

GEORGIA PORTS

The Southeast Gateway for the U.S.

Griff Lynch
Chief Executive Officer
May 23, 2018





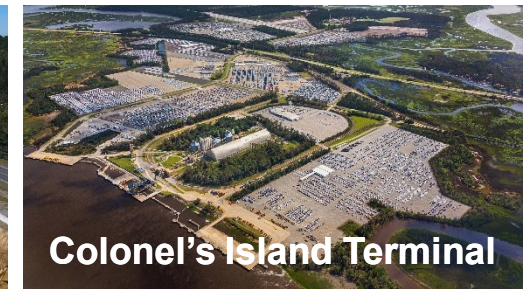
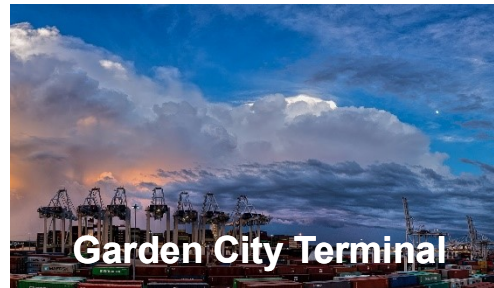
OUR MISSION

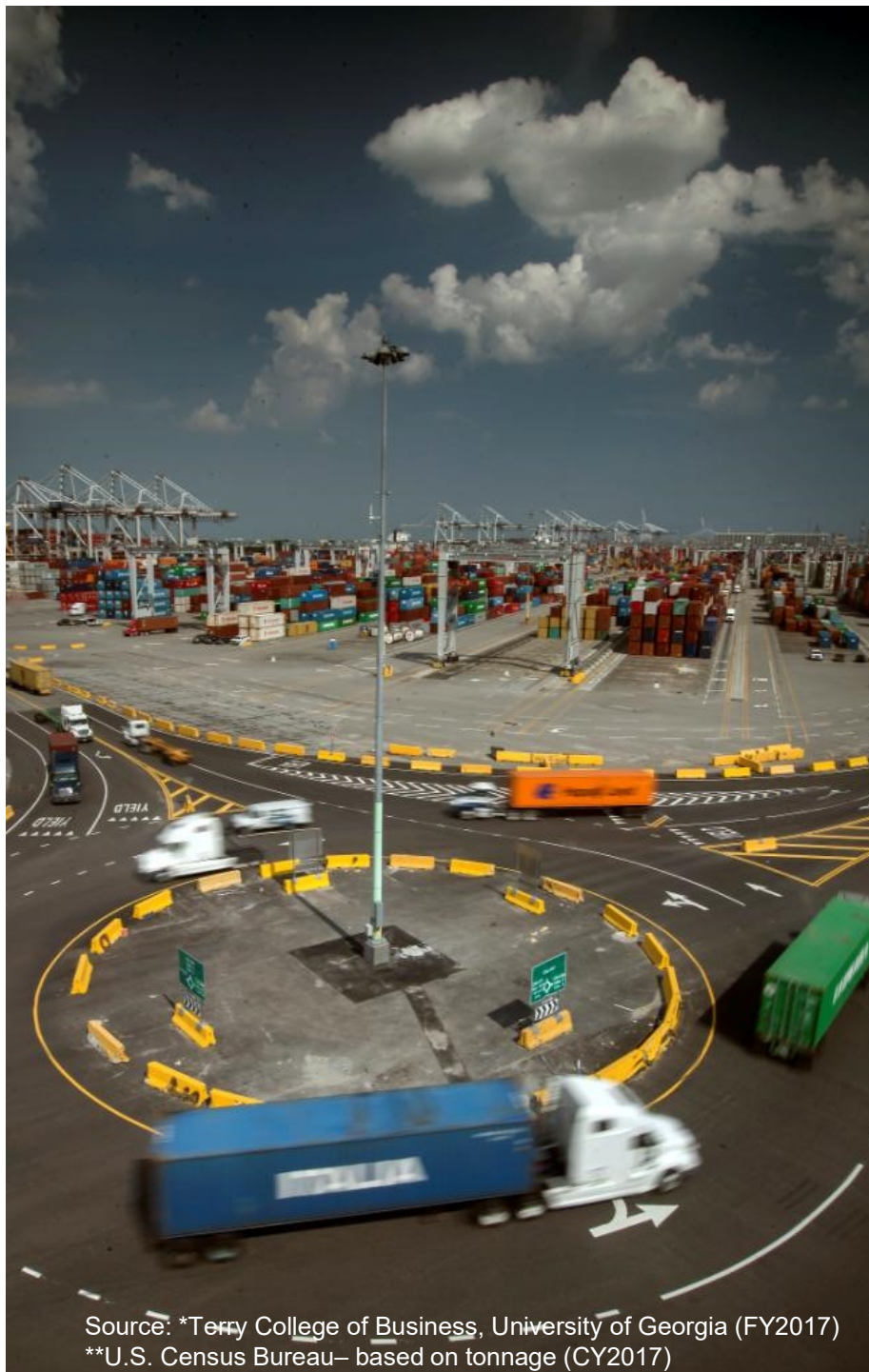
To empower entrepreneurs, strengthen industries, sustain communities and fortify families by relentlessly striving to accelerate global commerce.



GEORGIA PORTS AUTHORITY

MORE DEEPWATER & INLAND TERMINAL OPTIONS





Source: *Terry College of Business, University of Georgia (FY2017)
**U.S. Census Bureau– based on tonnage (CY2017)

GPA: AN ECONOMIC ENGINE

STATE OF GEORGIA:

- **+439,000** full- and part-time jobs
- **\$106** billion in sales (11% of total sales)
- **\$44** billion in state GDP (8% of total GDP)
- **\$25** billion in income (6% of total personal income)

NATIONWIDE:

- **\$4.5** billion in federal taxes
- **8.5%** of U.S. containerized trade**
- **10%** of U.S. containerized exports**
- **19%** of U.S. East Coast containerized trade**





GARDEN CITY TERMINAL TODAY **LARGEST SINGLE TERMINAL IN NORTH AMERICA**

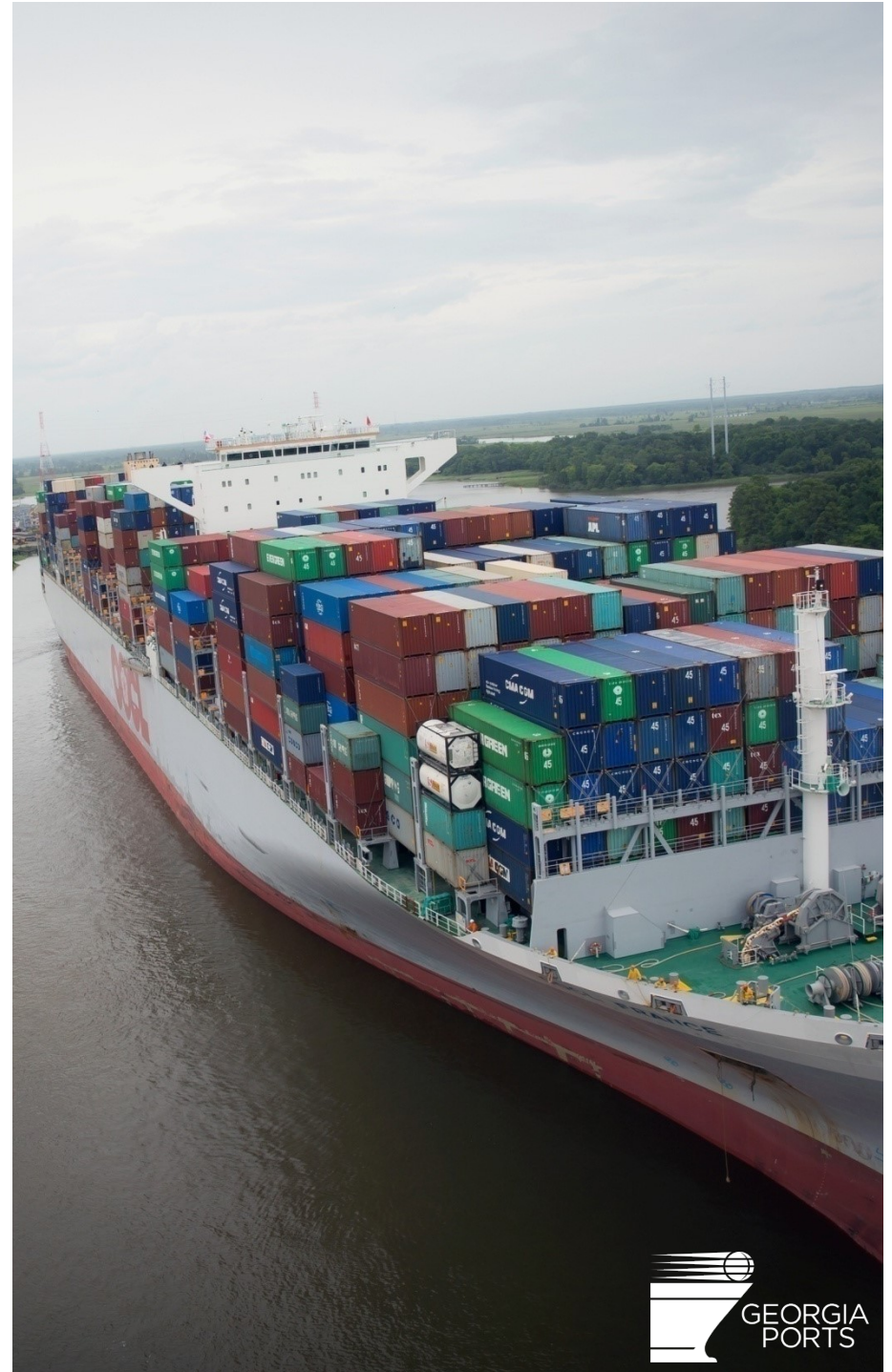
- 9 Container berths
- 9,693 ft (2,955 m) of contiguous berthing space
- 30 Container cranes
- 146 Rubber-tired gantries
- 1,200 acres (485.6 ha) terminal area

