

28 September 2018

Rex Graham
Chair
Hawke's Bay Regional Council
Private Bag 6006
NAPIER 4142

Dear Rex

Napier Port's Board of Director supports Hawke's Bay Regional Council's decision to consult on the ownership structure of Napier Port.

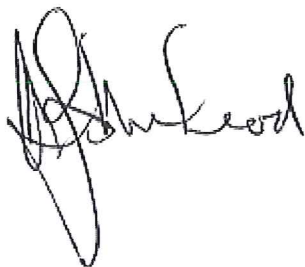
Council's preferred option, of making an Initial Public Offering of up to 49 percent, also has our full support.

This, or any of the options identified in the consultation document, will achieve our objective of reducing debt to allow the company to make the capital investments required to serve our growing region.

Ensuring Napier Port's continued development is crucial to unlocking the region's economic potential and Napier Port will support Council's ultimate decision on how that can be funded.

We'd like to commend Council's commitment to making this important decision for the region of Hawke's Bay.

Kind regards



Alasdair MacLeod
CHAIR
NAPIER PORT BOARD OF DIRECTORS