



**SOUTH
CAROLINA
PORTS**

**Barbara Melvin
President & CEO**

September 2022



STRATEGIC PRIORITIES & PERFORMANCE METRICS

STRATEGIC PRIORITIES



**SOUTH
CAROLINA
PORTS**



Advance Operational Excellence



Grow and Anchor Our Cargo Base



Deliver Critical Infrastructure

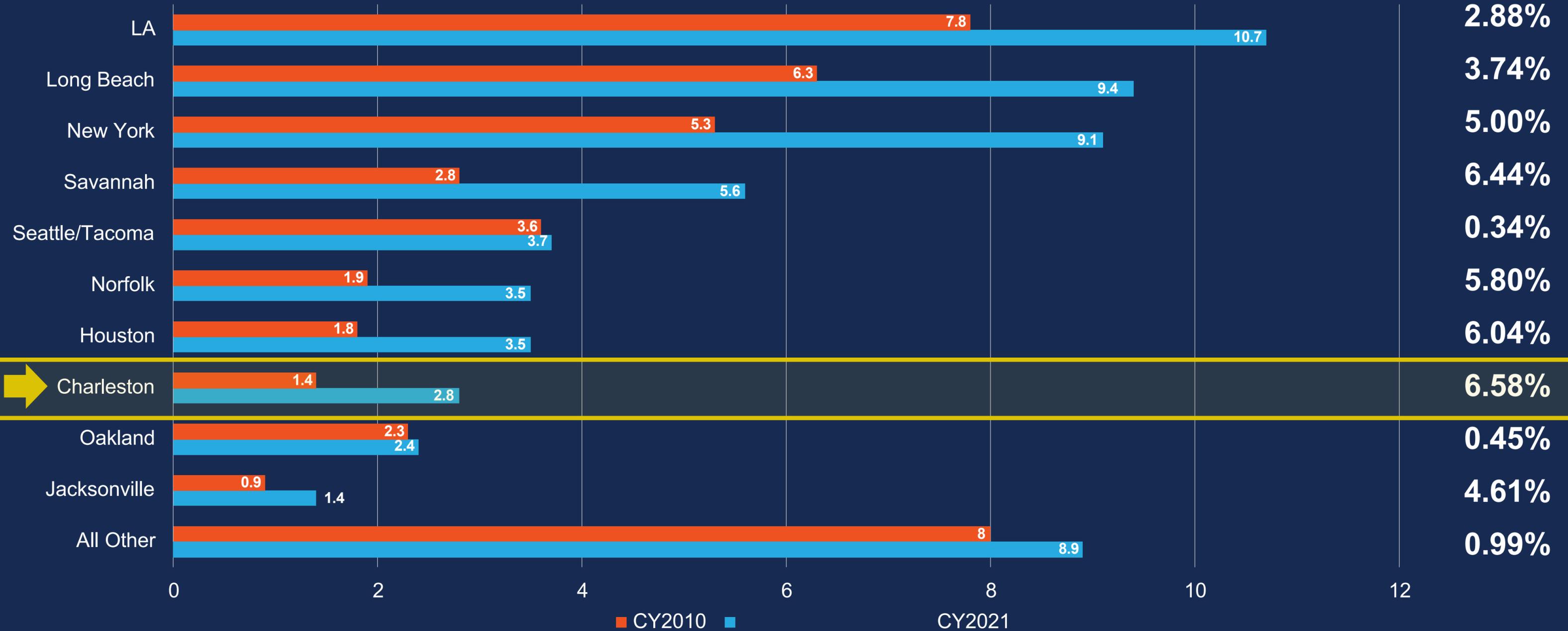


**Care For Our Port Team Members and Maritime
Community Teammates**

2021 TOP 10 US PORTS

TEUs IN MILLIONS

CAGR
2010-2021



TOP 10 US PORTS HANDLE 85% OF US PORT VOLUME.