CY2017

(JANUARY - DECEMBER)

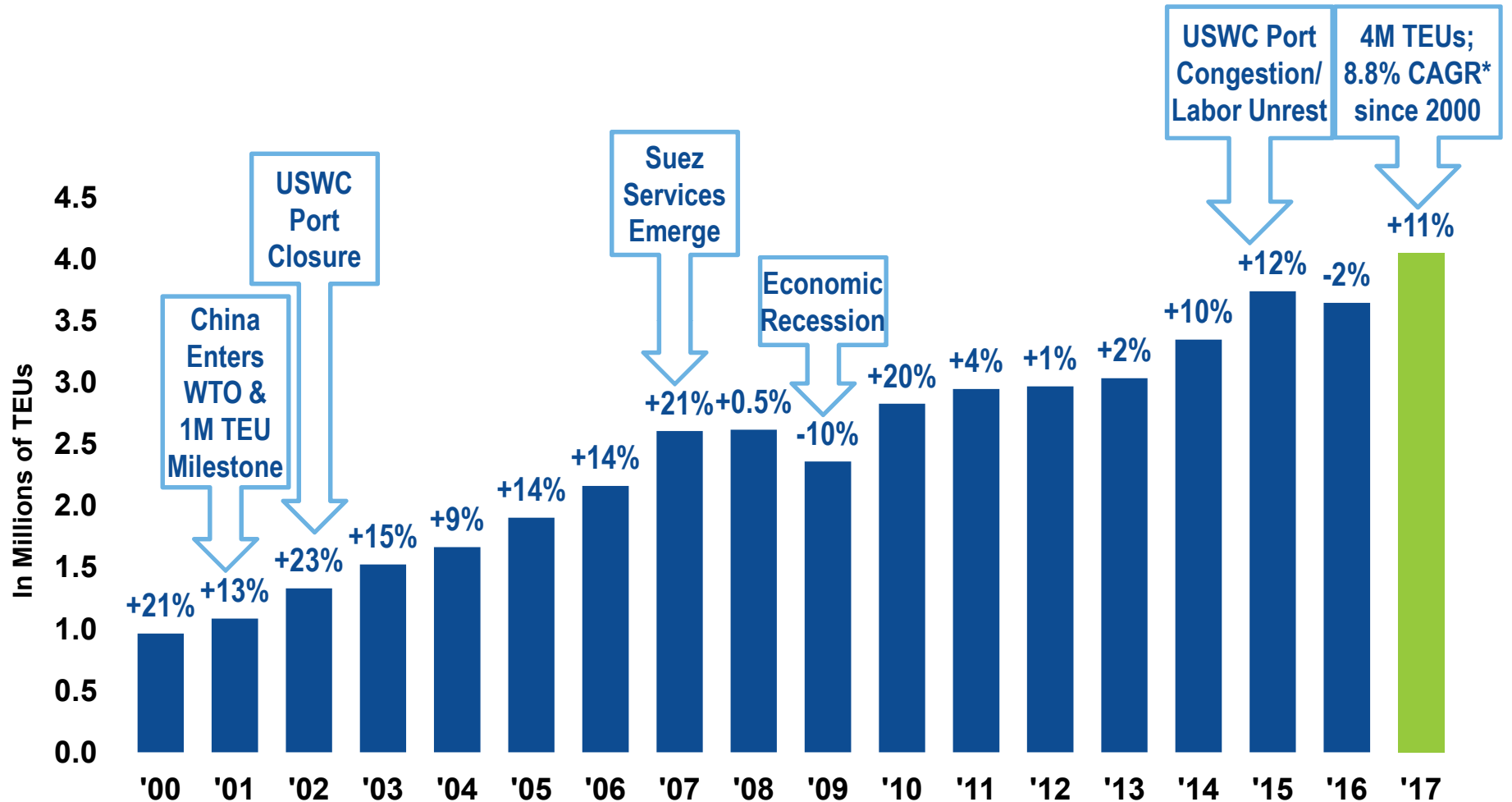
HIGHLIGHTS

- CY2017 Container Volume **+11.0%**
 - 4,046,212 TEUs **+401,693 TEUs**
 - Laden Imports **+12.3%**
 - Laden Exports **+7.7%**
 - Empties **+14.1%**
- Total Container Tonnage- **30M** **+12.9%**
- Gate Moves- **2.7M** **+8.9%**
- Average Turn times **33/54** Minutes
- **CY2017 Records**
 - Total Tonnage
 - Container Tonnage
 - Container/TEU Throughput
 - Welcomed Largest Ships to Call USEC
14K+ TEUs



PORT OF SAVANNAH THROUGHPUT

18-year Calendar Year History

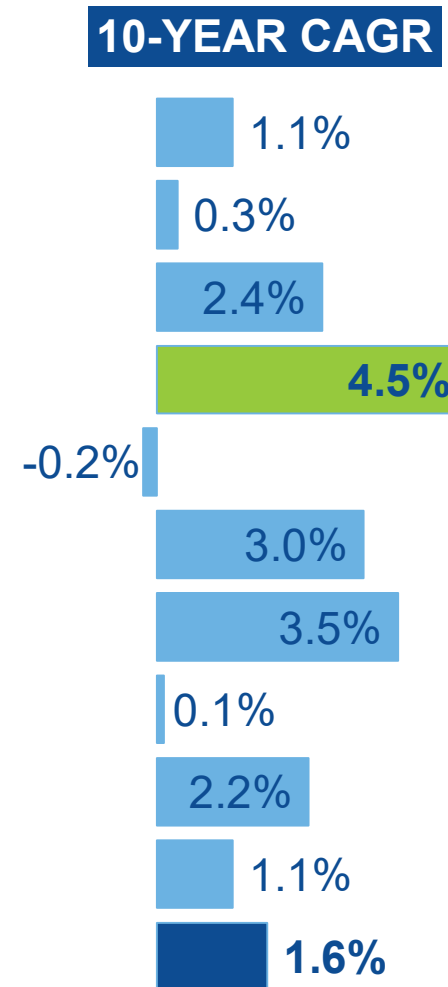


Source: GPA Marketing (loads & empties);* CAGR- Compound Annual Growth Rate

SAVANNAH:

#4 AND FASTEST GROWING

PORT	CY2007 TEUs	CY2017 TEUs
1. LOS ANGELES	8,355,039	9,343,191
2. LONG BEACH	7,312,465	7,544,514
3. NY/NJ	5,299,104	6,710,817
4. SAVANNAH	2,604,401	4,046,216
5. SEA/TAC	3,031,378	2,958,471
6. VIRGINIA	2,111,264	2,841,020
7. OAKLAND	1,744,668	2,459,107
8. HOUSTON	2,386,363	2,420,836
9. CHARLESTON	1,754,381	2,177,557
10. PT. EV	960,860	1,068,335
TOP TEN TOTAL	35,559,922	41,570,064



Source: AAPA; throughput excluding domestic

SAVANNAH: A GLOBAL COMMERCE HUB



**38 WEEKLY SERVICES
COVERING THE WORLD**

**THE MOST ON THE
U.S. EAST COAST**

**EVERY MAJOR CARRIER
CALLS SAVANNAH**

Key Savannah Service Features:

- Offers 10 Services via Panama
- Offers 8 Services via Suez
- First in = 12; Last out = 9 (All Trades)

