



Extend Your Reach: Connect With North American Markets

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Outline

GCT Improving the Marketplace

- About GCT
- Canadian Operations in the Port of Vancouver
- Marine Terminal Business Environment
 - Keys to Servicing our Customers and Cargo
 - Rail Expansion Project “DREP”
 - Defined Metrics – Transparency & Accountability



About GCT

A strong Canadian shareholder



- Ontario Teacher's Pension Plan (OTPP) is Canada's largest single-profession pension plan with C\$175 billion in net assets*
- OTPP's expertise in managing infrastructure assets worldwide enables GCT to set industry leading practices

VISION:

- **"World-class provider of cargo handling services. To be the industry's marine terminal operator of choice"**

Sector	Investments
Ports	 GLOBAL CONTAINER TERMINALS 
Airports	     
Power Generation & Distribution	   
Rail & Roads	  
Gas Distribution	 
Water & Wastewater Utilities	   

*As of Dec 2016



GCT Key Strategic North American Gateways

Approximately 3.9 million TEUs Handled in top Global Ports



Canadian Operations in Port of Vancouver





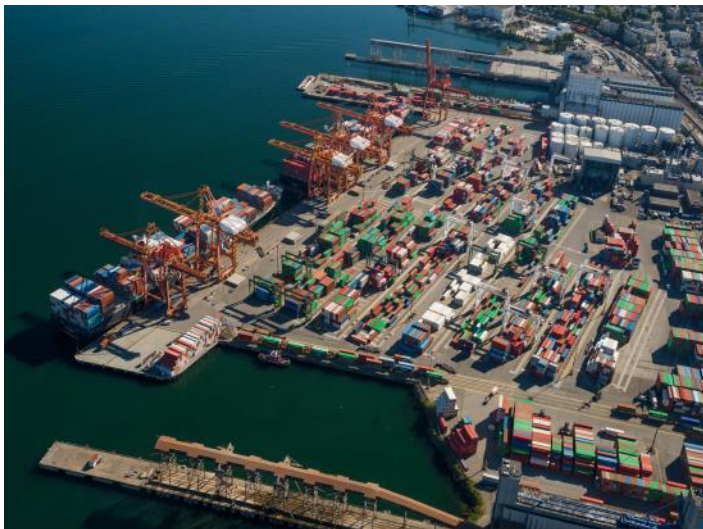
GCT Canada Terminals

Access to facilities



GCT Deltaport

- Canada's flagship marine terminal
- 210 Acres, 1.9 million annual TEUs
- 3 berths – mega ship equipped
- 24,000' on dock rail – expansion complete 2018Q2
- 2 new ship to shore cranes – total 12
- Daily service to US Midwest
 - Over 315K TEUs delivered to US markets in 2016



