INTERIM RESULTS 2012

Lance Hockridge – MD & CEO Deborah O'Toole – EVP & CFO 16 February 2012



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AGENDA

- Company update
 Lance Hockridge, Managing Director and CEO
- Financial Overview
 Deborah O'Toole, Executive Vice President and CFO
- Medium to Long Term Outlook
 Lance Hockridge, Managing Director and CEO
- Questions and Answers



FY12 HALF YEAR PERFORMANCE

LANCE HOCKRIDGE - MD & CEO



HY12 CONTINUES DELIVERY AND MOMENTUM

QUALITY RESULT IN A CHALLENGING ENVIRONMENT	 Revenue of \$1.8bn – up 1% on HY11 Underlying EBIT of \$251m – up 11% on HY11 Coal volumes of 97.5mt – down 2% on HY11 Statutory NPAT of \$189m versus \$278m in HY11 due to \$281m tax benefit Interim dividend of 3.7c declared⁽¹⁾
TRANSFORMATION MOMENTUM CONTINUES	 Safety performance improvement - LTIFR of 2.64 compared with 4.72 in HY11 Revenue quality continues with Group Revenue/NTK of 55.4 – up 4% on HY11 Functional organisational structure implementation commenced 1st December 2011 Transformation benefits driving improvement in operating ratio
STRONG COMMITMENT TO GROWTH	 Northern Missing Link project opened ahead of time WIRP project agreement signed ~9mtpa of new coal volumes contracted Hunter Valley growth – volumes up 34% on HY11 Iron ore on track to deliver ~30mtpa in 2014 CQCS Network capacity to increase to ~300mtpa by 2015

(1) the conduit foreign income component of the dividend is nil



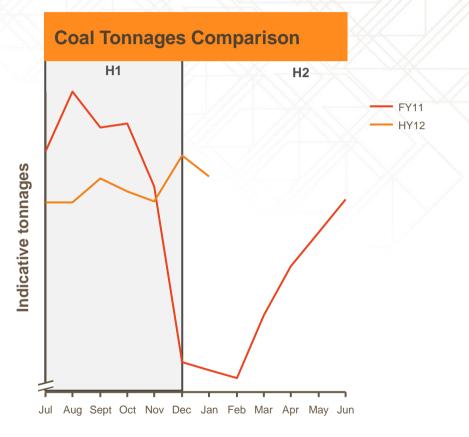
FINANCIAL HIGHLIGHTS

	HY12 \$m	HY11 \$m	Variance %
Revenue	1,767	1,748	1%
Underlying EBITDA	468	446	5%
Statutory EBIT	260	131	98%
Underlying EBIT	251	226	11%
Statutory NPAT ⁽¹⁾	189	278	(32%)
Underlying NPAT	168	71	>100%
Statutory EPS (cps)	7.8	12.4	(37%)

(1) HY11 included \$281m tax benefit

PERFORMANCE METRICS ROBUST ON REDUCED VOLUMES

QR National Group Operating metrics	HY12	HY11
Revenue / NTK (A\$/000 NTK)	55.4	53.5
Labour Costs / Revenue	31.7%	32.3%
NTK/employee (MNTK)	7.0	6.9
Opex ⁽¹⁾ / NTK (A\$/000 NTK)	47.5	46.6
EBITDA Margin	26%	26%
Operating Ratio ⁽²⁾	86%	87%
ROIC ⁽³⁾	4.6%	4.5%
NTK (bn)	31.9	32.6
Tonnes (m)	130.4	132.3
People	9,051	9,502



- (1) Opex defined as operating expense including depreciation and amortisation
- (2) Operating ratio defined as (1 EBIT margin)
- ROIC calculated using 12-month trailing ÉBIT and comparative number represents year ended 30 June 2011

HY12 DELIVERING AGAINST STRATEGY

Strategy

Transformation

- Safety
- Commercial outcomes
- Customer service
- Performance improvement
- Cost reductions
- Asset utilisation
- Company-wide cultural change
- Attract, develop and retain the right people
- Up-skill workforce

Growth

- Contract wins
- Revenue growth
- Diversification
- Invest in infrastructure and above-rail assets
- Balance sheet and funding requirements



