Debt Investor Update - FY2014

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25 August 2014

* Based on Aurizon - Full Year Report Analyst Presentation released to the ASX on 18 August 2014

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Year in review

Aurizon Group

Erin Strang – Group Treasurer & VP Tax & Governance

Key headlines

Safety	▪ 71% improvement in LTIFR, 0.28 now at World Class performance ▪ 49% improvement in MTIFR
Earnings	▪ Statutory EBIT down 32% - includes transformation related asset impairment ($190m), other asset impairments ($127m) and voluntary redundancy costs ($69m) ▪ Underlying EBIT up 13% - driven by strong volume growth, transformation benefits
Operating Ratio	▪ 77.7%, 2.1ppt improvement from FY2013 at 79.8% ▪ Transformation target lifted to a range of $250m - $300m ($230m⁺ previously) ▪ Management focus remains on 75% Operating Ratio target for FY2015
Dividends	▪ Final dividend declared 8.5cps (payout of 70%/unfranked) ▪ Total FY2014 dividend 16.5cps, up 34% on FY2013
Growth	▪ Iron Ore – Joint bid for Aquila Resources successful. Focus now on the development of the West Pilbara Infrastructure Project (WPIP)
Enterprise Agreements	▪ NSW – new 4 year agreement commenced 1st April 2014 ▪ QLD – Aurizon's application to Fair Work Commission to terminate all current EAs referred to the Full Bench, with hearing scheduled for November 2014

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Financial highlights – Underlying

$m	FY2014	FY2013	Variance
Total revenue	3,832	3,766	2%
EBITDA	1,351	1,251	8%
EBIT	851	754	13%
NPAT	523	487	7%
EPS[1] (cps)	24.5	21.6	13%
Final dividend (cps)	8.5	8.2	4%
ROIC	8.8%	8.0%	0.8ppt
Gearing	28.4%	26.7%	(1.7ppt)

13% improvement in underlying EBIT & EPS

- Coal volume up 9% driven by higher demand in both Queensland and Hunter Valley
- Iron Ore volume up 21%, at full contractual capacity
- Transformation benefits $129m
- Network has not benefited from record tonnes due to fixed revenue environment under transitional tariffs. $70m over collection not recorded in underlying EBIT
- Dividend payout ratio increased to 70%, based on underlying NPAT to exclude significant items
- Total dividend 16.5cps vs. 12.3cps in FY2013

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1. EPS calculated on weighted average number of shares on issue 2,137,284,503 in FY2014 and 2,257,248,177 in FY2013

Significant items for FY2014

Asset Class	($m) Pre-Tax	
Transformation-related asset impairments:		
Rollingstock	170	▪ Integrated Operating Plan identified 200 locomotives and almost 2,800 wagons as surplus ▪ 76 locos and 2,387 wagons sold during the year, with further disposals to follow ▪ Sustainable benefit expected to average ~$20m pa over next 5 years
Non-core Freight assets	20	▪ Statutory year end review of the carrying value of cash generating units, certain non-core Freight assets impaired
	190	
Other asset impairments:		
Strategic Projects	73	▪ Abbot Point T4 Expansion: principally due to progress with GVK Hancock on their Galilee corridor and potential development of T3 ▪ East Pilbara Independent Railway: project considered less probable in the short to medium-term given focus on the West Pilbara Infrastructure Project ▪ Surat Basin JV: termination of the joint venture in February 2014
Assets Under Construction[1]	54	▪ Dudgeon Point Coal Terminal Expansions and Wiggins Island Rail Project - Phase 2 now considered longer-term projects based on customer demand ▪ Other minor projects
	127	
Voluntary Redundancy Program (VRP)	**69**	▪ FY2014 VRP - 410 employees accepted: 246 Operations, 159 Support and 5 Network Ops

1. The Assets Under Construction amounts to be written off exclude those components of the projects that have been specifically underwritten by customers. Further, the amounts written off are underwritten by the regulatory revenue mechanism, and as such, recovery will be sought through the normal regulatory process, notwithstanding the immediate accounting treatment

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Operating highlights

	FY2014	FY2014		FY2013	FY2014 vs. FY2013 Variance
		2H	1H		
Revenue / NTK ($/000 NTK)	51.7	52.2	51.3	55.8	(7%)
Labour Costs / Revenue	27.1%	27.2%	26.9%	29.0%	1.9ppt
NTK / Employee (FTE) (MNTK)	9.8	9.5	10.1	8.5	15%
Opex / NTK ($/000 NTK)	40.2	40.2	40.2	44.5	10%
EBITDA Margin – Underlying	35.3%	36.3%	34.4%	33.5%	1.8ppt
Operating Ratio – Underlying	77.7%	77.0%	78.4%	79.8%	2.1ppt
NTK (bn)	73.9	35.7	38.2	67.0	10%
Tonnes (m)	286.6	137.2	149.4	267.7	7%
People (FTE)	7,524	7,524	7,601	7,851	4%

Opex / NTK improved 10%

- Revenue / NTK decrease driven by lower Network revenue due to capped transitional tariffs for CQCN
- Coal above rail revenue / NTK in line with FY2013
- Voluntary redundancy - 410 employees impacted during FY2014, with provision for closure of Redbank & Townsville
- Integrated Operating Plan delivering strong NTK growth more efficiently
  - NTK/Employee up 15%
  - Average Coal payloads increased 3%

