



# DISCUSSION MATERIALS

## GT USA

*February 2020*



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## CORPORATE OVERVIEW





## Why we exist

We **believe** in making the world a better place through improved supply chains.

we do this by partnering with customers to create new efficiency

# VISION & MISSION

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## Vision

- *To consistently achieve best-in-class performance in all our port operations and third-party logistics activities worldwide*

## Mission

- *To continue to enhance our reputation and performance as the most productive port operator and third-party logistics provider, by ensuring that our customer service outperforms our competitors in the markets in which we operate*

# GULFTAINER'S JOURNEY FROM LOCAL TO GLOBAL





# OUR SERVICES

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**International Port Management**



**Terminal Management**



**Logistics Cities**



**Container, Chassis, Genset Repair**



**Inland Transport**



**FMCG Supply Chain**



## AWARDS & ACHIEVEMENTS

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World's largest privately owned, independent port operator since 1976



Logistics Middle East Awards 2017 **"Best Technology Implementation"** of the year



MEED Awards 2017, Corporate Health Award for **"Wellness Programme of the Year"**



Lloyd's List

Khorfakkan Container Terminal **'Shipping Port of the Year'** at 2015 SCATA and Lloyds List Awards



**'Port Operator of the Year'** at the Seatrade Awards 2016 and 2017



JOC named the **fastest terminal** in the Middle East, Africa & Europe



## STRONG CUSTOMER LOYALTY



*"Gulftainer approaches their stakeholders differently, softer and offers a partnership."*



*"For Gulftainer, it's personal. Most of their competitors grew too big. Some of them have lost their roots. Gulftainer maintains the personal touch."*



*"They are all about productivity which is part of the seamless service delivery. The best part about Gulftainer is its ability to customize solutions to suit customer requirements. They become partners."*



*"Our supply chain picks up speed and efficiency at Gulftainer USA Delaware. GT is a key partner in our SmartWay initiative to deliver product while delivering a cleaner environment."*



*"Gulftainer USA is the fastest break-bulk stevedoring production we have anywhere in the world."*



*"Gulftainer is a true partner. Attentive, agile, and always looking to add value in our supply chain"*



*"Since our partnership with Gulftainer USA, we have shaved hours off daily gate times and improved velocity to store shelves by almost 49%. This has improved our capacity to grow our product lines."*



## PORT OF WILMINGTON

# VALUE PROPOSITION

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## Lower Costs

- ▶ *On-site regulatory inspections and CFS*
- ▶ *Shorter sail times, bunker spend, port costs*



## Increased Efficiencies

- ▶ *Sub-40min turn times = more deliveries*
- ▶ *Improved equipment utilization*



## Strategic Location

- ▶ *First Terminals on Delaware River*
- ▶ *Same Drayage Market as NY/NJ, PHL, Baltimore*



## Comprehensive Service Solutions

- ▶ *Same-day full strip and load-back*
- ▶ *Custom EDI and order fulfilment software*



## Customer Satisfaction

- ▶ *3+ days faster vessel to gate times on inspected cargo.*
- ▶ *Speed to Market = better price points & predictability*



# STRATEGIC LOCATION WITH A TACTICAL ADVANTAGE

Big city capability without any congestion...



Same drayage market as Baltimore, Philadelphia and NY/NJ



First Port on Delaware River



Serves same US Northeast "megaopolis" and Canada



49% of the North American population within ELD driving limits



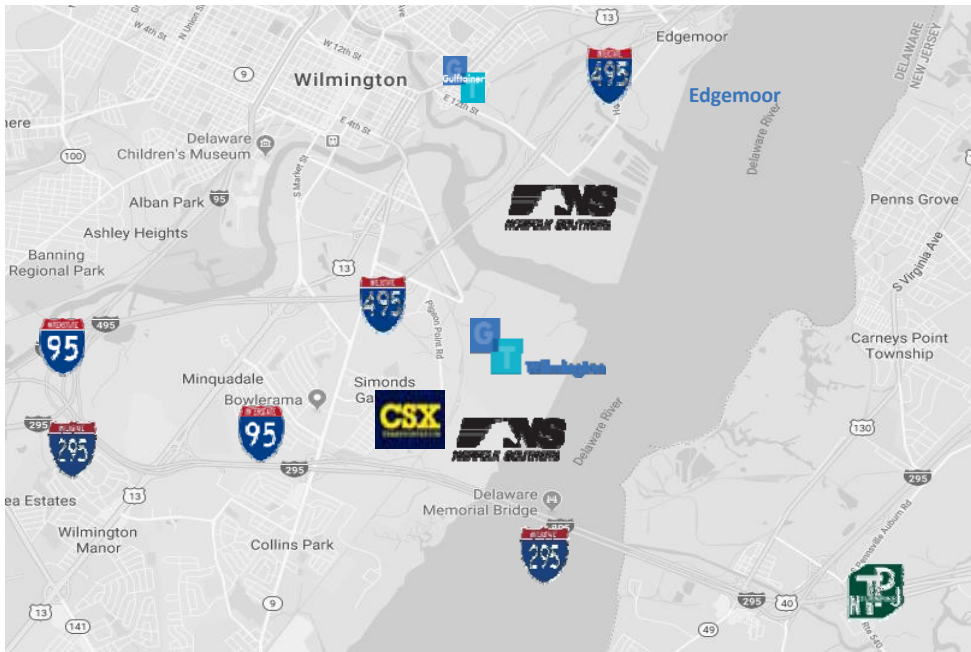
Only double-stack rail between NY/NJ and Virginia (2022-2023)



