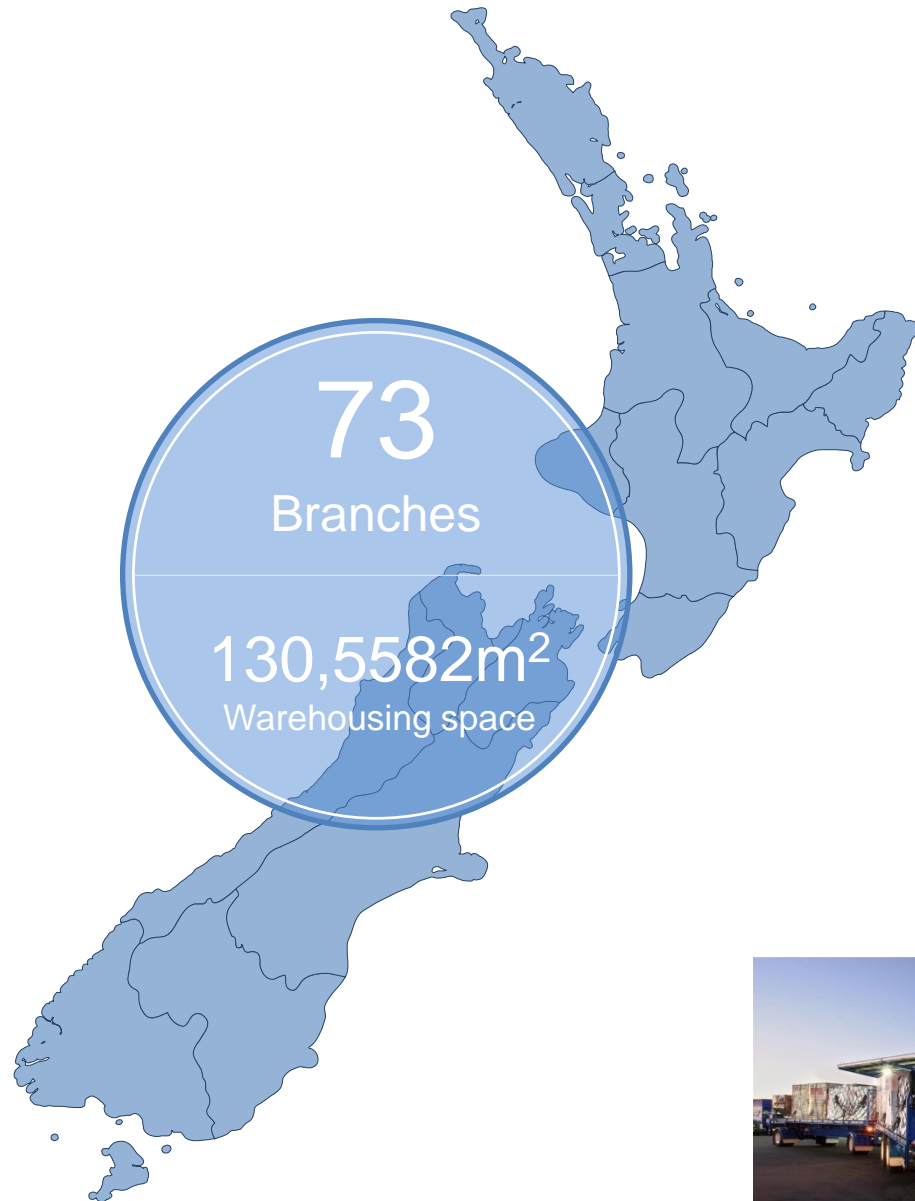
Air and ocean, warehousing and domestic transport



- Local representation ensuring quality service and committed to operational excellence
- 6 countries: China, Singapore, Vietnam, Thailand, Taiwan, Hong Kong
- Service offerings include:
  - Imports/exports
  - Inland metropolitan freight services
  - Import clearance
  - 3PL Warehousing and logistics
  - Buyer Consolidation & Vendor Management



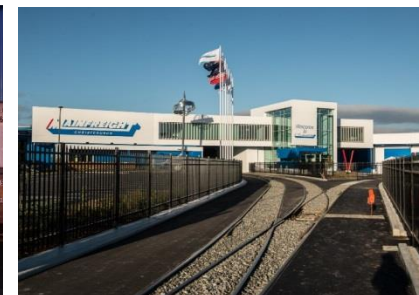
New Zealand reach.