Execution

Transformation

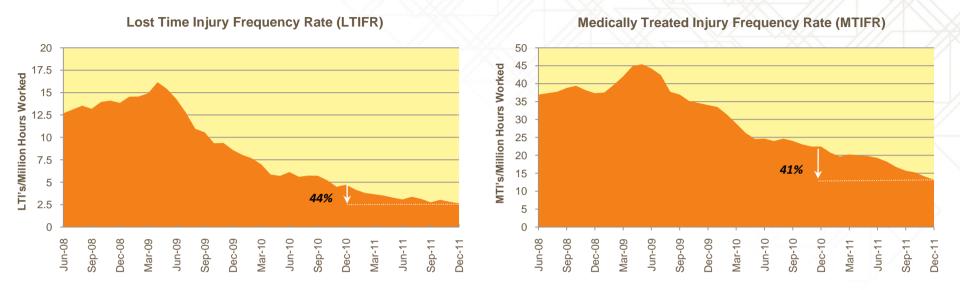
- Safety performance continues to improve with LTIFR down 44%
- 35% of coal volumes on performance based contracts at 31st Dec 2011
- Coal Revenue/NTK +9% on HY11
- WIRP negotiated at commercial returns
- GAP tonnages commenced 19 December 2011
- Reliability Centred Maintenance Program has delivered improved availability and reliability
- Network's Advanced Capital Upgrade Program has led to reduction in delays and faults, thus improving reliability and customer service delivery
- New functional structure implementation commenced 1st December 2011

Growth

- ~9mtpa of new coal contracts at commercial returns
- NSW Hunter Valley performance remains strong with 34% uplift in volumes on HY11
- Iron ore volumes on track to deliver ~30mtpa by FY14
- Projects under construction will increase CQCS capacity to ~300mtpa by 2015
- Queensland Government declared the Central Queensland Integrated Rail Project (CQIRP) a "significant project"
- Installed above rail capacity in place to meet increased demand following volume recovery

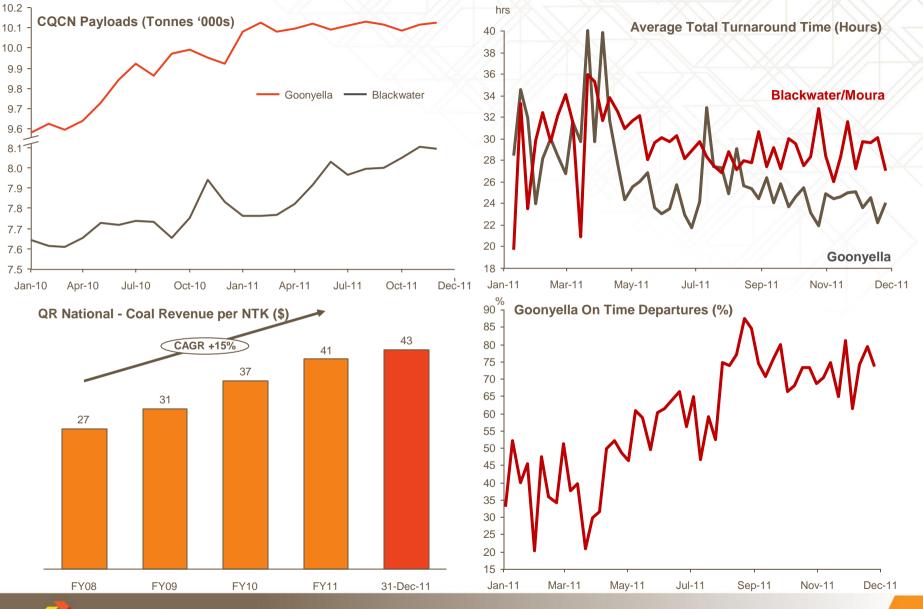


SAFETY – LEAD INDICATOR FOR PERFORMANCE



- Improvements in safety demonstrate our operating discipline
- LTIFR 2.64
- MTIFR 13.21
- Signals Passed At Danger (SPAD) rate decreased 26% to 1.51 since HY11
- ZEROHarm the culture that accepts that all injuries are preventable
- Focus on prevention through strong leadership and proactive risk management

FOCUS ON PRODUCTIVITY AND SERVICE IMPROVEMENT



QR NATIONAL

NEW FUNCTIONAL STRUCTURE UNDERPINS COMPANY-WIDE FOCUS ON CUSTOMER SERVICE

- Functional organisational structure aligns with global best practice
- Implementation commenced 1st December 2011
- The new structure will be a critical enabler in delivering customer service excellence
- Aligns operational focus and customer service
- Cost efficiencies and productivity gains expected through greater integration and collaboration
- Productivity gains will contribute to revenue quality improvements
- Management structure to accelerate the momentum of reform in the Company