We currently serve customers from Georgia to Canada

# PROXIMITY TO MAJOR EAST COAST INFRASTRUCTURE

*We have our own freeway interchange – no congestion.*



Terminals less than a quarter mile from I-495, I-95, I-295 and the New Jersey Turnpike



Dedicated interchanges



1 hour savings in turn time = increased distance travelled by 50 miles



Served by two class-1 companies: NS and CSX



Truck turn times take less than 40 min

# Port Canaveral, FL

## *Canaveral Cargo Terminal - Overview*

- GT USA has a 35-year concession with the Canaveral Port Authority to operate the new multipurpose cargo terminal at Port Canaveral
- 20 acres already fully developed and operational
- Ample laydown area
- 20+ additional acres available for immediate expansion
- 40,000 sqft warehouse at the Port for cross-docking, consolidations / deconsolidations, storage, etc.





# WILMINGTON: MIXED-USE TERMINAL FOR 21<sup>ST</sup> CENTURY

*Wilmington Terminal offers comprehensive solutions to all of your logistic needs*

- Legacy Break-Bulk, Container, Bulk, Ro-Ro Terminal
- \$170M investment in civil works, equipment, warehousing and people
- 800,000 sq ft. of reefer space growing to 1M in 2020:  
Same Day Vessel to gate and equipment turns
- On-site customs, agricultural inspections, fumigation, rapid chill
- Stevedore, gate operations, CFS, terminal M&R, security
- Container Capacity growth from 350,000 TEU to 650,000 TEU
- Significant vessel savings over Philadelphia & Baltimore
  - Same day vessel-to-gate; no congestion
  - 6 hour sailing difference (round trip)