U.S. EAST COAST WEEKLY CONTAINER SERVICES

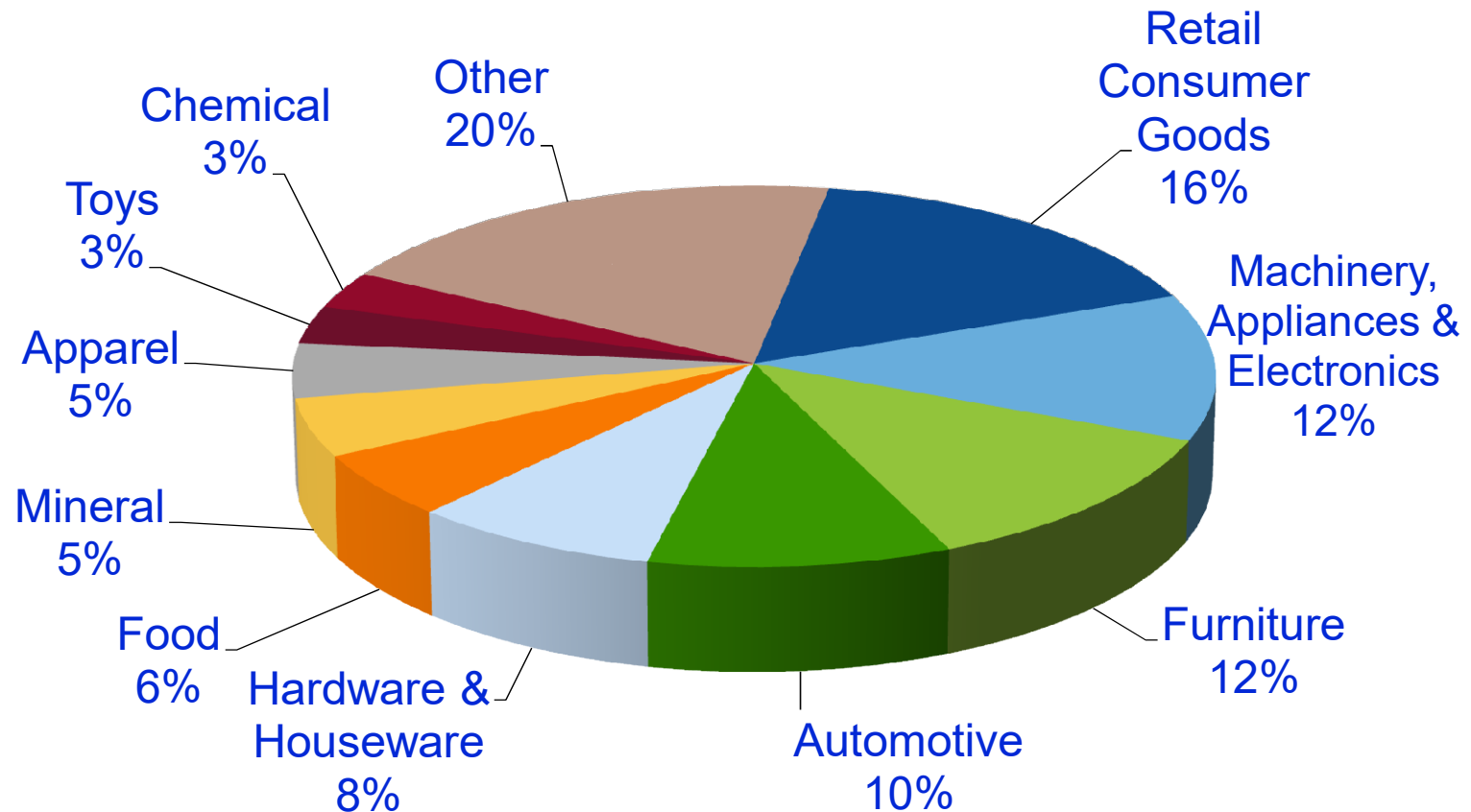
Trade Lanes	SAV	USEC
Asia via Panama	10	12
Asia/India/MidEast via Suez	8	8
North Europe	7	15

Trade Lanes	SAV	USEC
Mediterranean	5	7
Oceania	1	2
Latin America	7	39

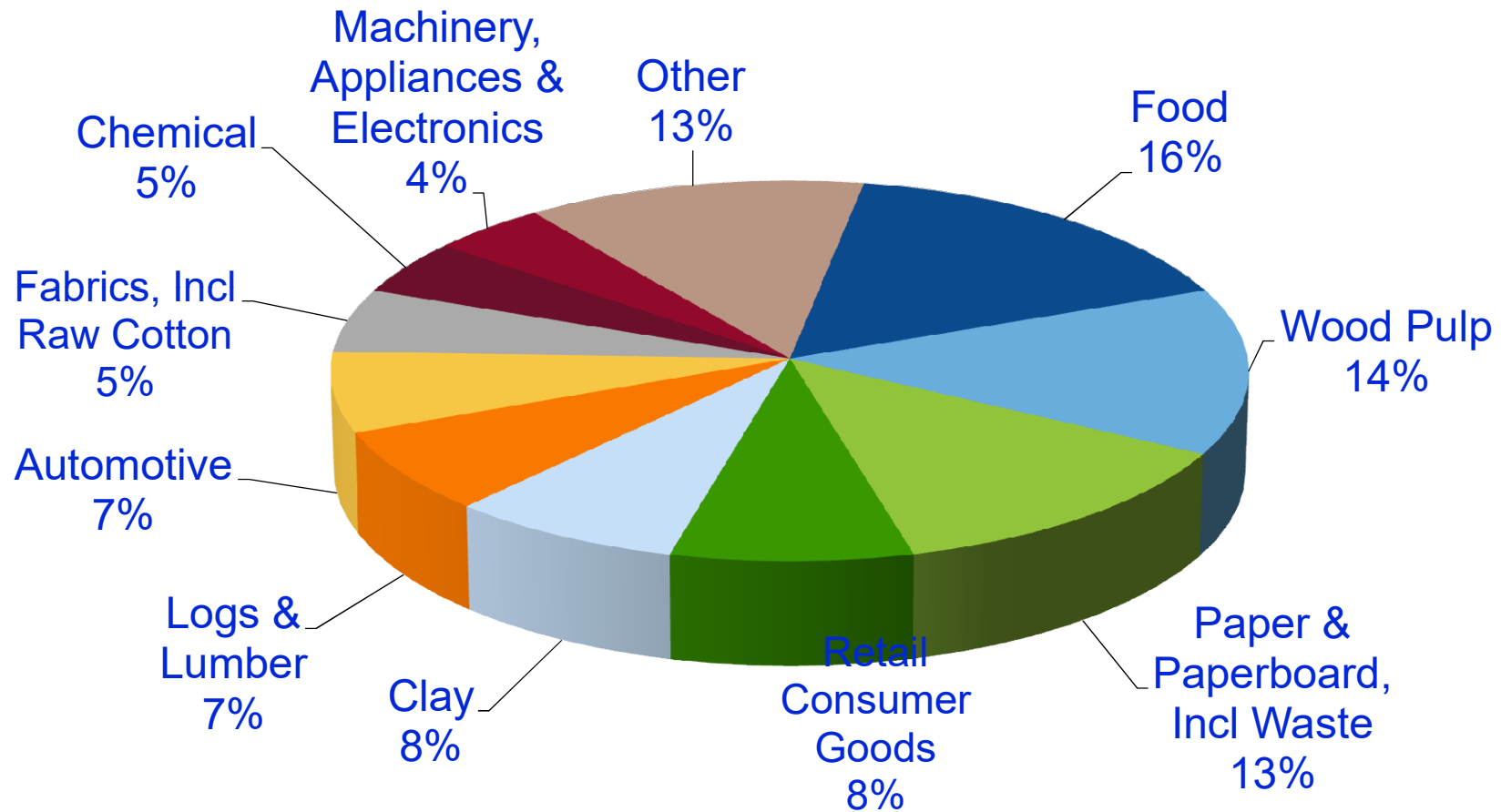
	Sav	Pt. Ev	Miami	Jax	Cha	Wilm NC	Nor	Balt	Phil	NY/NJ
Total	38	22	18	9	27	7	29	10	8	37

Source: American Shipper BlueWater Reporting & Carrier Websites April 2018

TOP 10 FY17 IMPORTS THROUGH THE PORT OF SAVANNAH



TOP 10 FY17 EXPORTS THROUGH THE PORT OF SAVANNAH



TOP 2017 CONTAINER IMPORTERS VIA PORT OF SAVANNAH

Lowes

Black + Decker

Walmart

Dollar General

The Home Depot

Kia Motors

Target

Heineken

Samsung

J.C. Penney

IKEA

Phillips Van Heusen

Source: 2017 PIERS (loaded cargo)



TOP 2017 CONTAINER EXPORTERS VIA PORT OF SAVANNAH

International Paper	Kamin
Georgia Pacific	AJC International
Rayonier	Expeditors International
BASF	Thiele Kaolin
Kuehne & Nagel	Cargill

Source: 2017 PERS (loaded cargo)



PANAMA CANAL EXPANSION: GAME CHANGER!



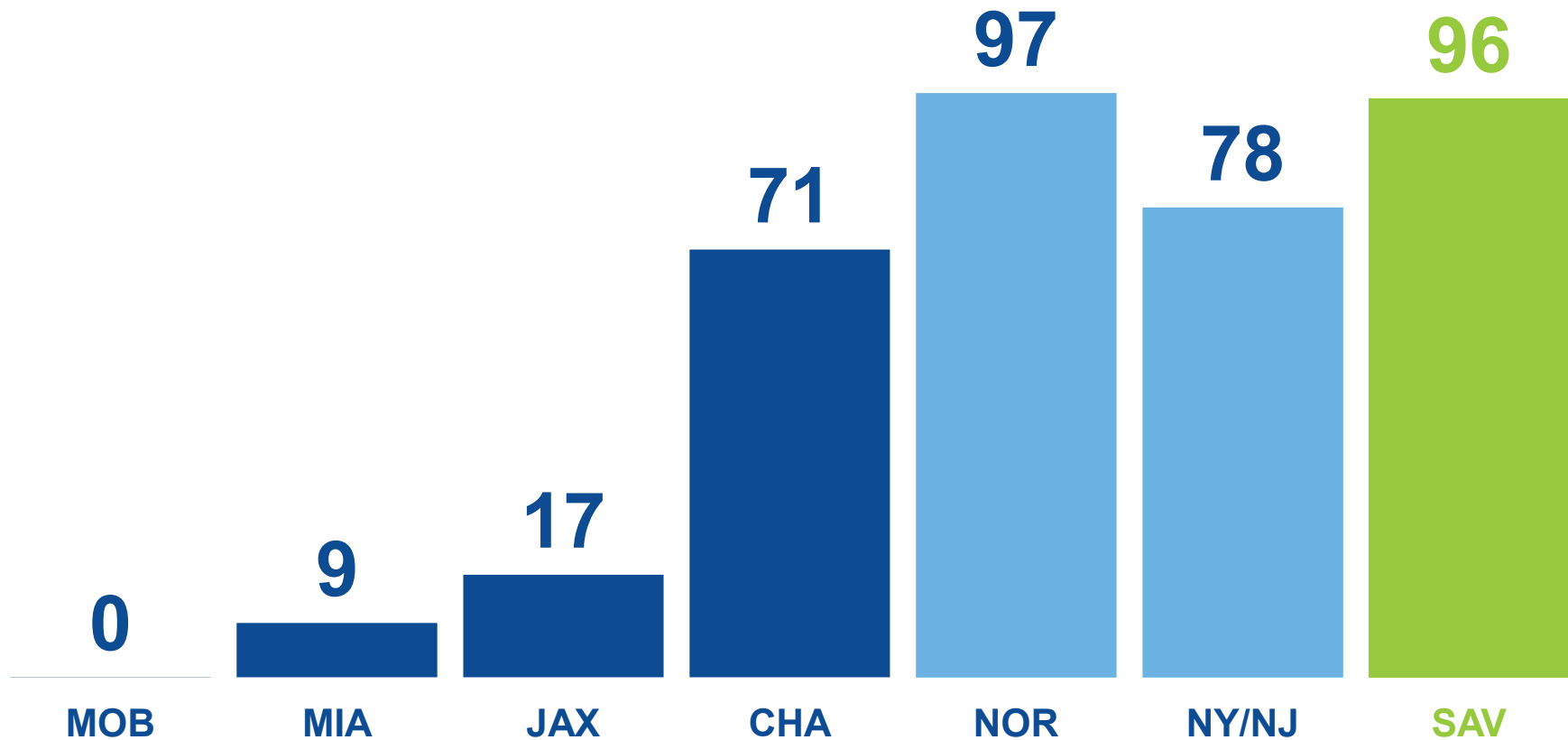
14K TEU VESSELS NOW CALLING!