NETWORK INVESTMENT FOR GROWTH

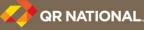


NORTHERN LINK OPENS UP MAJOR GROWTH CORRIDOR

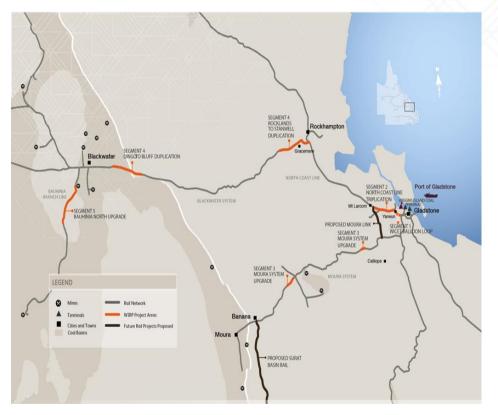


First coal train to cross the Northern Link on 19 December 2011

- Northern Link (69kms of new rail) completed ahead of time
- The GAP Project will deliver:
 - a major upgrade and expansion of existing Newlands Coal System
 - supports the 33mtpa increase in capacity on the Newlands system bringing total system capacity to 50mtpa
 - potential expansions to 200mtpa and more



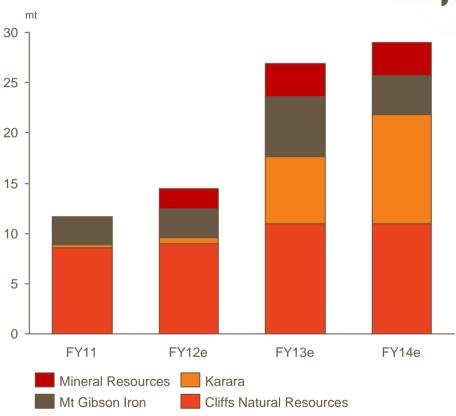
WIGGINS ISLAND RAIL PROJECT AGREEMENT SIGNED



- A significant rail infrastructure investment servicing a new export terminal at Gladstone
- Early works in advance of construction commenced
 February 2012, with first railings scheduled mid-2014
- Additional 27mtpa of capacity created, representing a 30% increase in haulage in the southern Bowen Basin coal region
- Aligns with time frames for the proposed coal export terminal and the development of new mines
- Negotiated at commercial terms

DIVERSIFICATION THROUGH IRON ORE

Iron Ore Growth Profile



- Tracking to our target of ~30mtpa by 2014
- Iron Ore customers include:
 - Karara Mining Ltd: up to 10.8mtpa⁽¹⁾ for ten years – commenced 15 Jan 2012
 - Cliffs: volume increase from 8.5mtpa to 11mtpa – commencing March 2012
 - Mt Gibson Iron:
 - 3mtpa from Tallering Peak operational since 2004 through to 2014
 - 3mtpa from Extension Hill commenced December 2011
 - Mineral Resources: up to 4mtpa commenced October 2011

FY12 FINANCIAL PERFORMANCE

DEBORAH O'TOOLE - EVP & CFO



FINANCIAL PERFORMANCE SUMMARY

EBIT IMPROVEMENT ON HY11	 HY12 underlying EBIT of \$251m up 11% on HY11 Network Services underlying EBIT of \$156m down 8% due to lower network volumes Coal underlying EBIT of \$139m up 38% on HY11 despite lower volume Freight underlying EBIT of \$29m up 97% on HY11 with higher revenues and continued cost and efficiency improvements
BALANCE SHEET REMAINS STRONG	 Low gearing of 11% provides capacity to fund future growth Committed debt facility capacity in excess of \$2bn Investment grade credit ratings of BBB+ (S&P) and Baa1 (Moody's) maintained
CASH FLOW PERFORMANCE	 Underlying net operating cash flow of \$457m in the first half Cash conversion remains strong Nil cash tax payable in HY12



