

**Ravensdown  
Shipping Services Pty  
Ltd Melbourne**

**Established February 2011**

**In House Shipping Company  
for Ravensdown Limited of Christchurch**

# Contact

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**“The Shed”,  
144 Ferrars street,  
South Melbourne, Victoria 3205,  
Australia  
Tel +61.3.96821259**

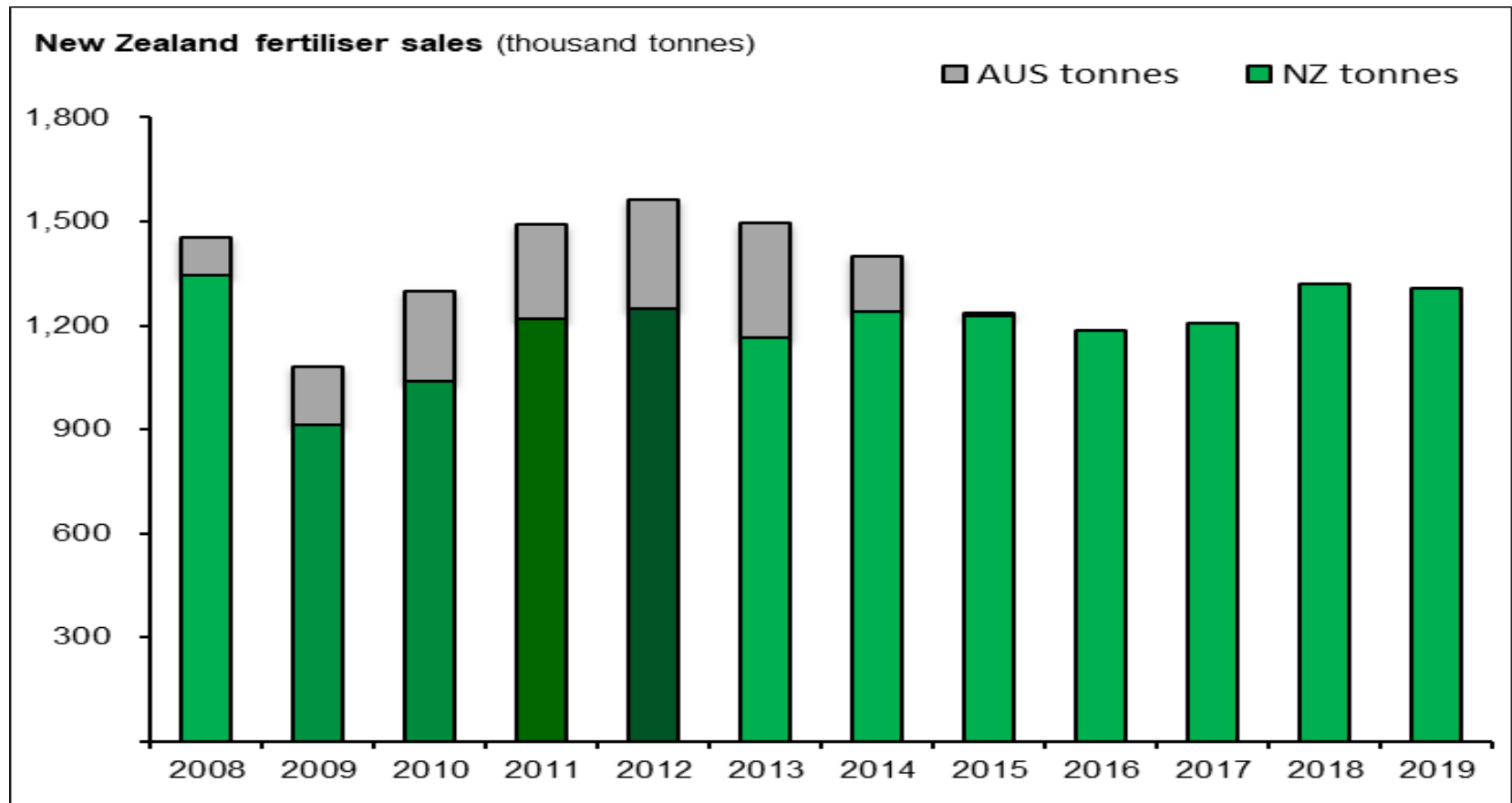
**Email:chartering@rdnss.com.au  
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# Ravensdown Limited

