

A year of achie

July 1997

- New position: Group Property Manager
- Completion and sale of Laverton stage 2 facility

August 1997

- Commenced construction of a new \$10 million Trans Bass facility at Webb Dock
- Freshmark rationalisation program implemented

September 1997

- Acquired John Nash Transport, with operations in Victoria, New South Wales and Queensland
- Reported record earnings of \$9.1 million after tax for the year to 30 June 1997

October 1997

- Heads of Agreement signed for acquisition of TNT non-core operations
- Payment of 1997 final dividend, increasing full year dividend from 10¢ in 1996 to 12¢ per share in 1997

November 1997

- Annual General Meeting on 28 November
- Equity Information Memorandum released for the acquisition of the TNT non-core operations

December 1997

- Extraordinary General Meeting on 24 December
- TNT non-core operations acquired for \$115 million. Revenue \$700 million
- Buyback of existing \$10 million preference shares
- New \$40 million preference share issue
- Ordinary share placement \$8.2 million
- New position: Chief Financial Officer

January 1998

- Ford five year contract for national distribution of parts, accessories and original equipment
- Freshmark operations rationalised with Carpentaria activities

February 1998

- Second long train Melbourne-Perth operation introduced
- Senior management conference, including former TNT executives
- Logistics division restructure to industry segments

March 1998

- Webb Dock facility officially opened by The Honourable Jeff Kennett MP Premier of Victoria
- Toll SPD and Container Express merge
- New position: Group Treasury Manager
- Three year contract with Pasmenco awarded for the national distribution, warehousing and site handling of zinc, lead and industrial products
- Third long train Melbourne-Perth operation introduced

April 1998

- Toll Tasmania, Toll SeaCargo and Toll Seafast merge

vements...

May 1998

- Corporate office relocated to St Kilda Road, Melbourne
- Initial 7.75% CPS dividend paid \$1.35 million
- Orica three year contract awarded in Queensland and Western Australia
- Toll Year 2000 project team formalised
- Stage 2 Unifoods warehouse design and construction agreement signed
- New position: Group Purchasing Manager

June 1998

- Lion Nathan five year contract awarded for metropolitan and country NSW distribution
- Eastern Basin development of Newcastle Port awarded

- Ronald Paul AM appointed as a non-Executive Director, effective 1 July 1998
- Five year contract with Western Mining awarded for the transportation of nickel concentrate from Dampier to Kalgoorlie

...and a snapshot of our achievements this year

- UTO Qld operations acquired from MIM
- WA Coca-Cola Amatil distribution contract awarded
- Acquisition of Geelong Port finalised

- Design and construction of the new depot facilities at Altona and Smithfield begun
- Three year contract awarded for import, export and local cartage services at the Amcor Petrie Mill in Queensland
- Three year Amcor contract awarded for the provision of interstate rail services
- An increased dividend declared and paid, with full year dividend increasing a further 2¢ to 14¢ per share
- Neil Chatfield appointed as an Executive Director, effective 29 July 1998

for long-term growth