QUALITY RESULT IN A CHALLENGING ENVIRONMENT

Financial		
Revenue (\$m)	1,767	+1%
Underlying EBITDA (\$m)	468	+5%
Underlying EBIT (\$m)	251	+11%
Statutory EBIT (\$m)	260	+98%
Underlying NPAT (\$m)	168	>100%
Statutory NPAT ⁽¹⁾ (\$m)	189	(32%)
Statutory EPS (cps)	7.8	(37%)
Underlying EBIT by Division		
Network Services (\$m)	156	(8%)
Coal (\$m)	139	+38%
Freight (\$m)	29	+97%
Other (\$m)	(73)	(24%)
Group (\$m)	251	+11%

Key Metrics			
Volumes	130.4	(1%)	
Revenue / NTK (A\$/000 NTK)	55.4	+4%	
Labour Costs / Revenue	31.7%	+0.6%	
NTK/employee ⁽²⁾ (MNTK)	7.0	+1%	
Opex ⁽³⁾ / NTK (A\$/000 NTK)	47.5	(2%)	
Operating Ratio ⁽⁴⁾	86%	+1%	
ROIC ⁽⁵⁾	4.6%	+0.1%	
People	9,051	(5%)	
Strong balance sheet			
Total Assets (\$m)	9,433	+3%	
Net Debt (\$m)	919	+34%	
Shareholders equity (\$m)	7,095	+1%	
Gearing ⁽⁶⁾	11%	+3%	

(1) HY11 NPAT includes \$281m tax benefit

(2) NTK/Employee using headcount as at 31 December as denominator

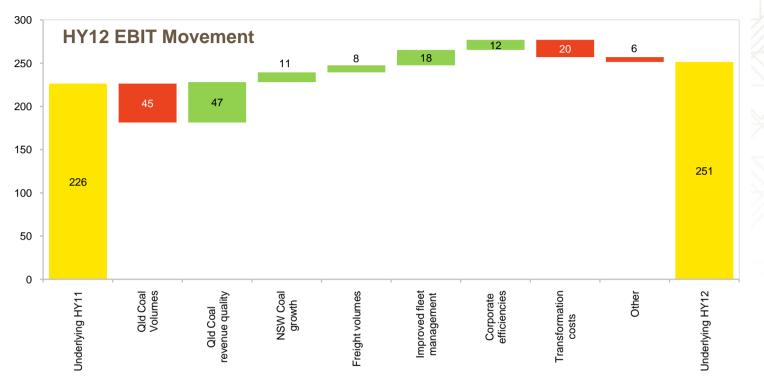
(3) Opex defined as operating expense including depreciation & amortisation

(4) Operating Ratio defined as (1 - EBIT margin)

(5) ROIC - calculated using 12-month trailing EBIT

(6) Gearing = Net debt /(Net Debt + total equity)

IMPROVEMENT vs. HY11



- The impact of lower QLD coal volumes has been offset through improvements to coal revenue quality via contract renewals, incentives and performance bonuses
- NSW tonnages increased by 34%
- The Reliability Centred Maintenance Program achieved maintenance and depreciation savings through improved fleet management
- Transformation costs reflect ongoing investment in the business to drive future efficiencies and costs associated with restructure



MAJOR COMMITTED CAPITAL PROJECTS

GAP	 Budgeted capital of \$1.1bn Final commissioning of project on track for June 2012 First railings commenced 19 December 2011
WIRP stage 1	 Budgeted capital ~\$900m Early works in advance of construction commenced February 2012 First railings scheduled for mid 2014 and project completion by March 2015
Blackwater Electrification	 Budgeted capital of \$195m Largest electrical upgrade on the Central Queensland Coal System since 1980s Project remains on schedule for commissioning in H2 of FY12
Hunter Valley Rollingstock	 Budgeted capital of \$362m Rolling stock investment to support NSW growth
WA Iron Ore	 Budgeted capital of \$291m Locomotives, wagons and infrastructure for Cliffs and KML contracts tracking to plan
Summary	 HY12 capital spend of \$609m



INVESTMENT OF OPERATING CASH FLOWS FUNDING FUTURE GROWTH

Underlying cash flow statement	HY12 \$m
Operating activities	
EBITDA	468
Other changes in working capital	22
Net Interest paid	(33)
Other non-cash items	0
Net cash inflow/(outflow) from operating activities	457
Payments made to acquire assets	(607)
Free cash (out) flow	(150)

Balance sheet	HY12 \$m
Working capital	(27)
Property, plant and equipment	8,667
Net debt	(919)
Other	(626)
Net assets	7,095
Facilities	HY12 \$m
\$3bn Debt Facility Utilisation	975
Capitalised Establishment Fees	(23)
Cash	(33)
Net Debt	919
Gearing ⁽¹⁾	11%

