



PORT OF COMPETITIVE ADVANTAGE





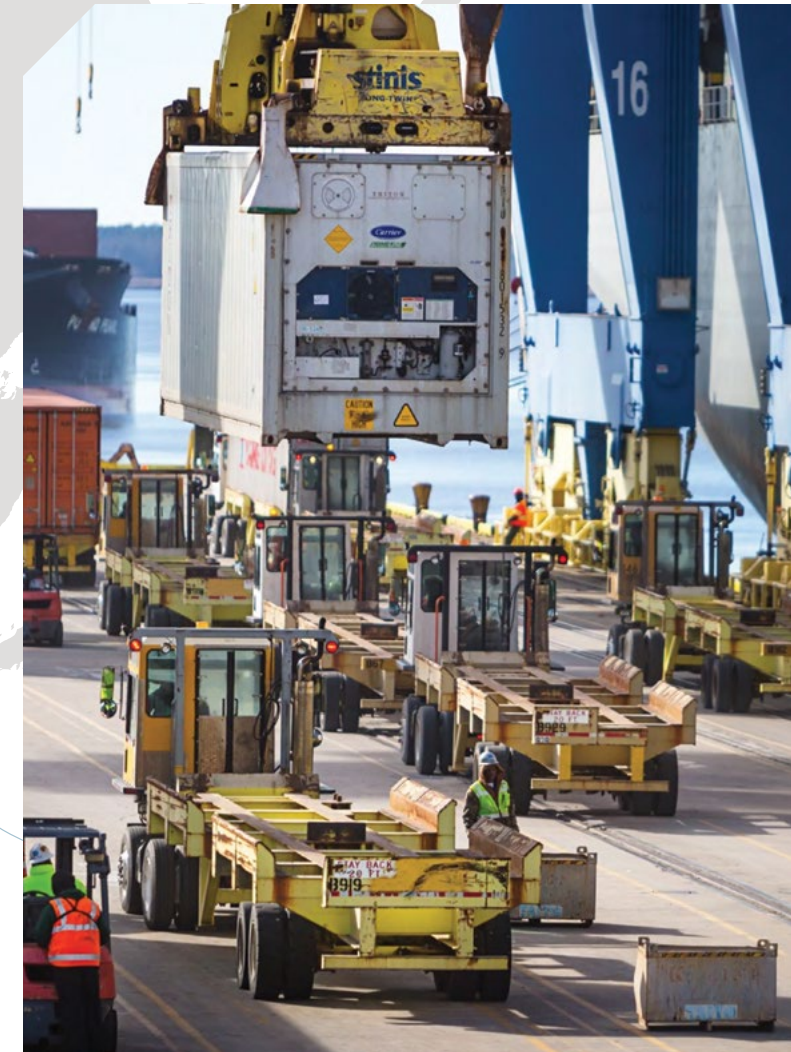
FROM CUSTOMS TO CUSTOMERS, NC PORTS MAKES SHIPPING EASY.

Just like a good retailer, North Carolina Ports is focused on customers and speed to market. We offer excellent service, world-class facilities and two convenient locations.

It's our job to help your business run as smoothly as possible. At NC Ports, we excel at operational efficiency, moving your products in and out at an impressive speed. That requires excellent communication with everyone involved. And our highly trained staff makes sure we have the expertise to handle the specific needs of each customer. This guide explains the capabilities of our port facilities, the advantages of our locations, the surrounding regional transportation, industrial infrastructure developments, and most importantly, why major corporations have chosen NC Ports in growing numbers.

Port of Wilmington. How to contain the world.

The Port of Wilmington is a gateway to the world. Container ships moving in and out of the port connect the region to Asia, Latin America and Europe. The port has one of the highest crane productivity rates on the United States East Coast with more than 40 moves per hour in each of its post- and neo-Panamax cranes. On the ground, our truck turn times are approximately 18 minutes (from pedestal to pedestal) for a drop-off and an average of 30 minutes for drop-off and pick-up. Our efficiencies lead to a congestion-free port committed to supporting our customers' global supply chain needs. Additionally, the port offers almost one million sq. ft. of prime covered and sprinklered storage, as well as 100+ acres of paved and 25 acres of enhanced open storage area.





WE'RE OPEN. FOR BUSINESS.

