



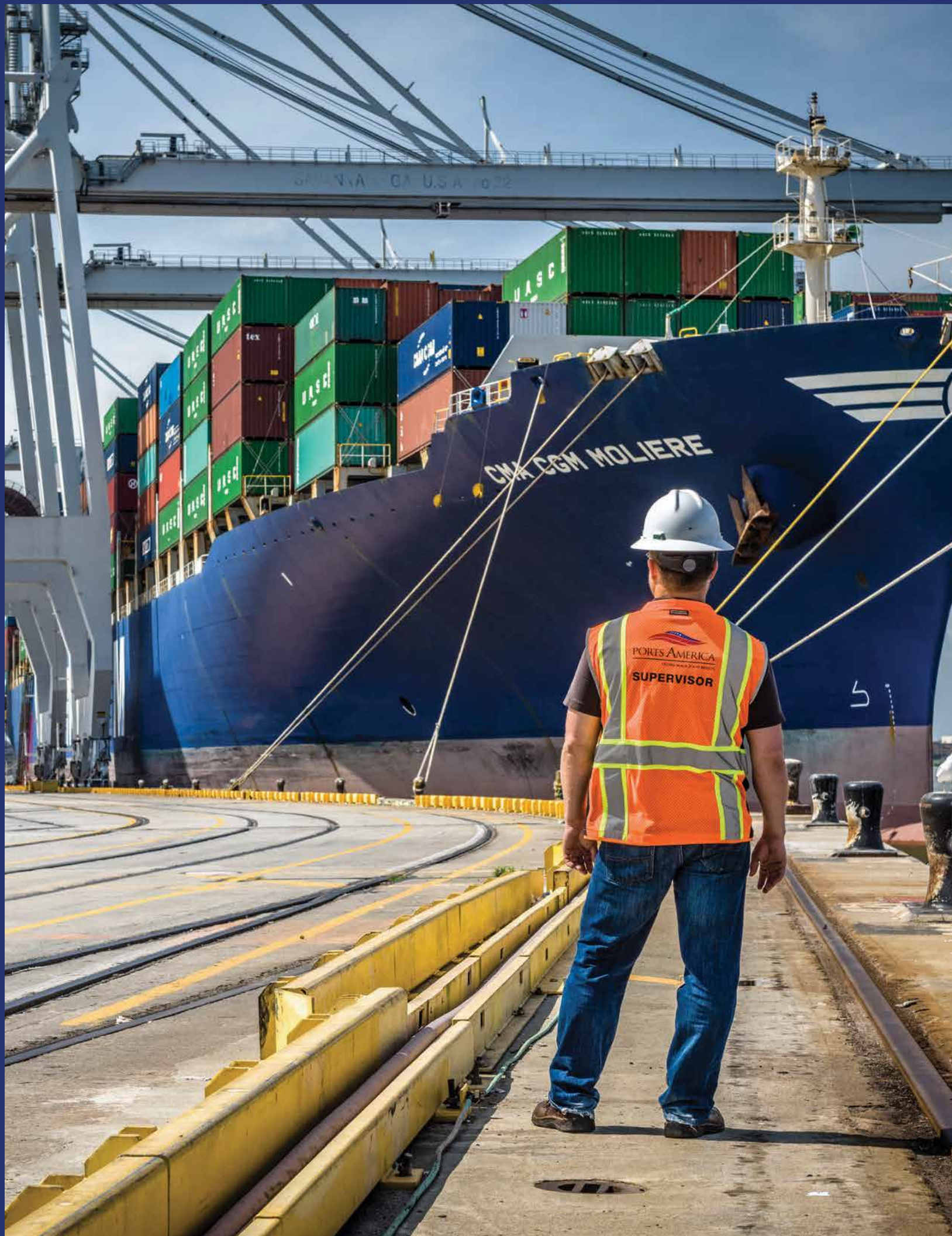
# PORTS AMERICA

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GLOBAL REACH. LOCAL RESULTS.







