



Furniture + NC Ports = A Powerful Combination

2021 AHFA Logistics Conference

NC Ports – Supporting Your Success

Key Advantages for your Business:

1. **Efficiency & Performance**
2. **Visibility, Simplicity & Priority**
3. **Tailored Value Add Delivery Options**
4. **Diversification & Inland Reach**



Port of Wilmington



Since We Saw You Last = Big Ship Capable



Two Transpacific Neo-Panamax services & alliances weekly

Thanking You!

North Carolina Ports Fast Facts

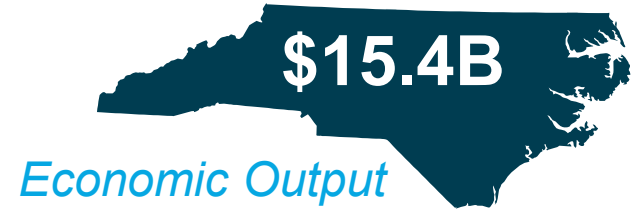
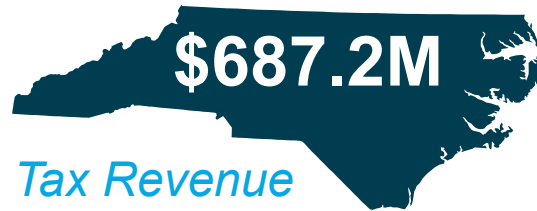
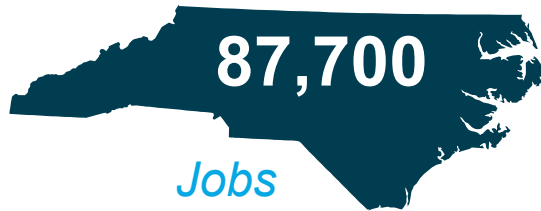
Two deep-water terminals and one inland port serving the Carolinas

- 5,000+ container gate moves per week
- 320,000+ TEU annually
- 4M+ tons of general cargo per year
- Approximately 1,000 ship calls annually
- QCE Service – 99% on-time performance since introduction of enhanced service in 2019

Financial summary – FY20

- Annual revenue \$60 million
- Annual cash generation \$17+ million
- Profit \$6.0 million
- Directly employs 220

Ports Support North Carolina



2018 Economic Contribution of the North Carolina Ports
Institute for Transportation Research and Education, N.C. State University

Why NC Ports Makes Sense in Your Planning

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- 1 Port: 1 Terminal

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- Best Customer Experience

4. Diversification & Inland Reach

- Risk Mitigation

Wilmington Growth – FY20

- Containers = 4%
- Furniture = 16%
- Reefer = 13%
**267% since 2015*
- Rail / QCE = 42%
- Trucking Growth*

How Do We Compete?



Gate Productivity

Single turn:
18 minutes
Dual turn:
32 minutes



Vessel Productivity

40 net moves per hour



Productivity Awards

No. 1 Port for Overall
Productivity
No. 1 Terminal for
Overall Productivity

What Superior Productivity Means To You

Operational KPI's		Translation
Container Volumes up 4.4% year over year	=	Built to grow, resilient to changing dynamics
Refrigerated Containers up 13% year over year	=	Preferred Port Requirement for Growing Carrier Services – Refrigerated containers quadrupled between '14-'19, positions well to catering to the Fresh & Frozen markets
Vessel Productivity – 40 net crane moves per hour	=	Our mission as we continue to grow is to be the best – maintaining the title of most productive port in the US ; JOC Best in Class
Handling 14,000 TEU Neo-Panamax container vessels weekly	=	We can handle any vessel that currently calls the US East Coast
Gate Turn Times – Dual truck turn time 32 minutes, Single truck turn time 18 minutes	=	Congestion-free transportation allowing for multiple truck moves per day for speed of cargo to market; JOC Best in Class
Next day rail service to/from Wilmington and Charlotte	=	Multimodal solutions for customers needing a time definite service for inland reach with a 99% on time delivery

Supporting Your Future = Capital Improvements

\$220 Million Infrastructure Improvements Plan

Project	Status
Berth Expansion	Complete
212' Air Draft Clearance	Complete
3 Neo-Panamax Cranes	Operational
Turning Basin Expansion – Phase II	Complete
Container Yard Expansion Master Plan	Underway
Wilmington Navigation Improvement Project	Authorized

