

Services only a market leader can deliver



The expertise of Toll Logistics is our specific industry focus, together with the skills and experience of our management team.

Our aim is to design and implement solutions tailored to the logistics needs of our customers. We draw on the specialised capabilities of all Toll divisions to provide a full range of integrated services.

Why do more and more blue chip companies trust us?

Because we do what we know best: deliver balanced logistics and quality distribution.

Above: Don Telford, Divisional Director, Toll Logistics.

Far right: Unloading fertiliser at Lascelles Wharf, Port of Geelong. Toll controls the operations of the port, together with those at Western Port and Newcastle's Eastern Basin.

In recent years, some of Australia's principal companies, such as Ford, BHP, Shell, Franklins, Nestlé and Email, have refocused on their business and outsourced non-core activities. Toll's core business is managing the supply chain, and now we are the only company with developed capabilities to integrate and deliver customers a single or multiple supply chain management service.

For automotive it's just-in-time

Major vehicle manufacturers and their supplier networks rely on us for time-critical distribution. We manage the efficient collection and delivery of component parts, original equipment and spare parts. We also mirror the automotive industry with our policy of continuous improvement and world's best practice benchmarking.

Our services include local, intrastate and interstate distribution by road, rail and air; warehouse and distribution operations; and specialised design and manufacture of component packaging. We also use sophisticated logistics software for dynamic route scheduling.

Nothing off-the-shelf for manufacturing

We are consistently coming up with solutions that add value to our customers' core capabilities.

We deliver cost effective solutions by designing, implementing and managing special purpose warehouses, warehouse management systems, distribution routing systems and process designs styled to suit individual client needs.

As the market trend to outsourcing non-core activities increases, so will our business grow as we help our customers to simplify their supply chain management and adopt seamless integrated solutions.