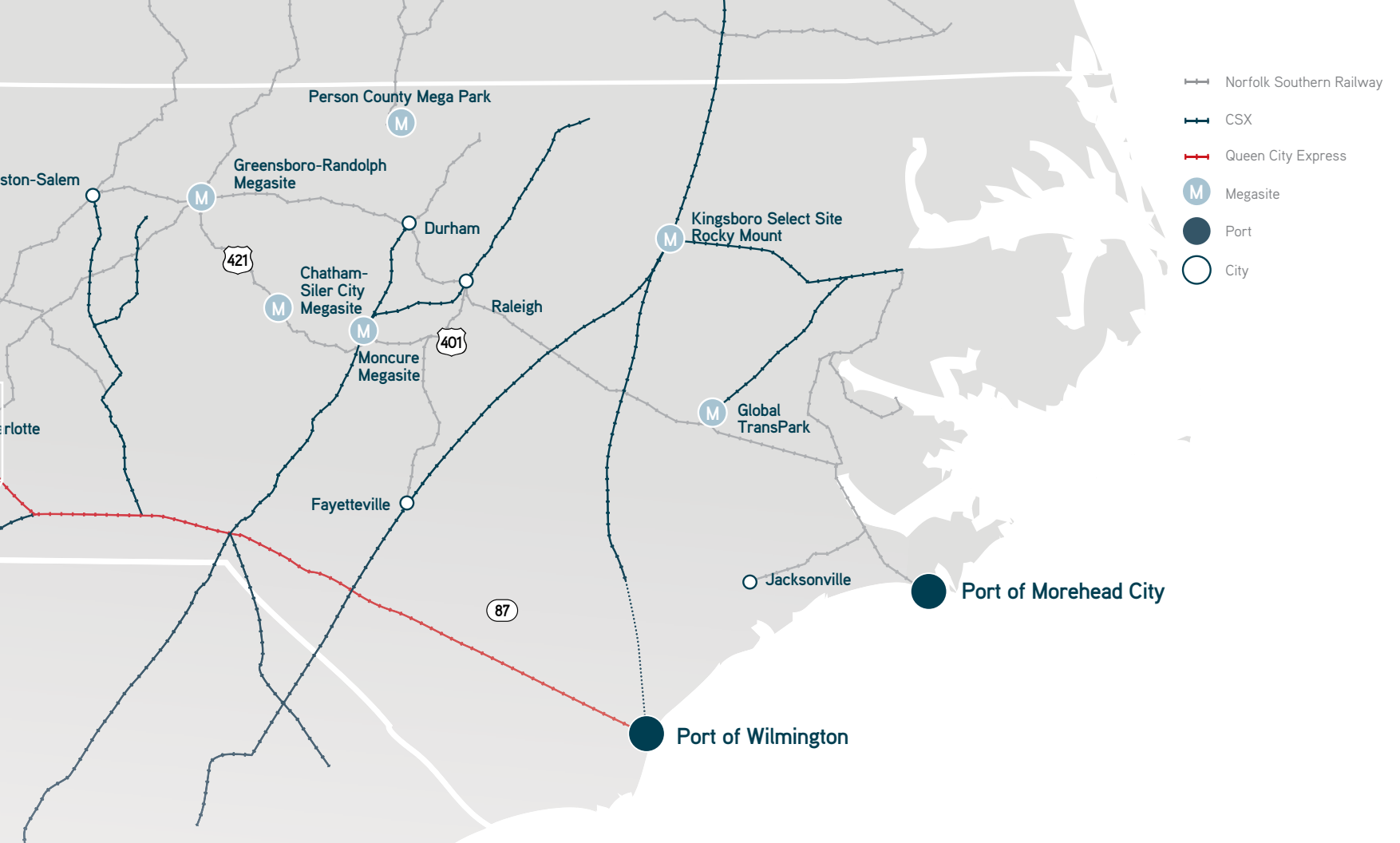
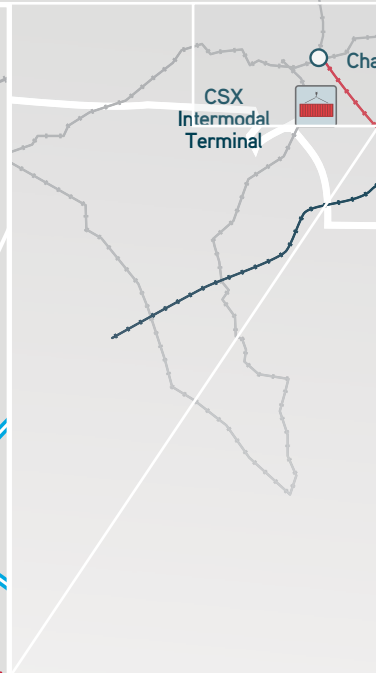
Retailers know how to choose the best locations.

The Port of Wilmington and the Port of Morehead City are strategically located with easy access to markets on the East Coast and beyond. Within 1,000 miles/1,610 km of North Carolina's borders are:

- More than 170 million U.S. and Canadian consumers
- More than 65 of the country's top 100 metropolitan areas
- Nearly 60% of total U.S. retail sales

NC Ports have easy access inland and are part of a Foreign Trade Zone that includes Wilmington, Morehead City and the North Carolina Global TransPark. Recent and ongoing improvements to regional and national highway networks make surface transportation supporting the Port of Wilmington superior to ports in neighboring states.