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Note: Including diesel fuel rebate as revenue for purposes of determining remuneration targets, Operating Ratio would be 78.2%

Blackwater opportunity cost saving of $34m through the delivery of increased volumes on a flat cost base

Operational Performance

	FY2013	FY2014
Volumes (MTPA)	50.5	62.0
=		
Consists	28	28
Train crew	380	370
Network Paths[1]	12,708	14,748
×		
Increase velocity Turnaround Time	36hrs	31hrs
×		
Maximise train Payloads - wagons	93 wagons/consist[2]	97 wagons/consist[2]

IOP

Transformation

Improvement	Drivers
23% mtpa increase	
Increase tonnes supported by same number of consists and train crew	
15% Improvement in turnaround time 41 more train cycles available in FY2014	
4% improvement in consist payload 275 less train trips required in FY2014	

Turn around Time (TAT)

- Improved pathing during WIRP closures increased services in Blackwater
- Implement initiatives to reduce the level of dwell e.g. remove all unplanned allowance in Callemondah yard
- Run daily Engine room meeting to improve day of operations performance and incident management

Payloads

- Increased train length of Minerva consists
- Increase payload
  - Diesels converted 98 to 100 wagon
  - ACs converted 92 to 102 wagons

Operational Efficiencies

Labour Productivity
~$15m[3]
100 less FTE required based on FY2013 performance

Fleet Productivity
~$19m[4]
6 less consists required based on FY2013 performance

Energy Efficiency
6% kWh
lower Electricity usage compared to FY2013

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1. Above Rail actual paths utilised (provided by Aurizon Network) – 1 return service = 2 paths
2. Average wagons per consist in the year
3. Assuming there is a flexible workforce available to meet demand
4. Assuming consist and path availability to deliver 62mtpa based on FY2013 performance

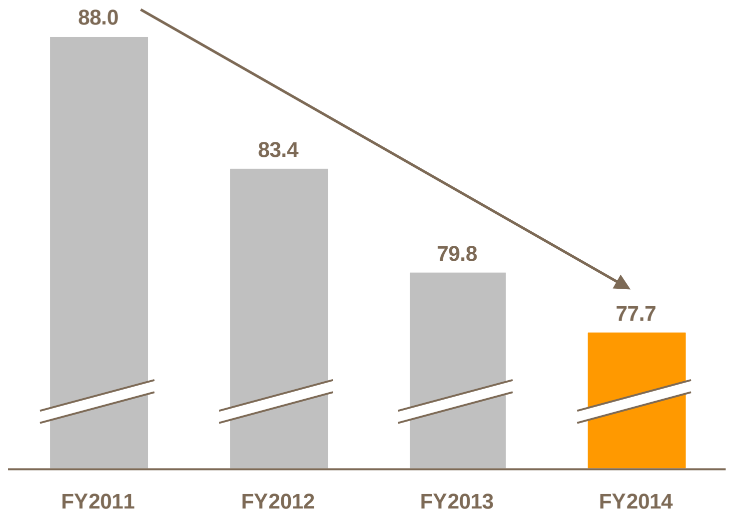
On track to deliver 75% operating ratio in FY2015

FY2014 achieved $129m in transformation benefits against a target of $90m

- **Operations benefits - $96m**
  - $42m reduction in labour
  - $29m in fleet productivity
  - $13m in fuel productivity
  - $12m improved safety performance
- **Centralised support benefits - $33m**
  - $15m reduction in labour costs
  - $11m reduction in professional services/discretionary spend
  - $7m reduction in other costs
- **Net costs to deliver of $55m:**
  - VRP[1] - $37m
  - Non-VRP costs - $18m

Aurizon has increased its cost reduction and productivity improvements target to a range of $250m - $300m (vs. $230m+ previously) in order to achieve the 75% Operating Ratio target for FY2015

2.1ppt improvement vs. FY2013



1. Note that a further $32m of VRP costs has been included in FY2014 to account for expected additional redundancies associated with the progressive closure of the Redbank and Townsville workshops as announced during the year

Enterprise Agreements update

Queensland

- Aurizon's main efforts have been directed toward negotiating for replacement Enterprise Agreements that are fair, competitive and commercially sustainable
- Aurizon applied to Fair Work Commission (FWC) on 12th May 2014 under s.225 of the Fair Work Act to terminate all of the current 14 EAs
- The applications to terminate have been referred to a Full Bench of the FWC and the matter will be heard in Brisbane, commencing 5 November 2014
- If successful, Aurizon employee conditions will be regulated by the relevant industry awards and the employee's individual contracts
- Aurizon has provided a series of undertakings to maintain a number of the current terms and conditions including pay and allowances

New South Wales

- New four year agreement commenced 1st April 2014

Western Australia

- In Western Australia bargaining has commenced for AWR Rail Operations and Rollingstock Maintenance agreements

