



SOUTH CAROLINA PORTS

JUNE 2023

BARBARA MELVIN
PRESIDENT & CEO



STRATEGIC PRIORITIES & PERFORMANCE METRICS

STRATEGIC PRIORITIES



Advance Operational Excellence



Grow and Anchor Our Cargo Base



Deliver Critical Infrastructure



Care For Our Port Team Members and Maritime Community Teammates

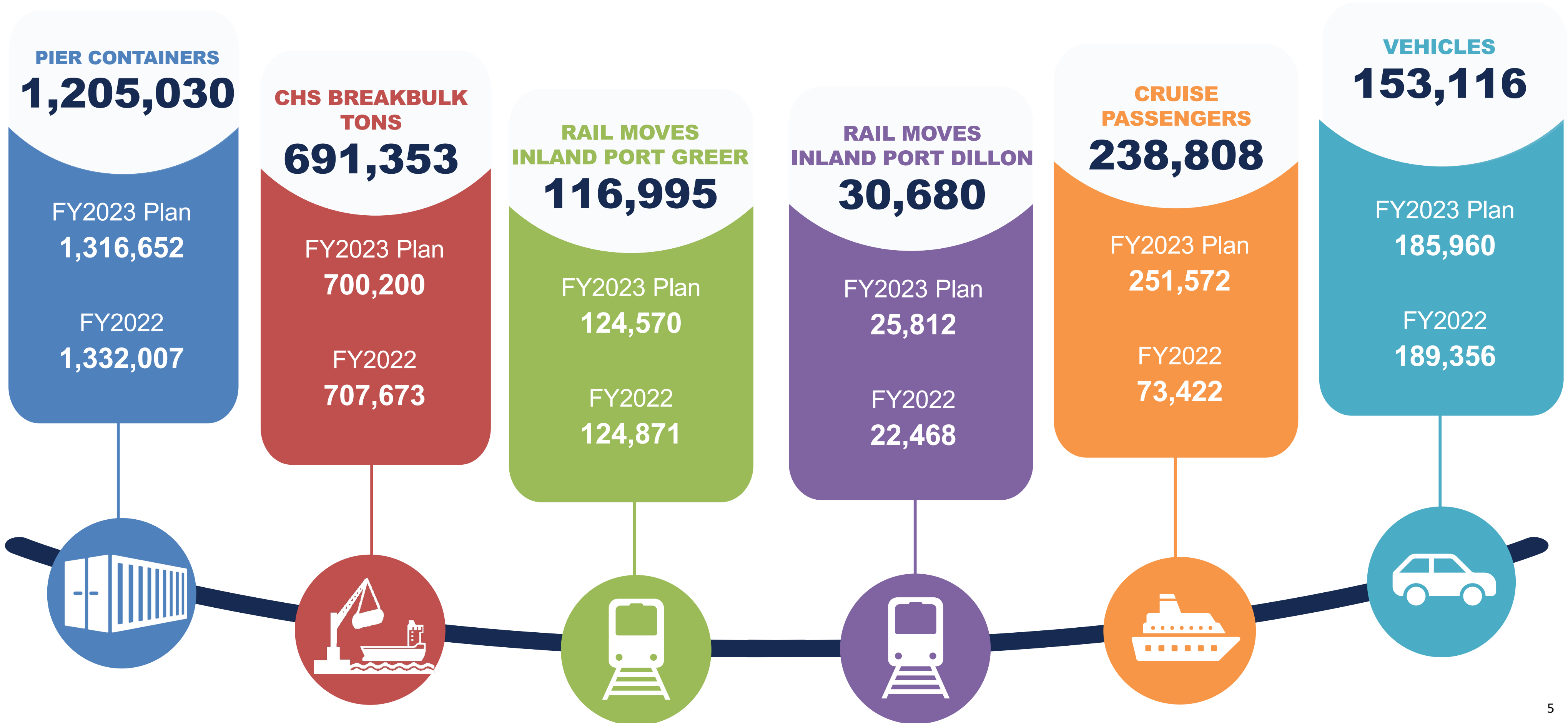
INVESTING IN CAPACITY & GROWING SHARE

- More than \$3B of capital investment in 15 years
- Advanced manufacturing successes continue in South Carolina - EV, Solar
- Retail successes continue providing international and domestic opportunities for growth
- Transload opportunities provide strong examples to grow intermodal market shares
- The Southeast will continue to grow at 2x the US port market



SC PORTS 2023 FYTD VOLUME RESULTS

FOR PERIOD ENDING APRIL 30, 2023



\$63.4 B
ANNUAL ECONOMIC IMPACT

1 IN 10
JOBS SUPPORTED

\$1.1 B
ANNUAL TAX REVENUE



ECONOMIC IMPACT

UPSTATE \$32.8 Billion (51.8%) Total Jobs: 116,561
MIDLANDS \$15.5 Billion (24.6%) Total Jobs: 55,346
LOWCOUNTRY \$7.8 Billion (12.3%) Total Jobs: 27,781
PEE DEE \$7.1 Billion (11.3%) Total Jobs: 25,275

PORT-DEPENDENT BUSINESSES
with recent SC Investments

Walmart	SOLVAY	Nestlé	DHL	BASF	Malouf	
GENERAC	Westinghouse	Tyson	SolarGen	nephron		
RAY-MONT LOGISTICS	ARGENTS	DAYE	APEX	DESIGNHOUSE		
	QVC					

THE STATE OF SOUTH CAROLINA IS GROWING!