## CREATING VALUE THROUGHOUT

*Ports America is the largest independent marine terminal operator and stevedore company in the United States, serving more than 42 ports and 80 locations. With nearly a century of experience, we are your local terminal operations expert with global reach.*

We provide a comprehensive network of stevedoring, terminal operations and cargo-handling services for all major cargoes, including containers, automobiles, perishables, steel, forest products, general, bulk, rolling stock (RoRo), yachts, special projects and sensitive cargoes.

Our expertise extends to cruise terminal operations and support, intermodal transportation connections, and maintenance and repair services. Annually, we've managed 13.4 million TEU, 10 million tons of successfully managed general cargo, 2.5 million vehicles and 1.7 million cruise ship passengers.

The foundation of our success lies in our commitment to investing in every project we take on. We invest in our employees and labor force through ongoing training. We invest in our

operations, committing to major infrastructure improvements to meet our clients' needs. And we're constantly anticipating industry changes, investing in new equipment, management approaches and information technology.

The Ports America advantage lies in the our ability to provide value in an increasingly interconnected global economy.

Our customers benefit from partnering with us:

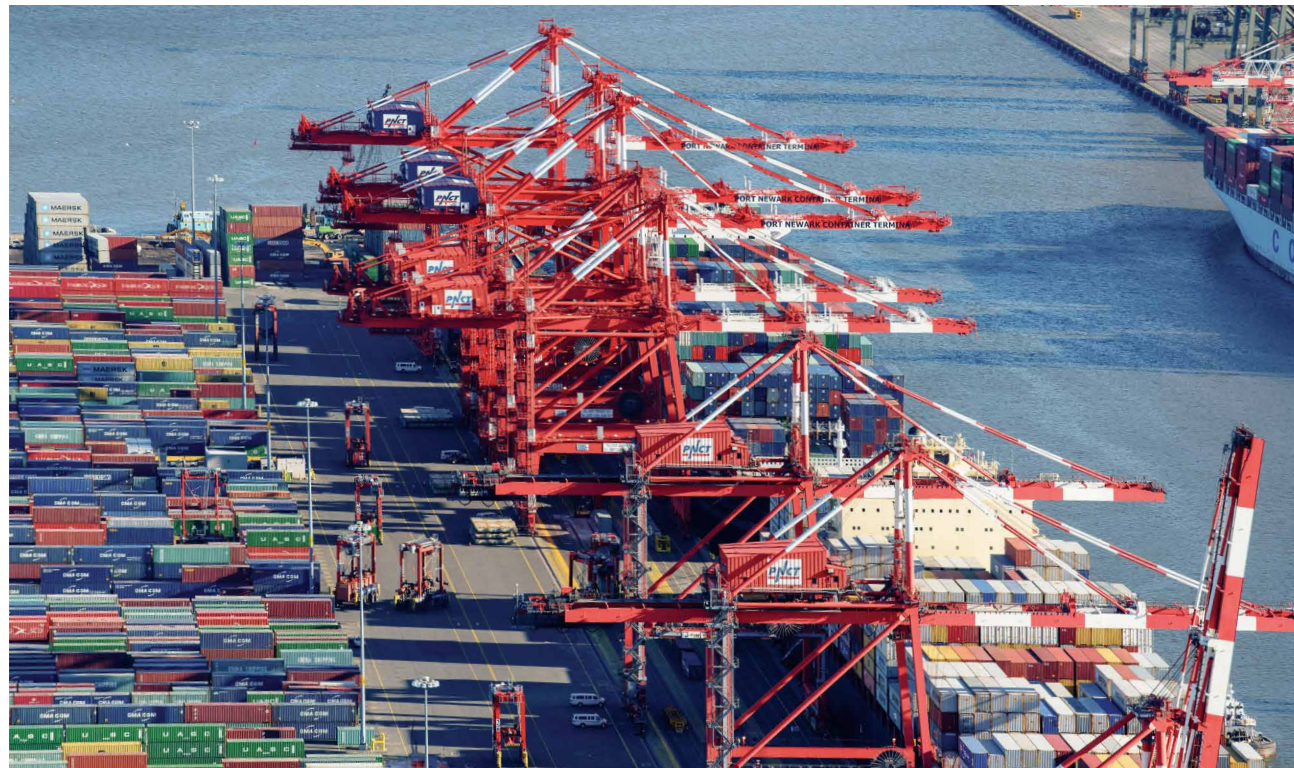
- *Experienced in terminal efficiency and productivity*
- *Multi-port solutions provider*
- *Consistency in service throughout all locations*
- *Digitization as a key driver for customer value creation*
- *Continuous Improvement approach*

