

GT USA Wilmington

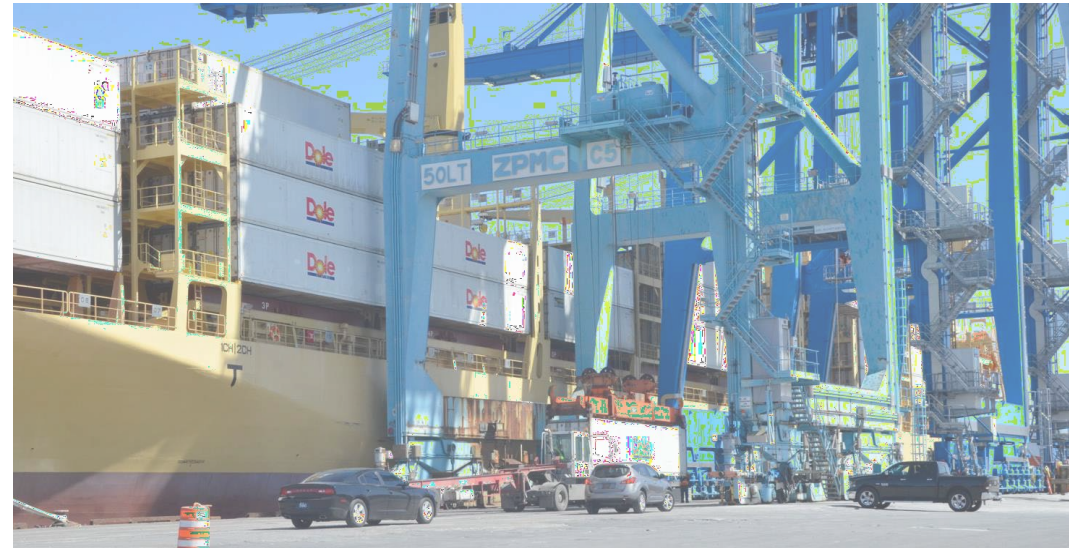
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# Port of Wilmington - Overview

Our mission is to contribute to Delaware's economic vitality by sustaining and promoting the Port of Wilmington as a competitive and viable full service, multi-modal operation by providing for the efficient, economical, and safe handling of cargo.

- Seaport – importing and exporting - Container, Bulk and Break-bulk cargo
- 100 years old in 2023
- 400 ships and over 6 million tons annually
- Containers, perishables, autos, dry & liquid bulk, project/wind energy
- National leadership in key import/export commodities
- Stevedore, terminal & warehouse operator

