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

- Garden City Terminal
- Ocean Terminal
- Appalachian Regional Port
- Colonel’s Island Terminal
- Mayor’s Point Terminal
- East River Terminal/Lanier Docks
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**

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

<table>
<thead>
<tr>
<th>PORT</th>
<th>CY2007 TEUs</th>
<th>CY2017 TEUs</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Los Angeles</td>
<td>8,355,039</td>
<td>9,343,191</td>
</tr>
<tr>
<td>2. Long Beach</td>
<td>7,312,465</td>
<td>7,544,514</td>
</tr>
<tr>
<td>3. NY/NJ</td>
<td>5,299,104</td>
<td>6,710,817</td>
</tr>
<tr>
<td>4. Savannah</td>
<td>2,604,401</td>
<td>4,046,216</td>
</tr>
<tr>
<td>5. Sea/Tac</td>
<td>3,031,378</td>
<td>2,958,471</td>
</tr>
<tr>
<td>6. Virginia</td>
<td>2,111,264</td>
<td>2,841,020</td>
</tr>
<tr>
<td>7. Oakland</td>
<td>1,744,668</td>
<td>2,459,107</td>
</tr>
<tr>
<td>8. Houston</td>
<td>2,386,363</td>
<td>2,420,836</td>
</tr>
<tr>
<td>9. Charleston</td>
<td>1,754,381</td>
<td>2,177,557</td>
</tr>
<tr>
<td>10. PT. EV</td>
<td>960,860</td>
<td>1,068,335</td>
</tr>
</tbody>
</table>

**TOP TEN TOTAL**

<table>
<thead>
<tr>
<th></th>
<th>CY2007 TEUs</th>
<th>CY2017 TEUs</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>35,559,922</td>
<td>41,570,064</td>
</tr>
</tbody>
</table>

**10-YEAR CAGR**

- Savannah: 4.5%
- Los Angeles: 1.1%
- Long Beach: 2.4%
- NY/NJ: 3.5%
- Sea/Tac: 3.0%
- Virginia: 0.1%
- Oakland: 2.2%
- Houston: 1.1%
- Top Ten Total: 1.6%

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)

Source: American Shipper BlueWater Reporting & Carrier Websites April 2018
U.S. EAST COAST WEEKLY CONTAINER SERVICES

<table>
<thead>
<tr>
<th>Trade Lanes</th>
<th>SAV</th>
<th>USEC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia via Panama</td>
<td>10</td>
<td>12</td>
</tr>
<tr>
<td>Asia/India/MidEast via Suez</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>North Europe</td>
<td>7</td>
<td>15</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Trade Lanes</th>
<th>SAV</th>
<th>USEC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mediterranean</td>
<td>5</td>
<td>7</td>
</tr>
<tr>
<td>Oceania</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Latin America</td>
<td>7</td>
<td>39</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Sav</th>
<th>Pt. Ev</th>
<th>Miami</th>
<th>Jax</th>
<th>Cha</th>
<th>Wilm NC</th>
<th>Nor</th>
<th>Balt</th>
<th>Phil</th>
<th>NY/NJ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>38</td>
<td>22</td>
<td>18</td>
<td>9</td>
<td>27</td>
<td>7</td>
<td>29</td>
<td>10</td>
<td>8</td>
</tr>
</tbody>
</table>

Source: American Shipper BlueWater Reporting & Carrier Websites April 2018
TOP 10 FY17 IMPORTS THROUGH THE PORT OF SAVANNAH

- Retail Consumer Goods: 16%
- Machinery, Appliances, & Electronics: 12%
- Furniture: 12%
- Automotive: 10%
- Food: 6%
- Hardware & Houseware: 8%
- Apparel: 5%
- Mineral: 5%
- Toys: 3%
- Chemical: 3%
- Other: 20%
TOP 10 FY17 EXPORTS THROUGH THE PORT OF SAVANNAH

- Food: 16%
- Wood Pulp: 14%
- Retail Consumer Goods: 8%
- Chemical: 5%
- Fabrics, Incl Raw Cotton: 5%
- Automotive: 7%
- Logs & Lumber: 7%
- Clay: 8%
- Paper & Paperboard, Incl Waste: 13%
- Machinery, Appliances & Electronics: 4%
- Other: 13%
<table>
<thead>
<tr>
<th>TOP 2017 CONTAINER IMPORTERS VIA PORT OF SAVANNAH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lowes</td>
</tr>
<tr>
<td>Walmart</td>
</tr>
<tr>
<td>The Home Depot</td>
</tr>
<tr>
<td>Target</td>
</tr>
<tr>
<td>Samsung</td>
</tr>
<tr>
<td>IKEA</td>
</tr>
<tr>
<td>Black + Decker</td>
</tr>
<tr>
<td>Dollar General</td>
</tr>
<tr>
<td>Kia Motors</td>
</tr>
<tr>
<td>Heineken</td>
</tr>
<tr>
<td>J.C. Penney</td>
</tr>
<tr>
<td>Phillips Van Heusen</td>
</tr>
</tbody>
</table>

*Source: 2017 PIERS (loaded cargo)*
**TOP 2017 CONTAINER EXPORTERS VIA PORT OF SAVANNAH**

<table>
<thead>
<tr>
<th>Company</th>
<th>Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>International Paper</td>
<td>Kamin</td>
</tr>
<tr>
<td>Georgia Pacific</td>
<td>AJC International</td>
</tr>
<tr>
<td>Rayonier</td>
<td>Expeditors International</td>
</tr>
<tr>
<td>BASF</td>
<td>Thiele Kaolin</td>
</tr>
<tr>
<td>Kuehne &amp; Nagel</td>
<td>Cargill</td>
</tr>
</tbody>
</table>

*Source: 2017 PIERS (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 GATEWAYPORTS?

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

MOB  MIA  JAX  CHA  NOR  NY/NJ  SAV
0     9    17   71   97   78   96

Source: Alphaliner January 2018
WATERSHED MOMENT
2016 VS. 2018

4 Alliances
(16 carriers)

3 Alliances
(9 carriers)
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)
UNRIVALLED ON-DOCK RAIL CONNECTIVITY

18 WEEKLY TRAINS TO KEY MARKET - ATLANTA

- 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

Served by both Class I’s  Served only by CSX  Served only by NS
GATE FLUIDITY

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

- 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
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

- Mason ICTF / HWY 307 Overpass (completed)
- Grange Road Upgrade Exp. completion: 2018
- Savannah River International Trade Park
- Savannah International Airport
- Crossroads Business Center
- Jimmy Deloach Parkway Connector (completed)
- Gate 8
- Jimmy Deloach Parkway Extension to I-16 Exp. Completion: 2021
- Brampton Road Connector Exp. Completion: 2020

• Reduces traffic
• Cuts turn times
• Reduces emissions
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)

Percentage increase

Q1 2018: 57M ft²

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

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
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 D
56 AC. (23 HA.)

PARCEL E
73 AC. (30 HA.)

PARCEL B
89 AC. (36 HA.)

PARCEL F
82 AC. (33 HA.)

PARCEL H
19 AC. (8 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)