US CAGR
3.43%

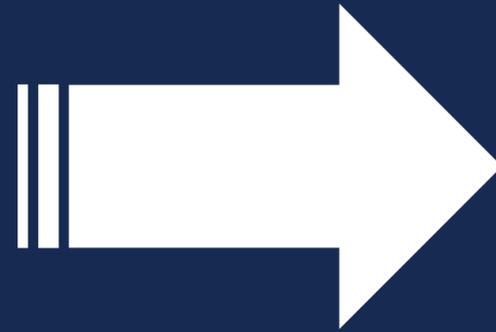
Source: AAPA & individual port websites
2021 Jacksonville reports on FY starting Oct 1

GROW & ANCHOR OUR CARGO BASE

TRANSITION REQUIRED FROM MANUFACTURING TO RETAIL

MANUFACTURING

11%
of US GDP



RETAIL GOODS CONSUMPTION

35%
of US GDP

Doubled our volume
based on advanced
manufacturing

Important to stay focused
on that segment

Growth must come from
retail distribution

Out of step with other
major ports

No time like the
present

Ships go where there is
cargo

THE IMPORTANCE OF EXPORT COMMODITIES

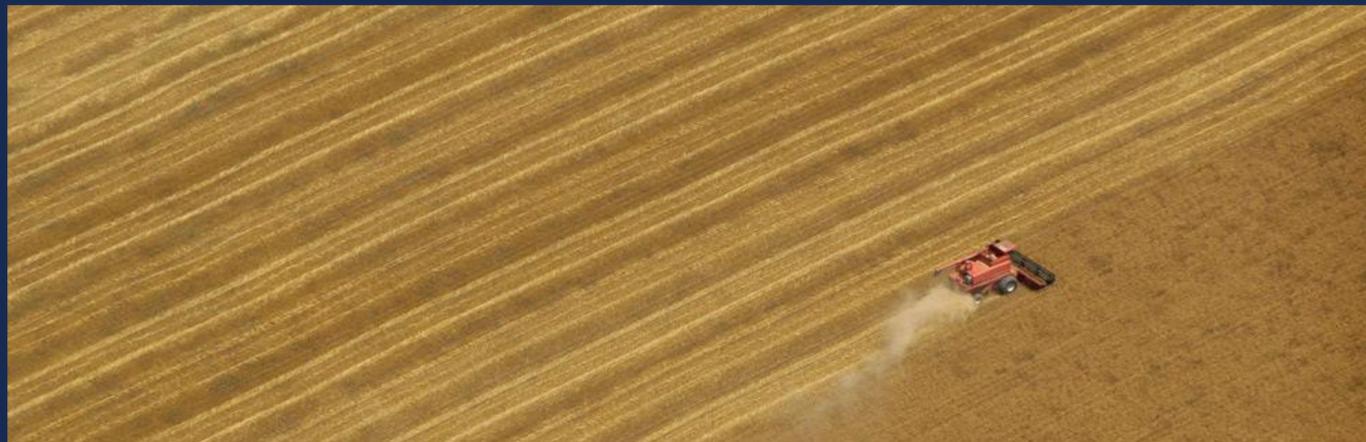
Forest Products

A major regional industry. Variety of products including KLB, printing paper, wood pulp, logs, lumber etc. South Carolina Ports #1 export commodity. 244,000 TEU in CY2019.



Ag Products

A diversified market including DDGs, corn, grains, soybeans, cotton, and others. Solid relationships with key shippers. This business is moving today and growing.



Resin/Plastics

Fast becoming USEC resin pivot point. Already handling 500 rail cars/month of export transload. Solid relationships with key shippers. A proven artery with high growth potential.