Aurizon Network

Pam Bains – VP Network Finance

Network profit & loss - Underlying

$m	FY2014	FY2014 2H	FY2014 1H	FY2013	FY14 vs. FY13 Variance
Tonnes (million)	214.5	106.9	107.6	182.3	18%
Revenue - Access	951	461	490	921	3%
- Services	17	9	8	26	(35%)
- Other	44	21	23	33	33%
Total Revenue	**1,012**	**491**	**521**	**980**	**3%**
Operating costs	(402)	(196)	(206)	(375)	(7%)
EBITDA	610	295	**315**	605	1%
EBITDA margin	60.3%	60.1%	60.5%	61.7%	(1.4ppt)
Depreciation and amortisation	(198)	(100)	(98)	(188)	(5%)
EBIT	**412**	**195**	**217**	**417**	**(1%)**
Operating Ratio - Underlying	**59.3%**	**60.3%**	**58.3%**	**57.4%**	**(1.9ppt)**

- Revenue growth impacted by capped transitional tariffs ($60m)
- GAPE revenue growth of $98m

- Opex increased due to record volumes, no revenue recovery until UT4 decided (currently expected by June 2015)

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Network metrics

	FY2014	FY2014 2H	FY2014 1H	FY2013[2]	FY14 vs. FY13 Variance
EBIT – Underlying ($m)	412	195	217	417	(1%)
Tonnes (m)	214.5	106.9	107.6	182.3	18%
NTK (bn)	54.2	27.0	27.2	44.7	21%
Access revenue / NTK ($/000 NTK)	17.5	17.1	18.0	20.6	(15%)
Maintenance[1] / NTK ($/000 NTK)	2.5	2.5	2.5	2.5	-
Opex / NTK ($/000 NTK)	11.1	11.0	11.2	12.6	12%
Operating Ratio - Underlying	59.3%	60.3%	58.3%	57.4%	(1.9ppt)

- Record volume throughput over the CQCN totalling 214.5mt, an increase of 32mt (18%) on FY2013
- Maintenance spend per NTK remained constant in nominal terms despite record volume throughput
- $70m over collection of revenue will be returned to the customers in 1H FY2015; Network not able to recognise all of the revenue associated with the 18% volume growth
- 21% increase in NTKs, with average haul length increasing 3% from 245kms to 253kms

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1. Maintenance costs exclude flood repairs, mechanised ballast undercutting, derailment repairs and electric traction maintenance
2. Historical financials have been re-stated to reflect the internal restructure of Aurizon Network – refer ASX release 13 January 2014

Central Queensland Coal Network volumes (mt)

	FY2014	FY2014		FY2013
		2H	1H	
Newlands	12.0	5.9	6.1	14.5
Goonyella	114.4	57.1	57.3	97.6
Blackwater	63.1	31.4	31.7	54.9
Moura	12.5	6.2	6.3	10.8
GAPE	12.5	6.4	6.1	4.5
Total	**214.5**	**106.9**	**107.6**	**182.3**
Average haul length (kms)	253	253	253	245

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1. Note: table represents tonnes hauled on the CQCN by all operators
2. Total does not add due to rounding

Reconciliation: Network Segment to Network Legal Entity

	FY13	FY14
Aurizon Holdings Ltd Network Segment – underlying EBIT	417	412
Services Business		
Engineering & Project Delivery, Logistics and Mechanised Production	8	-
Maintenance	(16)	-
Allocated corporate charges [1]	21	-
Impairment	-	(66)
Other	(9)	(1)
Aurizon Network Pty Ltd consolidated - EBIT	421	345

- Effective 1 July 2013 Aurizon Network Pty Ltd is substantially aligned with the Network segment within Aurizon Holdings Ltd
- The services business of Engineering and Project Delivery was transferred to Aurizon Operations and the Asset Maintenance division was transferred from Aurizon Operations into Aurizon Network
- FY13 segment disclosures were restated in January 2014 to reflect these organisational structure changes

1. The Aurizon Holdings Network Segment EBIT is presented after corporate cost allocations. In FY14, corporate charges were recognised in the accounts of Aurizon Network Pty Ltd, however in FY13 the charges were allocated to the Network Segment but not recognised in the accounts of Aurizon Network Pty Ltd as the costs were held centrally and only allocated on a representative basis following the financial implementation of the functional model in FY13.

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Financials and operating metrics

Historic financials (A$ millions)	FY11	FY12	FY13	FY14	FY14 vs FY13
Total assets	3,838	4,392	5,032	5,378	346
Regulated Asset Base[3]	3,080	4,055	4,181	N/A	N/A
Revenue	795.0	821.5	973.5	1,012.1	38.6
EBITDA	418.4	452.2	603.4	543.0	(60.4)
Tonnes (m)	164.0	166.7	182.3	214.5	32.2
NTK (bn)	40.0	41.2	44.7	54.2	9.5
Access revenue/NTK (A$/000 NTK)	17.4	18.1	20.6	17.5	(3.1)
Maintenance/NTK (A$/000 NTK)	2.5	2.6	2.5	2.5	-

1. Historically, Network's financial results have been consolidated into audited accounts of Aurizon Holdings. Summary financials and operating metrics are not comparable with information previously filed by Aurizon Holdings.
2. The above financial data is the consolidated Aurizon Network Pty Ltd group.
3. The Regulated Asset Base is the RAB used for pricing purposes, excluding assets under Access Facilitation Deeds. The RAB for FY13 is an estimated amount yet to be approved by the QCA.