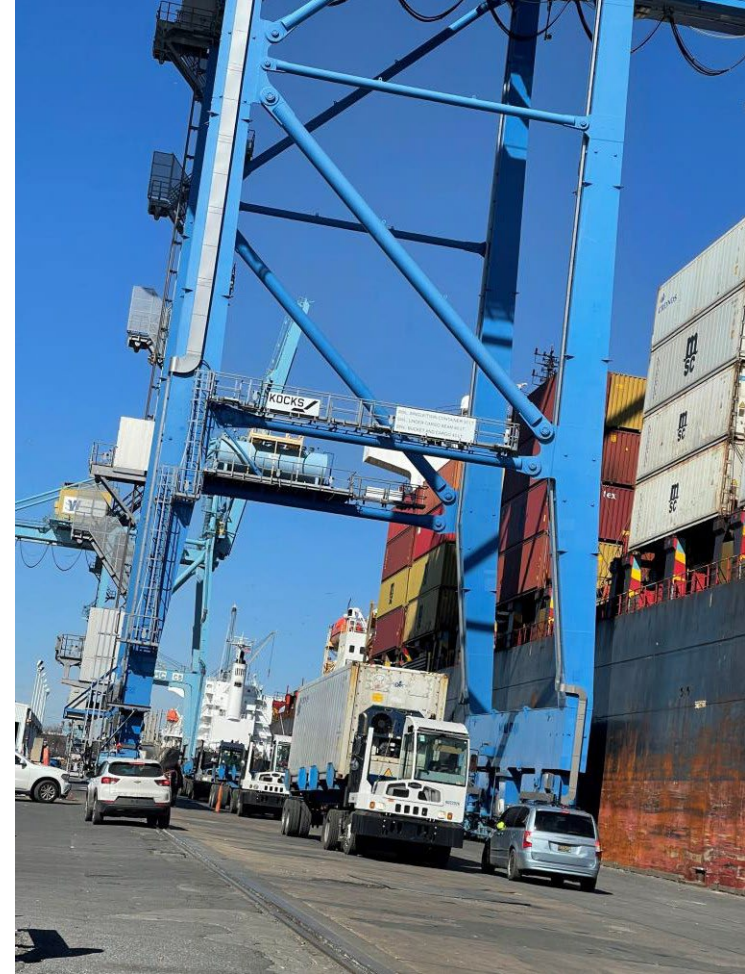




# Port of Wilmington - Economics

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- Annually produces \$436 million in business revenue
- \$409 million in personal income for the State and the region
- Responsible for 5,900 direct, indirect and induced jobs
- Generates \$41 million in annual State & Regional taxes



# HISTORY TIMELINE

**1913** - Wilmington's citizens voted to build their own deep-water port which would support the growing local shipbuilding, railroad car construction and carriage making industries.

**1917** - Wilmington appointed a Board of Harbor Commissioners, which was ordered to prepare an economic development plan for Wilmington's waterfront.

**1920** - Wilmington approved a bond issue of \$2.5 million, and 101 acres of land were purchased from the Lobdell Car Wheel Company.

**1922** - Completion of the Port's construction.

**1923** - The Port was officially opened. Three cranes with 5-to 30-ton capacity were purchased enabling the Port to handle shipment of lumber, wood pulp, quebracho logs, cork, jute, burlap, lead, ore, fertilizer and petroleum products.

**1955** - Completion of construction of additional 400 by 420 ft. warehouse and new lumber storage shed.

**1961** - Wilmington's dock extended by 1000 ft. to a total of 3,060 ft., which accommodated seven vessels. Also, the Port purchased a gantry crane with 55-ton capacity.

**1961** - Christina River channel was deepened from 30 ft. to 37 ft. deep, and widened from 450 to 650 ft.

**1978** - First shipments of Chilean fruit arrive to POW.

**1981** - POW purchases a \$3.78 million multi-purpose crane, with 1,000 tons per hour lift capacity for bulk cargo and 35 tons lift capacity for containers. In addition, it can lift other cargoes with a hook or magnet.

**1984** - 615 acres at the POW are designated as a Foreign Trade Zone, hence imported goods stored within the zone are not subjected to duty or quotas until entered into Customs territory.



# HISTORY TIMELINE

**1995-1999** - Two state-of-the-art cold storage facilities are constructed replacing old outdated warehouses.

**1999** - POW purchases a new \$5.6 million container and multi-purpose crane, capable of lifting 50 tons.

**2000** - A new 90,000 sf. dry cargo warehouse is completed.

**August 2002** - A \$27.5 million dedicated Auto & RoRo Berth, the Port's first berth on the Delaware River, is completed.

**March 2006** - Warehouse H, a 92,000 sf. cold-storage warehouse is completed and leased to Dole Fresh Fruit Company for 15 years.

**October 2007** - The Port of Wilmington is the first seaport to roll out the Transportation Worker Identification Credential (TWIC) card.

**September 2008** - Chiquita Fresh North America signed an 11-year lease contract for their tropical fruit weekly service.

**January 2009** - Höegh Autoliners, Inc. and AutoPort, Inc. sign 10-year land leases with the DSPC.

**November 2010** - Orbital Sciences ships the first Taurus II Booster Cores for resupply missions to the International Space Station via the Port of Wilmington, Delaware

**September 2018** - State signed a 50-year Public/Private Partnership Concession Agreement

**October 2018** – GTW begins operations

**January 2020** - GTW achieved full Safe Quality Food (SQF) certification for the port, for the first time in its history.