DELIVER CRITICAL INFRASTRUCTURE

MAJOR CAPITAL INITIATIVES



Wando Terminal Refurbishment



Leatherman Terminal Phase 1



Harbor Deepening – 52 ft



Inland Ports



SMART POOL™ Chassis Program



Leatherman Terminal Phases 2 / 3

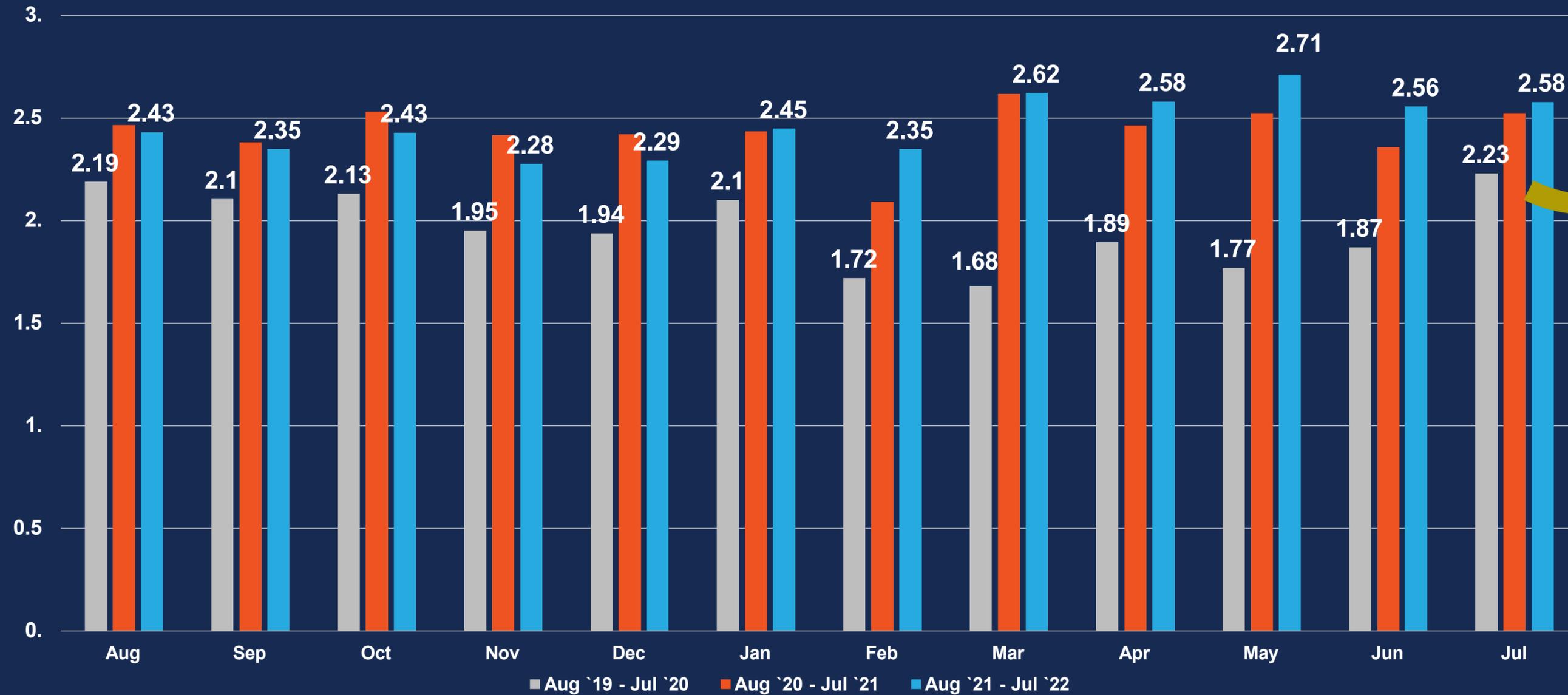


NBIF Intermodal Facility / Wando Barge

SUPPLY CHAIN OUTLOOK

3 YEAR US IMPORT TEU VOLUME IN MILLIONS / AUG 2019 – JUL 2022

16% increase
July 2020 to July 2022