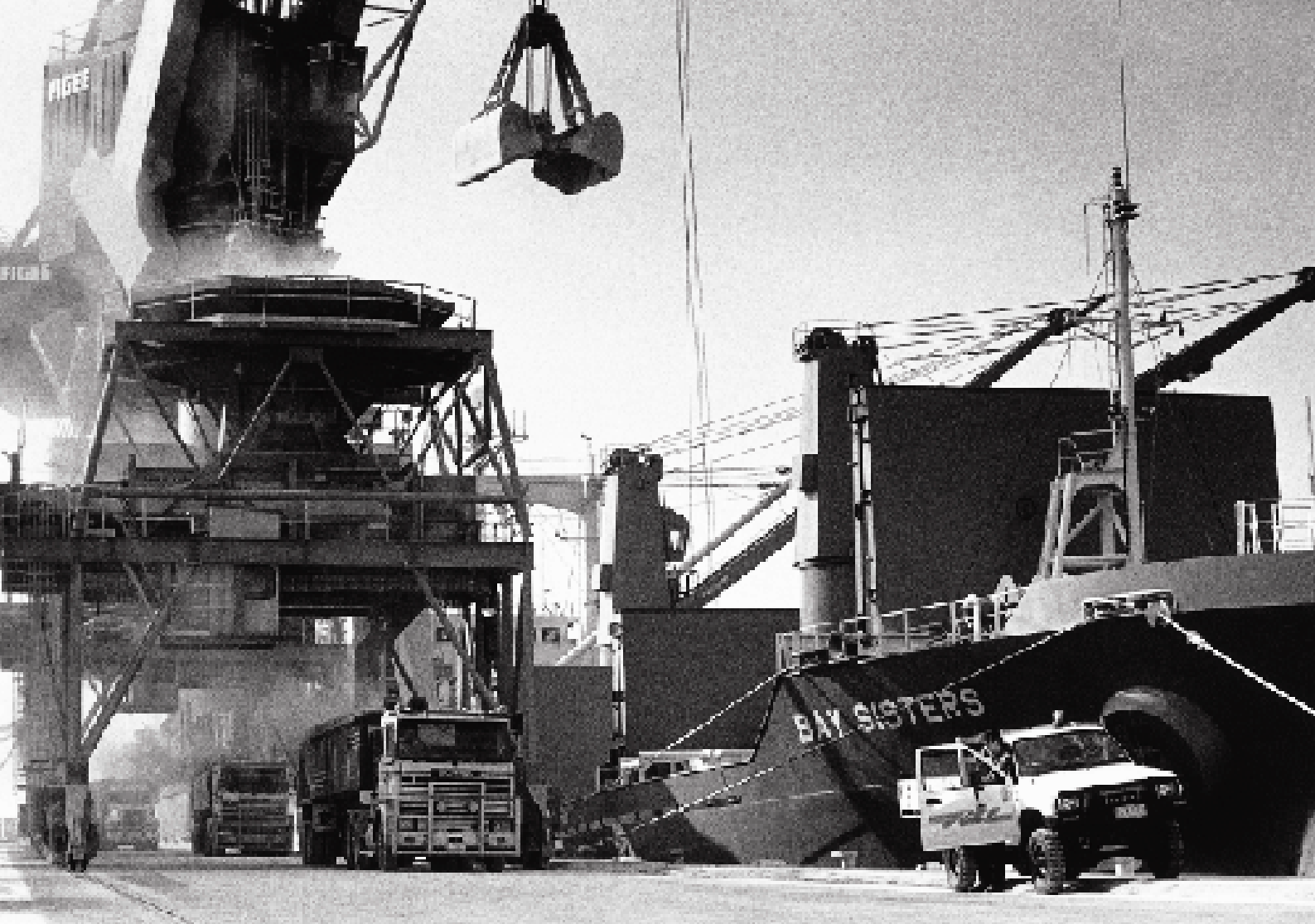
Ports – a specialty of the specialists

Port Logistics is highly specialised and involves the operational control and management of the Victorian Ports of Geelong and Western Port (Hastings).

We were also recently awarded the development and management rights for the Eastern Basin in the Port of Newcastle, New South Wales.

By integrating port management with our warehouse and distribution expertise, we've lifted the level of client service to provide more flexible, cost-effective solutions.

Our port operations have done well this year, and we are looking for other ways to not just expand our involvement but also further improve our processes.



KEY FACTS

Revenue to June 1998	\$171 million
Estimated revenue to June 1999	\$240 million
Employees	1,000
Operations	Australia and New Zealand
Number branches/terminals	54
Number of warehouses	72
Warehouse space (estimated)	450,000 sq m
Fleet equipment	1,100 units
% Group revenue 1999	20%

The brands that are Logistics

Toll Logistics

Toll Logistics is the market leader in the provision of fully integrated total supply chain services, providing customers with a comprehensive range of service options, including warehousing and distribution, inventory management, packing, sub assembly and port services.

Industry focused and autonomous business units are designed around specific customer and industry specialisation.

The major logistical divisions include:

- automotive
- manufacturing
- ports
- beverage and country
- resources and government
- food and retail

Think distribution solutions

LOGISTICS *continued*

Total food and retail supply chain

Typically, Toll manages the total supply chain right through to delivery to retail stores and food outlets.

Our services include dedicated warehouses, local and intrastate distribution, inventory management and reporting, purpose-built equipment and product life management.

We have long-term partnerships with many of our clients and are an integral part of their operations, working together to improve operational efficiency.

Across many sectors

Our specialised beverage and country services include dedicated beverage warehouse management, particularly for breweries. Recently, Coca-Cola Amatil awarded Toll its Western Australian distribution.

Toll suggests innovative concepts that benefit customers through improved distribution and inventory management.

One creative solution developed for Email was the design of 'pop top' drop-deck trailers, which offer an increase in payload capacity and ease of loading.

Overcoming the tyranny of distance

Mining and exploration companies and their associated service providers are located in isolated areas. In the north-west of Australia, in particular, we use highly specialised equipment, including road trains for outback transport of everything from mining equipment, food and supplies to consumables, fuel and general freight.



Services also include the provision of freight movements to oil drilling rigs offshore from the Port of Dampier, as well as onshore management of distribution and storage.

We also provide a number of government departments with document management services, mailing house expertise and help desk telecommunications.

Our satisfactory financial performance will only improve as our logistics abilities are recognised and the restructuring benefits continue to flow.



The Orica Toll Energy road train, which supplies the mines in Western Australia's Kalgoorlie region, is just part of Toll's mining and resources distribution expertise.



Toll, now a real alternative for Coca-Cola Amatil, delivers to Perth's Plantation Estate restaurant.



Toll provides Franklins with warehouse and intrastate delivery throughout New South Wales.



We like challenges such as the delivery of time-critical freight for Toyota interstate overnight. We regularly pick up freight at 4.00 pm in Melbourne and deliver it to Toyota's rural dealer network throughout South Australia by 8.30 am the next day.