## Full supply chain operations

We have people in place every place you want to be. We know local markets with boots on the ground and deep experience

- A full network of Mainfreight domestic transport branches in New Zealand and in Australia ensures we have the solution on the ground, wherever you need it
- Full Supply Chain capabilities and visibility
  - Air & Ocean, Domestic Distribution, 3PL Specialists
  - Large network with specialists in many industry sectors across all business units incl a standalone Hazardous Goods Distribution Network
  - Largest IATA Air forwarder in NZ with full perishable capabilities
  - Multimodal Distribution Capabilities
- Specialised cross dock centres, handling consolidation services, and re-labelling of cargo to configure one international movement into multiple forms of delivery







Technical  
Functionality.

Mainfreight. Global Supply Chain Logistics.

*Special people  
Special company*



# Supply chain technology.



We move it

WE PICK UP

WE MOVE  
WORLDWIDE

WE WAREHOUSE,  
MANAGE & DISTRIBUTE

WE TRANSPORT &  
DELIVER

We track it

**Purchase Order**

Order acknowledged  
Ex factory  
Purchase order fulfilled

**Air & Ocean Move**

Vessel departs  
Vessel arrives  
Customs cleared  
Unload & estimated  
date of delivery

**Warehousing**

Shipment arrives  
Inventory picked  
Value added  
Order confirmed  
& despatched

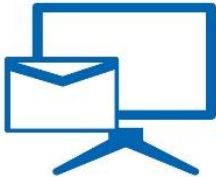
**Delivery**

Picked up  
Cross docked  
Out for delivery  
Delivered (POD)

You see it



EDI



Email



SMS / App



Reporting



mainfreight.com



Mainchain

Push notifications

On-demand information

# Supply chain technology.



- Single Operating System across air and ocean branches globally
- Single Customer Portal across all Domestic and International Transport modes called Mainchain.
- EDI Integration
- Order Management
- Exception Identification & Management
- Customizable Milestones
- Continuous Improvement initiatives





# Culture & Values

*"Who are we?"*

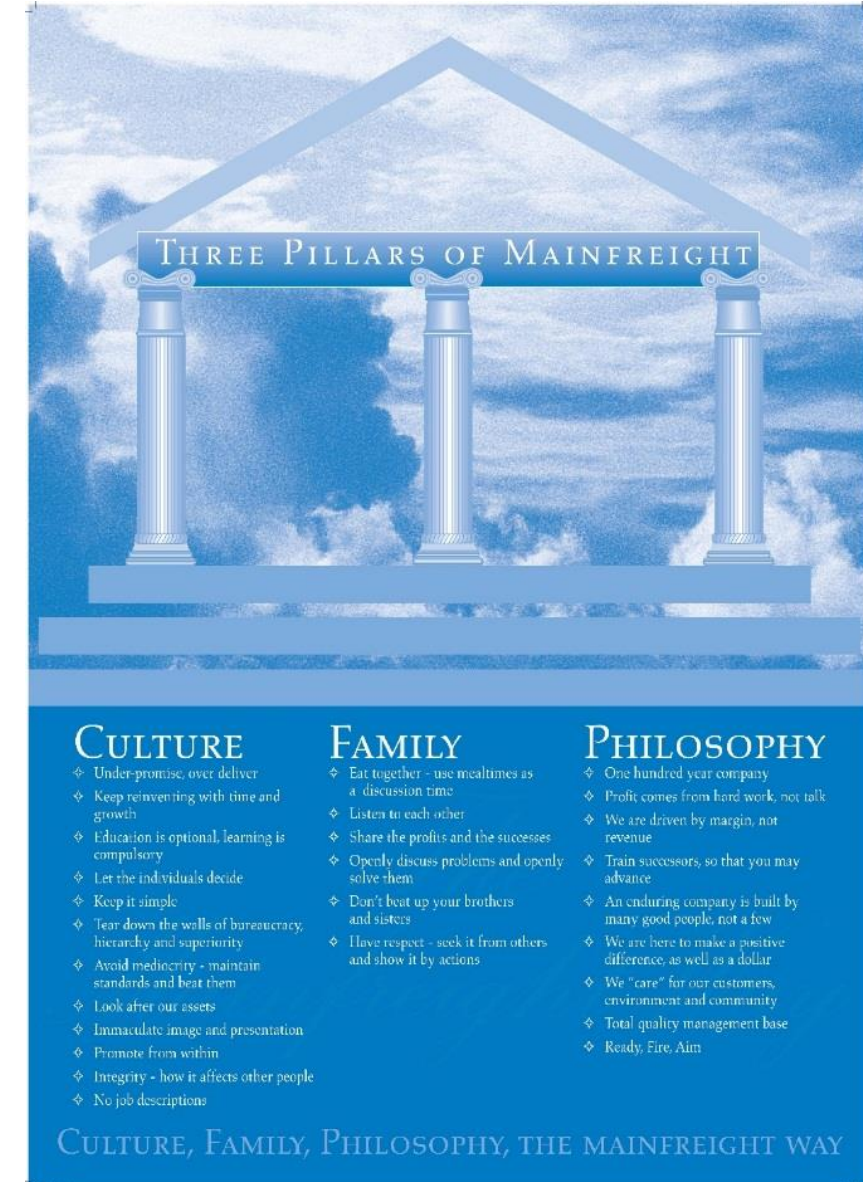
Mainfreight. Global Supply Chain Logistics.