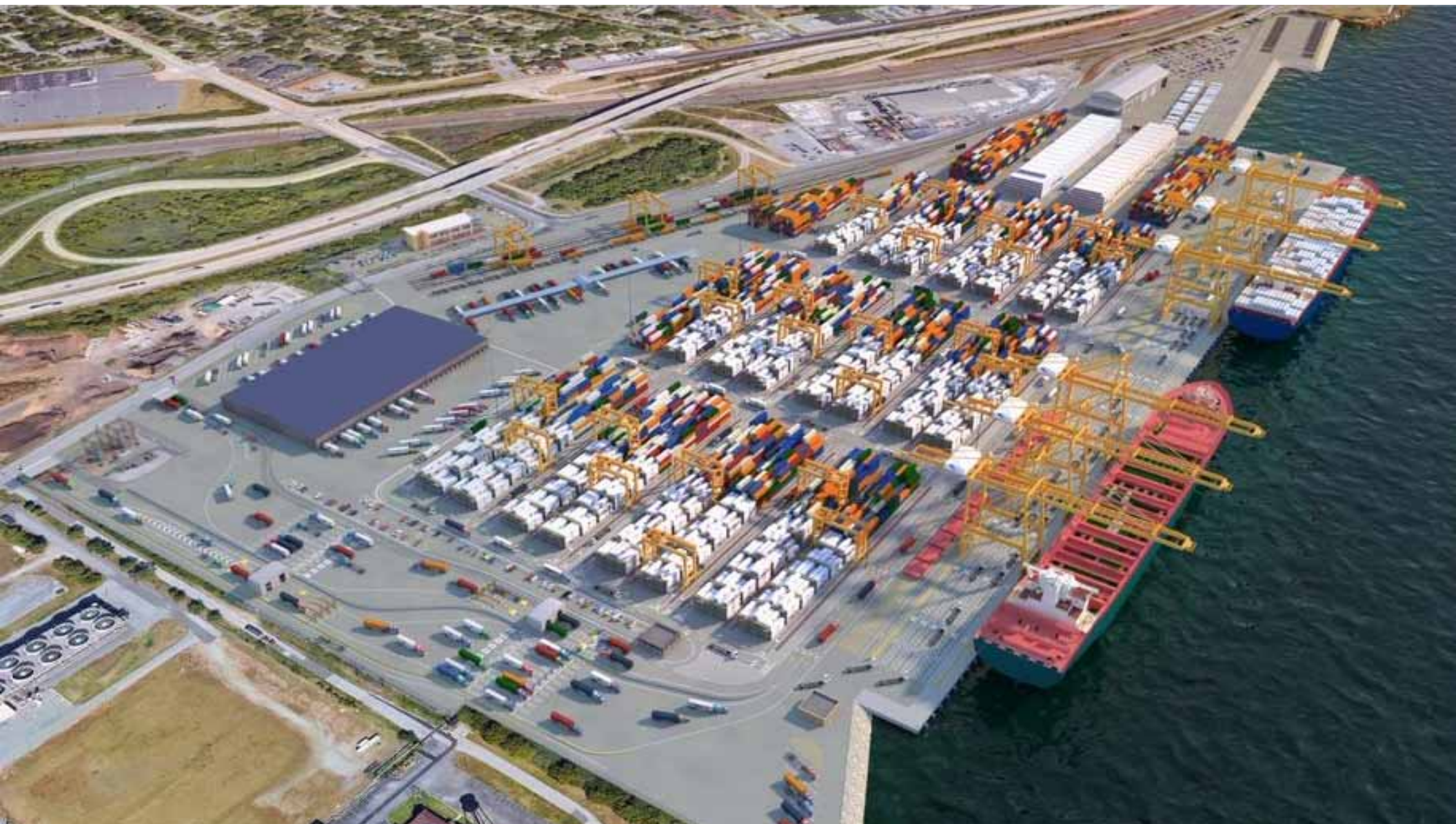
## THE NEXT STEP: EDGEMOOR

***New Terminal** - Edgemoor is uniquely positioned to become the terminal of choice for transport of containerized cargo*

- \$700M Investment
- Primary: 1.2M TEU + Cold Chain CFS; food grade liquid transfer
- 6 hours vessel time savings
- 240,000 sq ft. of reefer space
- 6,000 feet of double-stack rail
- On-site customs, agricultural inspections, fumigation