Network Regulation update

Network Regulation

Transitional Tariffs	▪ In June 2014, a "Transitional Tariffs" Draft Amending Access Undertaking (DAAU) was approved by the QCA to further extend UT3 to the earlier of 30 June 2015 and the QCA's final determination on UT4, and to apply transitional Reference Tariffs for FY2015 ▪ The transitional Reference Tariffs recover a total Maximum Allowable Revenue (MAR) for FY2015 of $777m, inclusive of the FY2013 revenue cap (including interest) of circa $36m, but excluding Electric Charge (EC) and rebates, with forecast volumes of 193.7mt. Both the MAR and volumes are exclusive of the GAPE which has different contractual obligations
SUFA[1]	▪ The QCA provided a position paper highlighting what could be changed in order to deliver an effective SUFA outcome and all stakeholders have been offered an opportunity to comment and provide feedback to the QCA ▪ The QCA will consider all feedback and is expected to issue a draft decision in September 2014 ▪ Following stakeholder submissions on the draft decision the QCA will issue a final decision expected in February 2015 ▪ The outcome of this decision will be encapsulated in the final UT4 agreement

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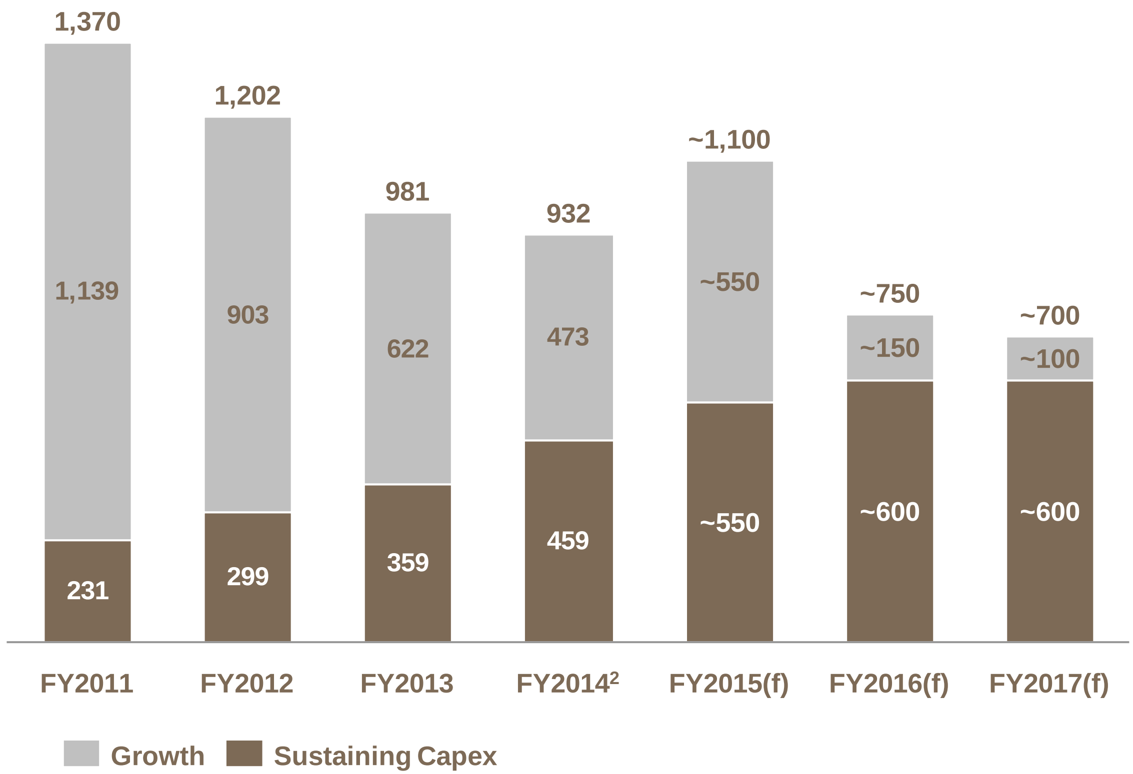
1. SUFA – Standard User Funding Agreement would provide customers with an alternative funding mechanism for CQCN expansions

Committed capital expenditure profile

Committed growth vs. sustaining capex[1] ($m)



- Growth Capex includes WIRP, Rolleston Electrification, Hexham and Whitehaven rollingstock
- FY2014 sustaining capex:
  - additional spend for coal wagon and locomotive overhauls identified as part of the Rollingstock Master Plan
  - acquisition of new, high capacity rail grinding and ballast cleaning equipment deployed in Network
- FY2015-FY2017 forecast sustaining capex has increased from $350m to $600m per annum due to planned investment in:
  - transformational technology solutions including both information and operating technology systems to deliver long-term transformation benefits
  - on-going investment in high capacity Network track maintenance equipment and upgrade of rollingstock fleet as part of the delivery of the IOP as flagged in the December 2013 Investor Briefing
- In the longer-term, sustaining capex expected to approximate depreciation

