

TT-Line Company Pty Ltd

ABN 39 061 996 174

STATEMENT OF CORPORATE INTENT

2018-19


AUGUST 2018

**DIRECTORS STATEMENT OF CORPORATE INTENT AND
AGREEMENT OF SHAREHOLDING MINISTERS**

The Board of TT-Line Company Pty Ltd (TT-Line) agrees to provide the Shareholding Ministers with financial and other information as set out in this Statement of Corporate Intent.

In signing this Statement of Corporate Intent, the Board of TT-Line commits to the targets for the 2018-19 financial year.

This Statement of Corporate Intent has been agreed between:



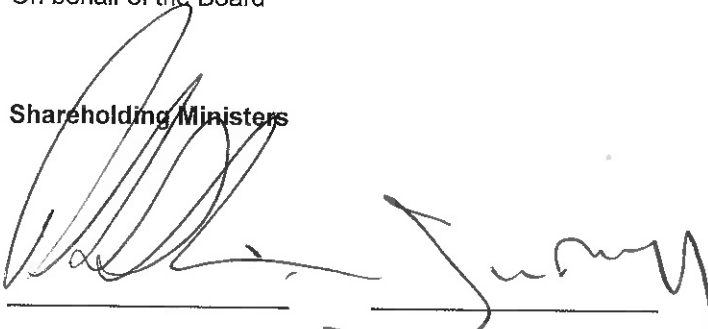
M Grainger

Chairman

TT-Line Company Pty Ltd

On behalf of the Board

Shareholding Ministers



Peter Gutwein MP

Jeremy Rockliff MP

Treasurer

Minister for Infrastructure

- 1 NOV 2018

INTRODUCTION

This Statement of Corporate Intent (SCI) is a high-level summary of the Corporate Plan and includes a performance agreement between the Board of TT-Line and the Shareholding Ministers.

The performance agreement details the key financial and non-financial targets for TT-Line for 2018-19, as agreed between the Board and the Shareholding Ministers through the 2018-19 Corporate Planning process. It also details estimates for the following three years.

The SCI has been prepared in accordance with the Members' Statement of Expectations for TT-Line.

STRATEGIC DIRECTION

TT-Line aims to provide a Bass Strait service built on a reputation for excellence in safety, reliability and exceptional passenger and freight services.

The Company aims to maximise value and deliver consistent financial results by:

- maintaining a best practice approach to its safety culture;
- profitably increasing passenger numbers and maintain freight TEUs;
- competitively differentiating service based on passenger experience and exceptional customer service;
- focusing on reducing operational costs and market testing supplier costs;
- optimising vessel utilisation and schedule optimisation; and
- training, developing and rewarding staff.

The Company's strategy is aligned with the Government's policy objectives to support tourism and prioritise passenger growth, while retaining freight capacity.

PERFORMANCE AGREEMENT

This Performance Agreement sets out the key financial and non-financial targets for 2018-19 and are detailed in the tables below.

Financial Returns to Government

TT-Line's Shareholders have confirmed that TT-Line is no longer solely responsible for accumulating funds to meet the replacement cost of the existing vessels.

TT-Line currently retains its annual profits for the purposes of funding its share of the replacement of its two vessels. The continuation of this dividend policy is assumed in this Statement of Corporate Intent.

This Corporate Plan reflects the payment of two special dividends of \$40 million each in 2016/17 and 2017/18.

TT-Line also has a Community Service Obligation (CSO) with regard to the funding of North Melbourne Football Club Sponsorship. This Obligation represents a contribution of approximately \$0.9m per annum from 2016/17 for a period of 5 years.

Financial Targets

	Target
	2018-19
Return on Assets	8%
Return on Equity	9%

Non-Financial Targets

	Target
Numbers	2018-19
Voyages	859
Lost time injuries	0
Customer Satisfaction (#/100)	93