RECORD INVESTMENTS IN 2022



14,083
JOBS

120
PROJECTS

TOP 10 STATE ANNOUNCEMENTS IN 2022

REDWOOD MATERIALS
\$3.5 Billion

BMW MANUFACTURING
\$1.7 Billion

ENVISION AESC
\$810 Million

NUCOR CORPORATION
\$425 Million

KONTROLMATIK TECHNOLOGIES
\$279 Million

GREENIDGE SOUTH CAROLINA
\$264 Million

BOSCH – DORCHESTER CO.
\$260 Million

BOSCH – ANDERSON CO.
\$200 Million

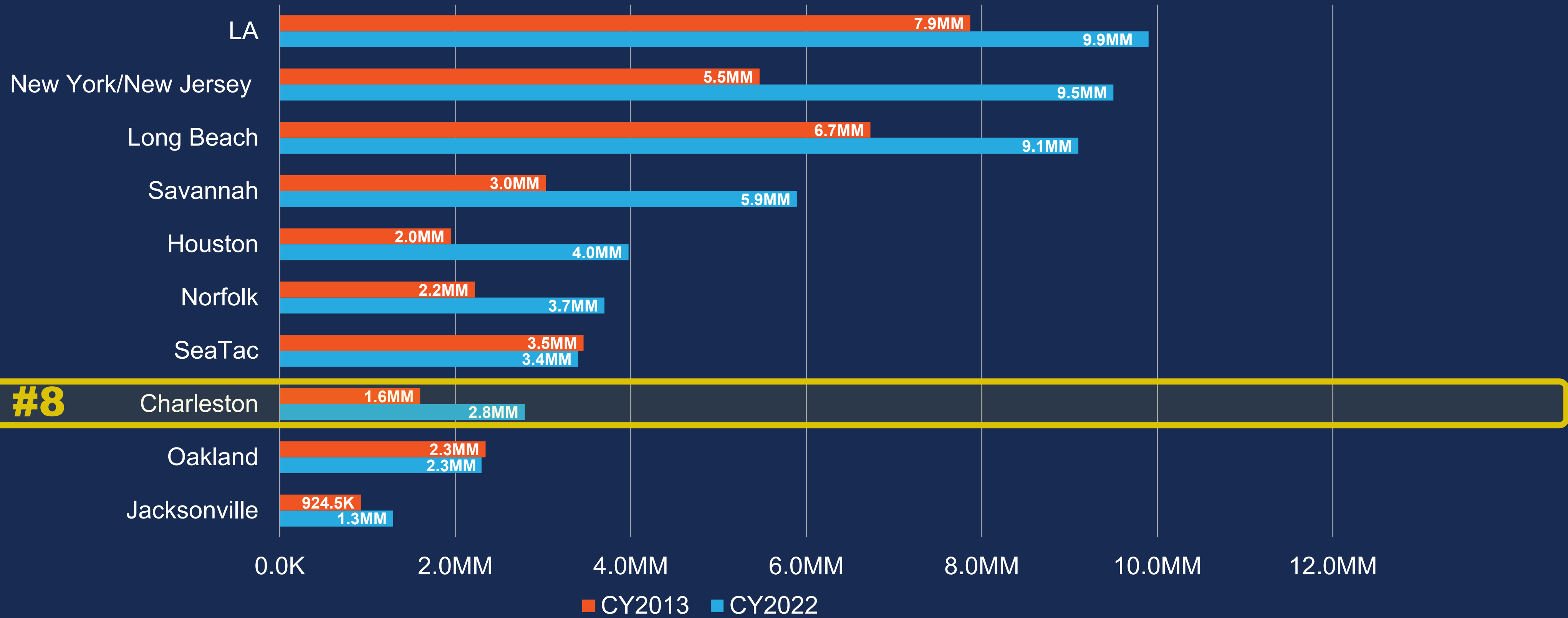
NUCOR CORPORATION
\$200 Million

BMW MANUFACTURING
\$200 Million

ADVANCE OPERATIONAL EXCELLENCE

2022 TOP 10 US PORTS

TEU 10-YEAR PERIOD COMPARISON



Source: AAPA & individual port websites
 2022 Jacksonville reports on FY starting Oct 1

2022 TOP 10 US PORTS



Over the past 5 years, TEUs grew +11% over the South Atlantic, +13% North Atlantic, and +33% Gulf while the West Coast shrank -4%.