Sept 1, 2017: 14,100 TEU CMA CGM *T. Roosevelt* calls Savannah



WHAT ARE THE GATEWAY PORTS?

10K+ TEU VESSEL CALLS FROM JANUARY 1 - DECEMBER 31, 2017



Source: Alphaliner January 2018

WATERSHED MOMENT 2016 VS. 2018

4 Alliances
(16 carriers)



3 Alliances
(9 carriers)

<u>2016</u>			<u>2018</u>	
2M	Maersk		2M + HMM	Maersk
	MSC			MSC
				Hyundai
O3	CMA CGM		OCEAN	CMA CGM
	China Shipping			(APL)
	UASC			COSCO/OOCL
				Evergreen
CKYHE	"K" Line		THE	Hapag (UASC)
	Yang Ming			ONE
	Hanjin			Yang Ming
G6	Hyundai			
	MOL			
	Hapag Lloyd			
	NYK			
	OOCL			

FREIGHT MOBILITY

Continued investment in rail infrastructure expansion to support greater inland access for our customers.



THE CHATHAM ICTF

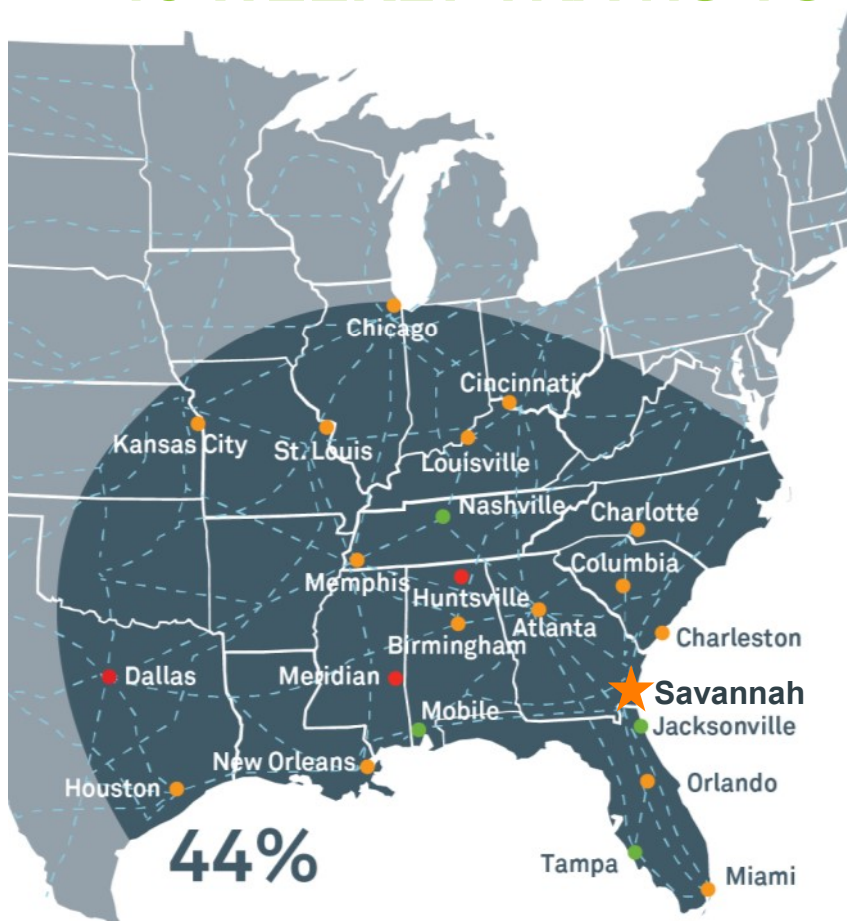
- Served by CSX Transportation
- RTGs
- Working Tracks: (3) 2,100 ft (640 m)
Total = 6,300 ft (1,920 m)
- Storage Tracks: 11,615 ft (3,540 m)

THE MASON ICTF

- Served by Norfolk Southern Railroad
- Toplifts
- Working Tracks: (5) 2,800 ft (853 m)
Total = 14,000 ft (4,267 m)
- Storage Tracks: 8,000 ft (2,438 m)

UNRIVALED ON-DOCK RAIL CONNECTIVITY

18 WEEKLY TRAINS TO KEY MARKET - ATLANTA



● Served by both Class I's ● Served only by CSX ● Served only by NS

- **Daily service** to every major destination east of the Mississippi
- **Fastest East Coast connections** to/from Alabama, Tennessee, Louisiana and Texas
- **Best in class service** to Atlanta

GATE FLUIDITY

**AVERAGE OVER 10,200 GATE MOVES/DAY;
SINGLE 33 MINUTES; DOUBLE 53 MINUTES.**

- 4 Gates. 48 Lanes with 28 Pre-check Lanes. 12 Portal Approach Lanes.
- Monday through Friday 6am to 6pm
- Saturday (Gate 4 only) 8am to Noon, 1pm to 5pm

Source: GPA Gate Operations, Average moves/turn times for July-December 2017 Monday-Friday



INTERSTATE ACCESS

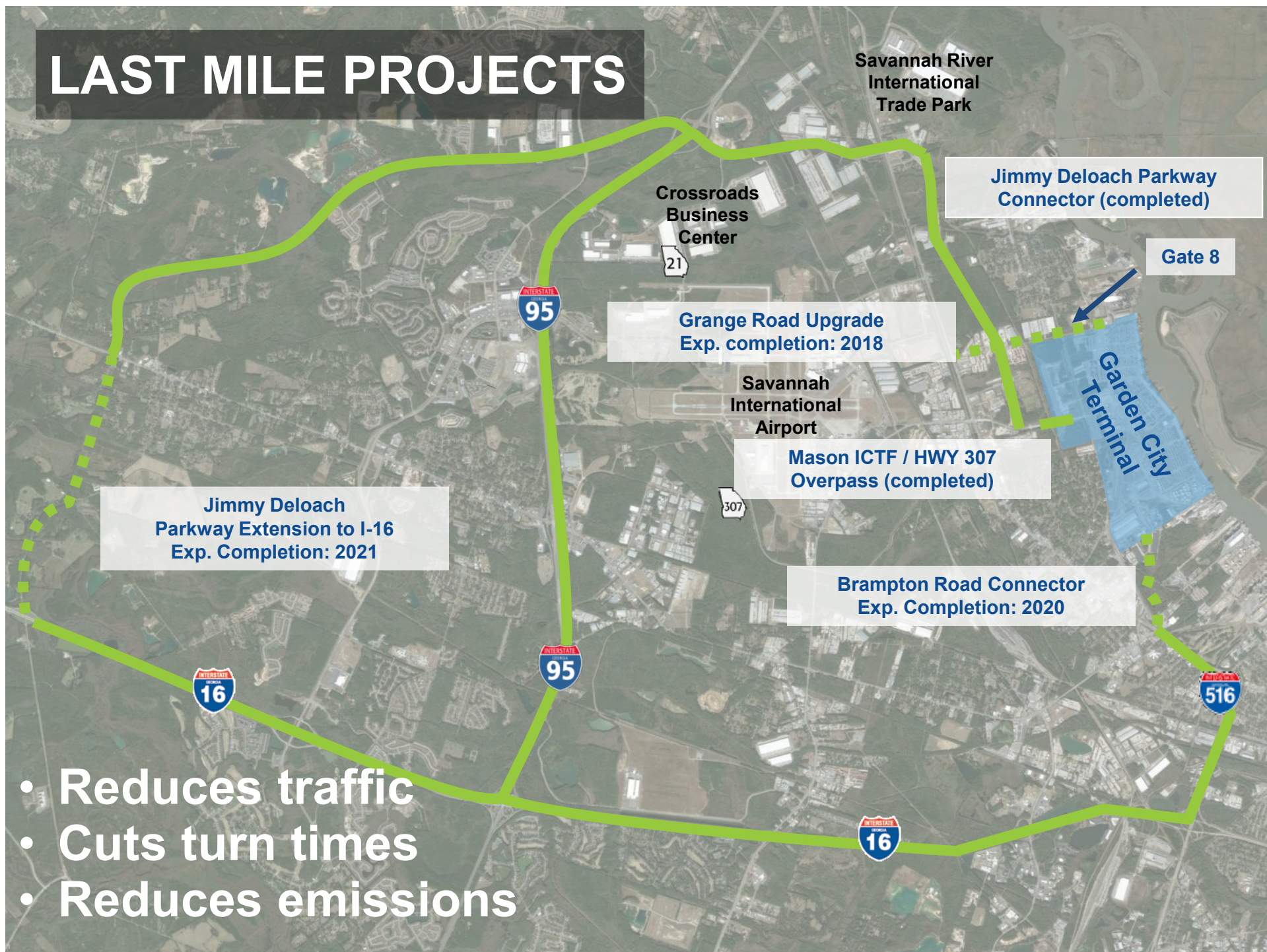
Georgia has one of the highest over-the-road container weight allowances among all U.S. Southeast states.

