<table>
<thead>
<tr>
<th>Port</th>
<th>2009</th>
<th>2016</th>
<th>2017</th>
<th>CAGR 2009-17</th>
<th>TEU Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>6.75</td>
<td>8.86</td>
<td>9.34</td>
<td>4.1%</td>
<td>2.59</td>
</tr>
<tr>
<td>Long Beach</td>
<td>5.07</td>
<td>6.78</td>
<td>7.54</td>
<td>5.1%</td>
<td>2.47</td>
</tr>
<tr>
<td>NY/NJ</td>
<td>4.56</td>
<td>6.25</td>
<td>6.71</td>
<td>4.9%</td>
<td>2.15</td>
</tr>
<tr>
<td>Savannah</td>
<td>2.36</td>
<td>3.64</td>
<td>4.05</td>
<td>7.0%</td>
<td>1.69</td>
</tr>
<tr>
<td>NWSA (Sea-Tac)</td>
<td>3.13</td>
<td>3.62</td>
<td>3.67</td>
<td>2.0%</td>
<td>0.54</td>
</tr>
<tr>
<td>Norfolk</td>
<td>1.75</td>
<td>2.66</td>
<td>2.84</td>
<td>6.2%</td>
<td>1.09</td>
</tr>
<tr>
<td>Houston</td>
<td>1.81</td>
<td>2.18</td>
<td>2.46</td>
<td>3.9%</td>
<td>0.65</td>
</tr>
<tr>
<td>Oakland</td>
<td>2.04</td>
<td>2.37</td>
<td>2.42</td>
<td>2.2%</td>
<td>0.38</td>
</tr>
<tr>
<td>Charleston</td>
<td><strong>1.18</strong></td>
<td><strong>2.00</strong></td>
<td><strong>2.18</strong></td>
<td><strong>8.0%</strong></td>
<td><strong>1.00</strong></td>
</tr>
<tr>
<td>Port Everglades</td>
<td>0.79</td>
<td>1.04</td>
<td>1.08</td>
<td>4.0%</td>
<td>0.29</td>
</tr>
<tr>
<td>Top 10</td>
<td>29.44</td>
<td>39.40</td>
<td>42.29</td>
<td>4.6%</td>
<td>12.85</td>
</tr>
<tr>
<td>All U.S. Ports</td>
<td>37.53</td>
<td>48.74</td>
<td>51.50</td>
<td>4.0%</td>
<td>13.97</td>
</tr>
<tr>
<td>Top 10 %</td>
<td>76%</td>
<td>81%</td>
<td>82%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: AAPA
Historical Pier Container Volumes through FY2017

Record Fiscal Year

[Chart showing historical pier container volumes from FY2002 to FY2017 with percentage changes indicated.]
FY2017 Major Accomplishments

- Record Container Volume Year in Port History
- First 13,000 TEU Ship
- Chief's Report Harbor Deepening/ New Start for Construction
Commissioned 155 Foot Cranes
New Advanced Gate System
Wando Wharf Refurbishment 80% Completed
25% Intermodal Container Rail
Substantial Progress Leatherman Terminal
Greer at over 120,000 Rail Lifts

Sale of Main Office Building

Culture Change Initiative
## FY 2018 Approved Capital Investment
(in millions)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wando Welch</td>
<td>86.3</td>
</tr>
<tr>
<td>Hugh K. Leatherman</td>
<td>54.0</td>
</tr>
<tr>
<td>Dillon Inland Port</td>
<td>32.2</td>
</tr>
<tr>
<td>Corporate Office</td>
<td>23.3</td>
</tr>
<tr>
<td>Tideworks (On-Premise Option)</td>
<td>12.8</td>
</tr>
<tr>
<td>North Charleston</td>
<td>5.3</td>
</tr>
<tr>
<td>Greer Inland Port</td>
<td>5.3</td>
</tr>
<tr>
<td>Columbus Street</td>
<td>4.5</td>
</tr>
<tr>
<td>Dike Upgrades &amp; Capital Repairs</td>
<td>4.0</td>
</tr>
<tr>
<td>All Other</td>
<td>9.7</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>237.3</strong></td>
</tr>
<tr>
<td>Project</td>
<td>Investment</td>
</tr>
<tr>
<td>-----------------------------------------------------------</td>
<td>--------------</td>
</tr>
<tr>
<td>Leatherman Terminal (Phase 1)</td>
<td>$770 Million</td>
</tr>
<tr>
<td>Inland Port Dillon</td>
<td>$40 Million</td>
</tr>
<tr>
<td><strong>Other Infrastructure &amp; IT Projects</strong></td>
<td>$560 Million</td>
</tr>
<tr>
<td>(Improvements To Existing Terminals &amp; Facilities, New Container Cranes, New IT Systems, etc.)</td>
<td></td>
</tr>
<tr>
<td>Harbor Deepening to 52 Feet</td>
<td>$300 Million</td>
</tr>
<tr>
<td>Leatherman Terminal Access Road</td>
<td>$200 Million</td>
</tr>
<tr>
<td>New Dual Access Intermodal Railhead</td>
<td>$289 Million</td>
</tr>
</tbody>
</table>

**CAPEX Investment By 2021** $2.15 Billion
SC Ports Strategic Plan
For the Next Five Years

Ensure that our Port Works Well

Invest Heavily in Infrastructure
- Existing and New -

Continued Growth of Cargo Base

Drive Intermodal Efficiency

Enhance the Effectiveness of Our Workforce
Hugh K. Leatherman, Sr. Terminal
Harbor Deepening on Track

- Feasibility and Design Phases Completed in Less Than 7 Years
- New Construction Start Achieved June 2017
- $558 Million Project: $287 Million Federal/ $271 Million State
- $300 Million Set Aside by Legislature in 2012 Decisive
- Entrance Channel Contract Let By Army Corps. October 2017
- Envisioned Completion to Wando End 2019
- $17.5 Million in FY2017 Corps Work Plan
- Pressure Must Be Kept for Requisite Federal Funding
The Port is Integral to SC Economic Development
A 2015 study by the University of South Carolina's Darla Moore School of Business concluded that the Port's statewide impact includes:

- $53 billion in annual economic activity
- 187,600 jobs
- $10.2 billion in labor income
- 10% of total annual gross state product
- $912 million in tax revenue

For the full economic study visit:

Inland Ports

We've made a commitment to innovative rail solutions.