Speed & Scale = New South Gate Rendering



Project Details

- \$26M project
- 7 inbound lanes
- 6 outbound lanes
- 3 RPM portals
- Weigh-in motion scales
- OCR portals
- RFID truck scanning
- Faster turn-times

Charlotte Inland Port & Queen City Express

City	CHS	ILM	CIP
Winston Salem, NC	286	232	80
Greensboro, NC	282	185	94
Hickory, NC	259	263	52
Statesville, NC	248	245	43
Charlotte, NC	209	199	6
Spartanburg, SC	203	281	72
Greenville, SC	213	307	98



QCE Advantages

- Shortest direct rail service to Greater Charlotte region
- Shortens first and last mile truck transit
- Lowers transportation costs for businesses
- No dwell times at Port of Wilmington or Charlotte Inland Port (CIP)
- Flexible staging at CIP
- Reduces number of trucks on roadways, therefore reducing emissions

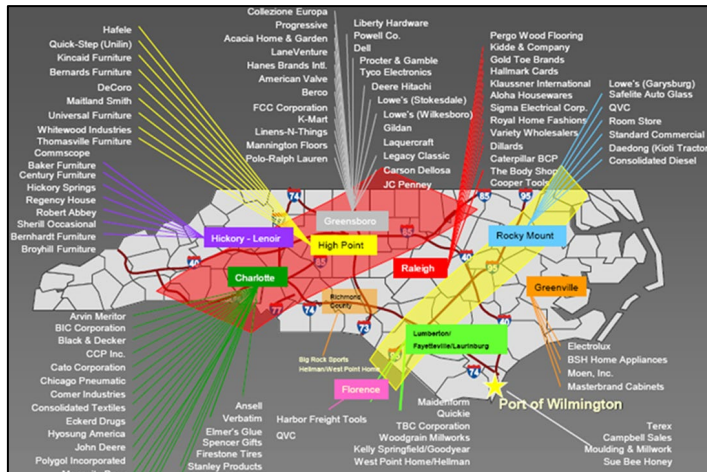
Next day rail service moving double-stacked containers to/from the Port of Wilmington and the CSX Intermodal Terminal in Charlotte

**+ FUTURE
CCX – Carolina Connector
Intermodal Facility**

Why NC Ports Makes Sense in Your Planning

Customer Centric Port Universe – Redefining Performance

Segment & Service Particulars



Industry Vertical Focus & Team Expertise

NC Ports Key Client / KC Program = Industry Segment Focus & Team Expertise

***Knowledge & Experience = Value Delivery**



Seeking first to understand ... then to deliver.

Ocean Carrier Coverage

Current:

- North Asia/China
- Northern Europe
- Central America/Caribbean
- South America

Carriers

- THE Alliance -
HPL/HMM/ONE/YML
- 2M + ZIM – Maersk/MSC
- ICL
- SeaLand/Crowley

Targets:

- South China/Southeast Asia
- India-Sub/Middle East/Trans-Atlantic
- Central America/Caribbean – additional coverage
- Dominican Republic
- South America (WCSA)

Carriers

- Ocean Alliance – CMA/COS/EVG/OOCL
- Additional Crowley, SeaLand, Seaboard

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Simplicity & Priority

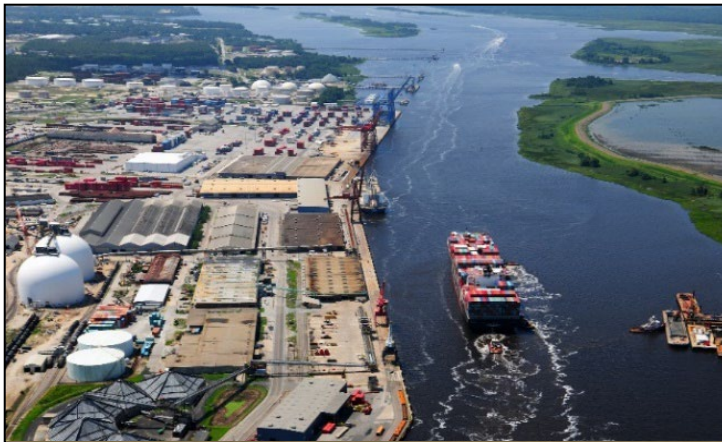
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Complexity & Variables