(1) Gearing = Net debt /(Net Debt + total equity)



BUSINESS OVERVIEW



NETWORK SERVICES

	HY12	HY11
Tonnages (million)	86.8	93.4
NTK (billion)	21.3	22.7
Revenue (\$m)	595.4	642.4
Growth %	(7%)	21%
EBITDA (\$m)	233.0	245.5
Margin %	39%	38%
EBIT (\$m)	155.6	168.8
Margin %	26%	26%
Capital Expenditure (\$m)	349.7	304.0

Operating metric	HY12	HY11
Access Revenue / NTK (A\$/000 NTK)	17.1	16.0
Maintenance \$ /'000 NTK ⁽¹⁾	2.6	2.5
NTK / Track km (000's)	9,138	10,049
Operating Ratio	74%	74%

Key Drivers

D

- Decline in network volumes from reduced coal railings
- Maintenance spend brought forward in advance of volume recovery
- Improved profitability in Services despite lower levels of wagon manufacturing and servicing

(1) Track maintenance excludes ballast undercutting, derailments repairs, weather event repairs and electric traction maintenance



COAL

	HY12	HY11
Tonnages (million)	97.5	99.6
NTK (billion)	22.0	22.6
Revenue (\$m)	949.9	895.7
Growth %	6%	3%
EBITDA (\$m)	233.6	202.9
Margin %	25%	23%
EBIT (\$m)	139.0	100.9
Margin %	15%	11%
Capital Expenditure (\$m)	74.1	284.0

Operating metric	HY12	HY11
Revenue / NTK (A\$/000 NTK)	43.2	39.5
Opex ⁽¹⁾ / NTK (A\$/000 NTK)	36.9	35.1
Operating Ratio ⁽²⁾	85%	89%

Key Drivers

D

- Reduced QLD tonnages due to slower than expected recovery from wet weather
 - Above rail revenue continues to increase from new performance based contracts
 - NSW Coal volume growth 34%
 - Improved fleet management has generated savings in maintenance and facilitated a re-set of the useful life of locomotives

Opex defined as operating expense including depreciation and amortisation
 Operating ratio defined as (1 - EBIT margin)

NB: Based on underlying earnings



FREIGHT

	HY12	HY11
Tonnages (million)	32.9	32.7
NTK (billion)	9.9	10.0
Revenue (\$m)	731.8	685.4
Growth %	7%	18%
EBITDA (\$m)	62.0	43.2
Margin %	8%	6%
EBIT (\$m)	28.5	14.5
Margin %	4%	2%
Capital Expenditure (\$m)	166.9	90.0

Operating metric	HY12	HY11
Revenue / NTK (A\$/000 NTK)	73.8	68.5
Opex ⁽¹⁾ / NTK (A\$/000 NTK)	71.0	67.0
Operating Ratio ⁽²⁾	96%	98%

Key Drivers

- Investment in capacity ahead of increases in future iron ore volumes
- Strong agricultural demand across Australia lifted Bulk results
- Intermodal contracts coming on line and business performance improvement continuing

Opex defined as operating expense including depreciation and amortisation (1)(2)

Operating ratio defined as (1 - EBIT margin)



FY12 GUIDANCE

- Coal volumes in HY12 impacted by production issues for our customers including the lingering impacts of the 2011 QLD floods as well as industrial relations issues
- Our current view is that we will deliver ~200mt the low end of previous guidance provided. This is subject to normal seasonal rainfall and customers returning to preflood production levels
- FY12 EBIT guidance remains in accordance with the Offer Document with volume downside expected to be offset by delivering through the transformation program
- FY12 capital expenditure expected to be \$1.1bn due to deferrals of uncommitted projects