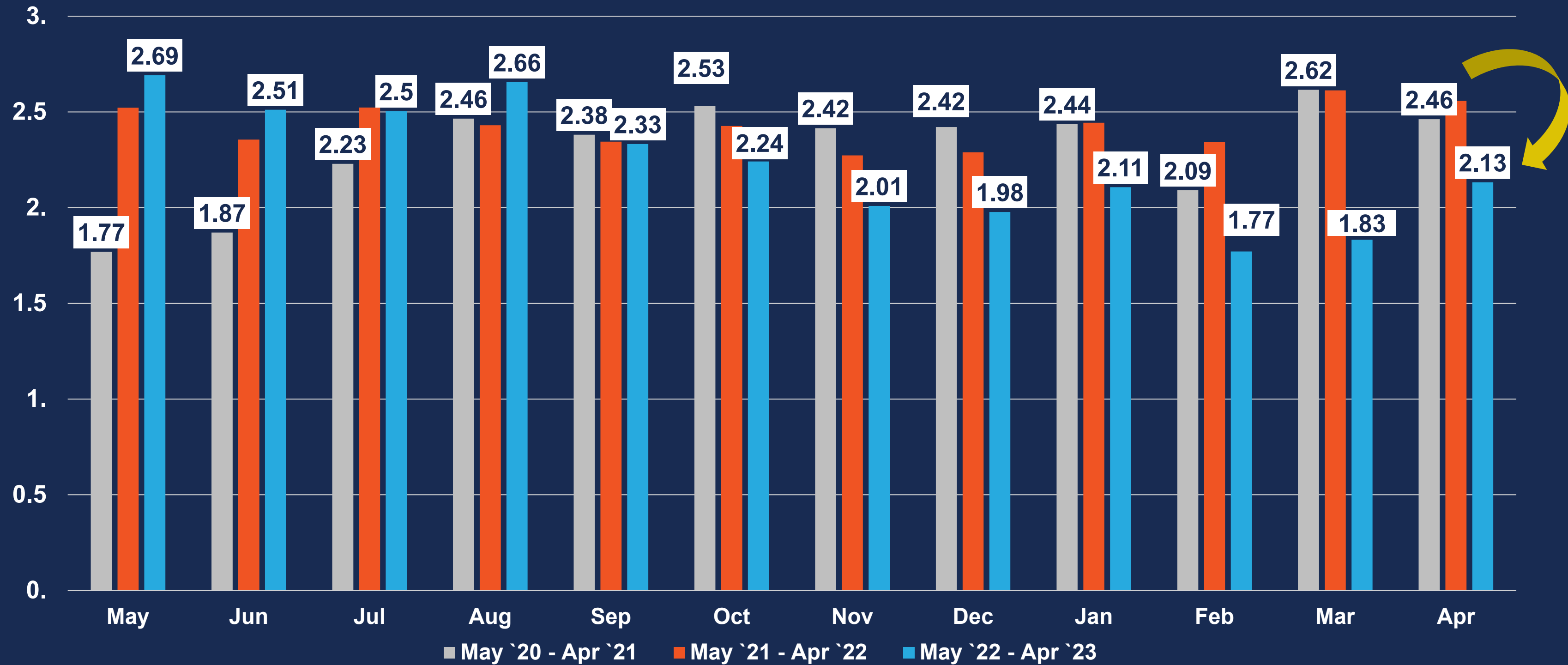
CAGR BY REGION FY2013-2022

GULF COAST	8.2%
Houston	8.2%
EAST COAST	6.4%
Savannah	7.7%
Charleston	6.4%
New York / New Jersey	6.3%
Norfolk	5.8%
Jacksonville*	3.8%
WEST COAST	2.1%
Long Beach	3.4%
Los Angeles	2.6%
SeaTac	-0.2%
Oakland	-0.2%

Source: AAPA & individual port websites
*2022 Jacksonville reports on FY starting Oct 1