Source: JOC PIERS / IHS MARKIT

FY2022 YTD VOLUME RESULTS

FOR PERIOD ENDING JUNE 30, 2022

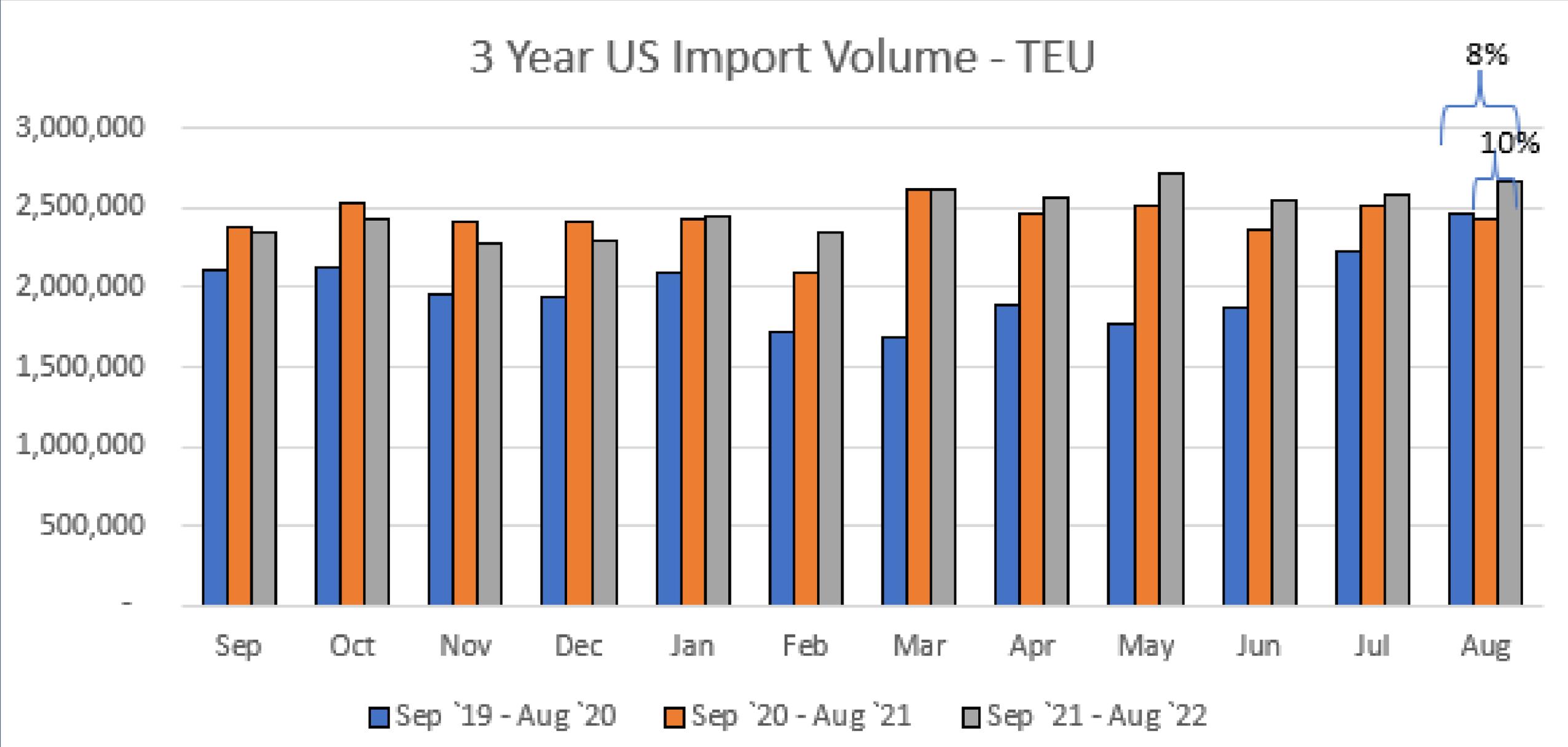
Statistics	FY2022	FY2022 Plan	FY2021
Pier Containers	1,582,954	1,475,000	1,418,865
Charleston Breakbulk Tons	880,159	786,115	807,520
Inland Port Greer - Rail Moves	151,261	160,000	157,842
Inland Port Dillon - Rail Moves	26,019	38,000	34,987
Passengers	123,336	116,955	0
Vehicles	219,712	252,489	253,983