EXCELLENT RAIL SERVICE GETS EVEN BETTER.

Inland connectivity

Charlotte's inland port connects customers to distribution corridors, services and opportunity. Strategically located in the heart of the region's manufacturing and distribution centers, the port serves the I-85 and I-77 corridors. With 20 acres, ten of which are already developed, the port can accommodate 2,000 grounded/wheeled containers. It also provides container yard operations to ocean carriers and serves as a staging area for empty and loaded containers with maintenance and repair service from Container Maintenance Corporation.

Get the royal treatment on the Queen City Express.

To provide better service to existing and future container customers, NC Ports has secured reliable and cost competitive intermodal service at the Port of Wilmington. The Queen City Express is a shuttle service moving double-stacked containers directly from the Port of Wilmington to the CSX Intermodal Terminal in Charlotte. The Queen City Express provides a reduced cost for cargo coming from or going to the Greater Charlotte region.

Both NC Ports have existing on-dock rail with plans for immediate expansion. These port rail amenities link to an extensive regional network. In fact, NC Ports offers better service than any other Southeastern port.

Here are some highlights:

- Service by CSX Transportation to Wilmington and Norfolk Southern to Morehead City
- Direct, daily service from Wilmington to Charlotte via CSX with the Queen City Express
- NC Ports owns an inland terminal in Charlotte which can be combined with the Queen City Express service to increase flexibility for delivery needs.



THE BEST IS YET TO COME.

With our superior breadth and depth of offerings, NC Ports delivers exceptional service with bottom-line efficiencies that simply can't be matched. Now we're making the best gateway on the United States East Coast even better. Our capital improvements initiative is a more than \$200 million investment designed to dramatically increase the speed, efficiency and container capacity of the Port of Wilmington, tailoring our growth to our customers' needs now and in the future.



Turning Basin Expansion and Harbor Deepening

Phase 2 of the turning basin expansion will allow larger ocean vessels to safely and efficiently turn around in the Wilmington Harbor. Also underway is a Section 203 study to determine the feasibility of enhancing the harbor to accommodate deep-draft container vessels.

North Carolina is a critical East Coast freight gateway. In order to keep pace with demand and allow larger, deep-draft container ships to access the Port of Wilmington, we're working to enhance the port's navigational channel. The harbor enhancements would create a more efficient channel, allow the port to serve more import and export business, and mitigate East Coast congestion. As this expansion project begins, the port is taking every precaution to safeguard the environment, including assessing the impact of these improvements through the Wilmington Harbor Improvement Project Section 203 Study, conducted by the North Carolina State Ports Authority following US Army Corps of Engineers standards.



New Neo-Panamax Cranes

In 2018, we welcomed two neo-Panamax cranes and are awaiting the arrival of a third in spring, 2019. Taller and with a longer outreach, neo-Panamax cranes accommodate the loading and unloading needs of ultra-large container vessels.



Berth Renovation and Expansion

With berth renovations and more than 2,600 consecutive feet of container berth space, the Port of Wilmington will be able to operate two ultra-large container vessels simultaneously. The replacement of one of Wilmington's container berths is complete, and enhancements on another berth are expected to be finished in summer of 2019.



Expansion of the Container Yard and New Terminal and Gate Operating Systems

The container yard expansion will increase the Port of Wilmington's annual throughput capacity to roughly 1.2 million TEU and will triple refrigerated container capacity to 1,000 plugs. The addition of a new terminal operating system, new gate operating system and new truck lanes will enhance the port's container yard and container gate efficiency, while maintaining the fastest turn times on the United States East Coast.



Additional services include:

- USDA-approved export stamping, labeling and export document preparation
- Container loading, unloading and cross-docking
- Domestic freight loading and unloading
- Computerized inventory control
- Handling, slip sheeting and case selection
- Shrink wrapping
- Phase One and Two of the U.S. Department of Agriculture's Southeast In-Transit Cold Treatment Pilot program

Current food distribution through the Port of Wilmington:

EXPORTS

- Pork
- Poultry
- Sweet potatoes

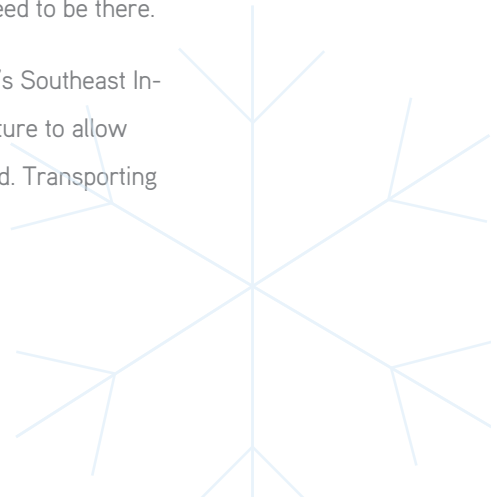
IMPORTS

- Seafood
- Fruits
- Vegetables

WE'RE GETTING COOLER.