3 YEAR US IMPORT TEU VOLUME IN MILLIONS / MAY 2020 – APR 2023

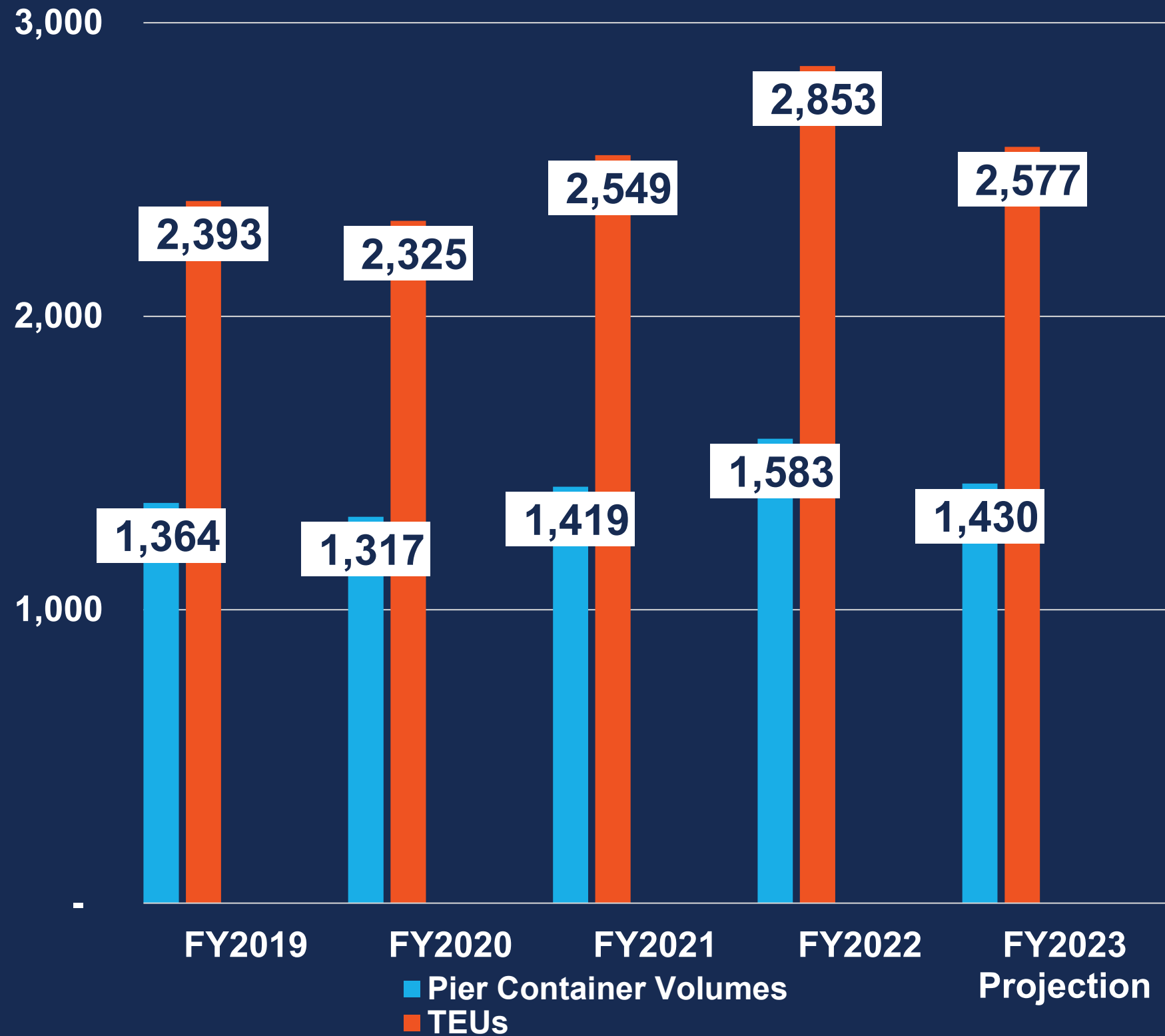
13.4% decrease
April 2021 to April 2023



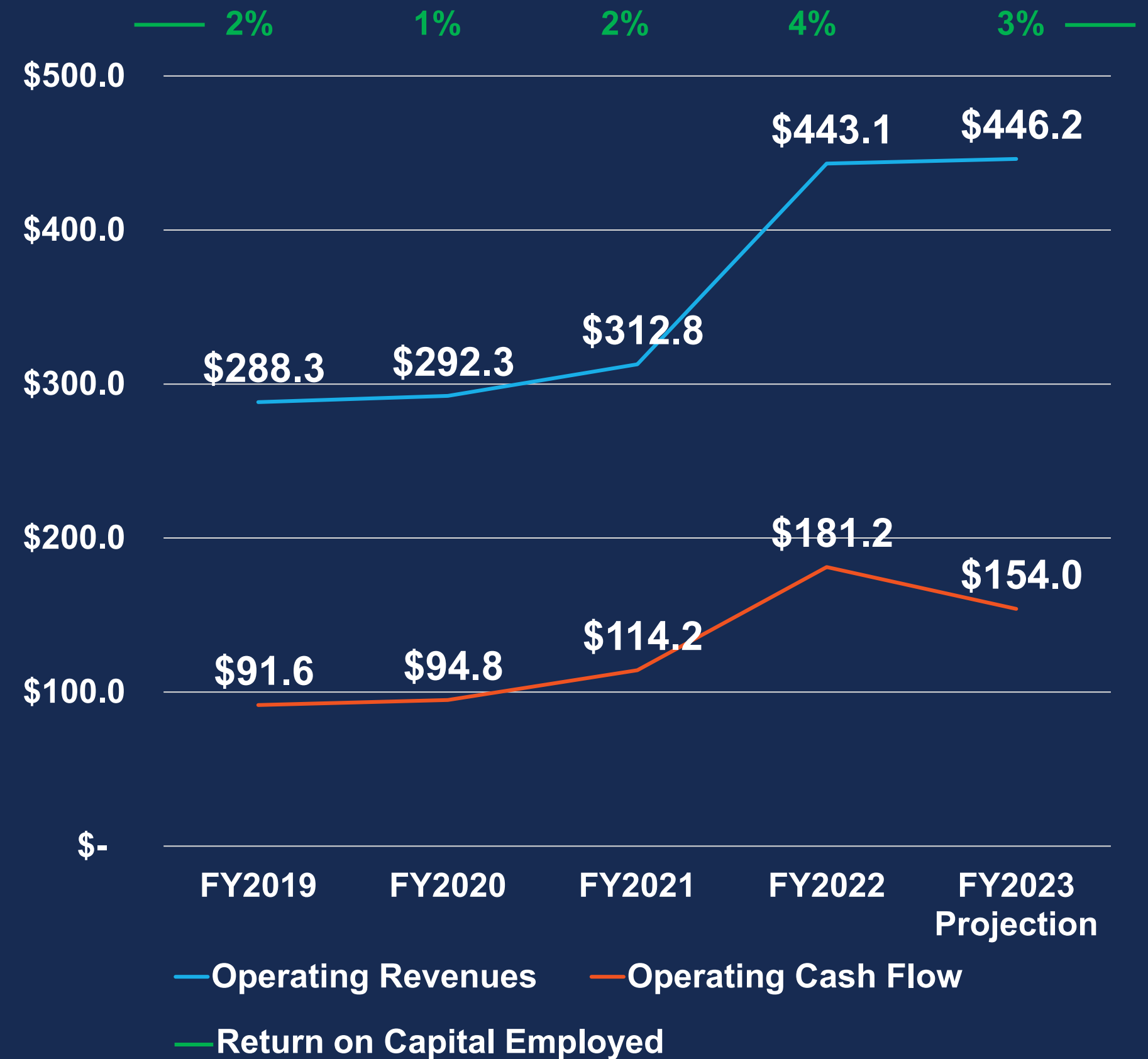
Source: JOC PIERS / IHS MARKIT

KEY INDICATORS BY FISCAL YEAR

VOLUME – PIER CONTAINERS AND TEUS
IN THOUSANDS

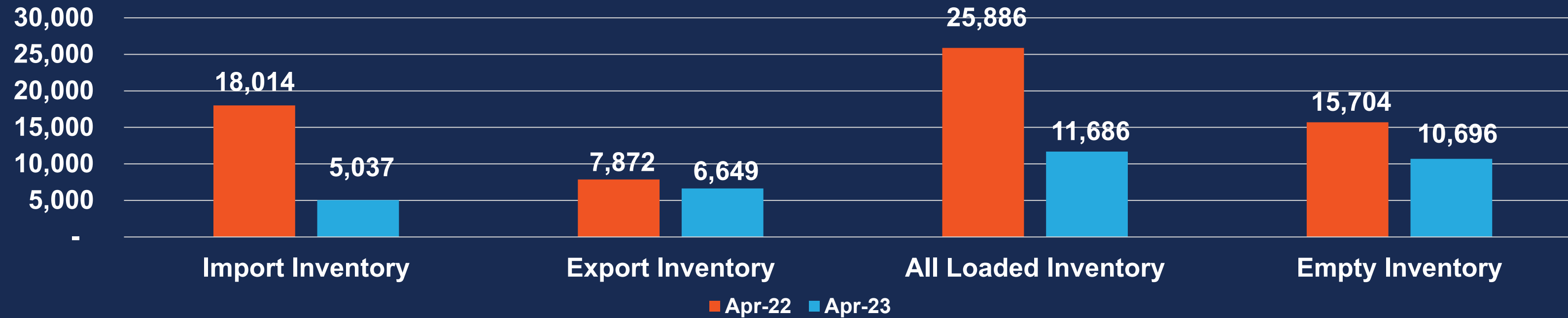


OPERATING REVENUES / OPERATING CASH FLOW / RETURN ON CAPITAL EMPLOYED
IN MILLIONS



FLUIDITY – WANDO WELCH TERMINAL

Current inventory reflecting fluidity compared to last year.