US Imports by Port YOY - TEU			
	Sep `20 - Aug `21	Sep `21 - Aug `22	▲
LOS ANGELES	5,585,932	5,214,173	-7%
NEW YORK	4,507,339	4,876,992	8%
LONG BEACH	4,620,638	4,516,861	-2%
SAVANNAH	2,703,912	2,899,505	7%
HOUSTON	1,535,642	1,863,938	21%
NORFOLK	1,487,691	1,681,327	13%
CHARLESTON	1,193,723	1,380,229	16%
OAKLAND	1,058,208	973,958	-8%
VANCOUVER BC	1,005,183	950,925	-5%
SEATTLE	724,716	689,292	-5%
TACOMA	766,811	661,996	-14%
MIAMI	567,663	546,962	-4%
BALTIMORE	504,732	476,550	-6%
PHILADELPHIA	400,032	444,315	11%
PT EVERGLADES	347,683	395,342	14%
JACKSONVILLE	324,830	296,107	-9%
MOBILE	250,185	279,234	12%
SAN JUAN	231,791	216,932	-6%
WILMINGTON DE	193,567	183,315	-5%
CHESTER PA	143,322	150,918	5%
PT HUENEME	98,312	132,397	35%
NEW ORLEANS	132,708	121,793	-8%
WILMINGTON NC	124,962	113,964	-9%
GULFPORT	83,031	94,842	14%
TAMPA	86,546	88,005	2%
MANATEE	66,877	84,942	27%
SAN DIEGO	77,146	78,744	2%
PORTLAND OR	31,336	72,457	131%
BOSTON	114,215	70,995	-38%
FREEMPORT TX	32,239	41,150	28%
All Other	185,183	232,911	26%
Grand Total	29,186,157	29,831,072	2%

GENERAL OVERVIEW

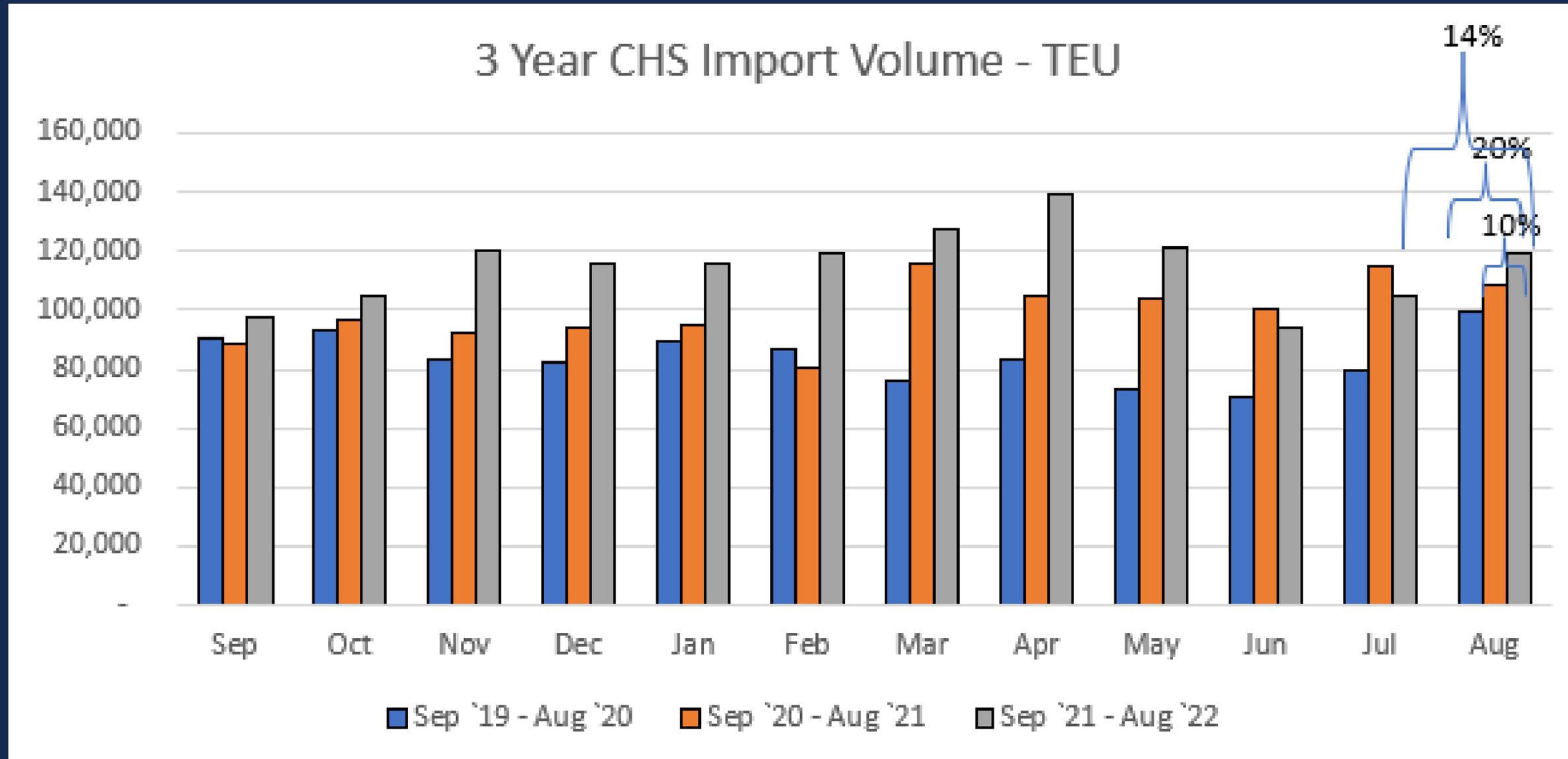
- The past 12 months of US imports (Sep'21-Aug'22) are 2% higher than the same period last year and 25% higher than 2 years ago.
- West Coast ports show a continued declining trend. We have observed a decrease for the past 12 months of 5% collectively in West Coast port import volume. When looking at the past 12 months, major west coast ports handled 44% of US imports compared to almost 50% for the 12 months previous.
- At 16%, Charleston experienced the highest growth of East Coast ports for the YoY 12-month comparison, however, when looking at actual TEU volumes NY/NJ and HOU had the highest growth overall, each with more than 300,000 TEUs.
- Given the sudden congestion NY/NJ and HOU have been experiencing one could question if this is a temporary shift of West Coast volume or a more sustained change.
- Overall, the trend of more volumes moving via the East Coast will continue to follow population growth. Our belief is a 50/50 split West Coast, East and Gulf Coast for Asia freight.