*We handle projects of every scale and scope.*



# OUR CAPABILITIES

↳ Growth and efficiency in shipping depends upon the ability to adapt. Finding ways to evolve is at the heart of everything we do at Ports America. We continuously invest in innovative and specialized equipment and infrastructure. And we collaborate with customers to rethink how cargo is handled and how the industry can prepare for the ever-changing and demanding transportation environment.



## Containers

Ports America is the leading container terminal operator in the United States, handling approximately 13.4 million TEU annually. Ports America, through its legacy companies, has been an innovator and pacesetter in the containerized marine transportation landscape.

Our commitment to remaining the leader in this area means that we invest in the resources, innovation and technology to provide maximum value to our customers.



## Breakbulk/General, Bulk & Heavy Lift/Project Cargo

Handling non-containerized cargo safely and efficiently requires a level of expertise only a few terminal operating companies can deliver consistently. Our workforce is highly trained and experienced specialists in the full range of materials, from heavy lifts to delicate, sensitive cargoes.

Ports America's coverage spans all three U.S. coasts. Our multipurpose facilities offer large covered and open storage areas and are strategically located near major highways and railways. We constantly investigate advanced cargo production and handling techniques that improve operations beyond the traditional methods of the past, including creating custom equipment, delivering on-dock CFS services and reducing cycle time.

*Our damage-free and reduced lost-time record is one of the lowest in the industry.*



### BREAKBULK/GENERAL CARGO

- Bags
- Crates
- Forest Products
- Munitions
- Palletized Goods
- PL480 Cargo
- Refrigerated Products
- Rolling Stock
- Steel (all types)
- Super Sacks

### HEAVY LIFT/PROJECT CARGO

- Military Equipment
- Non-mobile & Mobile Equipment
- Refinery Equipment
- Transformers
- Windmill Components

### BULK

- Ceramic Proppant
- Dry Bulk Cement & Blast Sand
- Urea
- Grain
- Raw Sugar
- Rubber
- Vegetable Oil

### SPECIALTY/OTHER

• Our services often go beyond the handling of the items included in this list. If you have questions regarding specialty cargo, please contact us today.