APRIL 2022 VS APRIL 2023 STATS

2022
11

2023
0



VESSELS AT ANCHOR

2022
3,587

2023
195



RAIL IMPORT INVENTORY

2022
30

2023
32



CRANE PRODUCTIVITY MOVES PER HOUR

2022
99.81%

2023
99.58%



EQUIPMENT RELIABILITY

2022
01:06:50

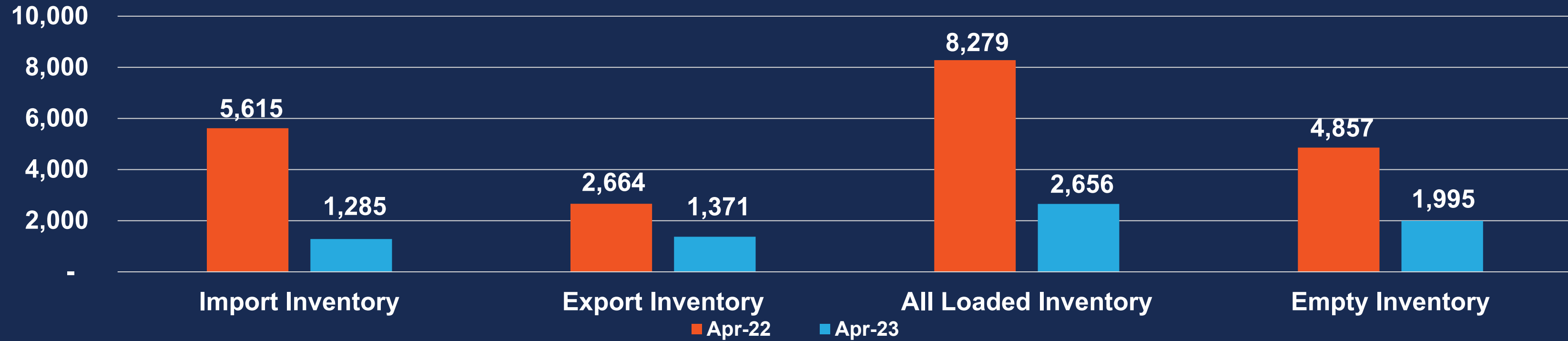
2023
0:43:51



TOTAL TRUCK VISIT TIME

FLUIDITY – NORTH CHARLESTON TERMINAL

Current inventory reflecting fluidity compared to last year.



APRIL 2022 VS APRIL 2023 STATS

2022
11

2023
0



VESSELS AT ANCHOR

2022
1,270

2023
28



RAIL IMPORT INVENTORY

2022
34

2023
36



CRANE PRODUCTIVITY MOVES PER HOUR

2022
99.56%

2023
98.83%



EQUIPMENT RELIABILITY

2022
0:46:44

2023
0:31:11



TOTAL TRUCK VISIT TIME

SC PORTS CAPACITY IS WELL PLANNED

FOR THE FUTURE

**WANDO WELCH
TERMINAL**

2023
TEUs in millions

2033
TEUs in millions

2040
TEUs in millions

2.4

2.4

2.4

**HUGH K. LEATHERMAN
TERMINAL**

0.7

2.4

2.4

**NORTH CHARLESTON
TERMINAL**

0.5

0.5

2.4

TOTAL

3.6
MILLION
TEUs

5.3
MILLION
TEUs

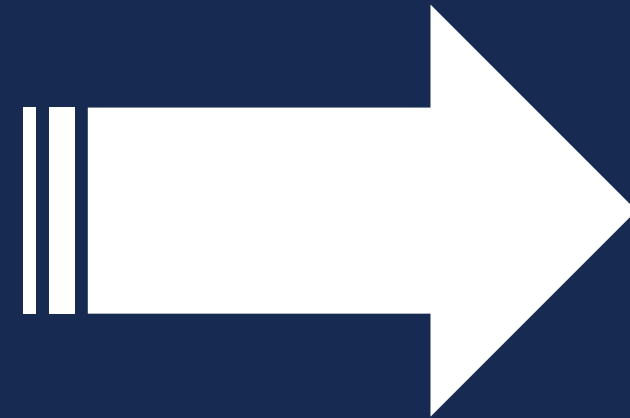
7.2
MILLION
TEUs

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

TOP RETAILERS CHOOSING CHARLESTON



Image by Walmart, February 2022

#1 U.S. IMPORTER



- 3 Million square-foot DC opened in 2022.
- Dedicated dotcom facility.
- Sam's Club DC.
- Transformational volume.



Dockzilla transload facility just outside HLT

#2 U.S. IMPORTER



TARGET

- Innovative facility opened in 2022.
- Swift transload from container to 53-foot dry van.
- Delivered solution in just 6 months.

MAJOR IMPORTERS EXPANDING



GE APPLIANCES
a Haier company



RIDGEVILLE EXPORT TRANSLOAD

- Acquired 1,000+ acres in '18
- Walmart opened 3MM SF DC in Apr '22
- Up to 100,000 imports annually
- Infrastructure improvements underway
- 142 acres for export transload
- Top transload site in the southeast



THE IMPORTANCE OF EXPORT COMMODITIES

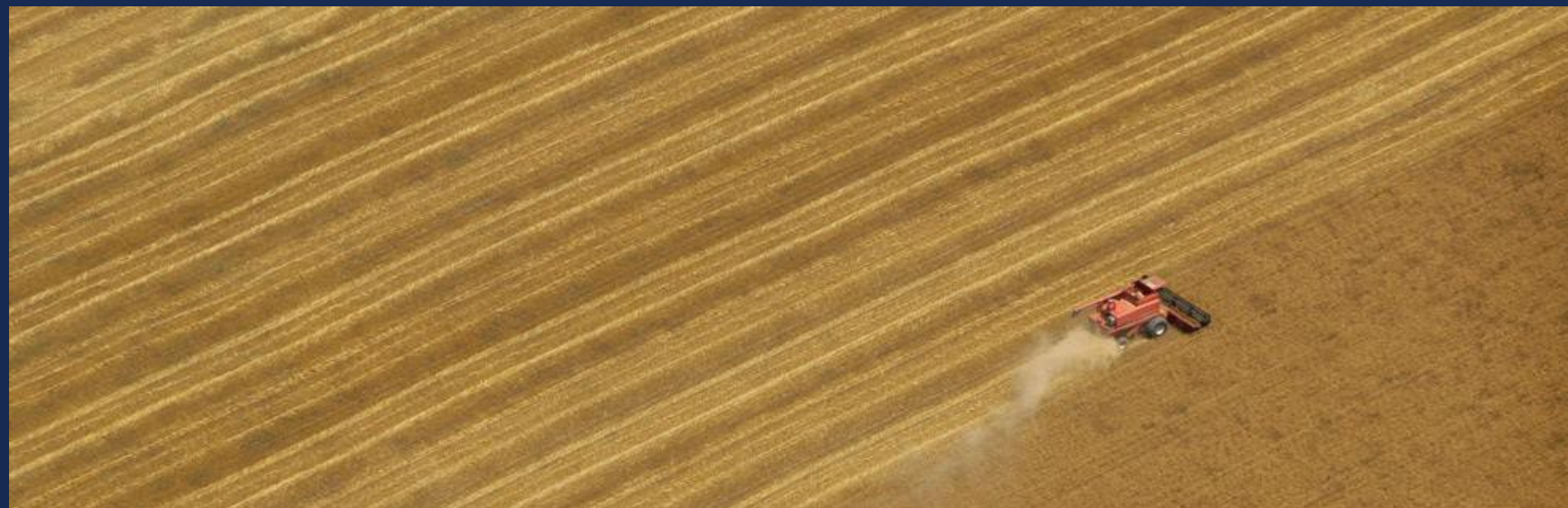
Forest Products

A major regional industry. Variety of products including KLB, printing paper, wood pulp, logs, lumber etc. South Carolina Ports #1 export commodity. Over 140,000 TEU in CY22.