US BY MONTH



▪ Looking at just the month of August, US Imports were up 10% compared to August 2021.

CHARLESTON BY MONTH



- Charleston was up 10% compared to August 2021 and 20% compared to August 2020.

US Imports by Region YOY - TEU				US Imports by Region MOM - TEU			
	Sep `20 - Aug `21	Sep `21 - Aug `22	▲		202108	202208	▲
NE ASIA	15,186,145	15,547,746	2%	NE ASIA	1,257,128	1,380,746	10%
SE ASIA	4,795,131	4,804,494	0%	SE ASIA	389,198	458,156	18%
N EUROPE	2,360,135	2,390,022	1%	N EUROPE	181,622	207,116	14%
MED	1,783,253	1,814,701	2%	MED	147,555	171,666	16%
I S C	1,361,597	1,526,529	12%	I S C	116,512	127,529	9%
CENTRAL AM	1,231,435	1,273,095	3%	CENTRAL AM	107,516	101,804	-5%
WC SOUTH AM	753,613	771,804	2%	WC SOUTH AM	66,458	69,117	4%
EC SOUTH AM	600,566	560,274	-7%	EC SOUTH AM	50,454	48,186	-4%
CARIBBEAN	337,966	346,858	3%	OTHER	36,056	27,571	-24%
OTHER	233,993	235,345	1%	CARIBBEAN	30,661	22,504	-27%
OCEANIA	185,155	201,026	9%	MID EAST	17,810	16,937	-5%
MID EAST	206,192	194,101	-6%	AFRICA	13,554	16,554	22%
AFRICA	150,976	165,078	9%	OCEANIA	15,765	16,171	3%
Grand Total	29,186,157	29,831,072	2%	Grand Total	2,430,290	2,664,058	10%