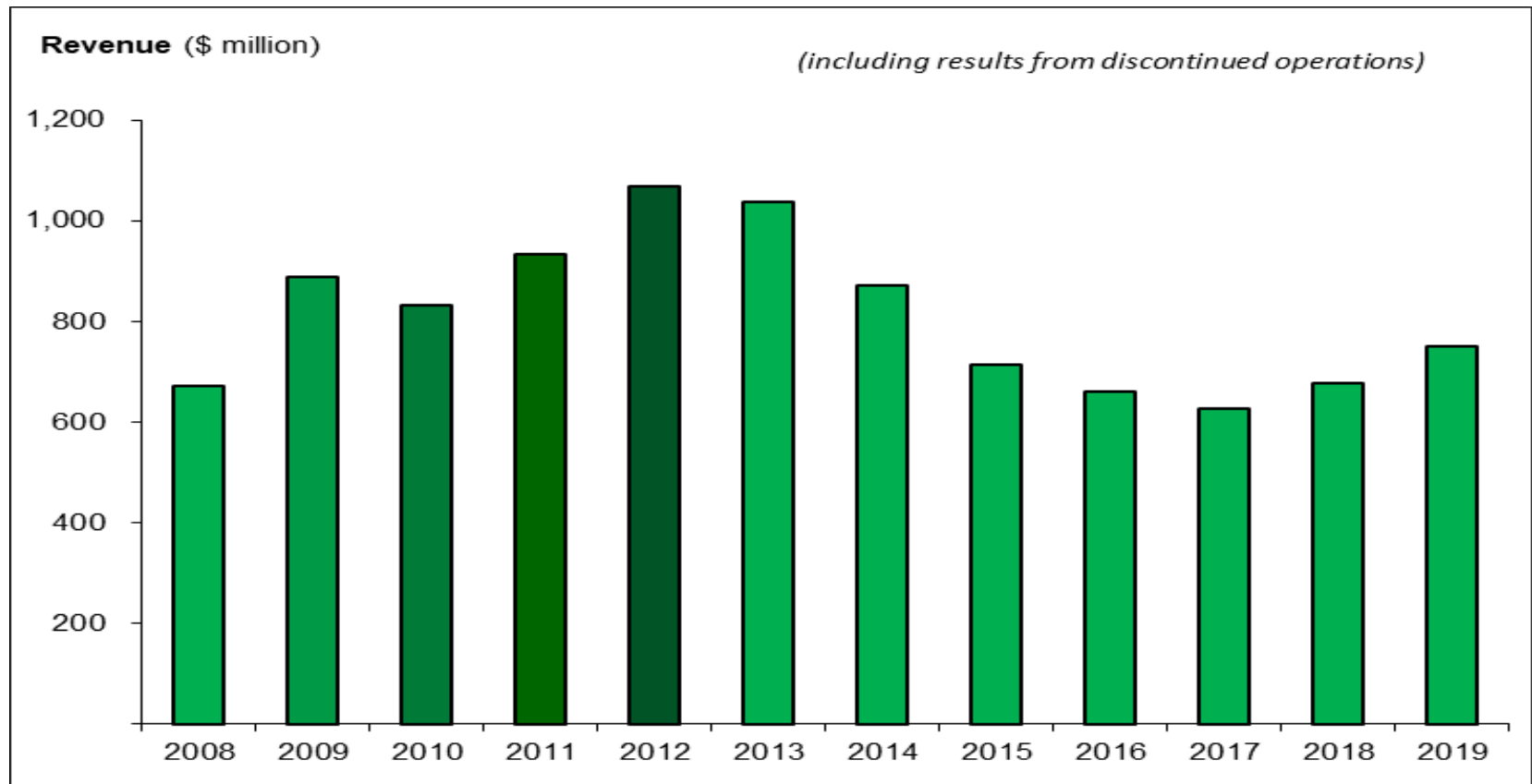
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- **Created by farmers in 1977 in Dunedin focusing on fertiliser manufacture and sales in the south island**
- **1997 expand into NZ north island**
- **2008 expand into Australia**
- **2013 exit Australia market to focus solely on core business in New Zealand**