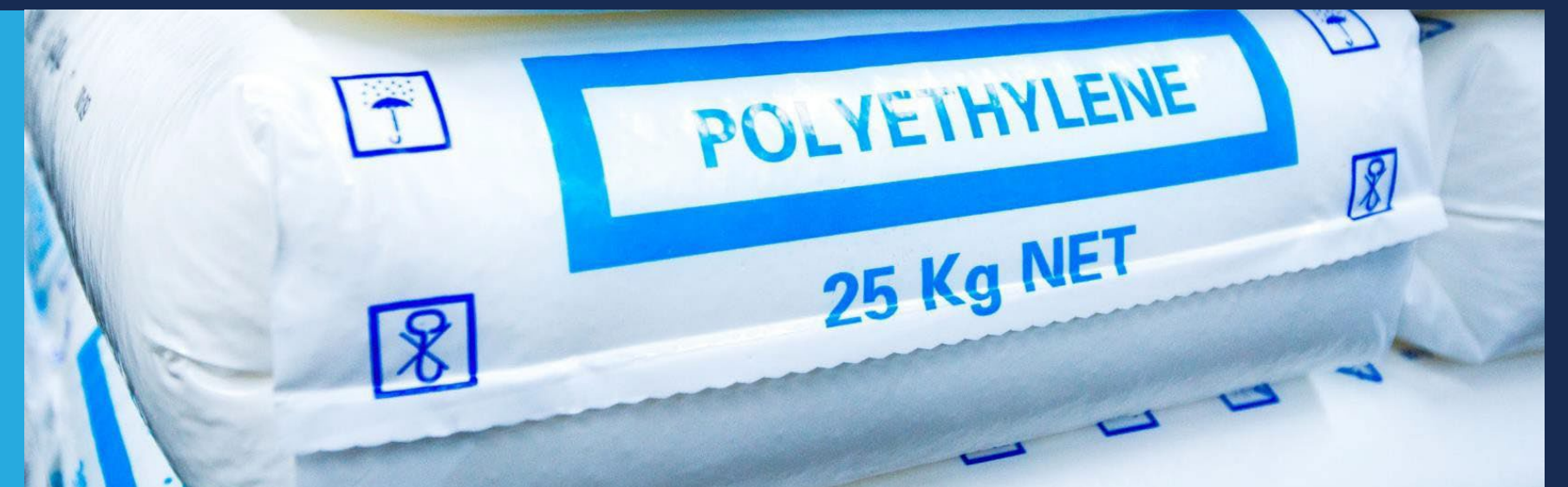
Ag Products

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



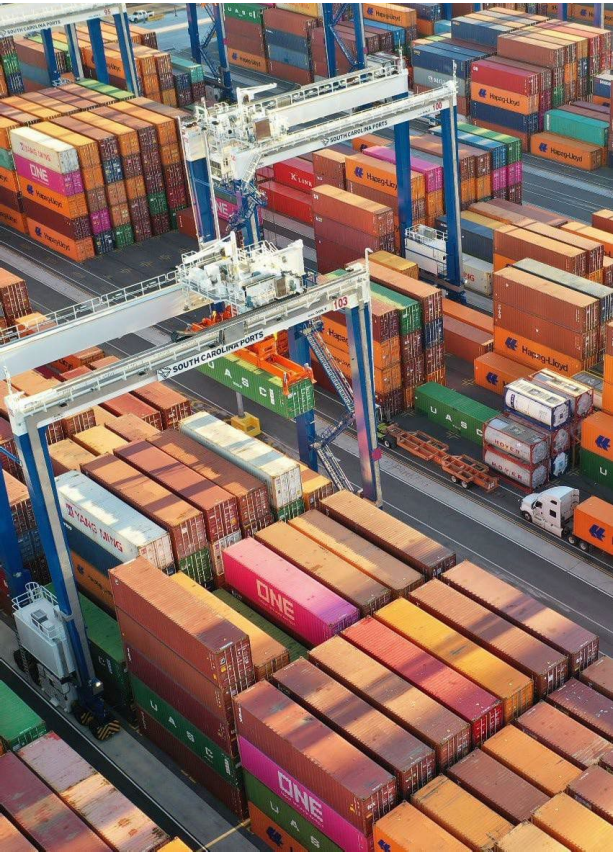
Resin/Plastics

Fast becoming USEC resin pivot point. Already handling 1,000 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



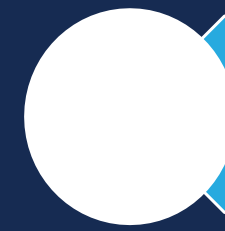
Inland Ports



SMART Pool™ Chassis Program



Navy Base Intermodal Facility / Wando Barge



Leatherman Terminal Phases 2 / 3

An aerial photograph of a shipping yard. The yard is filled with rows of colorful shipping containers (red, blue, green, white) and several large gantry cranes. A semi-transparent white rectangular box is overlaid on the center of the image, containing text. The background shows a paved area with yellow and white markings, including 'NO PARKING' and 'SWAYING ON' signs. A road with a white truck is visible on the right side of the image.