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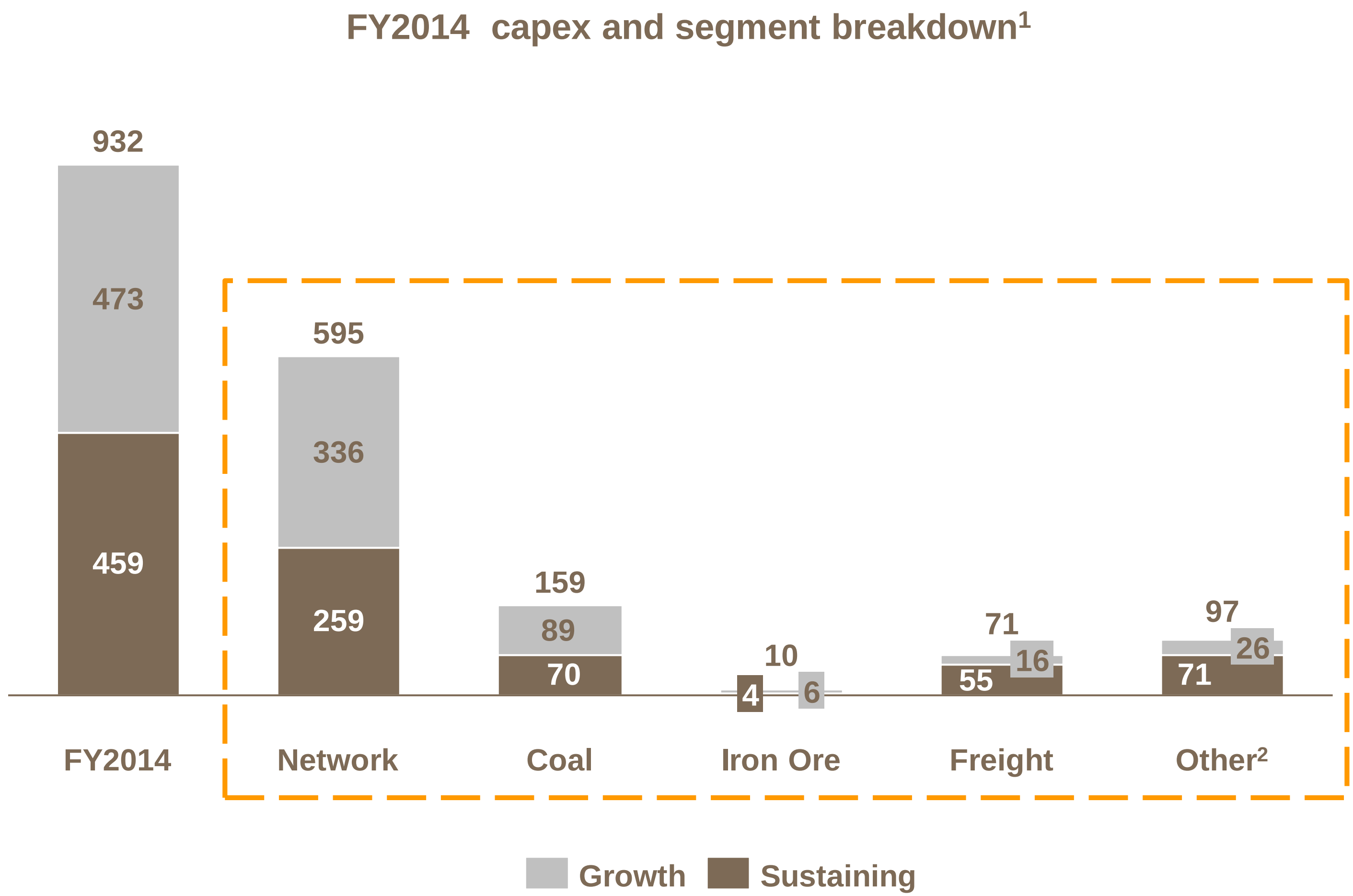
1. Includes capitalised interest (FY2014: $34m, FY2013: $22m)

Group and segment capital expenditure ($m)



1. FY2014 excludes $120m strategic projects asset impairment (growth capex)
2. 'Other' sustaining breakdown includes Capitalised Interest ($34m), Support ($21m) – e.g. Facilities Management, IT Hardware & Software, Operations ($16m) - non product-specific, e.g. Rollingstock Maintenance and Specialised Track Services equipment. Capitalised interest excludes $6m write-downs relating to strategic projects asset impairment

Major committed Network growth projects

Network - QLD		
	Wiggins Island Rail Project (WIRP)	▪ WIRP is the staged development of new rail lines and upgrading of existing lines to service the new Wiggins Island Coal Export Terminal at the Port of Gladstone ▪ Commenced: FY2012 ▪ Spend to date: $523m of $858m expected total costs
	Hay Point Rail Expansion	▪ Expansion to the Goonyella System to enhance system capacity from 129mtpa to 140mtpa to align with the Hay Point Coal Terminal expansion operated by the BHP Billiton Mitsubishi Alliance ▪ All Aurizon works relating to the Wotonga Feeder Station were completed in June 2014 and is now awaiting connection from Powerlink which is expected before the completion of the Hay Point Coal Terminal expansion ▪ Timing of the completion of the Hay Point Coal Terminal expansion has slipped with first shipment anticipated around September 2015 ▪ Commenced: late 2011 ▪ Spend to date: $121m (close to final with little additional costs to come). Project on time and under budget
	Rolleston Electrification	▪ Scope of work includes 5km of additional electrification (Kinrola line), 107km of electrification (Rolleston Line), Feeder Station and associated power systems infrastructure. Purpose is to harness the operational efficiency and cost benefits by enabling new high capacity electric trains to operate ▪ Commenced: July 2013 with completion and commissioning expected by December 2014 ▪ Total cost of the completed project is expected to be $163m