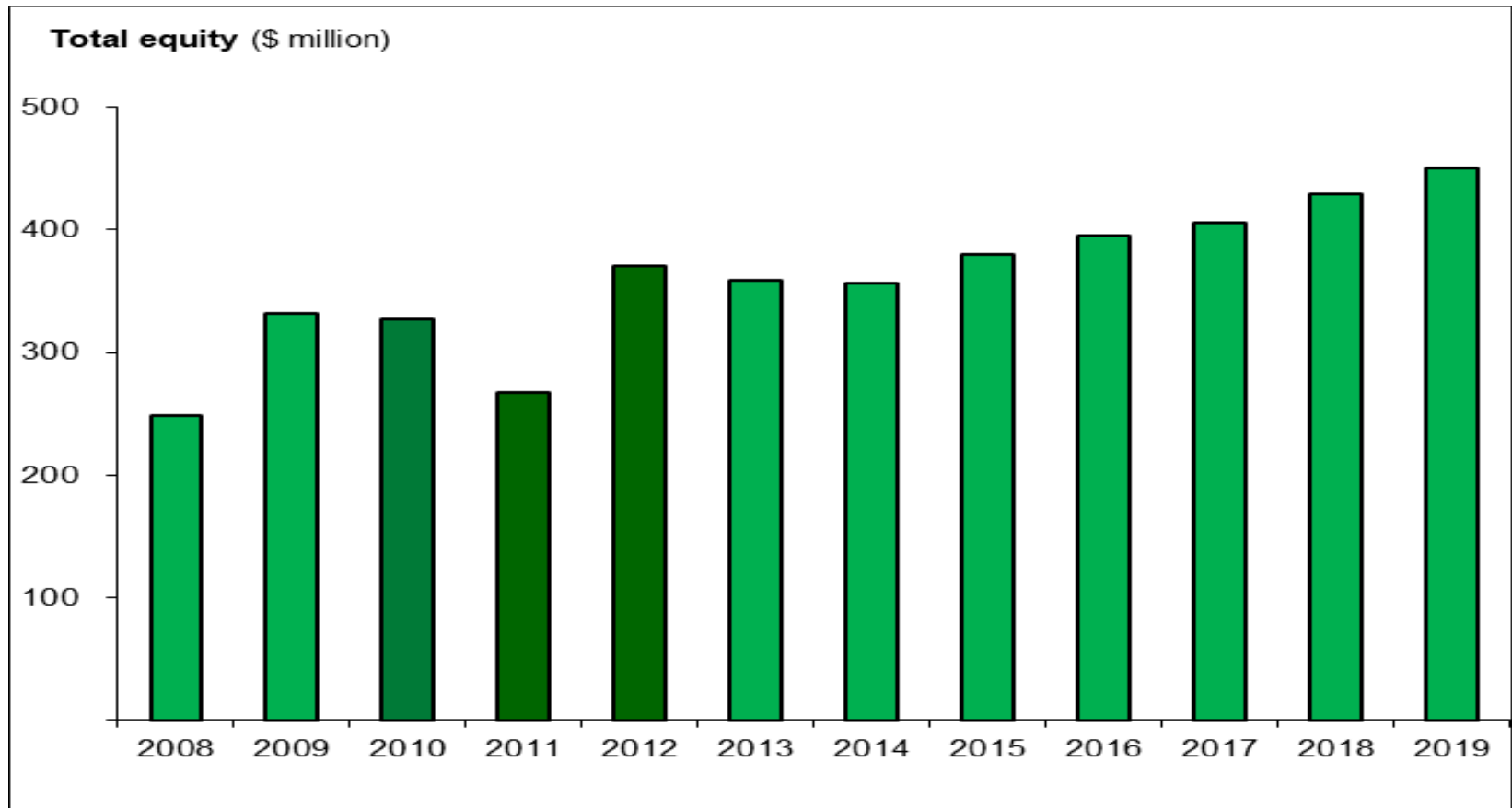
# Fertiliser Sales



# Revenue



# Total Equity



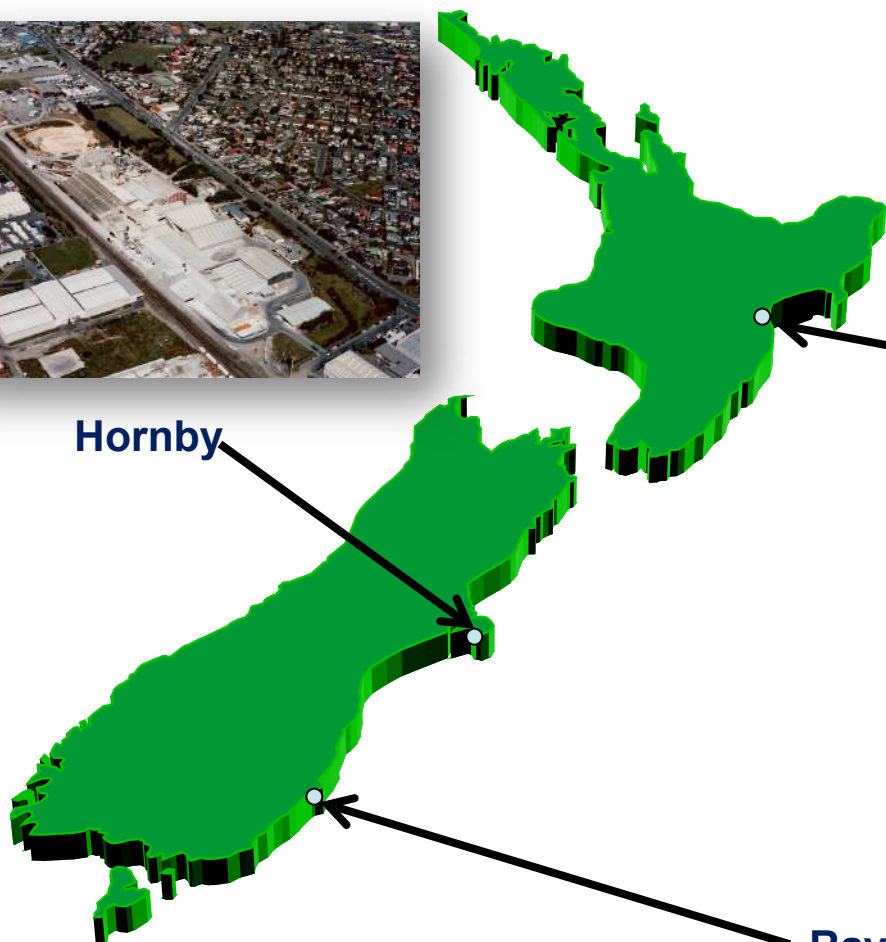
# Superphosphate Plants



Hornby



Awatoto



Ravensbourne



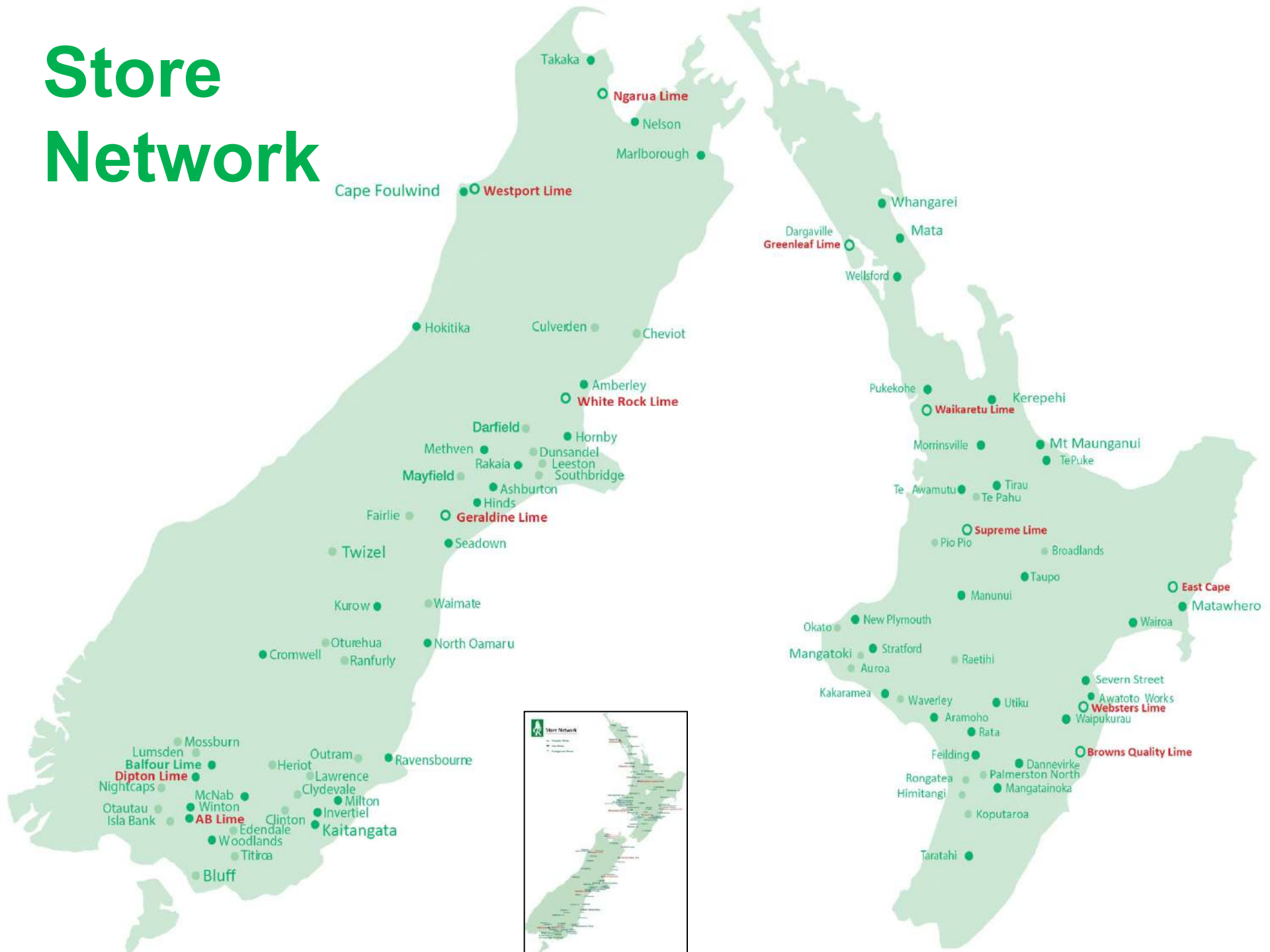
# Lime Quarries



**Largest aglime provider  
in New Zealand**



# Store Network



# Aero Work

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# Aero Works

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- **Successful consolidation of assets of Taumarunui Aerial Co-operative (TAC)**
- **Complete fleet now contains**
  - **12 Crescos**
  - **2 Fletchers for fixed wing**
- **Strengthened aerial service to area with 75% Ravensdown shareholders**
- **Commenced - June 2011**