FACILITY IMPROVEMENTS

- **TECHNOLOGY**
- **YARD LAYOUT**
- **RESTROOM FACILITIES**

GREER IS A PROVEN MODEL

1,000,000+ CONTAINERS IN <10 YEARS

- Powerful alternative to ATL & CLT
- Diversified the Greer cargo base
- BMW now only 19% of imports, 30% of total
- Attracted new import DCs, leading brands
- More coming, spec space in the pipeline
- Growing exports with major shippers



SMART POOL™ CHASSIS PROGRAM

11,000 TOTAL CHASSIS

Pool comprised of newly purchased and leased chassis including 20', 40', 40/45' and triaxle 20/40 combinations

QUICK DEPLOYMENT

Leasing structure allows for quick deployment of additional assets

ROBUST OUTFITTING

All chassis will be outfitted with ABS, Radial Tires, LED lights and GPS tracking

MULTIPLE LOCATIONS

5 South Carolina start / stop locations, additional locations will be added as required

9,905 CHASSIS OPERATING AS OF JUN 9

SMART Pool™ operational today at all three SCPA marine terminals – adding 20-50 to the fleet daily

HIGH VISIBILITY DASHBOARDS

GO!Chassis system provides tracking, billing and customer user dashboards allowing visibility into chassis usage

COMPETITIVELY PRICED

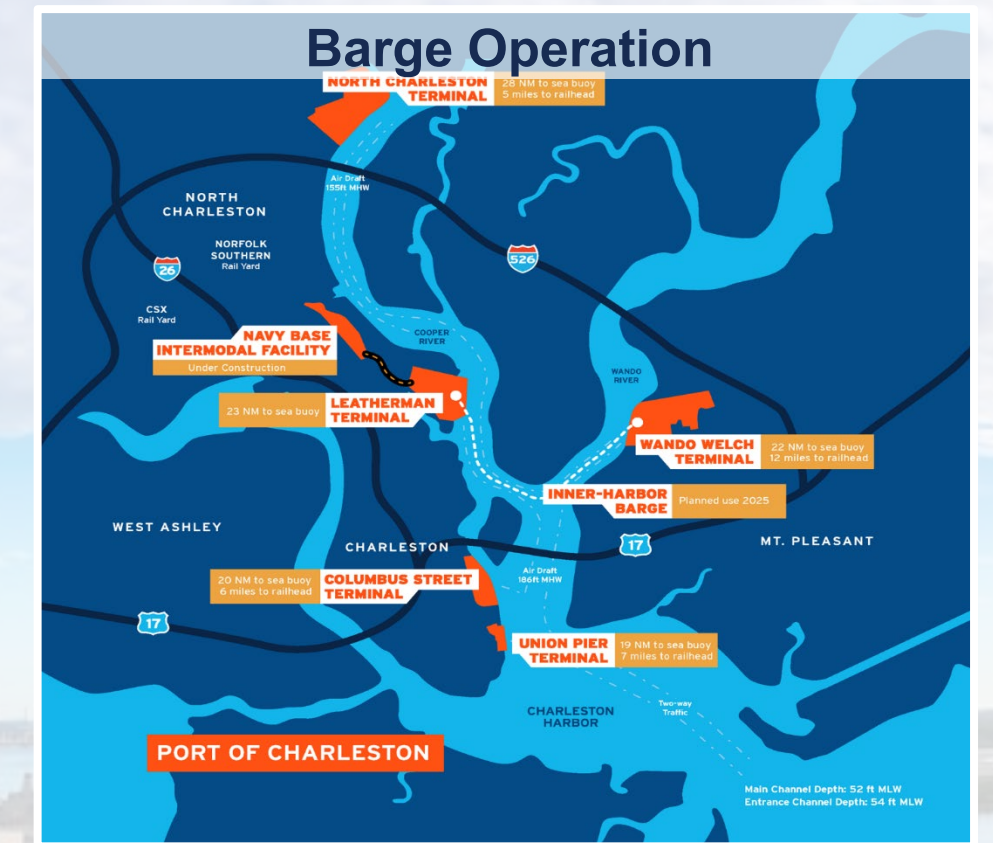
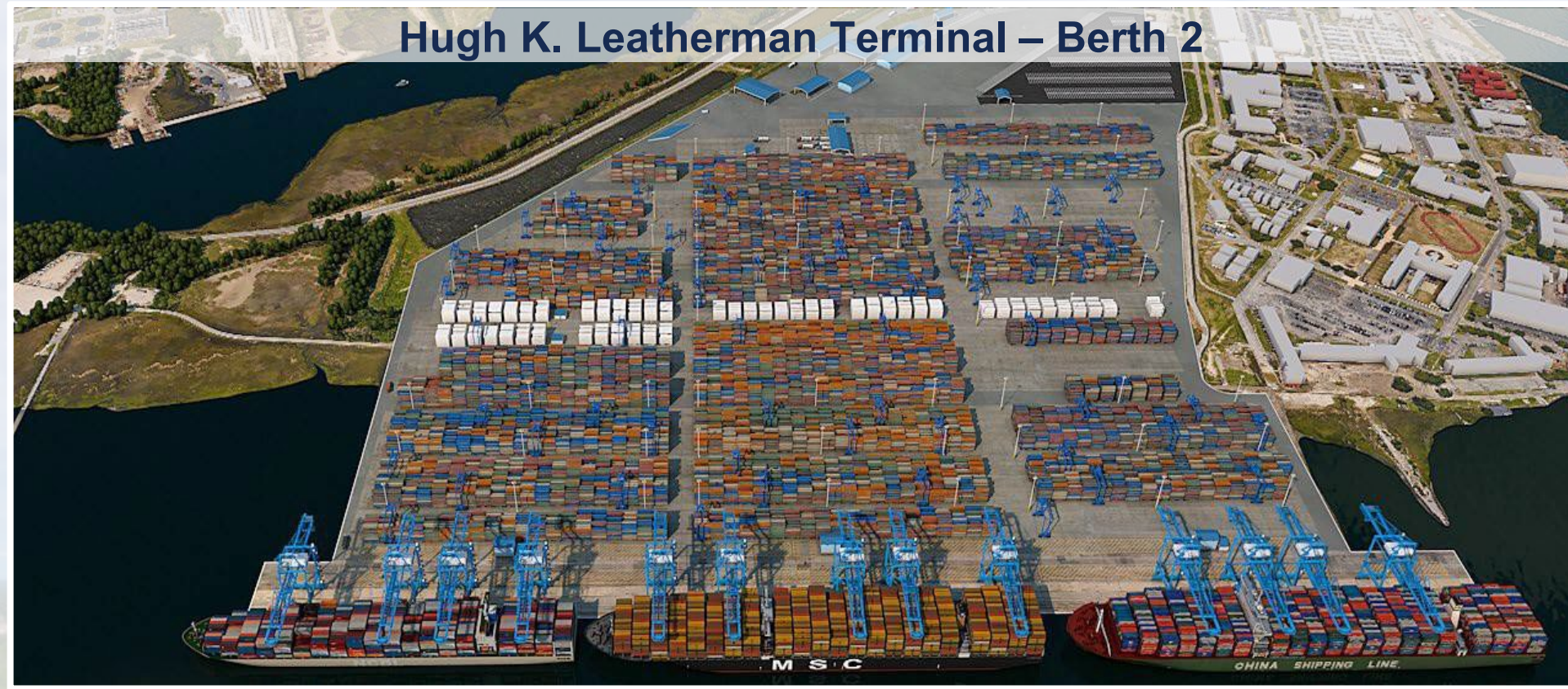
for carriers and merchants' haulage with low OOS rate

FULLY OPERATIONAL

All 5 start / stop locations are open, and the pool is fully operational

SMART POOL™ chassis fleet is deployed to serve SCPA customers and will develop to support future container volumes through the Port of Charleston.