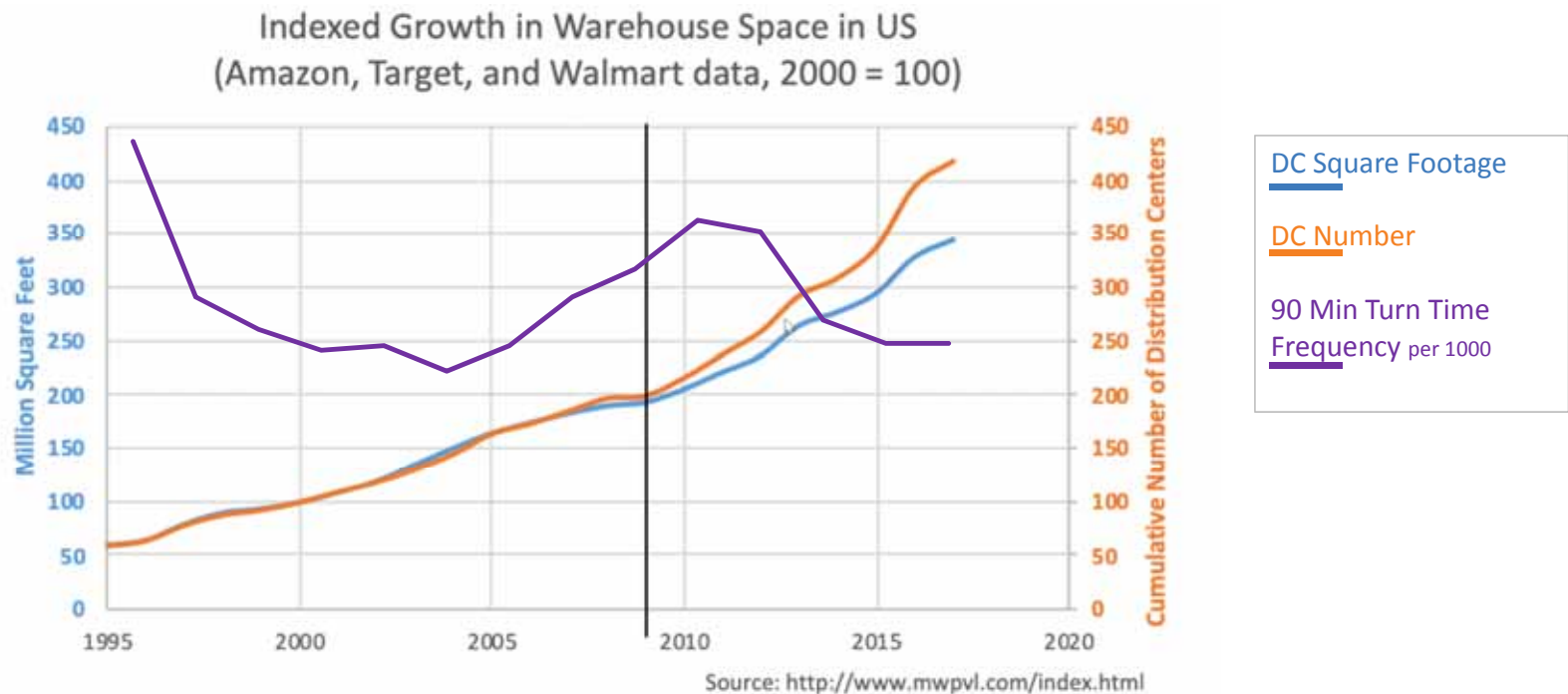




## APPENDIX

## VALUE IN SUPPLY CHAIN – SPEED TO STORE SHELVES

*Port of Wilmington is optimized to address growing needs of speed & efficiency from inland supply chains*



*Ports should be as efficient as the rest of the supply chain*



## VALUE IN SUPPLY CHAIN – GREATER TIME SAVINGS

*Aggregate box-miles on par with competitors but without the vessel hours, wait times, and traffic congestion.*

Major DC locations	GT USA	Baltimore	Philadelphia
Smyrna	44 min	1h 44m	1h 19m
Bedford	3h 30m	2h 33	3hr 27m
Bethlehem	1h 37m	3h	1h 30m
Williamsport	2h 38m	2h	3h 21m
Kopke / Luca	1h 5m no tolls	3h11m	1h5m
Average box-mile	123	137	149
Sailing Time	-	+12/16 hours	+5/6 hours
Turn Times	36 mins	1h 50m	55 min

***Same Drayage Market. Greater Time Savings.***

# VALUE SNAPSHOT

	GT Wilmington	Gloucester	Packer Avenue	Tioga	Baltimore
Voyage Time: 4 hours from sea-buoy	✓	<i>Additional 4 hours round trip</i>	<i>Additional 4 hours round trip</i>	<i>Additional 5 hours round trip</i>	<i>Additional 12 hours round trip</i>
On-Site Customs Inspections	✓	✓	✓		✓
On-Site Fumigation	✓	✓			
On-Site Agriculture Inspections	✓				
On-Site CFS	✓			✓	✓
No -TWIC Escorts Required	✓				
On-Terminal Chassis & Genset M & R	✓				
Two Class-1 Railroads	✓			✓	✓
Direct Interstate Access	✓				

## Tactical Advantage

- ✓ Lower vessel operating costs
- ✓ Supply chain velocity – same DAY vessel to gate
- ✓ On-Site CBP & USDA: Expedited entrance, clearances and examinations, gate-outs
- ✓ No big city traffic or tolls
- ✓ “SMART TWIC” – No truck escorts
- ✓ Delaware has business friendly environment & cooperative government

## Strategic Location

- ✓ Closer to the Atlantic
- ✓ 1st deep-water terminal on the Delaware River
- ✓ 8 Berths
- ✓ 4 STS Gantry Cranes + 2 - 100-ton MHC's
- ✓ Dedicated interstate ramps 400m from gate
- ✓ Exclusive interstate interchange
- ✓ Overnight access to 49% population in North America
- ✓ No Delaware River bridge tolls when leaving Port
- ✓ Ice-free
- ✓ On-site tug company
- ✓ Experienced, motivated & commercially minded labor
- ✓ No lost time for CBP intensive inspection
- ✓ Reefer specialists – Value added services: fumigation. CT, rapid cooling & expediting – 800k sf temp controlled warehouses
- ✓ 2 Class one railroads

# VELOCITY

- ✓ Same Day Vessel to Gate; a 3+/- day advantage over nearby ports
- ✓ Same Call Strip and Load-back
- ✓ Arrival Day Fumigation
- ✓ Adjacent re-pack
- ✓ Direct Freeway access
- ✓ On-Site Inspection: USDA and CBP
- ✓ On-Site Rapid Chill
- ✓ SQF
- ✓ Cold Treatment Acceptance Facility
- ✓ Turn time: 36 min

