



QUANTEM

BULK LIQUID STORAGE & HANDLING

Devonport

2023

Introduction to Quantem



Quantem is the leading independent provider of bulk liquid terminal storage across Australia and New Zealand.

We are a privately-owned port-side bulk liquid storage operator headquartered in Melbourne, with a shareholder register consisting of major Australian and international infrastructure funds and Australian banking institutions who have significant experience developing, owning and managing critical infrastructure assets.

As Australia's largest independent terminal operator, Quantem is in a unique position to be able to rapidly develop new independent bulk commodity storage operations.

Quantem maintains a unique national bulk liquid storage footprint and employs an existing workforce of over 200 employees with a diverse range of in-house expertise across HSEQ, Project Engineering, Asset Reliability Management, Finance, Commercial and Operational Management.

Quantem has recent and relevant experience in developing large scale greenfield fuels terminal facilities for customers under long-term contracts, most recently for storage terminals in Adelaide and Brisbane.



Our Assets



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Quantem provides bulk liquid storage solutions across a network of 12 strategic locations throughout Australia and New Zealand with a total installed storage capacity of more than 600,000 cubic metres.

Quantem's national footprint of assets is strategically positioned at major deep-water ports throughout Australia with direct access to key port-side facilities and transport networks.

Our geographic coverage and scale offer flexibility and security in managing fuel stocks at multiple sites across Australia. We have significant expertise in the provision of specialist storage and handling services for petroleum fuels, base oils, bitumen, as well as chemicals, vegetable and edible oils.






Storage	North Fremantle	Largs Bay	Pelican Point	Geelong	Melbourne	Devonport	North Laverton	Botany	Pinkenba	New Plymouth	Wellington	Mt. Maunganui	TOTAL
Capacity (m3)	17,452	15,854	85,200	79,137	98,304	8,388	3,191	147,444	113,184	5,270	6,640	21,448	601,512

Our Shareholders



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- **Quantem's shareholders are institutional asset managers** with deep experience in long-term infrastructure assets critical to the efficient and secure functioning of mature economies. Collectively, these shareholders are owners of a diverse portfolio of economically critical infrastructure assets including airports, roads, energy pipelines, ports, bulk-liquids storage terminals, renewable power generation projects and social infrastructure, both domestically and internationally.
- **Quantem's shareholders have demonstrated strong, continued support for the business and its long-term growth aspirations.** Since 2014, Quantem's shareholders have invested more than \$450m of shareholder capital in support of organic growth projects (including greenfield terminal developments) and brownfield acquisitions undertaken by Quantem. Our shareholders remain committed to further investment in terminal infrastructure opportunities and expansion projects.
- This has been recently demonstrated in 2019 via the **acquisition of GrainCorp Liquid Terminals Pty Ltd for a headline enterprise valuation of \$332 million.** This acquisition added a further five bulk liquid terminals to our portfolio, expanding Quantem's national operating network and substantially enhancing our service offering to customers.
- Following this investment, Quantem is actively pursuing further opportunities to invest in terminals infrastructure to serve our customers within the petroleum, lubricant, chemicals and fats and oils markets. Further target investment opportunities include development of greenfield terminals, refurbishment and enhancement of existing assets, pipeline investments and further brownfield acquisition opportunities.

Shareholders	 PALISADE	 igneo Infrastructure Partners	 Northleaf
Equity	41.33%	29.49%	29.18%
Origin	Australia	Australia	Canada
Beneficial holders	Primarily Australian super funds	Australian super funds and international pension funds, insurance companies	North American pension funds
Funds Under Management	AUD4bn	AUD228bn	USD19bn

Our Markets and Customers



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Petrochemicals
(agricultural, polymers
& specialty chemicals)



Transport Fuels



**Inorganic
Chemicals &
Alcohols**
(acids, caustic)



**Base oils
and greases**



Fats & Oils



Bitumen

We are a trusted and reliable partner in our customers' supply chains, ensuring that our customers are continuously connected to their domestic and international markets in an economically efficient manner.

Our customers include major oil and chemicals companies, as well as independent chemical and commodity traders.

Quantem has been operating bulk liquid storage facilities in Australia for over 60 years. We play a vital role in the ongoing success of our Australian manufacturing and transport industries.

Our terminals are crucial for the import and storage of essential products and we play a critical role in many key Australian manufacturing and industrial supply chains.

Our sites are strategically located in major ports with efficient access to key shipping, road and rail logistics infrastructure.