CHS Imports by Region YOY - TEU				CHS Imports by Region MOM - TEU			
	Sep `20 - Aug `21	Sep `21 - Aug `22	▲		202108	202208	▲
NE ASIA	397,180	494,228	24%	NE ASIA	41,824	45,408	9%
N EUROPE	331,756	347,892	5%	N EUROPE	27,221	30,437	12%
SE ASIA	193,533	223,392	15%	SE ASIA	14,693	22,358	52%
I S C	100,693	119,830	19%	I S C	9,874	6,993	-29%
MED	51,129	66,049	29%	MED	4,184	5,196	24%
EC SOUTH AM	45,329	47,065	4%	WC SOUTH AM	2,583	2,857	11%
WC SOUTH AM	24,917	29,535	19%	EC SOUTH AM	4,218	2,481	-41%
MID EAST	13,063	16,130	23%	AFRICA	1,281	1,184	-8%
AFRICA	18,193	14,601	-20%	MID EAST	1,220	793	-35%
OCEANIA	8,938	10,109	13%	CENTRAL AM	653	793	21%
CENTRAL AM	7,713	8,783	14%	OCEANIA	958	582	-39%
CARIBBEAN	747	2,488	233%	CARIBBEAN	105	295	182%
OTHER	531	126	-76%	OTHER	12	3	-75%
Grand Total	1,193,723	1,380,229	16%	Grand Total	108,824	119,381	10%

BY TRADELANE

- ISC imports to the US grew 12% while the majority of other trade lanes were relatively flat. This can be attributed mainly to solar panel imports.
- For the past 12 months, Charleston volume grew from this region but in the last month-over-month comparison Charleston volume has suffered from the omission of ISC services.
- The outlook is still positive as vessel omissions are coming to an end.

US BY COMMODITY

US Imports by Commodity YOY - TEU			
	Sep `20 - Aug `21	Sep `21 - Aug `22	▲
FURNITURE SPORTING GOODS TOYS	5,218,613	4,899,886	-6%
FOODSTUFFS AND BASIC AGRICULTURAL MATERIALS	3,987,519	4,049,359	2%
YARNS FIBRES TEXTILES APPAREL	2,845,274	3,042,128	7%
MACHINERY PARTS	2,901,493	2,731,840	-6%
TIRES UNFINISHED RUBBER PLASTIC PRODUCTS	2,173,115	2,383,331	10%
HARDWARE LIGHTING MISC METALWARE	2,082,724	1,942,588	-7%
CHEMICALS	1,522,727	1,527,228	0%
MINERAL PRODUCTS INCL COAL TILES GLASS	1,383,330	1,419,039	3%
FOREST PRODUCTS	1,409,687	1,327,136	-6%
ELECTRIC AND ELECTRIC GOODS	1,349,710	1,253,842	-7%
VEHICLES BOATS AIRCRAFT	1,061,087	1,191,155	12%
FOOTWARE GLOVES BAGS	842,216	980,645	16%
MISCELLANEOUS	525,524	681,449	30%
OTHER	226,189	643,223	184%
MISC ITEMS JEWELRY COMBS ARTS CRAFTS	495,373	574,378	16%
METALS INCLUDING PRIMARY SHAPES	542,325	559,698	3%
INSTRUMENTS PHOTO GOODS	376,403	383,076	2%
PLASTIC FILMS SHEETS FOAM SPONGES	182,418	179,229	-2%
ORES CONCENTRATES	60,429	61,842	2%
Grand Total	29,186,157	29,831,072	2%

- Beginning in late spring, the US has experienced a decrease in retail goods for the home (-6% YoY).