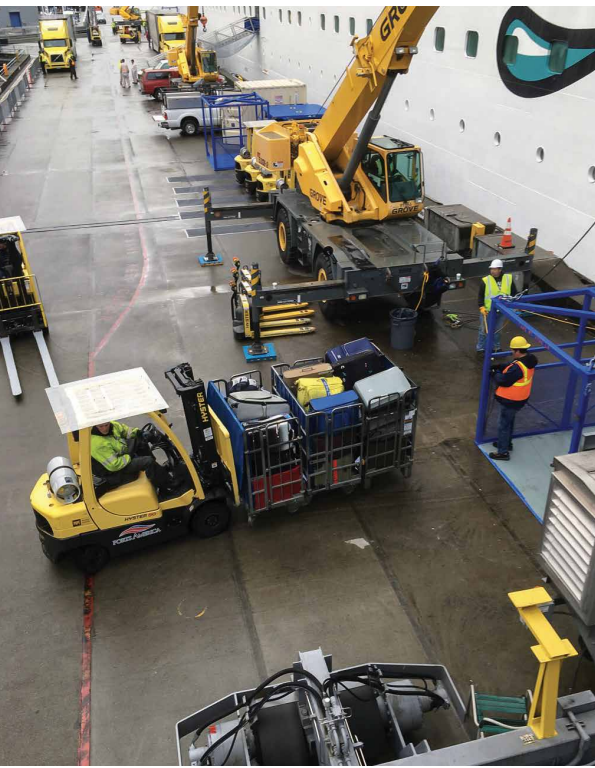


**Cruise**

The world's most prestigious cruise lines rely on Ports America for our cruise terminal management and stevedoring services. Our experience and infrastructure investment allows us to be prepared for the cruise industry's explosive growth. Our cruise terminals are poised to handle increased sailings, higher passenger volumes and the ever-evolving size of cruise ships.

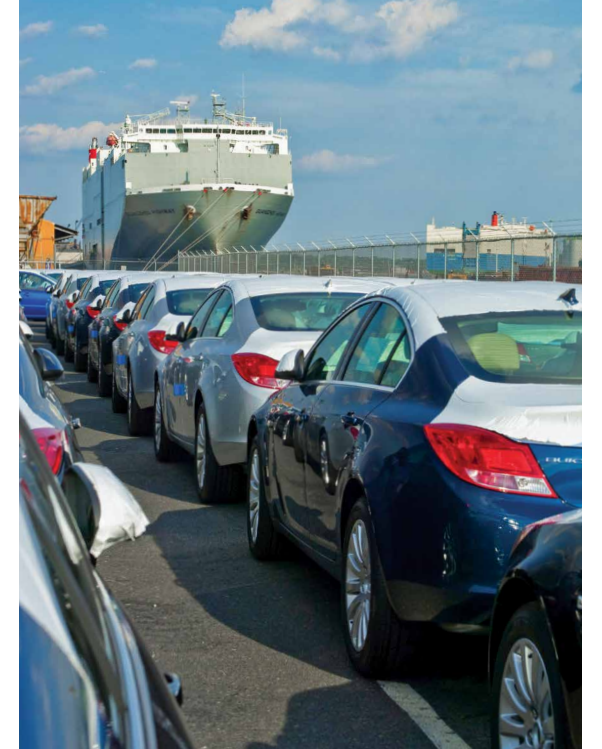
The quality of service throughout our cruise operations network is unmatched. Our commitment is on ensuring a high level of customer satisfaction and experience. And we hold an on-time sailings record of 100 percent.

*We achieve high ratings from cruise passengers for our terminal service and baggage handling.*



**Roll On/Roll Off  
Cargoes & Automobiles**

Ports America is committed to moving our customer's cargo safely, efficiently, and damage free. We've received numerous quality awards due to low damage frequency and innovative processes that reduce risk and improve productivity. Our management team partners regularly with labor, Port Authorities, customers and manufacturers to develop useful solutions to ongoing challenges. Our focus is consistent—continuously improve safety, efficiency, and quality.





# PUBLIC-PRIVATE PARTNERSHIPS

↳ At Ports America, our approach is to partner with Port Authorities and communities to invest and deliver infrastructure necessary for long term economic development.

Ports America is a leader in forming public-private partnerships (PPP) and negotiating long-term concessions with port authorities. Our advantage lies in having the vision and experience to guide and support ports and related businesses, helping them grow, improve productivity and create greater value.

↳ We're a leader in port infrastructure investment.

Our partnership approach is a strategic one—customize our services to accommodate the unique needs of clients, from full-range to niche operations. Ports America has years of experience operating, financing, maintaining and improving port facilities. That experience is founded on meeting the intricate and varied requirements of the more than 80 terminals we operate.