We are experienced and skilled in operating major hazard facilities and our sites have continued to operate uninterrupted and without incident through the course of the COVID-19 pandemic.

Our Vision, Purpose and Values

Our Vision:

Be a leading,
independent bulk
commodities storage
company in Asia
Pacific.

Our Purpose:

A trusted and
sustainable partner
in our customers'
supply chain
through strategically
advantaged
infrastructure.

Our Values:

Safety
Accountability
Partnering
Leadership
Excellence



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BULK LIQUID STORAGE & HANDLING

How We Can Support Your Needs

2023



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How Quantem can support your projects

Our strengths and capabilities

We are experienced liquid storage specialists

Quantem are storage and handling specialists with significant in-house expertise in project engineering, port operations, terminals operations, health, safety, environment, and quality, project finance, statutory planning processes, as well as commercial capabilities.

We operate a national portfolio of large-scale bulk liquid storage terminals which has been realised through a combination of successful greenfield terminal developments and brownfield acquisitions.

This portfolio is a demonstration of our ongoing capacity and capabilities in the storage and distribution of diverse range of hazardous and flammable products including fuels, industrial chemicals, acids and alkalis across multiple storage locations.

We are professional and committed to safety

At Quantem, our focus is to deliver safe, reliable and efficient storage and handling services for our customers.

We achieve this through our commitment towards engineering excellence, strong operational leadership, and a highly skilled and trained operations workforce.

The health and safety of our people, and safeguarding the communities and environment where we operate, are our highest priorities. We believe every incident is preventable and we are committed to protecting the welfare of our people, the environment, and key stakeholders.

We are backed by experienced institutional shareholders

Our in-house expertise is complemented by shareholder group, who are specialist infrastructure investors and actively contribute their expertise to our business.

Quantem's shareholders own diverse portfolios of critical infrastructure assets within Australia and internationally. Quantem's shareholders actively support our objectives to deliver critical infrastructure projects in a cost effective and timely manner.

How Quantem can support your project

1. Brownfield Terminal Expansions

Quantem has vacant land available for brownfield expansion at many of our sites. Quantem can **design, build, own and operate new storage builds for your product needs.**

2. Greenfield terminals developments

Quantem is continuing to develop opportunities to service new and existing product markets, including developing greenfield terminals throughout Asia-Pacific.

Quantem can offer to establish a new greenfield terminal for your project needs, including site selection, design, build, own and operate new storage builds.

3. Co-location or co-investment with your project or production site

If you have a new or existing site, with available land adjacent to a port, Quantem can co-locate and establish a new greenfield terminal to storage and handling your products for import and export, or distribution into the local market.

4. Acquisition of your existing storage facilities

If you have an established terminal site and are seeking to maintain a lower capital operating model or re-invest into alternative areas, Quantem may be an ideal partner to acquire your storage facilities with a long-term (exclusive or non-exclusive) storage and handling agreement.

Quantem's Offer for Devonport expansion



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At Quantem, our focus is to deliver **safe, reliable and efficient storage and handling services** for our customers. We achieve this through our commitment towards engineering excellence, strong operational leadership, and a highly skilled and trained operations workforce. The **health and safety of our people, and safeguarding the communities and environment where we operate, are our highest priorities.** We believe every incident is preventable and we are committed to protecting the welfare of our people, the environment, and key stakeholders.

Quantem retains extensive petroleum fuels storage capabilities with significant in-house expertise in project engineering, port operations, terminals operations, health, safety, environment, and quality, project finance, statutory planning processes, as well as commercial capabilities.

We operate a national portfolio of large-scale bulk liquid storage terminals which has been realised through a combination of successful greenfield terminal developments and brownfield acquisitions. This portfolio is a demonstration of our ongoing capacity and capabilities in the storage and distribution of diverse range of petroleum products such as diesel, gasoline, aviation grade fuels, bitumen, marine fuels, across multiple storage locations.