**NC PORTS – Port of Wilmington
PERFORMANCE & VALUE DELIVERY**

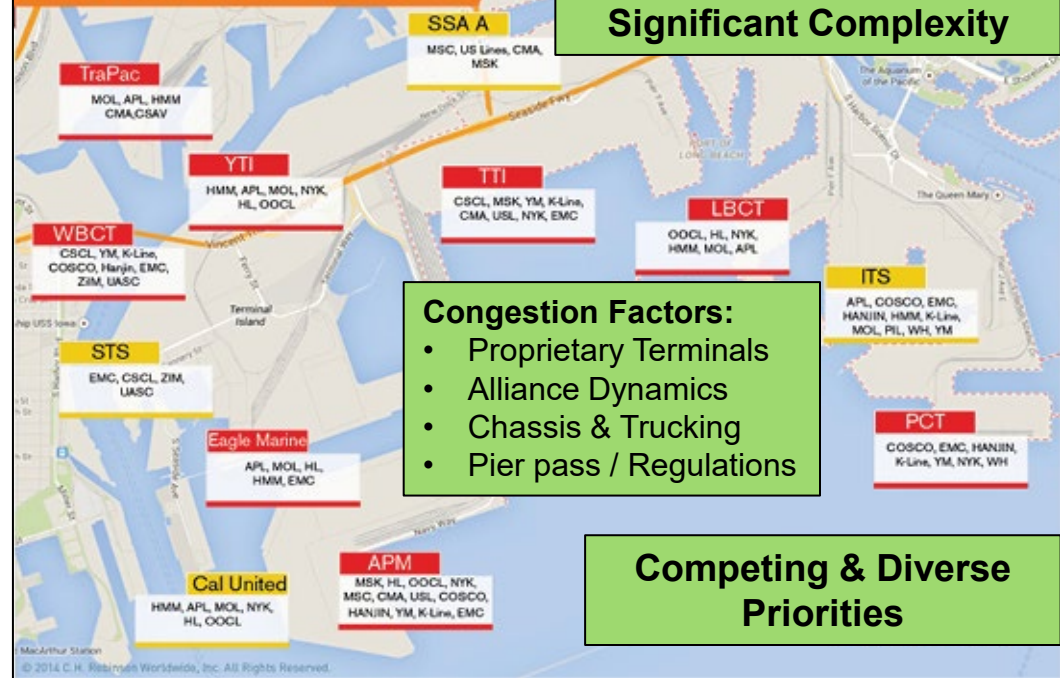


Simplicity



USWC LA/LGB Basin & Port Complex

Current State of Terminals
Southern California



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3. Value Delivery

- Best Customer Experience

4. Diversification + Inland Reach

- Risk Mitigation

Wilmington Risk Mitigation Value:

- Congestion
- Truck Power
- Regulatory Impacts – eg. ELD
- Inland Costs
- Disruptions
- Weather & Fog
- Cost Control & Benchmarking
- Labor Supply
- Flow & Staging Options
- Property Costs
- Market Access

Why NC Ports Make Sense in Your Planning

Wilmington = Best USEC Gateway for Value & Growth

NC Best for Biz in US – Forbes



Forbes Lists

- **#1** – Best States for Business
 - **#4** in Business Costs
 - **#9** in Labor Supply
 - **#1** in Regulatory Environment
 - **#13** in Economic Climate
 - **#13** in Growth Prospects
 - **#16** in Quality of Life
-
- *Cost of Doing Business: 10% below Nat'l Avg.*
 - *College Attainment: 31.3%*
 - *Net Migration (2016): 93,200*
 - *Moody's Bond Rating: Aaa*

NC is Adapting,
Growing & Thriving!

Major New NC
Footprint
Announcements

Near Port & Inland
Site Opportunities

Best Service + Best Cost + Best Business Climate = Best Growth Gateway

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Port of Wilmington

- **Best Service**
- **Best Performance**
- **Best Flexibility**
- **Best Cost**
- **Best Growth Gateway**