## Why partner with Ports America?

- We understand CAPEX financing and have strong relationships with global equipment manufacturers.
- We offer a complete development solution, including design, construction management, equipment procurement, bid tendering, cost engineering and management of terminal operations.
- Our Shared Services Center works transparently, providing IT, billing, accounts receivable, order processing and more under one platform.
- We maintain close relationships with local, state and federal governments, port authorities, and financial partners.



## OUR OPERATING MODELS:

### Concessions

- Negotiate exclusive operational rights
- Manage commercial agreements and pricing
- Invest in large scale terminal improvements
- Create long-term port authority partnerships
- Manage all labor operations

### Joint Ventures

- Provide a full suite of services, including stevedoring, terminal management, IT, M&R and equipment services
- Decades of experience building port authority relationships
- Manage all joint venture labor operations

### Stevedoring

- Manage all terminal operations and labor
- Largest US employer of longshoremen





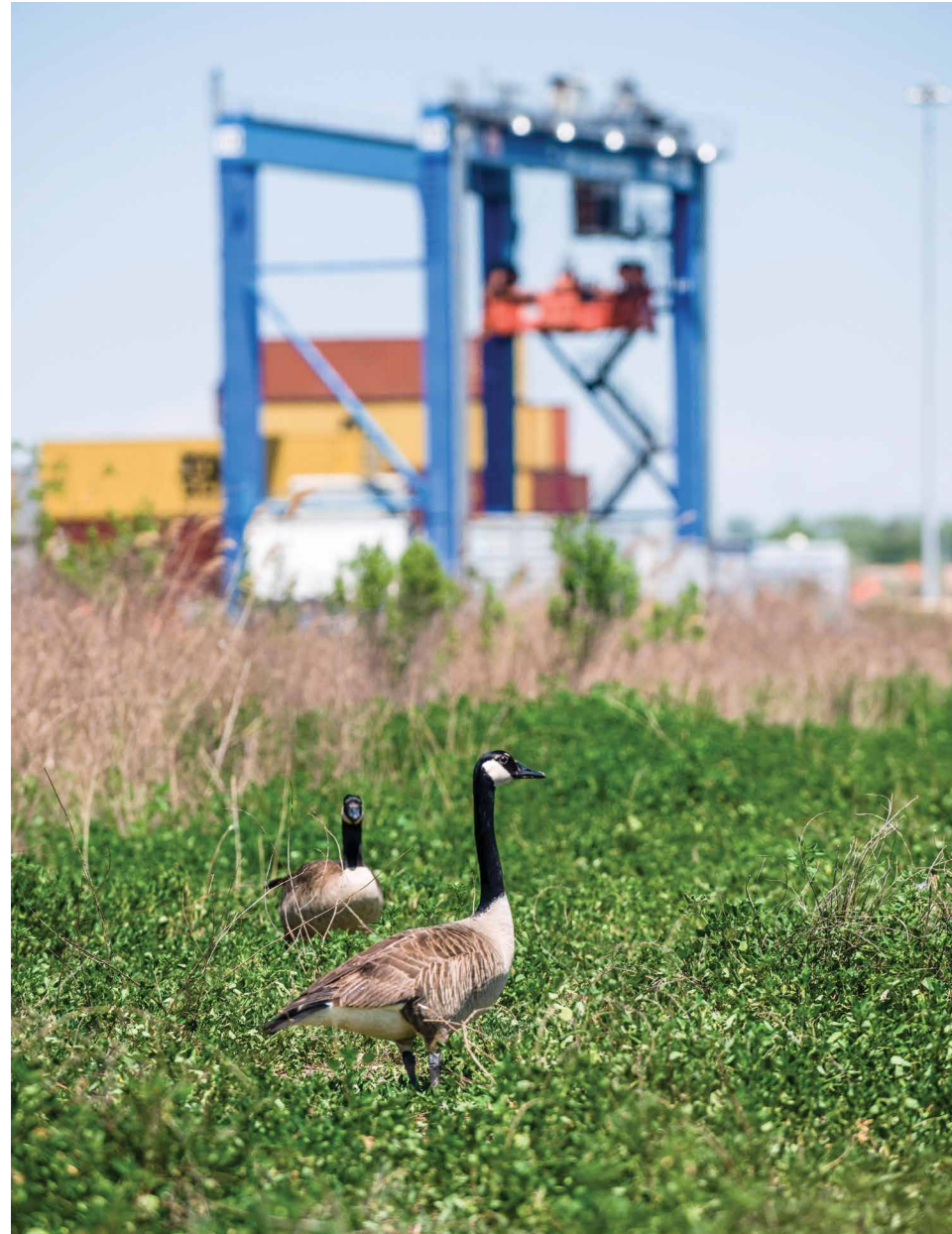
# SAFETY & THE ENVIRONMENT

↳ At Ports America, we're committed to excellence in health and safety throughout our operations, from our employees and environment, to our damage-free cargo operations.

The health and safety of the work environment, whether in the offices, on the docks or on vessels, is of utmost importance. Performance is monitored by senior management and reinforced with written safety standards, internal audits and ongoing, company-wide safety training and improvement programs.

We have a strong history of working in tandem with port authorities and labor to create productive work environments that set the bar for safety. Every Ports America employee is empowered to identify and report or correct every safety issue.