Garden City Terminal to I-16
(East/West)
6.0 miles (9.7 km)

Garden City Terminal to I-95
(North/South)
5.8 miles (9.3 km)

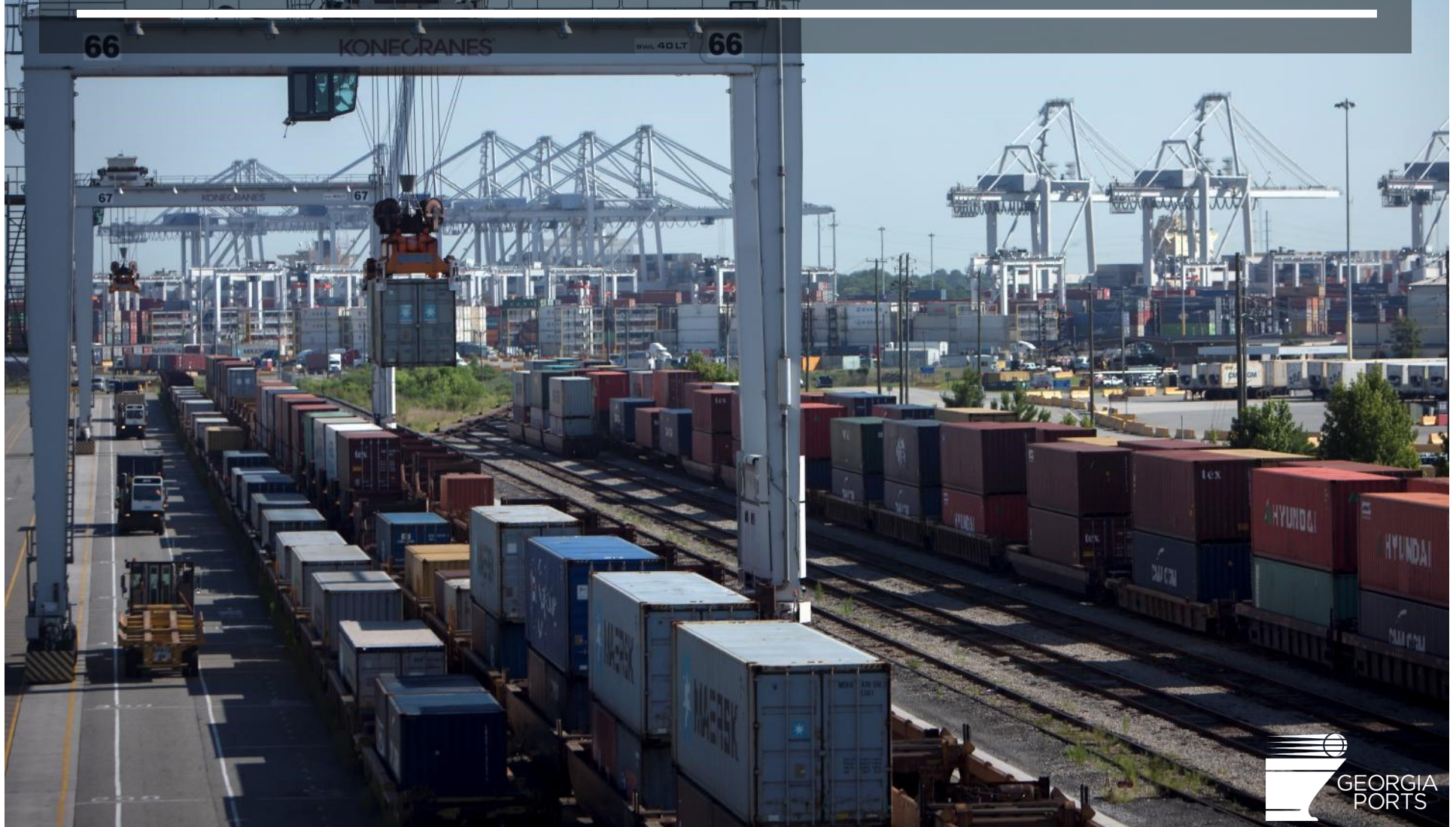


LAST MILE PROJECTS



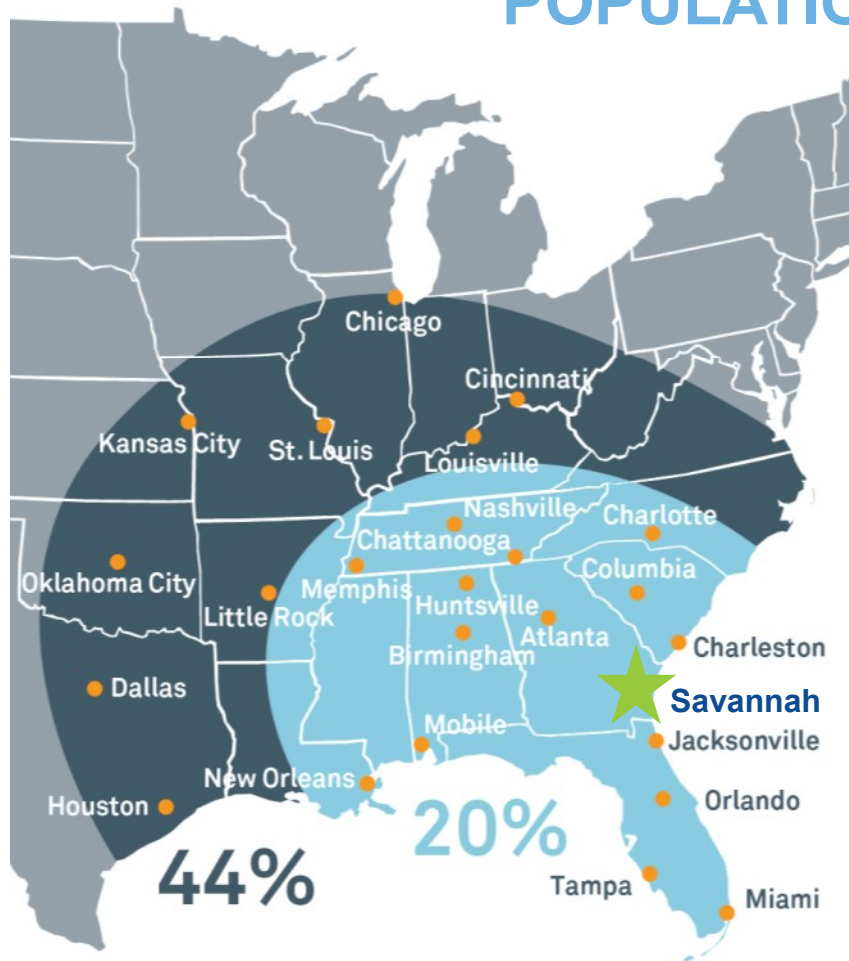
- Reduces traffic
- Cuts turn times
- Reduces emissions