- Better serve VIP clients.
- Sticky solutions for discretionary freight.
- Increase intermodal rail utilization.
Results:

Tremendous growth with VIP clients.

Greer from 0 - 125,000 lifts in 3 years.

Trucks off of I-26 and 75% reduction in GHG emissions.

Intermodal rail use up from 12% to 23%.

Intermodal rail volume up 170%.

Building a second inland port in S.C.
Inland Port Greer

- SCPA-owned & operated.
- Served by Norfolk Southern exclusively via the Port of Charleston.
- 212 Miles inland.
- Just off I-85 in Greer, S.C.
- Halfway between Atlanta and Charlotte.
- A catalyst for new investment.
## Inland Port Greer
NS Rail Schedule / Greer, SC

### IMPORTS

<table>
<thead>
<tr>
<th>Day</th>
<th>Charleston Cut-Off</th>
<th>Available @ SCIP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday</td>
<td>Mo 3:30PM</td>
<td>Tu 8:00AM</td>
</tr>
<tr>
<td>Tuesday</td>
<td>Tu 3:30PM</td>
<td>We 8:00AM</td>
</tr>
<tr>
<td>Wednesday</td>
<td>We 3:30PM</td>
<td>Th 8:00AM</td>
</tr>
<tr>
<td>Thursday</td>
<td>Th 3:30PM</td>
<td>Fr 8:00AM</td>
</tr>
<tr>
<td>Friday</td>
<td>Fr 3:30PM</td>
<td>Sa 8:00AM</td>
</tr>
<tr>
<td>Saturday</td>
<td>Sa 12:00PM</td>
<td>Mo 12:00PM</td>
</tr>
<tr>
<td>Sunday</td>
<td>--</td>
<td>--</td>
</tr>
</tbody>
</table>

### EXPORTS

<table>
<thead>
<tr>
<th>Day</th>
<th>SCIP Cut-Off</th>
<th>Available In Charleston</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday</td>
<td>Mo 4:00PM</td>
<td>Tu 4:00PM</td>
</tr>
<tr>
<td>Tuesday</td>
<td>Tu 4:00PM</td>
<td>We 4:00PM</td>
</tr>
<tr>
<td>Wednesday</td>
<td>We 4:00PM</td>
<td>Th 4:00PM</td>
</tr>
<tr>
<td>Thursday</td>
<td>Th 4:00PM</td>
<td>Fr 4:00PM</td>
</tr>
<tr>
<td>Friday</td>
<td>Fr 4:00 PM</td>
<td>Mo 12:00 PM</td>
</tr>
<tr>
<td>Saturday</td>
<td>Sa 4:00PM</td>
<td>Mo 12:00PM</td>
</tr>
<tr>
<td>Sunday</td>
<td>--</td>
<td>--</td>
</tr>
</tbody>
</table>

### NEXT-MORNING SERVICE

- Trains run 6-days/week.
- Import containers available the morning after vessel off-load.
- 7 Days free-time.
- 24/7 Automated gates.
- 11-Minute truck turn time.

**Flexibility & control of variable costs.**
SC Inland Port Greer Volume

FY 2014-2017

- FY2014: 19,512
- FY2015: 199% increase to 58,407
- FY2016: 57% increase to 91,698
- FY2017: 33% increase to 121,761

The chart shows a significant increase in volume over the fiscal years 2014 to 2017.
Estimated 125,000+ lifts for 2017.

South Carolina Inland Port Greer Volume History

- CY 2014 - 42,488
- CY 2015 - 75,016
- CY 2016 - 103,635

- Q4 '13
- Q1 '14
- Q2 '14
- Q3 '14
- Q4 '14
- Q1 '15
- Q2 '15
- Q3 '15
- Q4 '15
- Q1 '16
- Q2 '16
- Q3 '16
- Q4 '16
- Q1 '17
- Q2 '17
- Q3 '17
- Q4 '17
Inland Port Dillon:

- Just off I-95 near Dillon, S.C.
- Harbor Freight soon with 3 million sf.
- CSX served exclusively from Port of Charleston.
- Daily service beginning April 2018.

Plan for rail-served sites underway and CSX is willing to partner.
Inland Port Dillon is a $40 million SCPA commitment.

- $2.6 Million for rail tracks.
- $4.4 Million for RTGs & equipment.
- $10.9 Million for paving/concrete.

CSX investing $5 million in IPD & related.
Service Essentials:

- CSX service only from Charleston 5 days/week.
- 6am-6pm M-F.
- 100% Grounded ops.
- 10,800 feet of track.
- Phase 1 storage capacity of 7,360 containers.
- Adjacent land for chassis & container services + other commercial needs.
Keys To Success

- Must be cost-effective for BCO.
- Ops flexibility (7-days free time).
- Strong anchor clients.
- Relentless sales engagement.
- Two-way business.
- Class 1 commitment.
- Geographic location.

Owned & operated by S.C. Ports Authority
SOUTH CAROLINA PORTS

The world connects here.