And we're proud leaders in damage prevention, as evidenced from our many awards and recognitions. The key to our safety success is the relationships we build between dedicated management, staff and labor teams. Together we establish performance indicators and benchmarks that keep everyone focused on the care and attention our customers' cargo deserves.



↳ Nothing is more valuable than the health, wellness and safety of our employees and their families.



## Our Zero Harm Policy:

- 1 All accidents and injuries are preventable.
- 2 No environmental damage is acceptable.
- 3 Nothing is more valuable than the health, wellness and safety of our employees and their families.
- 4 Safety leadership results in more productive employees and more efficient and productive operations.

**S.A.F.E. ★ P.O.R.T.S.**

SAFE ACTIONS FOR EVERYONE

PRACTICE, OBSERVE, REMEMBER, THINK, SAFETY

There is no tolerance for any unsafe condition or behavior.



# INFORMATION TECHNOLOGY

↳ In this ever-changing industry, smart use of technology and the ability to turn data into information are keys to productivity and supply chain performance. At Ports America we've built our business on the belief that to be competitive we must stand at the forefront of technology and information management. Which is why our information systems are among the best in the industry.

We design IT solutions that are both agile and flexible to fit local customer needs on a global, scalable IT platform. We leverage advanced analytics and machine learning to turn massive data into insights, and enable continuous improvement in operational performance, safety, and customer experience.



## The suite of end-to-end, fully-integrated solutions include:

Terminal-Operating Systems (TOS) integrated with equipment position systems, OCRs, gate management systems, and other advanced technologies for efficient container terminal operations.

Dockworks as a leading edge TOS for non-container operations, including Breakbulk, AutoRoRo and Cruise.

State-of-the-art safety management system to enable industry leading safety and quality performance.