MARKET ACCESS



SAVANNAH: GATEWAY TO AMERICAN COMMERCE

POPULATION = CARGO

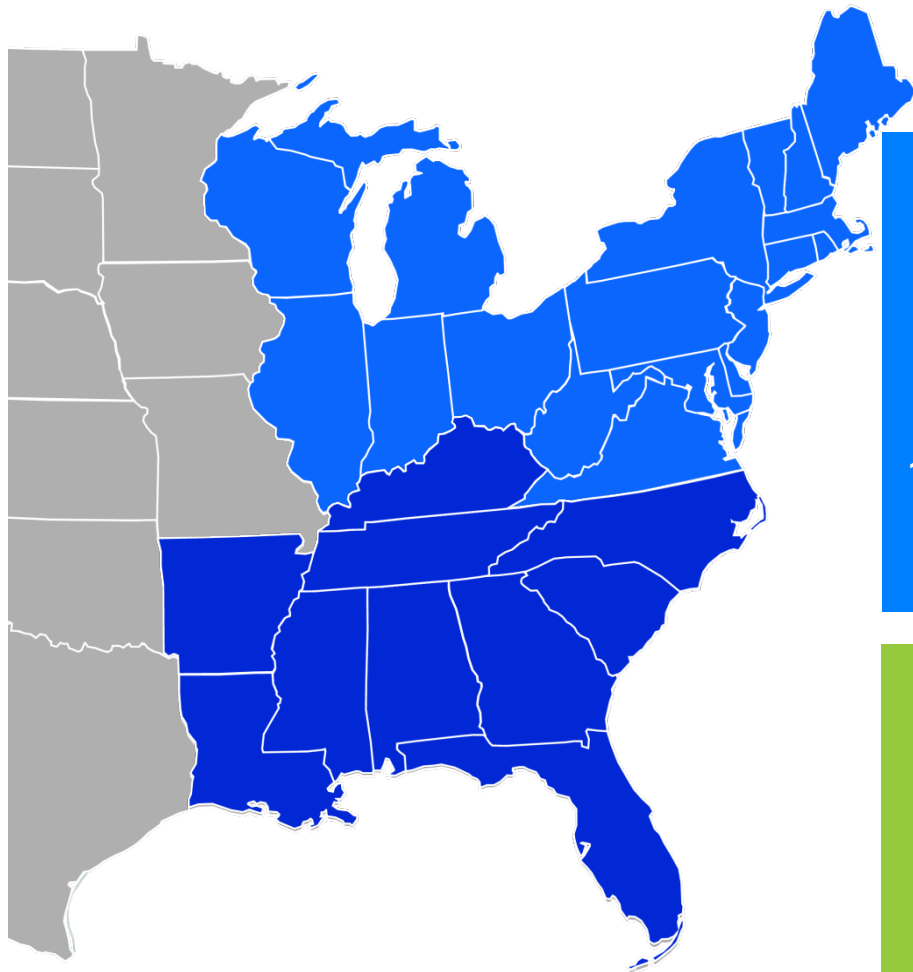


20%

of the U.S.
Population and
Industry is Best
Served by the
Port of Savannah

44% Within easy reach of inland
connectivity infrastructure

POPULATION GROWTH



**NORTHEAST
POPULATION
121M**

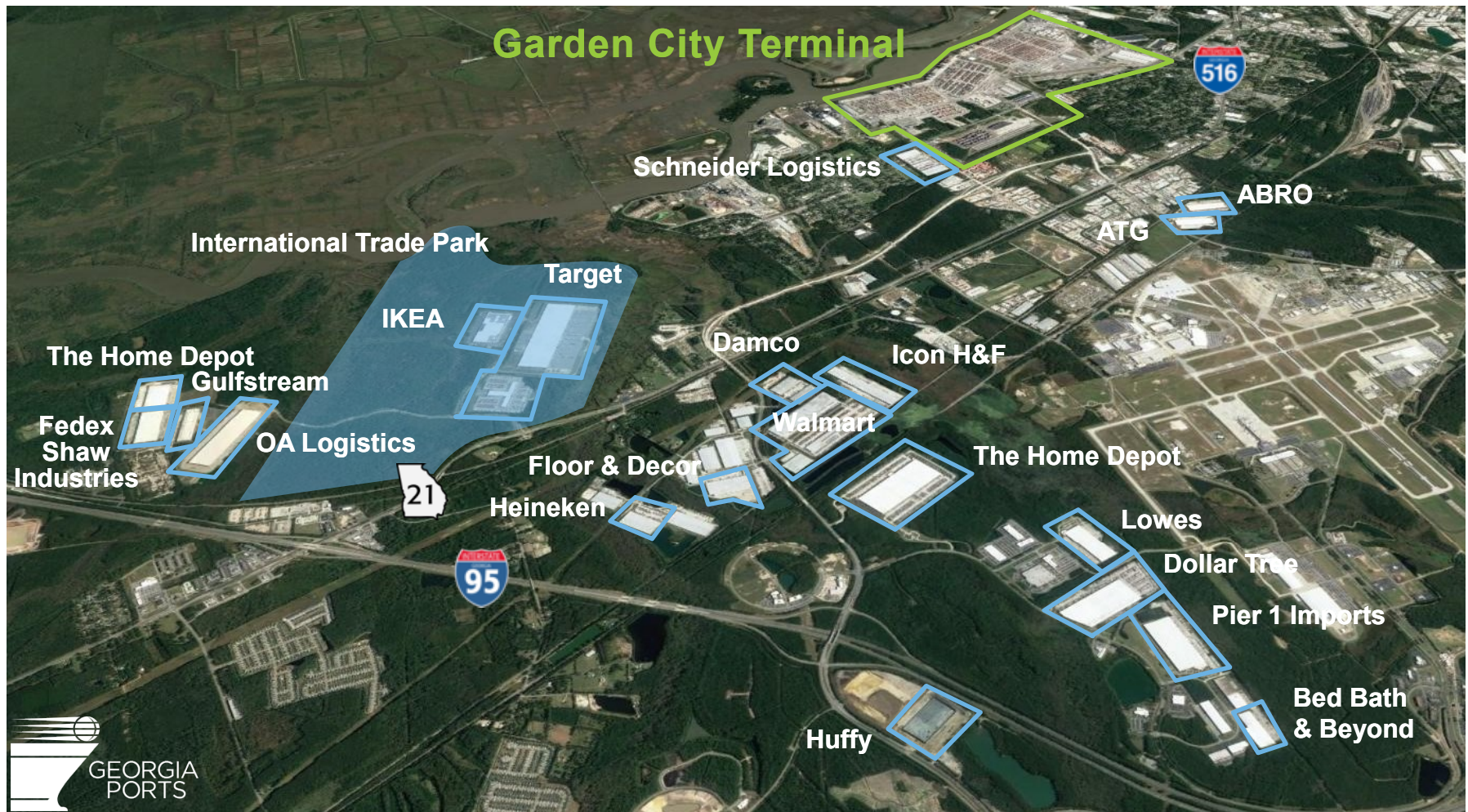
**10-YEAR GROWTH
+3.8M (3%)**

**SOUTHEAST
POPULATION
73M**

**10-YEAR GROWTH
+6.9M (10%)**

**SOUTHEAST POPULATION:
FASTEST GROWING
U.S. REGION**

Source: U.S. Census Bureau 2017 & 2007 Estimate



SAVANNAH NEAR PORT MAJOR CUSTOMERS

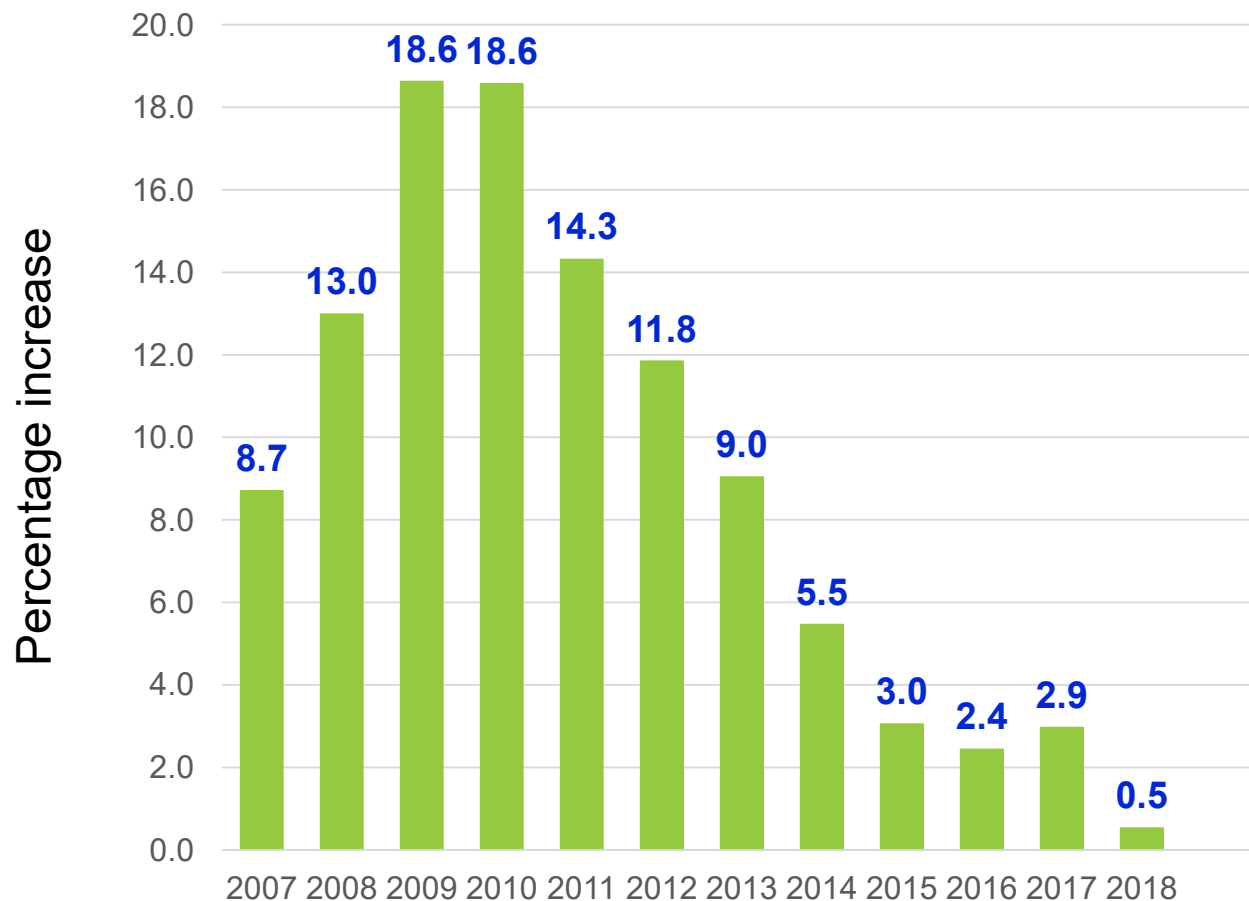
- Near Port Total Warehouse Space = 55.5 million ft² (5.2 million m²)
- Near Port Total Bulk Warehouse Space (over 100K ft²/ 9,300 m²) = 37.4 million ft² (3.5 million m²)