Note: Targets and approved amounts exclude capitalised interest

Capital Overview

Erin Strang – Group Treasurer & VP Tax & Governance

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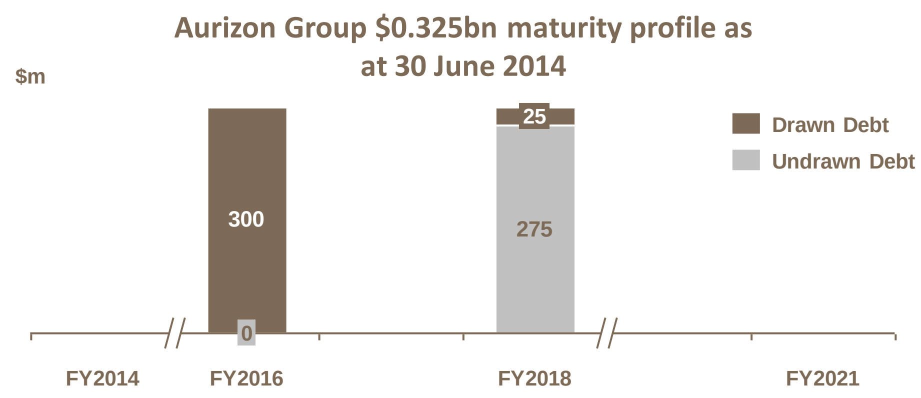
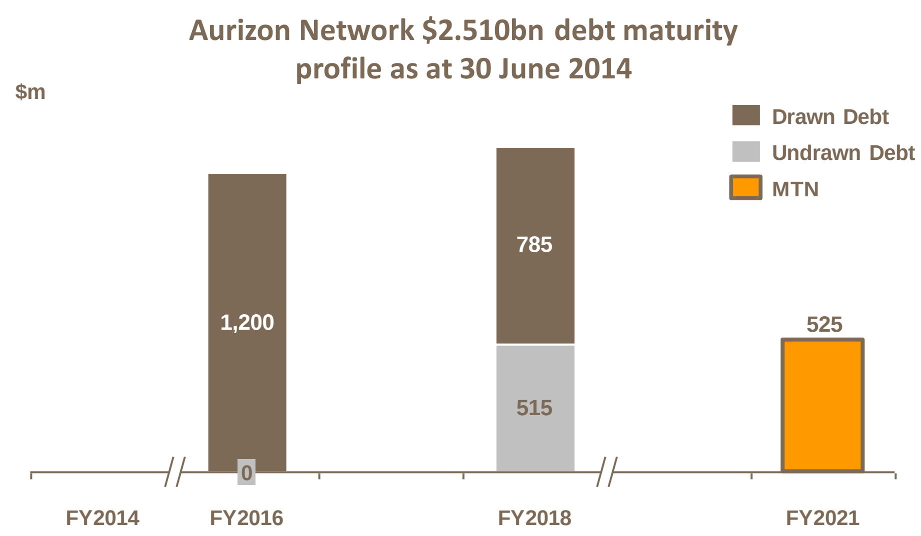
Debt summary

- **Credit ratings unchanged at BBB+/Baa1**
- **Stable debt maturity profile with an average tenor of 3.5 years (FY2013 - 3.6 years)**
- Liquidity at 30 June 2014 $0.94bn (undrawn facility + cash)
- Aurizon Network debut issuance in the domestic capital markets (7 year A$525 million Medium Term Note) in October 2013
    - coupon of 5.75% per annum
    - proceeds used to repay bank debt
- Interest cost on drawn debt reduced to 4.8% (FY2013 - 5.1%) due to reduced margins from refinancing program in 1H FY2014
- Intention to refinance $1,500m debt (due in June 2016) in FY2015
- Group gearing increased to 28.4% (FY2013 - 26.7%) due to higher debt levels