The Port of Wilmington is the premier cold chain shipping solution on the East Coast. This cold treatment-certified port offers more than 300 plugs for refrigerated containers and is slated to more than triple that number to 1,000 during the expansion of the container terminal. This renovation will deliver increased refrigerated container volume and an expanded perishables portfolio, furthering the port's legacy of outstanding customer service and unparalleled efficiency. Because the port is located near ideal distribution channels, products get where they need to be—when they need to be there.

The port is also part of Phases One and Two of the U.S. Department of Agriculture's Southeast In-Transit Cold Treatment Pilot program, which brings fruit pulp to a specific temperature to allow refrigerated cargo to finish its treatment schedule on-terminal before it's discharged. Transporting refrigerated cargo has never been faster or more cost-efficient.





BECOME PART OF A SUCCESSFUL BUSINESS ENVIRONMENT.

North Carolina is the 9th most populous state and continues to grow at a rapid pace. The pro-business environment, ideal location and favorable climate have encouraged a wide range of corporations to build operations here. In fact, Forbes voted North Carolina the top state in the nation for doing business for the second year in a row in 2018, an honor backed by the expansion into North Carolina by companies like Greenworks Tools, Triangle Tire, DHollandia, Tristone Flowtech USA and Amazon—with its new \$85 million footprint outside Charlotte.

In addition, the Port of Wilmington is utilized by more than 100 existing distribution facilities in North Carolina and neighboring states. It is considered by many to be the best U.S. East Coast gateway thanks to its outstanding service, cost, value and market access. Small wonder that NC Ports is integral to the supply chain of more than 1,500 customers across 20-plus industry segments and continues to expand its role as a vital partner.

Industries served by NC Ports



FMCG (Fast Moving Consumer Goods)	DIY & HOME IMPROVEMENT	AGR & COLD CHAIN	INDUSTRIAL
<ul style="list-style-type: none">• Apparel & Textile• Retail – Premium & Discount• Footwear• Lifestyle• Consumer Goods• Healthcare• Electronics	<ul style="list-style-type: none">• DIY & Hardware (e.g., Lowes, The Home Depot)• Furniture• Appliances	<ul style="list-style-type: none">• Forest & Paper Products• Agricultural• Grain & Feed• Protein – Pork & Poultry• Grocery & Cold Chain• Food & Beverage	<ul style="list-style-type: none">• Auto• Tires• Machinery• Industrial• Chemicals

OUR SALES PITCH IS ALL ABOUT YOU.

In addition to location, customers tell us the top reasons they choose NC Ports are:

- Customer-focused port personnel, committed to helping new customers transition.
- Easy communication with ports. Less bureaucracy.
- Equipped to handle ultra-Panamax ships.
- Less congestion than other East Coast ports.
- Quicker turnaround times than other ports.
- Carriers that already use NC Ports want to continue.
- Cost savings for everyone involved.
- Room for growth, tailored to the specific needs of customers.

It starts with attitude. At NC Ports, we’re flexible, resourceful and accommodating. We’re proud when customers say that working with us is a pleasure, and we make their lives easier. That’s intentional, part of our core values.

Our attitude motivates us to run a tight ship. Our customers experience the fastest turn times on the United States East Coast. The Port of Wilmington has one the highest crane productivity rates as well. And we have less congestion than other ports. To our customers, time is money, so we want to save them as much as possible.

Our facilities are world-class too. The Port of Wilmington is one of the few Southern ports with readily available berths and storage areas for containers and cargo. Specifically, it offers terminal facilities serving container, bulk, breakbulk, and ro-ro operations. It offers a deep 42-foot navigational channel, nine berths with 6,768 feet of wharf frontage, four post-Panamax container cranes, two neo-Panamax container cranes, and one more neo-Panamax container crane on the way.



A large container ship is docked at a port at night. In the foreground, a large blue crane structure is visible, with the words "PORT OF WILMINGTON" written on its side. The ship's deck is covered with stacks of colorful shipping containers in shades of orange, red, and blue. Some containers have labels like "K LINE", "YANG MING", and "ANJIN". The ship's superstructure, including the bridge and various antennas, is illuminated. The background shows the dark water of the port and a distant shoreline under a deep blue night sky.

YOUR NEXT CATALYST FOR SUCCESS.

At NC Ports, our goal is to enhance the efficiency and profitability of the customers we serve. Our facilities are well equipped, professionally operated and customizable to your needs. And that can provide a significant competitive advantage. If you're looking toward the future, take a closer look at NC Ports.



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