## All US Ports - Loaded Container TEUs 2014

<table>
<thead>
<tr>
<th>Rank</th>
<th>Port</th>
<th>Exports</th>
<th>Imports</th>
<th>Total</th>
<th>Share %</th>
</tr>
</thead>
<tbody>
<tr>
<td>-</td>
<td>All US Total</td>
<td>12,381,198</td>
<td>19,077,901</td>
<td>31,459,098</td>
<td>100.0%</td>
</tr>
<tr>
<td>1</td>
<td>Los Angeles</td>
<td>1,705,298</td>
<td>4,186,636</td>
<td>5,891,934</td>
<td>18.7%</td>
</tr>
<tr>
<td>2</td>
<td>Long Beach</td>
<td>1,396,717</td>
<td>3,536,257</td>
<td>4,932,974</td>
<td>15.7%</td>
</tr>
<tr>
<td>3</td>
<td>New York</td>
<td>1,354,918</td>
<td>2,921,069</td>
<td>4,275,987</td>
<td>13.6%</td>
</tr>
<tr>
<td>4</td>
<td>Savannah</td>
<td>1,252,062</td>
<td>1,345,829</td>
<td>2,597,891</td>
<td>8.3%</td>
</tr>
<tr>
<td>5</td>
<td>Norfolk</td>
<td>950,533</td>
<td>981,124</td>
<td>1,931,657</td>
<td>6.1%</td>
</tr>
<tr>
<td>6</td>
<td>Houston</td>
<td>879,840</td>
<td>753,829</td>
<td>1,633,670</td>
<td>5.2%</td>
</tr>
<tr>
<td>7</td>
<td>Oakland</td>
<td>784,610</td>
<td>824,302</td>
<td>1,608,911</td>
<td>5.1%</td>
</tr>
<tr>
<td>8</td>
<td>Charleston</td>
<td>682,548</td>
<td>742,763</td>
<td>1,425,311</td>
<td>4.5%</td>
</tr>
<tr>
<td>9</td>
<td>Tacoma</td>
<td>518,806</td>
<td>816,963</td>
<td>1,335,769</td>
<td>4.2%</td>
</tr>
<tr>
<td>10</td>
<td>Seattle</td>
<td>357,736</td>
<td>424,435</td>
<td>782,171</td>
<td>2.5%</td>
</tr>
</tbody>
</table>
2013 Port Authority Records

- 36 million tons of cargo
- 1.95 million container TEU throughput
- Operating revenue – $234 million
- Cash flow – $90 million

National Rankings

- # 1 U.S. port by foreign waterborne tonnage – 163M tons
- # 1 U.S. port in petroleum, steel and project cargo
- # 7 ranked U.S. container port by total TEUs
STRONG GROWTH CONTINUES IN 2014

YEAR-TO-DATE GROWTH DRIVERS

- Over 28 million tons of cargo handled
  - Driven by loaded container and steel imports

- Operating Revenue exceeds $195 million
  - Strong volume growth
  - Real estate returns

- Expenses total $155 million
  - Operating Expense up 4% due to higher loaded container volume
  - G&A down 2% due to focus on spending

- Operating Cash Flows exceed $89 million

September 2014 Year-Over-Year Change

- Cargo Tonnage: 5%
- Operating Revenue: 12%
- Operating + G&A Expense: 3%
- Operating Cash Flows: 6%
2014 PERFORMANCE
(Q3 YEAR TO DATE)

- Loaded Container TEUs: 4%
- Container Operating Revenue: 10%
Port of Houston Authority Steel Imports 1981 - Present
Units: Millions of Short Tons

AVERAGE YEAR FOR STEEL = 2.9 M SHORT TONS

Source: PHA Accounting, PHA Market Development
Gap Between Loaded Imports and Loaded Exports Closing

Units by Type at PHA Bayport and PHA Barbour’s Cut Terminals
Units (Not TEUs)
Future of U.S. Ports (challenges and opportunities)

- Dealing with larger ships
- Expanding terminals
- Dealing with megaships chassis availability
- Infrastructure
SC Inland Port: A New & Innovative Rail Solution

- Located in Greer, SC.
- 212 Miles inland.
- SCPA owned & operated.
- Served by Class 1 railroad NS.
- On Interstate 85.
- Contiguous to GSP airport.
- Offering 4-modal convergence.
94 Million
Consumers live within a one-day truck trip from Greer.

100 Mile Range
Population: 6,535,000  
Key Cities: Asheville, Atlanta, Charlotte, Columbia, Knoxville, Spartanburg.

250 Mile Range
Population: 22,742,000  
Key Additional Cities: Birmingham, Charleston (SC), Charleston (WV), Chattanooga, Greensboro, High Point, Lexington, Macon, Nashville, Raleigh.

500 Mile Range
Population: 94,282,000  
Key Additional Cities: Baltimore, Cincinatti, Cleveland, Columbus, Indianapolis, Louisville, Memphis, Pittsburgh, St. Louis, Tampa.
PORT OF CHARLESTON, SC TO SAVANNAH, GA: **108 MILES**
PORT OF CHARLESTON, SC TO JACKSONVILLE, FL: **239 MILES**
SAVANNAH, GA TO JACKSONVILLE, FL: **139 MILES**
SAVANNAH, GA TO WINTERHAVEN, FL: **326 MILES**
JACKSONVILLE, FL TO WINTERHAVEN, FL: **186 MILES**
What is the Midwest Inland Port?

A multi-modal hub located in Decatur consisting of:
• Intermodal Ramp
• 3 Class 1 Railroads
• 5 Major Roadways
• Airport

The Midwest Inland Port offers:
• Foreign Trade Zone
• Customs Clearing
• TIF & Enterprise Zone
• Market Proximity
WHO IS THE TARGET MARKET?

• Local and regional businesses
  – Cost savings result in area businesses becoming more competitive which ultimately leads to growth

• International and domestic businesses
  – Need good mix of importers/exporters for a fluid match-back program
  – Manufacturers, warehouses, consolidation/de-consolidation centers, distribution centers
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