Our Offer

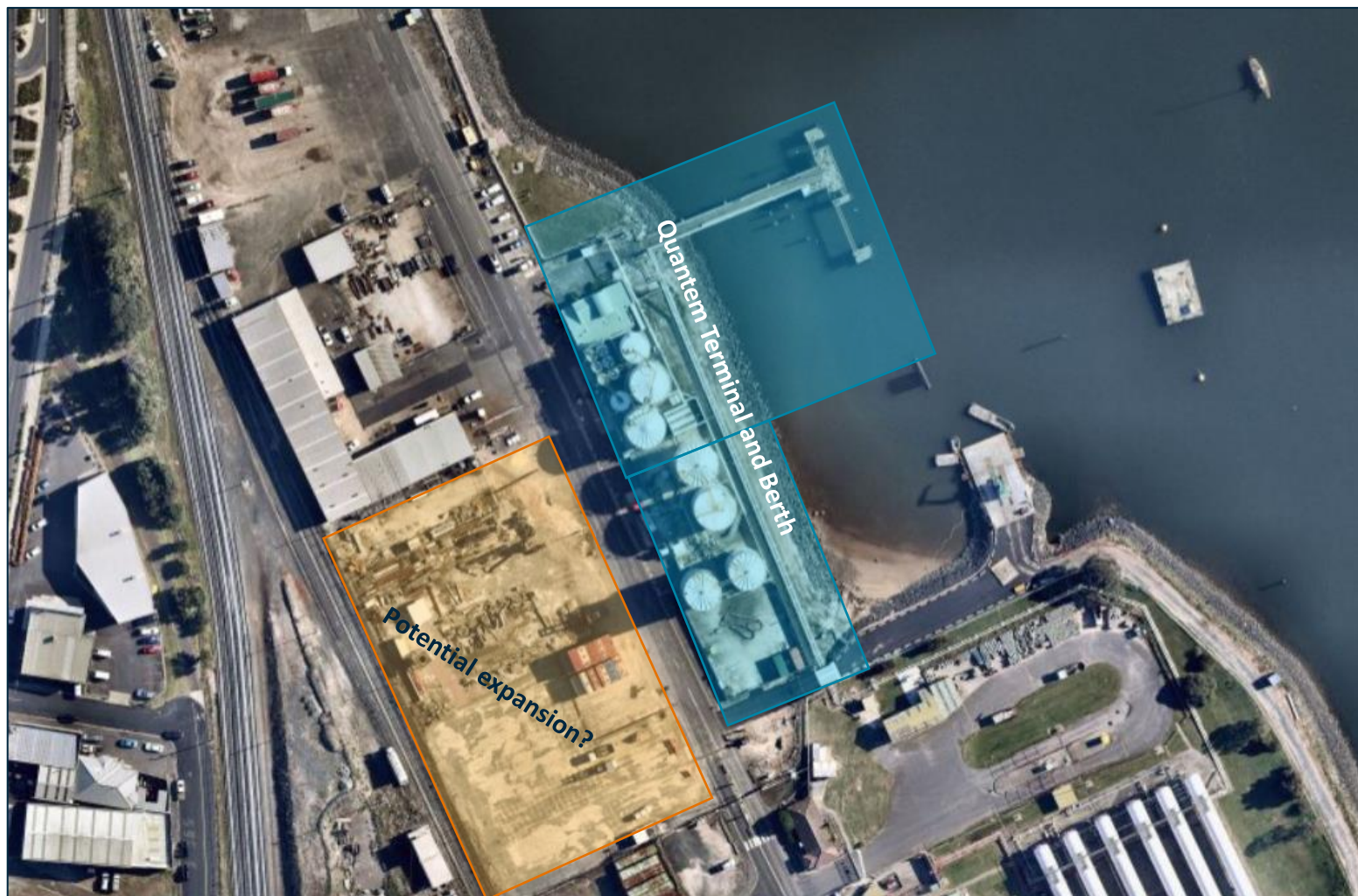
Quantem's core offer is ***to build, own and operate product storage*** adjacent to our existing Devonport terminal.

- Tankage could be connected via pipeline to and from the berth to the terminal.
- Products can be exported by ship via our product berth or via road gantry loading facilities.
- Feedstock could be loaded into the terminal via ship, or via road gantry loading facilities.
- Quantem would provide safe, reliable and efficient storage and handling of all products on an ongoing basis.
- This would be offered on a competitive market storage rate, with product storage and handling costs invoiced on an agreed basis under a long-term contract.

Devonport Terminal Overview



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Devonport Terminal

Capacity 8,388 m³

Number of Tanks 14

Expansion Yes

Capabilities

Products Handled Industrial Chemicals
Edible Oils

Services Road Tanker Loading
Road Tanker
Unloading
Drum Filling
Bleaching of Fats and
Oils
Tank Heating
Nitrogen Blanketing

**Import / Export
Dock lines** Four shipping lines of
carbon steel
construction

Berth Details Max LOA 200
metres
Draft 10 metres