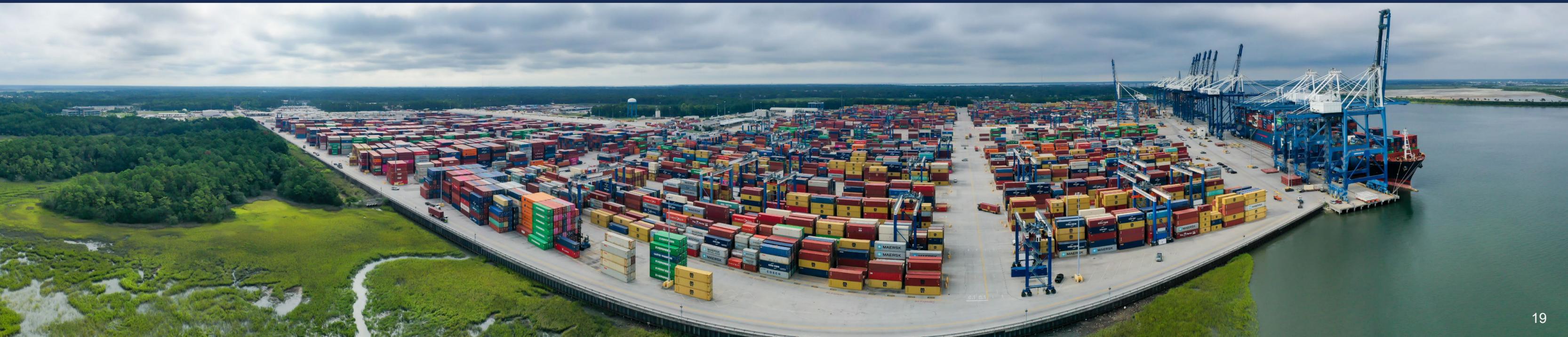
CHARLESTON BY COMMODITY

CHS Imports by Commodity YOY - TEU			
	Sep `20 - Aug `21	Sep `21 - Aug `22	▲
FURNITURE SPORTING GOODS TOYS	149,492	189,691	27%
MACHINERY PARTS	165,222	174,249	5%
YARNS FIBRES TEXTILES APPAREL	130,519	144,381	11%
CHEMICALS	115,973	127,825	10%
TIRES UNFINISHED RUBBER PLASTIC PRODUCTS	105,322	124,730	18%
VEHICLES BOATS AIRCRAFT	97,990	113,384	16%
HARDWARE LIGHTING MISC METALWARE	91,087	96,904	6%
FOREST PRODUCTS	69,344	68,847	-1%
FOODSTUFFS AND BASIC AGRICULTURAL MATERIALS	53,340	63,265	19%
MINERAL PRODUCTS INCL COAL TILES GLASS	47,281	53,506	13%
OTHER	24,104	44,754	86%
ELECTRIC AND ELECTRIC GOODS	34,398	37,498	9%
FOOTWARE GLOVES BAGS	22,555	30,635	36%
METALS INCLUDING PRIMARY SHAPES	24,742	27,337	10%
MISCELLANEOUS	17,672	26,693	51%
MISC ITEMS JEWELRY COMBS ARTS CRAFTS	12,422	22,675	83%
PLASTIC FILMS SHEETS FOAM SPONGES	15,332	15,698	2%
INSTRUMENTS PHOTO GOODS	13,315	14,581	10%
ORES CONCENTRATES	3,612	3,578	-1%
Grand Total	1,193,723	1,380,229	16%

- Charleston has experienced an increase of 27% in retail goods for the home.
- This is indicative of the WC to EC shift as well as new volumes from the local retail DCs that have commenced operations in Charleston (Walmart, Amazon transload, etc.).
- We believe the Furniture/SportingGoods/Toys commodity group will continue to experience lower volumes due to current excess inventory and growing inflation which has a negative affect on spending for non-essential goods.
- OTHER, which is primarily solar panels, continues to be the highest performer in the US as well as Charleston.

ALL SIGNS ARE POSITIVE

- + Population Growth and the ability to manufacture and grow forest and agricultural products advantage the Southeast and allow for 2x the national port market growth (6% vs. 3%)
- + South Carolina has invested significantly in freight infrastructure, road and rail, creating capacity to handle this continued growth
- + There is a strong business climate in South Carolina
- + Given the lack of import distribution warehouse space in the US (300m – 800m sq feet short), there is significant opportunity to attract import retailers
- + Our deep harbor allows for first-in and last-out ocean carrier calls advantaging our ability to attract discretionary rail cargo and handle heavy export cargo





**SOUTH
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THE WORLD CONNECTS HERE

THANK YOU