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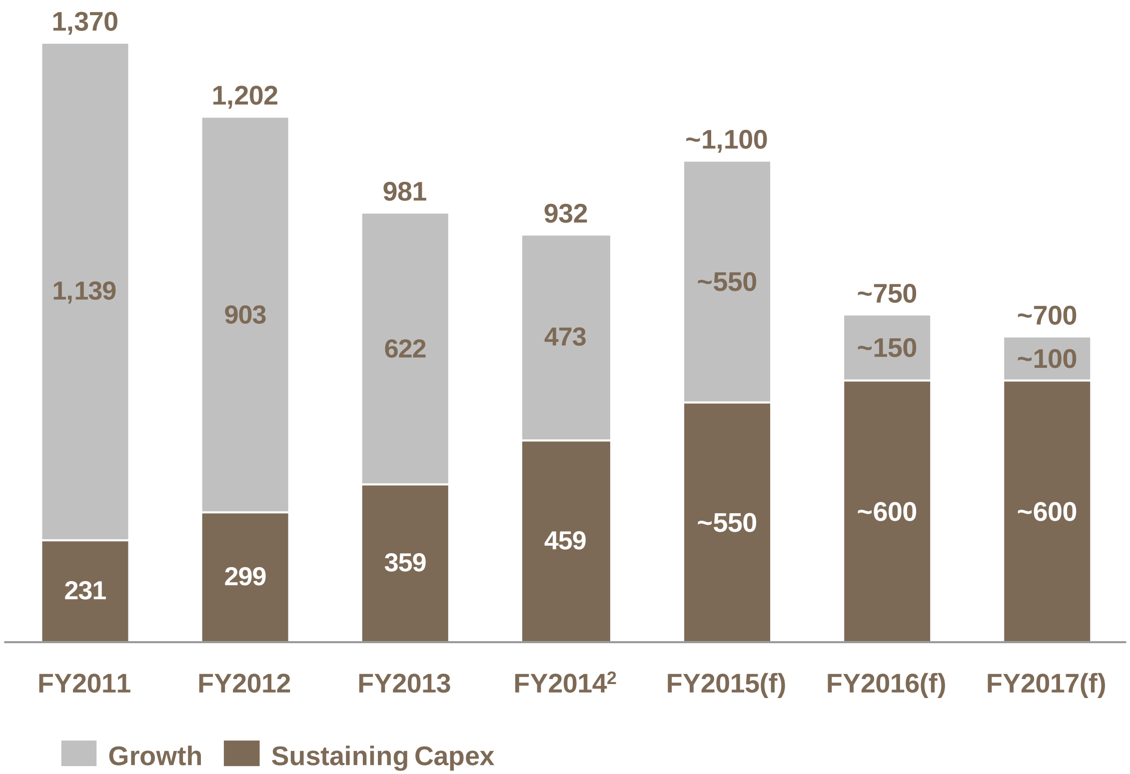
Committed capital expenditure profile

Committed growth vs. sustaining capex[1] ($m)



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- In the longer-term, sustaining capex expected to approximate depreciation

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1. Includes capitalised interest (FY2014: $34m, FY2013: $22m)

Major committed Coal growth projects

Coal - NSW		
	Hexham Train Support Facility Hunter Valley	▪ Stage one of the Hexham Train Support Facility (TSF) will service Aurizon's growing Hunter Valley coal freight business and alleviate capacity pressures in the coal supply chain ▪ The TSF will provide for statutory and routine maintenance inspections as well as provisioning with fuel, water and other supplies ▪ Construction commenced: FY2014 ▪ Manageable delays in commissioning expected due to delays in environmental approvals and latent conditions on site. Commissioning originally expected November 2014, however expected to be delayed by up to 6 months ▪ Spend to date: $70m of total expected $150m, which will also increase as a result of delays and latent conditions
	Whitehaven	▪ The Whitehaven Implementation Project has secured all necessary rail infrastructure provider approvals that will allow operation of the standard Hunter Valley locomotive class, ensuring continuation of the homogeneous fleet strategy ▪ New locomotive and wagon production remains on schedule with first rollingstock arriving in November 2014 ▪ Whitehaven short term haulage agreement continues to provide ongoing driver training for the long term contract whilst generating profitable revenue ▪ Spend to date: $80m of total expected $280m investment in locomotives and wagons

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Note: Targets and approved amounts exclude capitalised interest

Group Strategy & Outlook

Erin Strang – Group Treasurer & VP Tax & Governance

Strategic Projects – West Pilbara Infrastructure Project

- Aurizon and Baosteel have effected an off-market takeover of Aquila Resources (delisted on 29th July)
- Strategic intent of Aurizon's investment in Aquila is to facilitate development of rail and port infrastructure for the West Pilbara Infrastructure Project ("WPIP")
- Strong strategic rationale for Aurizon participating alongside leading steel producers to unlock the mine assets in the West Pilbara province and to provide world-class multi-user infrastructure with the potential to unlock other presently stranded West Pilbara iron ore projects
- Aurizon's agreements with Baosteel, including an Infrastructure Framework Agreement, provide a minimum 12 month period of exclusivity during which Aurizon will review the existing infrastructure studies, develop infrastructure tariffs and, if these tariffs are accepted by the Australian Premium Iron Joint Venture (APIJV) participants, negotiate the agreements necessary to restructure the APIJV into a mine vehicle and an infrastructure vehicle
- Aurizon's immediate priority is to negotiate the terms on which AMCI(IO)[1] and/or its owners, as participants in the APIJV, become a party to similar agreements that set out the pathway by which Aurizon can secure the rights to develop the West Pilbara Infrastructure
- While these terms are being negotiated, a confidentiality agreement allows Aurizon access to APIJV information, including existing feasibility studies, for due diligence purposes
- Any infrastructure development will be subject to (among other things) a Final Investment Decision by Aurizon and will only occur following detailed planning and feasibility studies, concurrent development of West Pilbara Iron Ore Project (WPIOP) mines and entry into appropriate take or pay contracts to support the tonnage profile for viable rail and port infrastructure
- It is Aurizon's intention, following the successful development of the WPIP rail and port infrastructure, to divest its shareholding in Aquila

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1. AMCI (IO) – American Metals & Coal International Inc. (51%) and POSCO (49%)

Strategic Projects - other

Galilee Basin (Coal)