# Ground Spreading



# RSS History and Background

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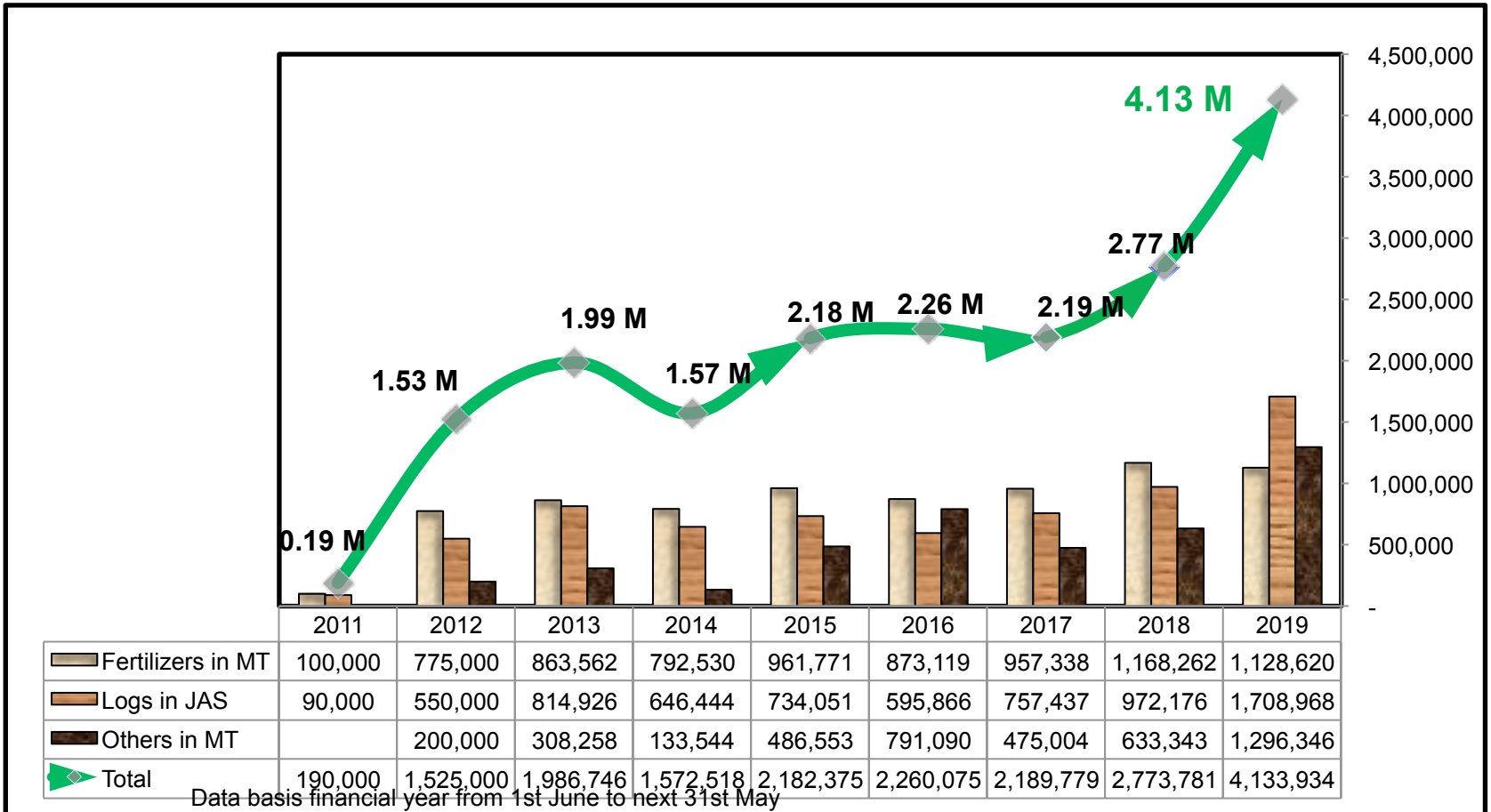
- **Core group worked together for up to five decades.**
- **For thirty five years we have been involved with Ravensdown.**
- **Post GFC a new shipping strategy is devised.**
- **RSS incorporated February, 2011 as in house shipping company for Ravensdown Limited.**