# Mainfreight Culture

- Special people, Special company
- 100-year vision shapes our approach to:
  - Recruitment and training of team members
  - Customer and supplier relationships
  - Growth strategies
- The success of Mainfreight is built on three pillars:  
Culture, Philosophy, Family.



# Defining Mainfreight



## 100 Year Vision

Rather than quick wins or short-term gains, Mainfreight's strategies, decisions and actions today are guided by a desire to create a strong, iconic and enduring business.



## Culture

Our unique family and philosophy make Mainfreight, Mainfreight. This culture is our most treasured asset and is at the heart of our past, our present and our future.



## Network

Through greater ownership of our global network, comes greater control over quality, margin and ultimately, our competitive advantage.



## Quality

Through investing in the best facilities, people, technology and processes, we raise the bar and exceed customers' expectations every day.



## Decisiveness

Decisiveness – or as we call it, Ready, Fire, Aim – fuels our momentum and focus. Having the freedom to make and own decisions creates entrepreneurship and accountability.



## Responsibility

We meet our environmental and social responsibilities head-on, actively seeking ways to leave the lightest-possible imprint on the planet and to assist those less fortunate.



# Social Responsibility & Environment

*"Our vision"*

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# Sustainable Development

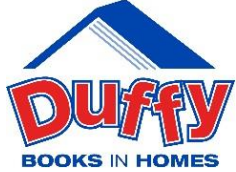
Mainfreight has been embracing sustainability and environmental practises since day one. Reducing the environmental impact of our operations is something that is at the core of our business and is ingrained in our philosophy.

This is managed on a macro level from the business, as well as each individual region, country, branch and team member committed to this very important factor. Below are some examples of what this looks like in our business.

- Land Distribution branches are purchased & Build where multimodal service offering is available i.e. Rail/Barge
- All new buildings are fitted with solar technology
  - Our new Hamilton facility is fitted with 690 solar panels, making it one of the largest private solar installations in Australasia
  - Our new Australian supersite in Epping in Melbourne also has solar installed
- Route planning technology is in place across our domestic trucking business in each global region
- Gas & Diesel Forklifts are converted to Electric where possible
- Depots store and use rainwater as well as recycling greywater for truck washing and irrigation
- Carbon Emissions are measured in NZ & Europe. Overtime this will become standard in all regions
- Critical focus to reduce the usage of paper in our business. This has been reduced by over half in the last two years.
- Mainfreight is participating in studies to evaluate the practical application of “Platooning” truck driving in Europe.



# Social Responsibility



## Duffy Books in Homes

- Over 10,000,000 distributed to kids
  - Now bringing books to homes in Australia and the United States
  - Mainfreight is an Original Sponsor
  - NZ National Team located at Mainfreight's head office
  - [www.booksinhomes.org.nz](http://www.booksinhomes.org.nz)
- Bairds Mainfreight Primary School**
- Over 20 year partnership relationship providing computers, training and support through Books in Homes
  - Scholarships for tertiary and secondary education
  - [www.bmps.school.nz](http://www.bmps.school.nz)



- Adventure race
- Branch fundraising activities
- [www.curekids.org.nz](http://www.curekids.org.nz)







Thank You

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