GEORGIA #1 STATE FOR BUSINESS 5 YEARS IN A ROW*



*Source: Site Selection 2013-2017

INDUSTRIAL VACANCY RATE FOR SAVANNAH (CY 2007-2018)



Nation's top growth market for absorption as % of inventory

Total inventory at Q1 2018: **57M ft²**

For > 100K ft²:
Total inventory: 38.9M ft²
Vacancy rate: 0

Source: Colliers Q1 2018 Industrial Market Report

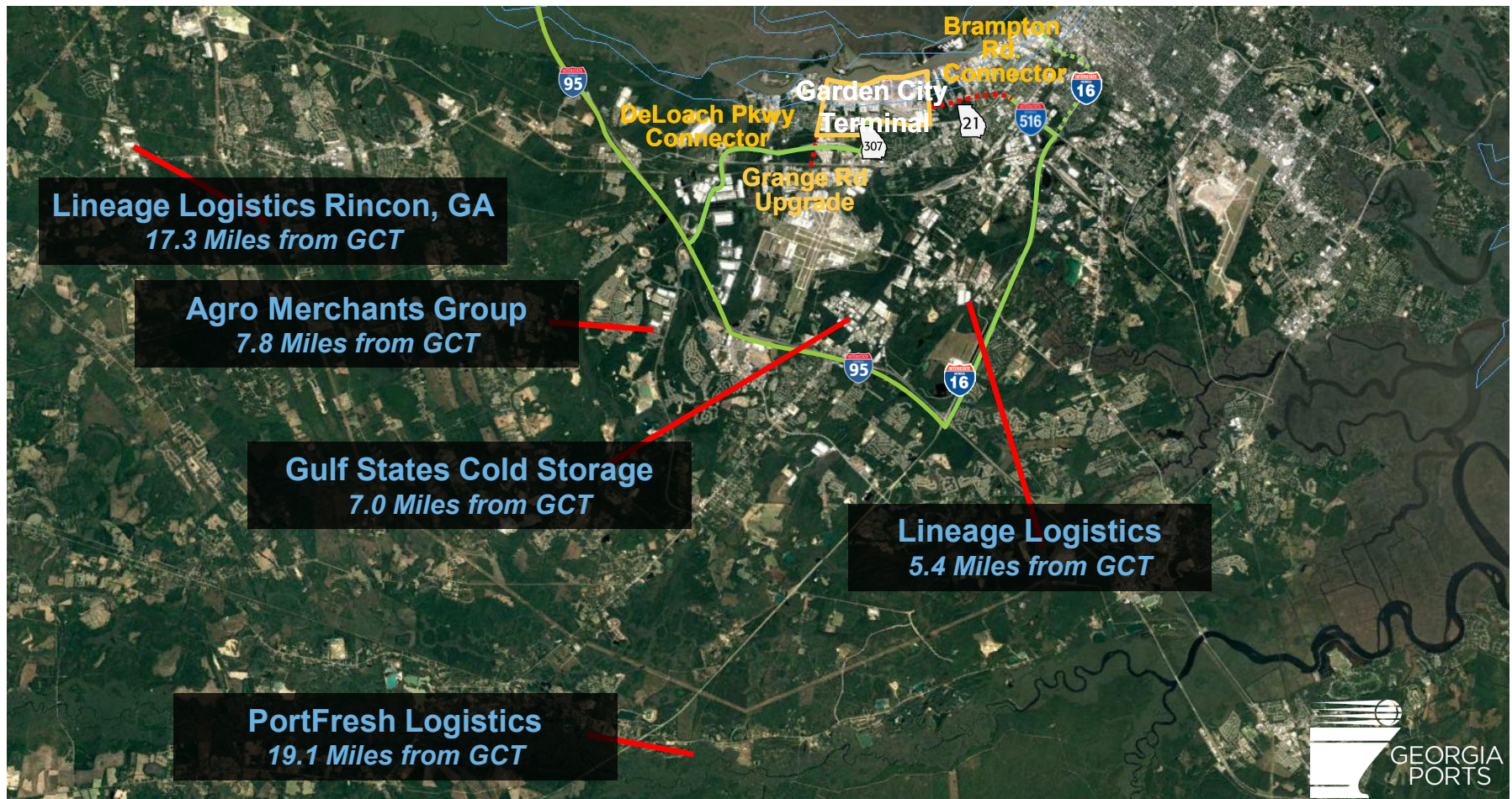
REFRIGERATED CARGO CAPACITY

104 refrigerated container racks,
each servicing 24 containers

702 powered wheeled locations

Total current capacity: 3,198 units



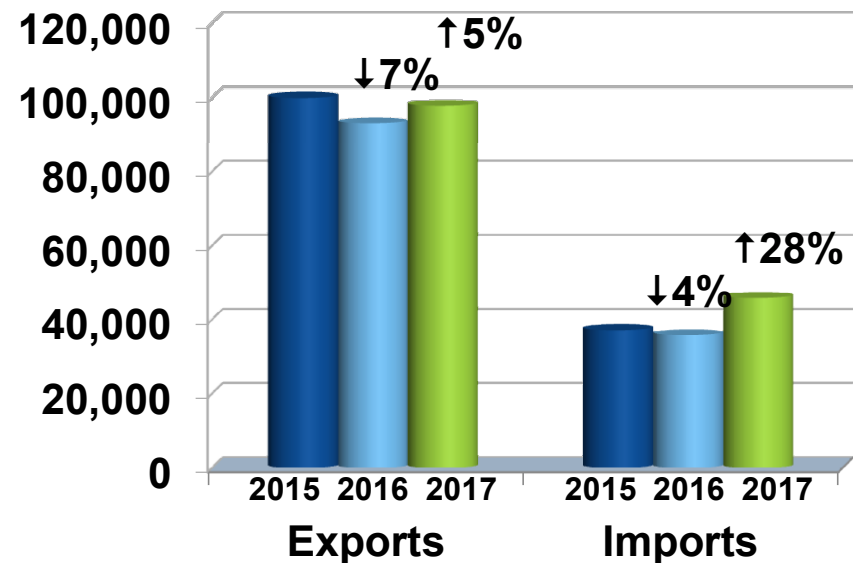
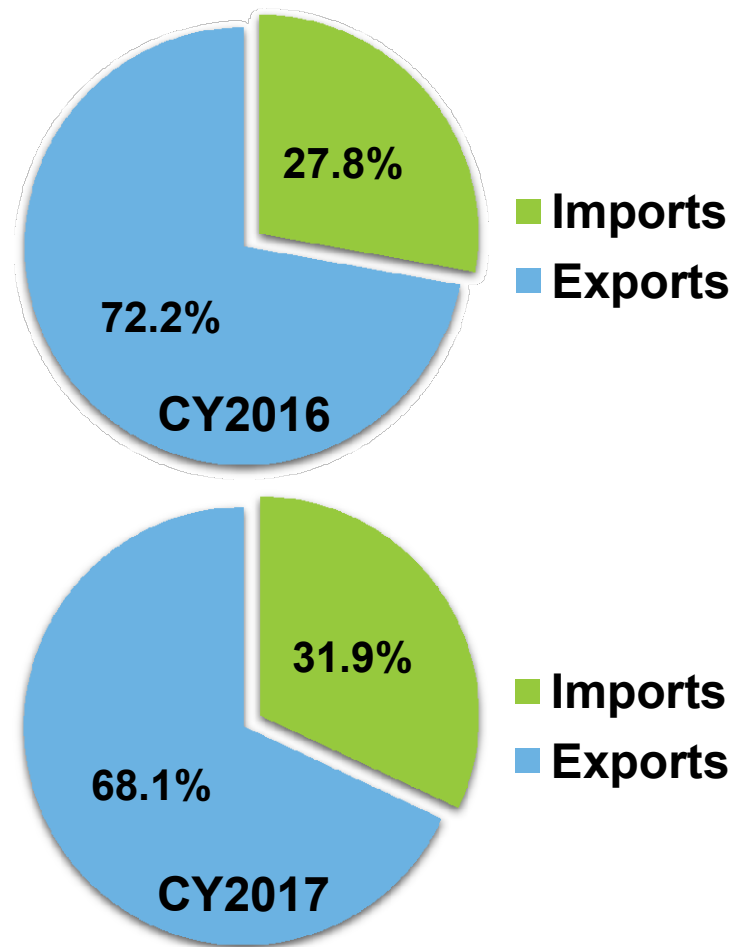


5 NEAR-PORT REFRIGERATED FACILITIES

- Lineage Logistics (2)
 - Savannah 166.7K ft² (15.5K m²)
 - Rincon 255.6K ft² (23.7K m²)*
- Gulf States 155K ft² (14.4K m²)
- Agro Merchants 400K ft² (37.2K m²)*
- PortFresh Logistics 100K ft² (9.3K m²)