**September 2021** – Container yard expansion with all electric gantry cranes

**2022** - The Port has achieved the busiest month in March 2022 at the Port since records began and the highest number of ships handled in one year since operations began at the Port in 1923.

# PUNCHING ABOVE ITS WEIGHT

Big city capability without the congestion...

- # 1 - North America's Gateway for Imports of Fresh Fruit and Imports of Juice Concentrate
- #1 - North America's largest banana port
- #1 – North America's largest pineapple port
- #1 - US Port of entry for US bound Moroccan clementines
- #1 – Largest dock-side refrigerated complex
- #1 – Largest fumigation facility in U.S.



# Port of Wilmington at a Glance

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Strategic location	<ul style="list-style-type: none"><li>▪ Located on the Central US East Coast with short sailing distance (max 4 hours) to/from Atlantic Ocean</li><li>▪ Direct highway (I-495) and on-site rail access create large extended hinterland coverage</li><li>▪ Overnight access to Atlantic Coast and Central USA (49% of US population)</li></ul>
Resilient business	<ul style="list-style-type: none"><li>▪ Well established port, formerly government managed, privately since 2018</li><li>▪ Diversified industry focus and broad customer base ensure high business resilience</li><li>▪ Critical service partner into many customers' supply chains</li><li>▪ Recently invested US\$ 88M to enhance and expand services offering</li></ul>
Diversified services offering	<ul style="list-style-type: none"><li>▪ Focus on several attractive industry sectors, including containerized cool chain (fruit, vegetables), forest products, automotive, bulk products and project cargo</li><li>▪ Full-service port focused on providing port handling, on-site value-added and storage related services</li></ul>
Loyal customer base	<ul style="list-style-type: none"><li>▪ Strong loyal customers with long relationship longevity whereby &gt;75% of customer volumes supported by long-term contracts (&gt; 5 years remaining contract period)</li><li>▪ High customer retention loyalty (&gt; 95% customer retention)</li></ul>
Attractive growth potential	<ul style="list-style-type: none"><li>▪ Increased rail utilization will expand captive hinterland increases supply/demand potential (up to 40% volume increase)</li><li>▪ Expand services offering thereby developing from port operator to supply chain solutions provider</li></ul>

# VALUE



## 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 Commercial 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*
- ▶ *Delivery Solutions*



## Customer Satisfaction

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



# Port of Wilmington at a Glance

## Port of Wilmington has a loyal customer base

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- PoW has a loyal customer base whereby many have a longevity of > 20 years
- >75% of revenue is supported by contracts with a remaining period of 5 years or longer
- Discussions have started with a select number of key customers into the possibility for them to invest in their own handling and storage capacity inside the port, thereby increasing overall throughput capacity
- With the development of new services, customer solutions will create further value and become more tailormade; this raises competitive entry barriers



# CARGO HANDLED

Bananas

Chilean grapes

Moroccan  
Clementines

Rocket boosters

Wind Turbine blades

Cars

Chile grapes

Stone fruit

Cattle

Military vehicles

Grain

Salts



Plywood (new import)

Lumber (new import)

Turkish Juice (new import)

Rice (new import)

Peruvian grapes (import)

Fruit repacking facility located on Port

Organic lemon and carrot/beet juice barrels -  
Smuckers (import)

Chinese Apple juice bins (import)

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

## *Wilmington Terminal offers comprehensive solutions*

- Container, Break-Bulk, Bulk & Ro-Ro Terminal
- \$100M investment in civil works, equipment, warehousing and people
- Container capacity from 350,000 TEU to 650,000 TEU
- 1,000,000 sq ft. of warehouse space (850,000 reefer)
- On-site customs, agricultural inspections, fumigation, rapid chill Stevedore, gate operations, CFS, terminal M&R, security
- Significant vessel savings over Philadelphia & Baltimore
  - Same day vessel-to-gate; no congestion
  - 6+ hour sailing difference (round trip)





# STRATEGIC LOCATION. TACTICAL ADVANTAGE

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Big city capability without the congestion...