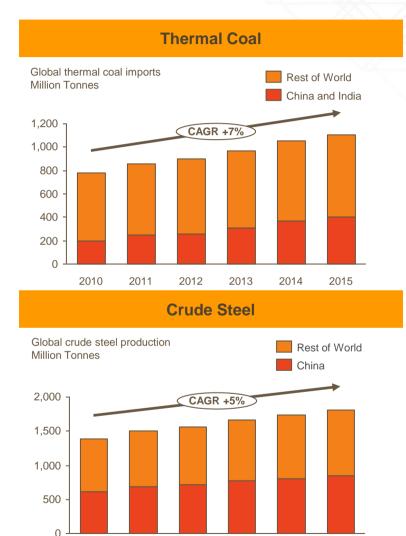


MEDIUM TO LONG TERM OUTLOOK

LANCE HOCKRIDGE – MD & CEO

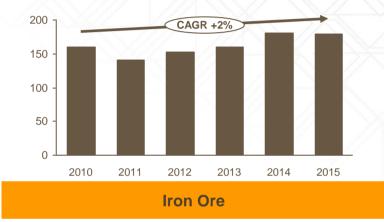


LEVERAGED TO GLOBAL GROWTH SECTORS

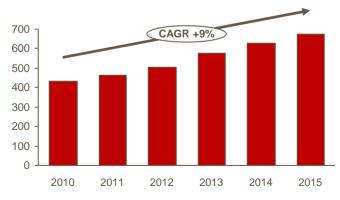


Metallurgical Coal

Australian Exports of Metallurgical Coal Million Tonnes



Australian Exports of Iron Ore Million Tonnes



2015 SOURCE: Wood Mackenzie's Coal Market Service - May 2011, Dec 2011 and Jan 2012, CRU Iron Ore Market Service - Jan 2012



2011

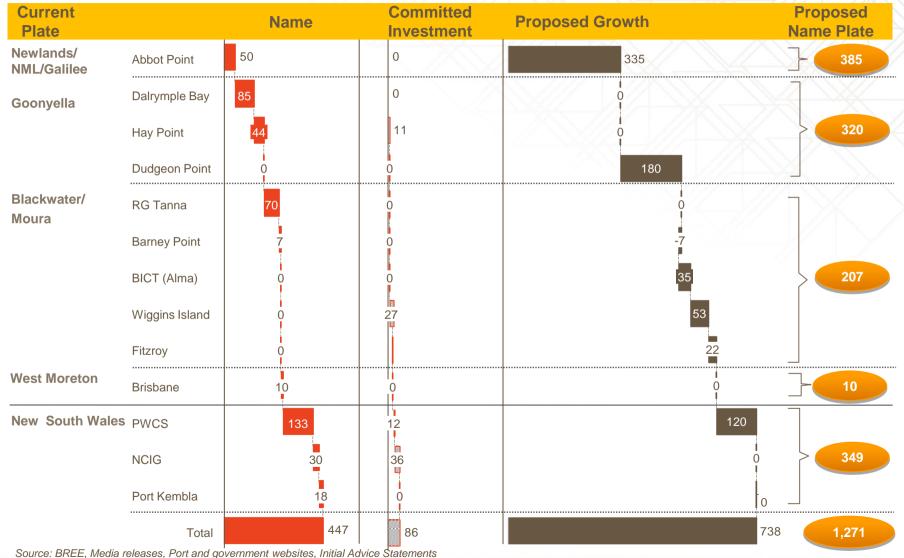
2012

2013

2014

2010

PORT CAPACITY POTENTIAL ACROSS AUSTRALIA'S COAL SYSTEMS (MTPA)





PROSPECTIVE GROWTH PROJECTS











ADDITIONAL SLIDES



RECONCILIATION OF STATUTORY PROFIT & LOSS

	HY11			HY12		
	Statutory	Underlying	Proforma	Statutory	Underlying	Proforma
Statutory EBIT	131.4	131.4	131.4	260.2	260.2	260.2
Transaction related costs	-	95.0	95.0		(8.8)	(8.8)
Timing related revenue:						
- 2009 Revenue Cap	-	-	(16.5)			× -
- 2011 Revenue Cap	-	-	21.0	-	1 - J-/	
- 2010 DTC	-	-	(5.1)	-	-	1 -
- 2011 DTC	-	-	-	-	-	(21.1)
Adjusted EBIT	131.4	226.4	225.8	260.2	251.4	230.3
Interest - net finance cost	(125.7)	(125.7)	(125.7)	(14.7)	(14.7)	(14.7)
Тах						
- Income tax (benefit)/expense	271.8	271.8	271.8	(56.2)	(56.2)	(56.2)
- Underlying & proforma add back	-	(302.0)	(302.0)	-	(12.2)	(12.2)
Adjusted NPAT	277.5	70.5	69.9	189.3	168.3	147.2