*US Customs Bonded facilities

SAVANNAH REFRIGERATED VOLUME IN CY2017: 143,636 TEUS



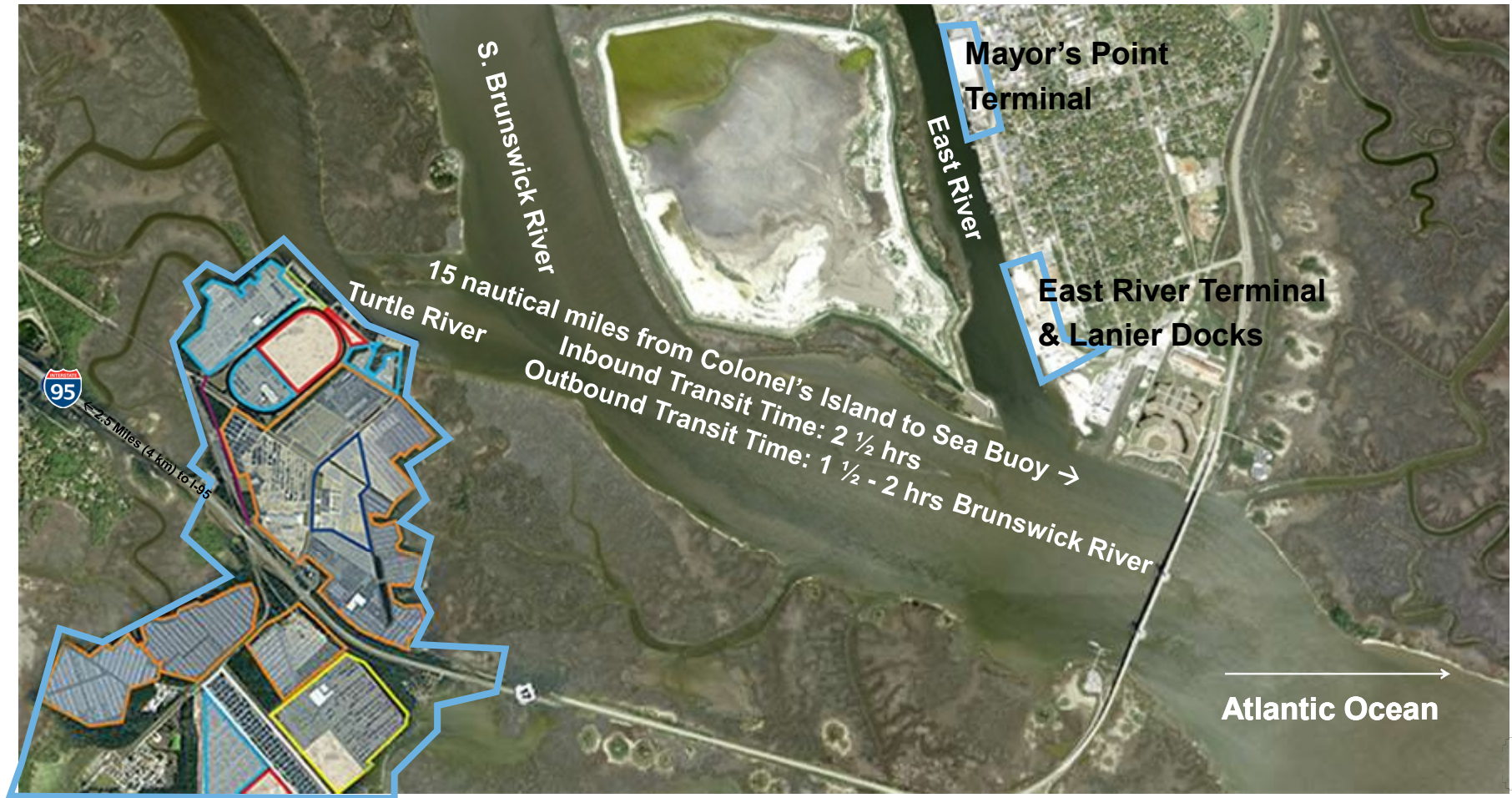
Source: GPA Marketing (loads & empties in TEUs)

PORT OF BRUNSWICK

Colonel's Island Auto Port/RoRo Terminal

May 2018





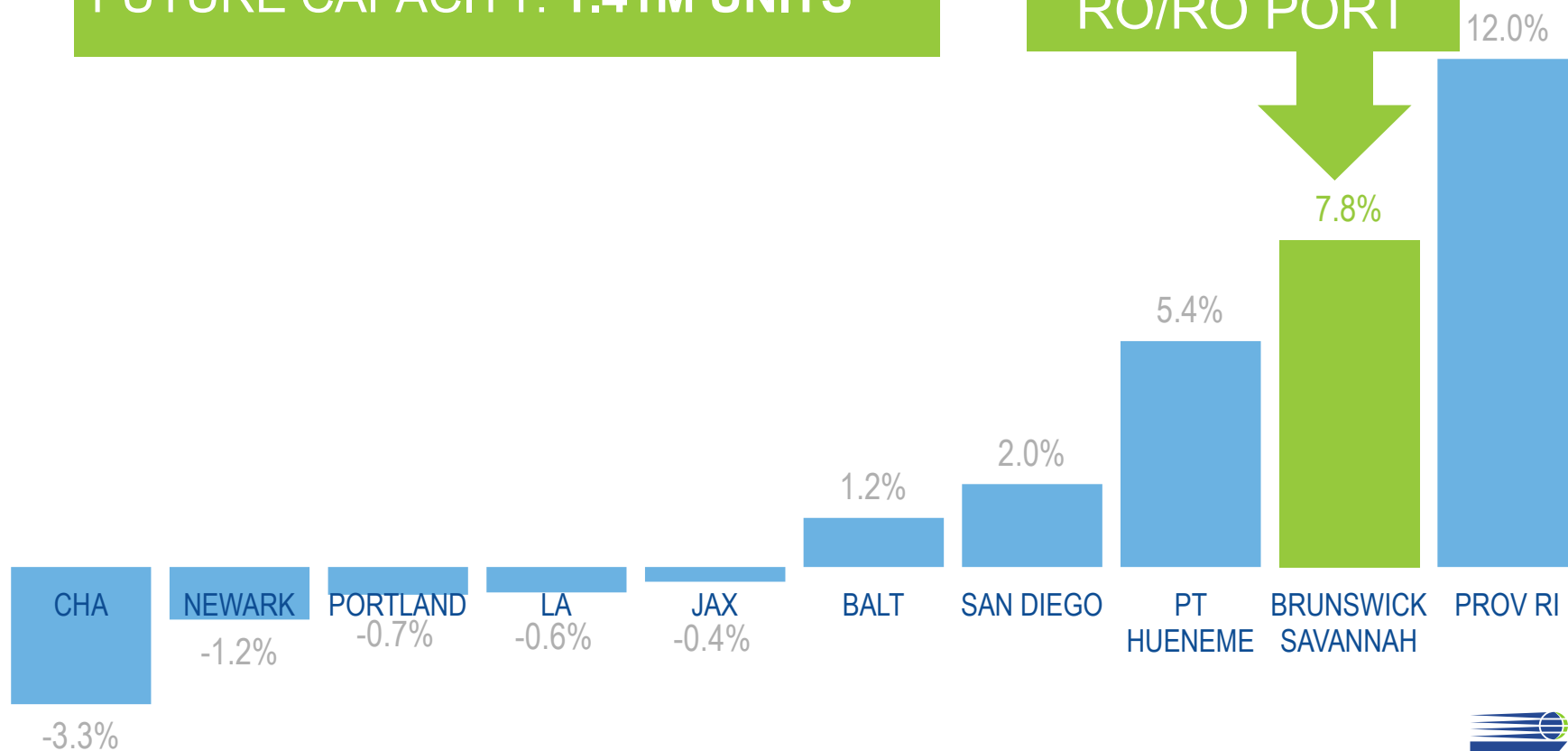
PORT OF BRUNSWICK

Aerial Composite

TOP RO/RO PORTS: 10-YEAR GROWTH RATE (CY2007-CY2017)

CURRENT VOLUME: 600,000 UNITS
FUTURE CAPACITY: 1.41M UNITS

2ND FASTEST
GROWING U.S.
RO/RO PORT



Source: U.S. Census; CAGR, import and export tonnage



OVER 20 BRANDS

MOVING VIA COLONEL'S ISLAND



HONDA



SUBARU



JAGUAR



ASTON MARTIN



mazda



SUZUKI



MITSUBISHI MOTORS



COLONEL'S ISLAND TERMINAL

- Terminal Area:
1,700-plus acres (688 hectares)
- Auto Processors: 701 acres (284 hectares)
- Terminal Owner/Operator:
Georgia Ports Authority
- Hours of Operation:
24 hours a day/7 days a week
- Secured, fenced facility,
TWIC required for entry
on the North Side
- 528-plus acres (214 hectares) have
been permitted by the U.S. Army
Corps of Engineers for development,
of which 411 acres (166 hectares) are
available for paving, 43 acres (17
hectares) for retention ponds and 74
acres (30 hectares) for common roads

AVAILABLE PARCELS

PARCEL H
19 AC. (8 HA.)

PARCEL D
56 AC. (23 HA.)

PARCEL E
73 AC. (30 HA.)

PARCEL B
89 AC. (36 HA.)

PARCEL F
82 AC. (33 HA.)

RAIL ACCESS



Anguilla Junction

- 12 miles (19 km) to Myd-Harris or Colonel's Island
- Addition of 8,740 ft (2,664 m) of track completed Nov. 9, 2015
- 7 tracks...39,039 ft (11,900 m)

Myd-Harris Yard

- 9 tracks... 15,010 ft (4,575 m)
- Served by 2 Class I rail providers
- CSX Transportation & Norfolk Southern Railroad
- Switching provided by Golden Isles Terminal Railroad, Inc.

INTERSTATE ACCESS

**Colonel's Island Terminal to I-95
(North/South)**
Within 2.5 miles (4 km)



**Colonel's Island Terminal to I-16
(East/West)**
Within 73 miles (118 km)



**Colonel's Island Terminal to I-10
(East/West)**
Within 64 miles (103 km)