NAVY BASE INTERMODAL FACILITY / LEATHERMAN / WANDO TERMINAL BARGE



\$400 MILLION
NBIF

\$150 MILLION
Barge Operation

- To improve supply chain fluidity and reliability from South Carolina's marine terminals to inland destinations.
- Construct and operate dual rail-served NBIF with dedicated drayage road from HLT.
- Direct rail-intensive shipping services to HLT.
- Construct barge berth at HLT and WWT. Transport by barge a residual amount of rail boxes from WWT.
- Enhance utilization of Inland Ports Greer and Dillon.
- Alternative transportation vs. truck only.

TRUCKING APPRENTICESHIP PROGRAM

- SCPA is working with Trident Technical College and the South Carolina Trucking Association to formalize a Memorandum of Understanding (MOU) that would establish a South Carolina Trucking Apprenticeship Program to utilize 30 slots in the Federal pilot program
 - An eligible apprentice (18-20 years old) will be identified by Trident Tech and interviewed by SCPA, a private trucking company, and other stakeholders that may be identified to be included in the process
 - Apprentice would then enroll at Trident Tech and complete the required curriculum, and then complete on the job training hours in the SC Ports' Rapid Rail Program
 - Upon completion of the required probationary period, the Apprentice would then be hired by a private company with a requirement to drive in the SCPA Rapid Rail Program for an agreed upon timeframe (3 – 5 years)
 - Program is set to begin in January 2024 with the ability to hire up to 8 positions



POTENTIAL FUTURE OF UNION PIER



- In May 2022, SC Ports announced plans to cease homeport cruising operations at the end of 2024.
- SC Ports and the City of Charleston have long-anticipated the opportunity to convert Union Pier from industrial use into a mixed-use neighborhood with significant public assets such as a waterfront park.
- The site is nearly 70 acres, with 40 acres upland and 30 acres over the piers.
- SC Ports created a Planned Unit Development (PUD) that acts as a framework for future development.
- This proposal is undergoing an extensive review and approval process with the city.
- This is a collaborative, public process, designed with Charleston in mind.

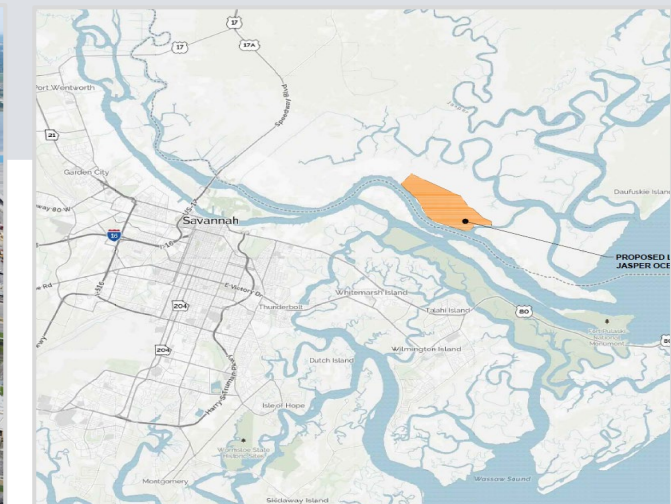
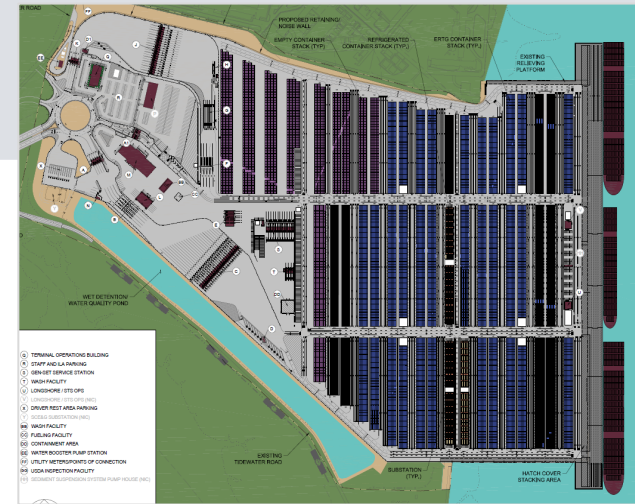
Please visit unionpiersc.com to learn more and to show your support.

EYE TO THE FUTURE



TERMINAL CAPACITY

- HLT Phases 2 & 3
- NCT Modernization
- Jasper Ocean Terminal



TRANSPORTATION IMPROVEMENTS

- 526 / Long Point Road Interchange
- Barge Operation

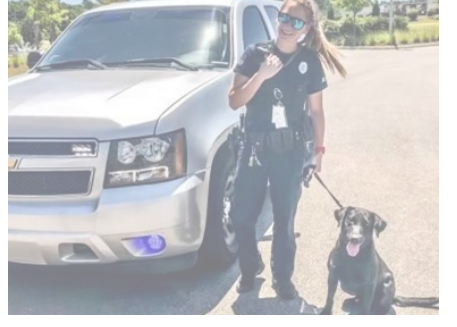


IMPORT / EXPORT INFRASTRUCTURE

- Ridgeville Industrial Site



**CARE FOR OUR PORT TEAM MEMBERS
AND MARITIME COMMUNITY TEAMMATES**



CARE FOR OUR PORT TEAM MEMBERS AND MARITIME COMMUNITY TEAMMATES



**SOUTH
CAROLINA
PORTS**

THE WORLD CONNECTS HERE

THANK YOU