Same drayage market as Baltimore, Philadelphia and NY/NJ



First commercial Port on Delaware River



Serves same US Northeast “megapolis and Canada



49% of the North American population within ELD driving limits

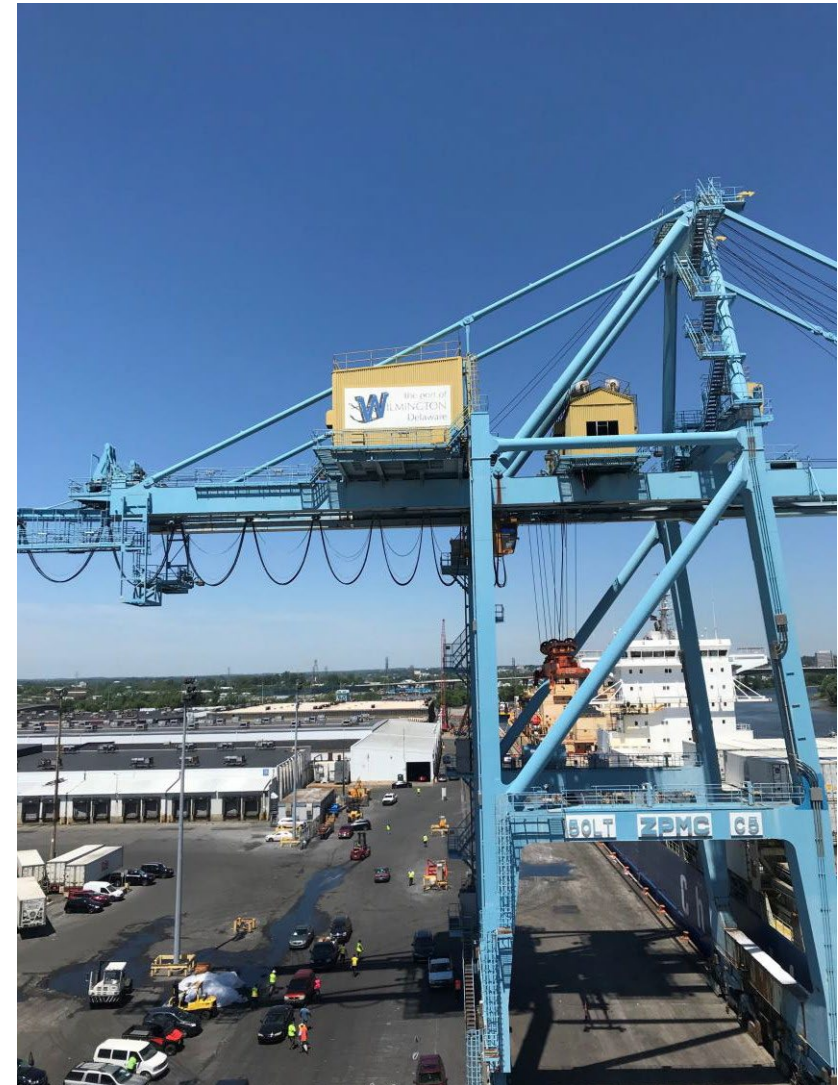


We currently serve customers from Georgia to Canada



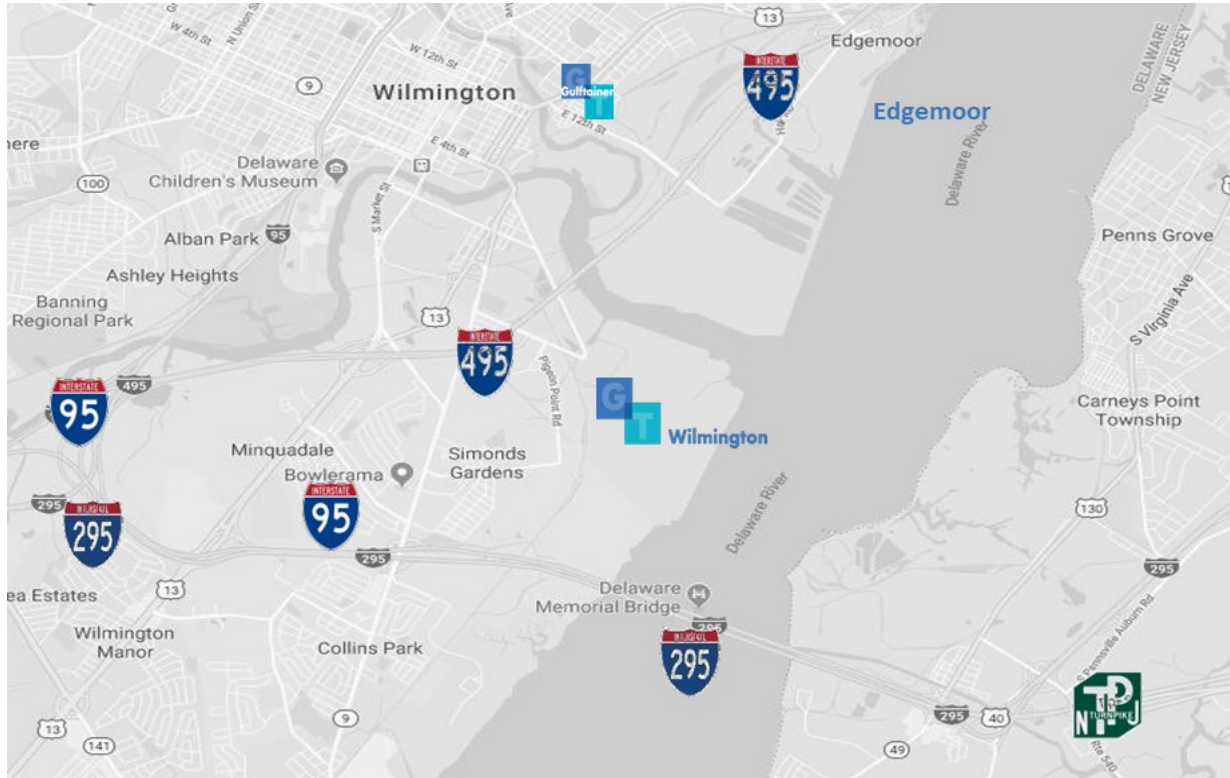
# BENEFITS

- Closer to the Atlantic = Lower Voyage Costs
- 4000'. 8 Berths; 38 ft. depth; 24/7 ops.
- 1,000,000 sq feet of warehouse
- 4 STS + (1) 100-ton MHC
- Dedicated interstate (I-495) and ramps 1300ft. from gate
- Overnight access to 49% population in North America
- On-site tug company = lower cost
- Experienced, motivated & commercially minded labor
- On site CBP & Ag: No lost time or dray for inspection
- Reefer specialists – fumigation. Rapid cooling & expediting
- On dock rail



# Accessibility

Dedicated Freeway and rail 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



Truck turn times take less than 40 min



# THE NEXT STEP: EDGEMOOR

*Our New Terminal - uniquely positioned to become the terminal of choice for containerized cargo*

- \$600M Investment
- Capacity: 1.2M TEU
- Cold Chain CFS;
- 240,000 sq ft. of reefer space
- 45 ft draft



# Going forward.....

The Port of Wilmington will continue to focus on diversifying its cargo base and expanding its customer base.

This can be achieved by attracting new customers and expanding its services to include new markets.

The port can also work with local businesses to develop new products and services that can be exported to other countries.







thank you