# RSS Primary Trades

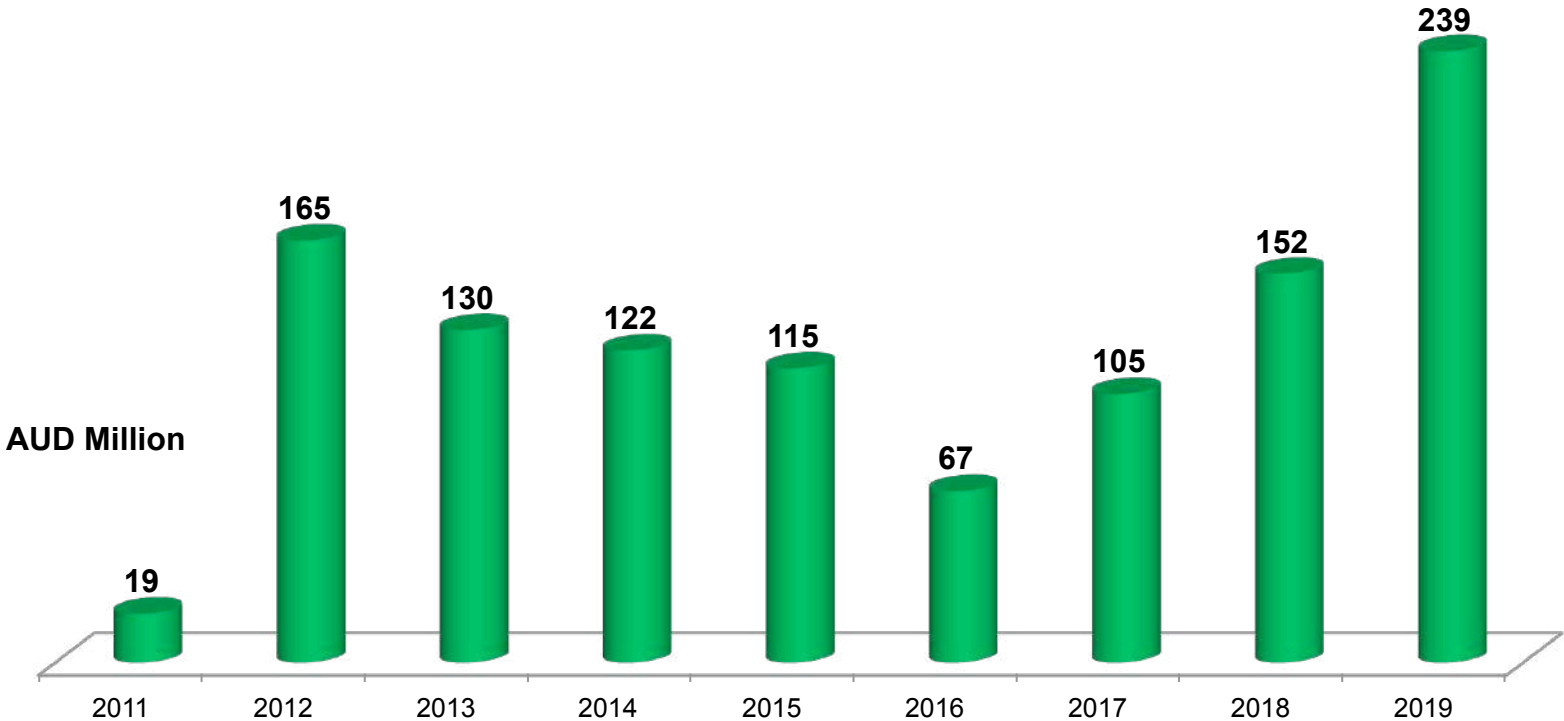
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- **Primary trade in-house fertiliser cargoes to New Zealand sourced from worldwide origins, as well as other import cargoes to New Zealand such as coal & grains, followed typically by logs, scrap export from New Zealand. Also various export commodities from Australia, like grain, scrap, steel, concentrates, alumina, salt, coal, iron ore, sugar, gypsum etc..**

# Cargoes carried from 2011 – 2019



# RSS Annual Turnovers



Data basis financial year from 1st June to next 31st May



# Bunker Suppliers/Brokers

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- **Interg8 Fuels**
- **Cockett Marine Oil**
- **Norwegian Oil Trading AS**

**We have credit facilities with all major bunker suppliers.**

# Bankers

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- **National Australia Bank**  
**Ground floor,**  
**500 Bourke Street,**  
**Melbourne,**  
**Victoria 3000**  
**Australia**

# P and I Club

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- **Full entry with Gard**

# **Safeguarding the Product and the Client.**

## **Unpriced added value.**

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- **Client is paramount.**
- **Cheapest not always the best.**
- **Vessel/cargo – supply safety.**
- **Vessel cleanliness.**
- **Operational commercial and practical sharing and application of knowledge.**
- **Top class, fuel efficient tonnage is vital.**

# RSS Growth and Future

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- **Our core/longer term fleet is growing, with currently 5 on charter.**
- **Continually seeking best quality, longer term tonnage.**
- **Third party business growth.**
- **Bunker hedges and freight futures enabling faster, longer term pricing.**
- **Through solid regular performance, extending our NZ log activities to other log origins.**

# Some of our Ships