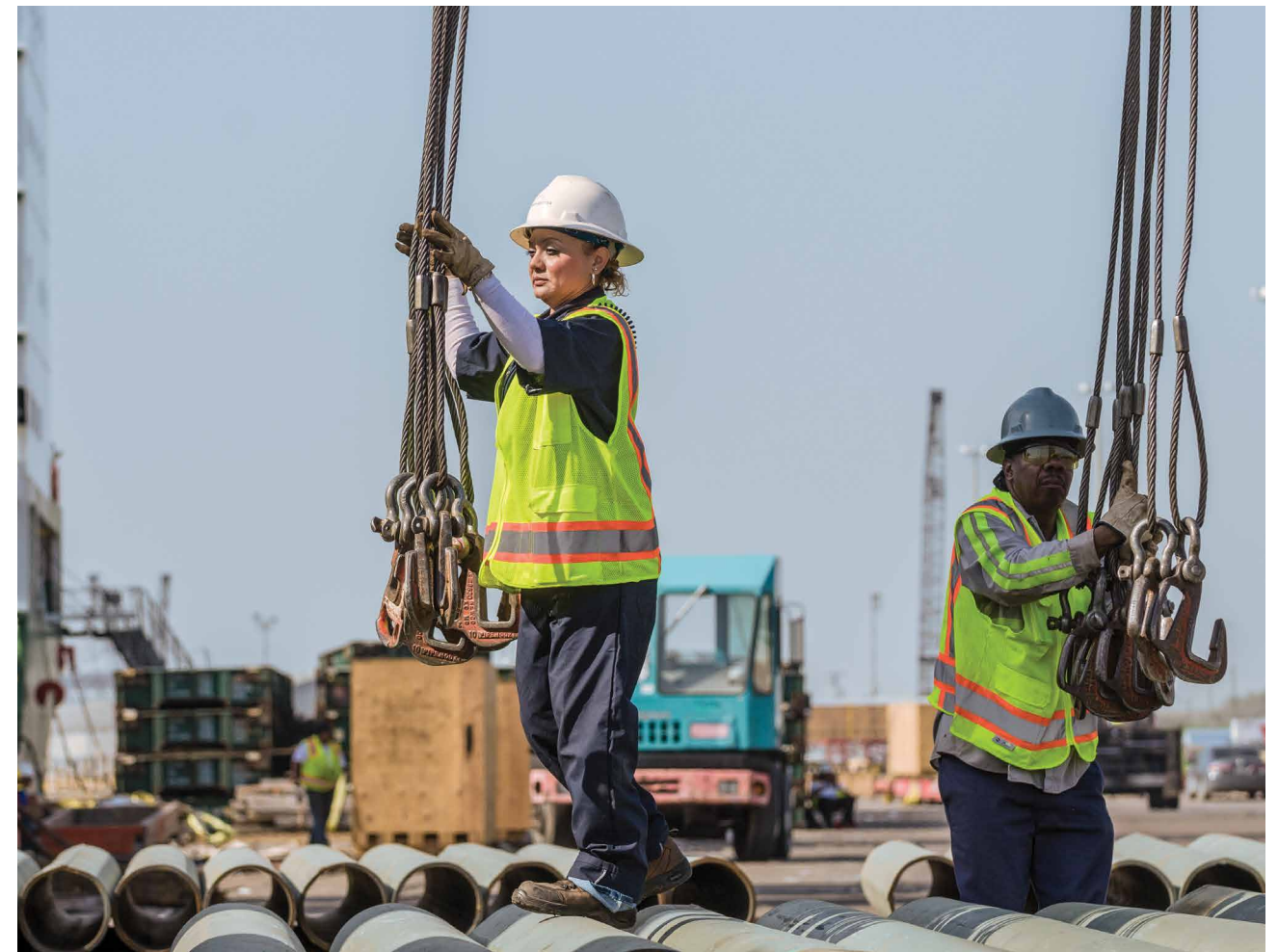
Fully integrated maintenance and repair solutions ensure terminal equipment's availability and performance.

Innovative customer facing web portal, mobile apps, and EDI solutions provide multi-channel, real-time supply chain visibility and data exchanges for customers.

Advanced data warehouse and business intelligence solutions enable integrated information management.

# CONTINUOUS IMPROVEMENT

↳ At Ports America, we never settle. We understand that in today's rapidly changing and competitive environment, it is necessary to have a clear focus on ensuring our operations and services are constantly improving.



At Ports America, Process Excellence is based on Lean Six Sigma principles and methodologies. This creates an environment of continuous improvement and innovation that benefit both customer and company needs. The key is to

understand what customers require and then finding the most efficient way to deliver value within the time-frame and quality they expect.





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