- Aurizon progressing with GVK Hancock to acquire 51% interest in Hancock Coal, which holds the Abbot Point T3 (Port Project) and Galilee Basin (Rail Project)
- Aim is to form a JV with the objective of progressing the development of a multi-user rail network and a new coal terminal at the existing Abbot Point Port
- Strategic rationale to unlock the Galilee Basin's coal reserves and support the next phase of coal growth in the Bowen Basin; consistent with Aurizon's strategy to operate, develop and integrate bulk supply chains across Australia
- Finalisation of definitive documents deferred to align with completion, which is expected to occur in early CY2015

Moorebank (Intermodal)

- The Sydney Intermodal Terminal Alliance (SIMTA) consortium, comprising Qube (67% interest) and Aurizon (33% interest), have proposed to co-develop the strategic rail and port infrastructure at Moorebank in South Western Sydney
- SIMTA has been granted six month exclusivity (ending November 2014) to complete negotiations direct with the Commonwealth Government owned Moorebank Intermodal Company regarding development and operation of the Moorebank Intermodal Terminal in South Western Sydney
- The project has potential to materially enhance the competitive environment for customers by helping unlock the transport gridlock of Australia's largest city and deliver strategic and critical export infrastructure for the nation

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FY2015 Outlook

- Based on current market conditions, our volume outlook in respect of FY2015 is:
  - Coal – haulage volumes in a range of 210-220mt
  - Iron Ore – decrease in contracted volumes from 30mt in FY2014 to ~23mt in FY2015 as previously disclosed
  - Freight – modest increase in bulk and intermodal volumes of ~4% in FY2015
- However, FY2015 earnings could be impacted by any one or more of the following events:
  - Industrial action
  - Failure to reach satisfactory outcome on UT4 in FY2015
  - Materially worse cyclone/wet season than FY2014
- Accordingly, Aurizon has increased its transformation target to \$250m-\$300m (vs. \$230m+ previously) in order to achieve the 75% Operating Ratio target

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Summary

- Strong underlying result driven by:
  - Volume growth and delivering sustainable value from the transformation program
- Disciplined capital management continues with dividend payout ratio increasing from 65% to 70%
- 75% Operating Ratio for FY2015 remains the key objective for Management
- Enterprise Agreements renegotiations
  - Queensland agreements remain outstanding, however, we will continue to transform and restructure our business regardless
- Growth focus now on development of West Pilbara Infrastructure Project
- Expect medium/long-term demand for Australia's higher quality coal and/or iron ore to be strong to support:
  - China's transition from "construction" to higher quality value-add "consumer" steel products
  - Expected drive in electricity demand (China and India)

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Questions & Answers

Appendix

Definitions

Metric	Description
Access Revenue	Amount received for access to the Network infrastructure under the Access Agreement
Average haul length	NTK/Total tonnes
Contract utilisation	Total volumes hauled as a percentage of total volumes contracted
CQCN	Central Queensland Coal Network
dGTK	Diesel fuel used per Gross tonne kilometre. GTK is a unit of measure representing the movement over a distance of one kilometre of one tonne of vehicle and contents including the weight of the locomotive & wagons
DTC	Deficit Tonnage Charge. A form of protection for the above rail coal business, whereby the Group is able to recover extra charges where the revenue receivable, based on tonnage hauled and agreed price, falls below minimum levels set in contractual arrangements with customers
Footplate hours	A measure of train crew productivity
Free cash flow	Net operating cash flows less net cash flow from investing activities
FTE	Full Time Equivalent - The number of unique employee positions filled by all Aurizon employees (excluding contractors/consultants) as at period end. The NTK/Employee metric for the half year is annualised for comparative purposes and uses period-end FTE
GAPE	Goonyella to Abbot Point Expansion
Gearing	Net debt/(net debt + equity)
Gross Contracted NTKs	Gross contracted tonnages multiplied by the loaded distances (calculated on a contract by contract basis)
Maintenance	Maintenance costs exclude flood repairs, mechanised ballast undercutting, derailment repairs and electric traction maintenance
MAR	Maximum Allowable Revenue that Aurizon Network Pty Ltd is entitled to earn from the provision of coal carrying train services in the CQCN
Mtpa	Million tonnes per annum
NTK	Net Tonne Kilometre. NTK is a unit of measure representing the movement over a distance of one kilometre of one tonne of contents excluding the weight of the locomotive and wagons
Operating Ratio	1 – EBIT margin. Operating ratio calculated using underlying revenue which excludes interest income & significant items
Opex	Operating expense including depreciation and amortisation
ROIC	Return on Invested Capital. Rolling 12-month underlying EBIT/(Net working capital + Net PP&E + AUC + Gross Intangible Assets)
ToP	Take-or-Pay. Contractual ToP provisions entitles Aurizon Network to recoup a portion of any lost revenue resulting from actual tonnages railed being less than the regulatory approved tonnage forecast
TSC	Transport Services Contract entered into between the Queensland State Government and Aurizon for the provision of regional freight and livestock services
Turnaround time	The average hours between when a train departs its origin empty to its next departure time
Underlying	Underlying earnings is a non-statutory measure and is the primary reporting measure used by Management and the Group's chief operating decision making bodies for the purpose of managing and determining financial performance of the business. Underlying results differ from the Group's statutory results. Underlying adjusts for significant/one-off items
VRP	Voluntary redundancy program
WACC	Weighted average cost of capital
WIRP	Wiggins Island Rail Project