RECONCILIATION OF STATUTORY PROFIT & LOSS

FY11 vs FY12 Half Year Profit & Loss

			6	Y AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA		
		HY11			HY12	
\$Am	Underlying result	Significant items	Actual	Underlying result	Significant items	Actual
Revenue	1,747.6	0.0	1,747.6	1,766.9	0.0	1,766.9
Consumables ⁽¹⁾	(745.9)	0.0	(745.9)	(720.8)	0.0	(720.8)
Employee benefits expense	(551.0)	(57.2)	(608.2)	(558.0)	0.0	(558.0)
Other expenses	(3.9)	(37.8)	(41.7)	(18.9)	8.8	(10.1)
Interest income (add back)	(1.2)	0.0	(1.2)	(1.5)	0.0	(1.5)
EBITDA	445.6	(95.0)	350.6	467.7	8.8	476.5
EBIT	226.4	(95.0)	131.4	251.4	8.8	260.2
Net finance cost	(125.7)	0.0	(125.7)	(14.7)	0.0	(14.7)
Tax expense	(30.2)	302.0	271.8	(68.4)	12.2	(56.2)
NPAT	70.5	207.0	277.5	168.3	21.0	189.3
EPS (cps)	3.1	9.3	12.4	6.9	0.9	7.8
EBIT breakdown by division:						
QRN Network Services	168.8	(1.8)	167.0	155.6	0.0	155.6
QRN Coal	100.9	0.0	100.9	139.0	0.0	139.0
QRN Freight	14.5	0.0	14.5	28.5	0.0	28.5
Other	(57.8)	(93.2)	(151.0)	(71.7)	8.8	(62.9)

(1) Consumables expenditure includes fuel costs, access costs payable to third parties, and expenditure of general repairs and maintenance and administrative supplies

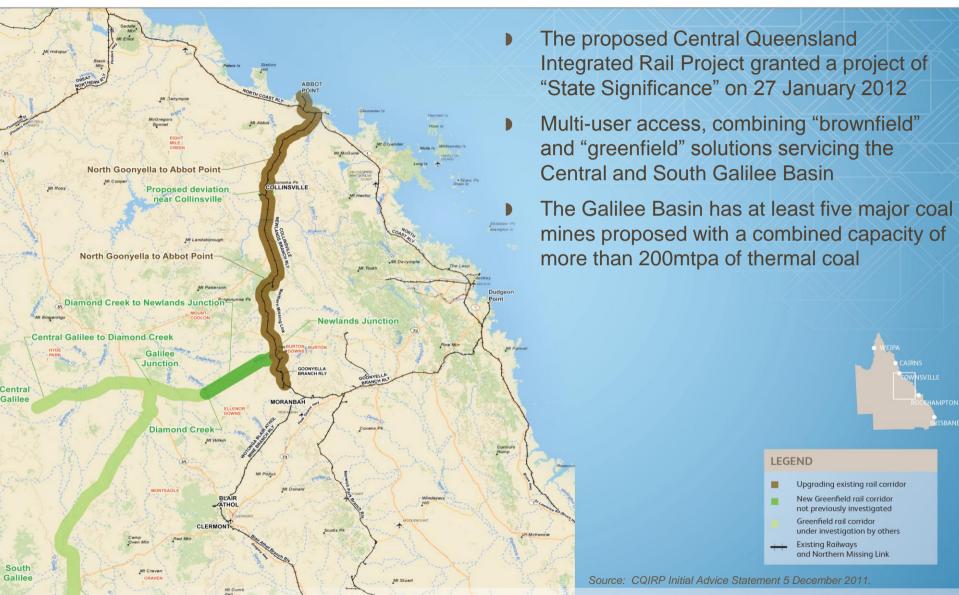


KEY PRIORITIES FOR DRIVING PERFORMANCE EXCELLENCE





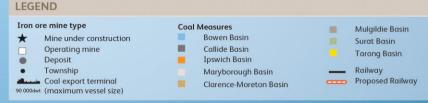
GALILEE BASIN



SURAT BASIN JOINT VENTURE



- The "Southern Missing Link" a 214 kilometre railway that will enhance the existing coal rail network
- The open-access, multi-user rail link between Wandoan and Banana is key to strategic development, unlocking approximately 5.4bn tonnes of coal reserves
- Connecting to the Wiggins Island Coal Export Terminal
- JV comprising ATEC, Xstrata Surat and QR National



Source: http://suratbasinrail.com.au/