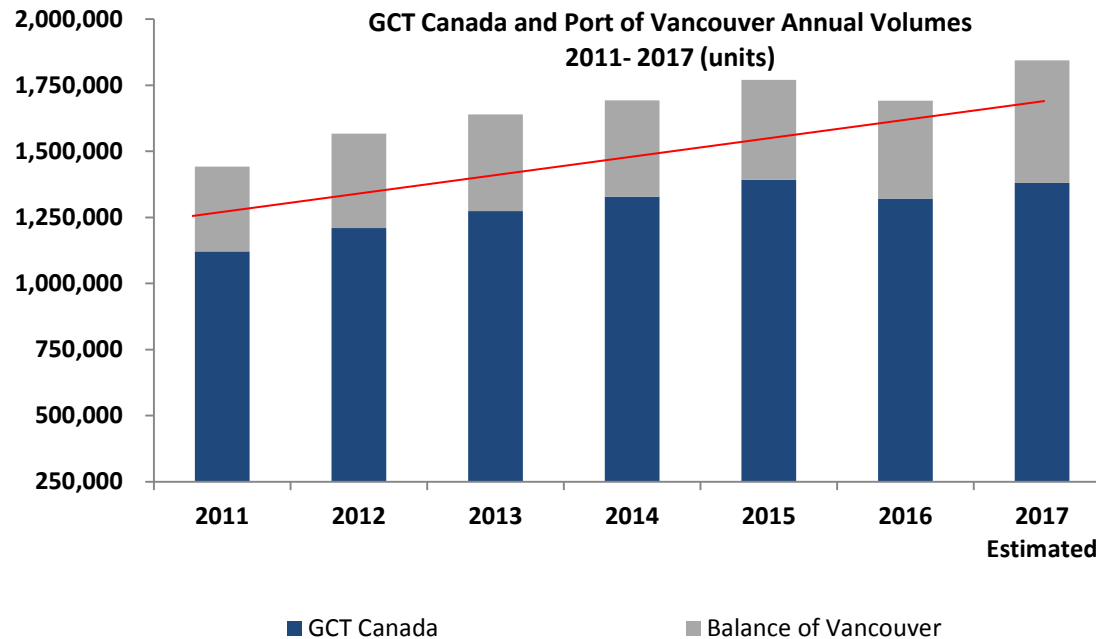
GCT Vanterm

- 76 acres, 850,000 annual TEUs
- Strategically located in inner harbour
- Daily service to US Midwest
- Most efficient terminal in Port of Vancouver

Total 5 berths in Vancouver



Canadian Operations



Keys to continuous growth:

- Most balance trade in North America
- Agriculture and Forestry
- Capturing exports from Mid-West US
- Extensive reach into US import market – 30% CAGR
- Collaboration and innovation

Container traffic continues to grow at a multiple of real GDP

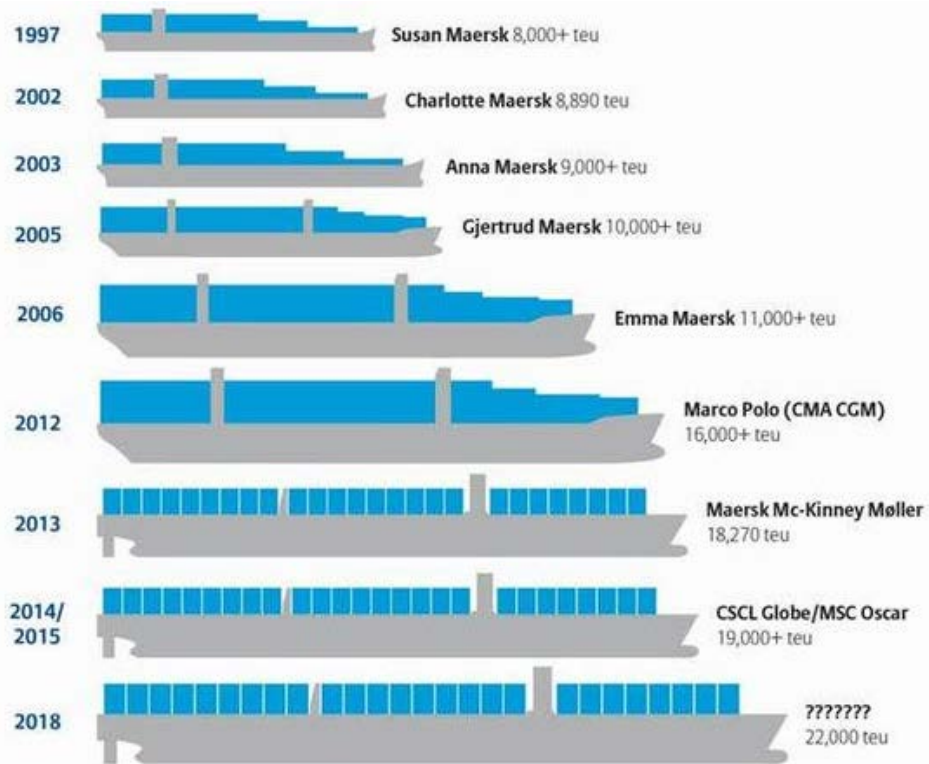
Marine Terminals' Business Environment



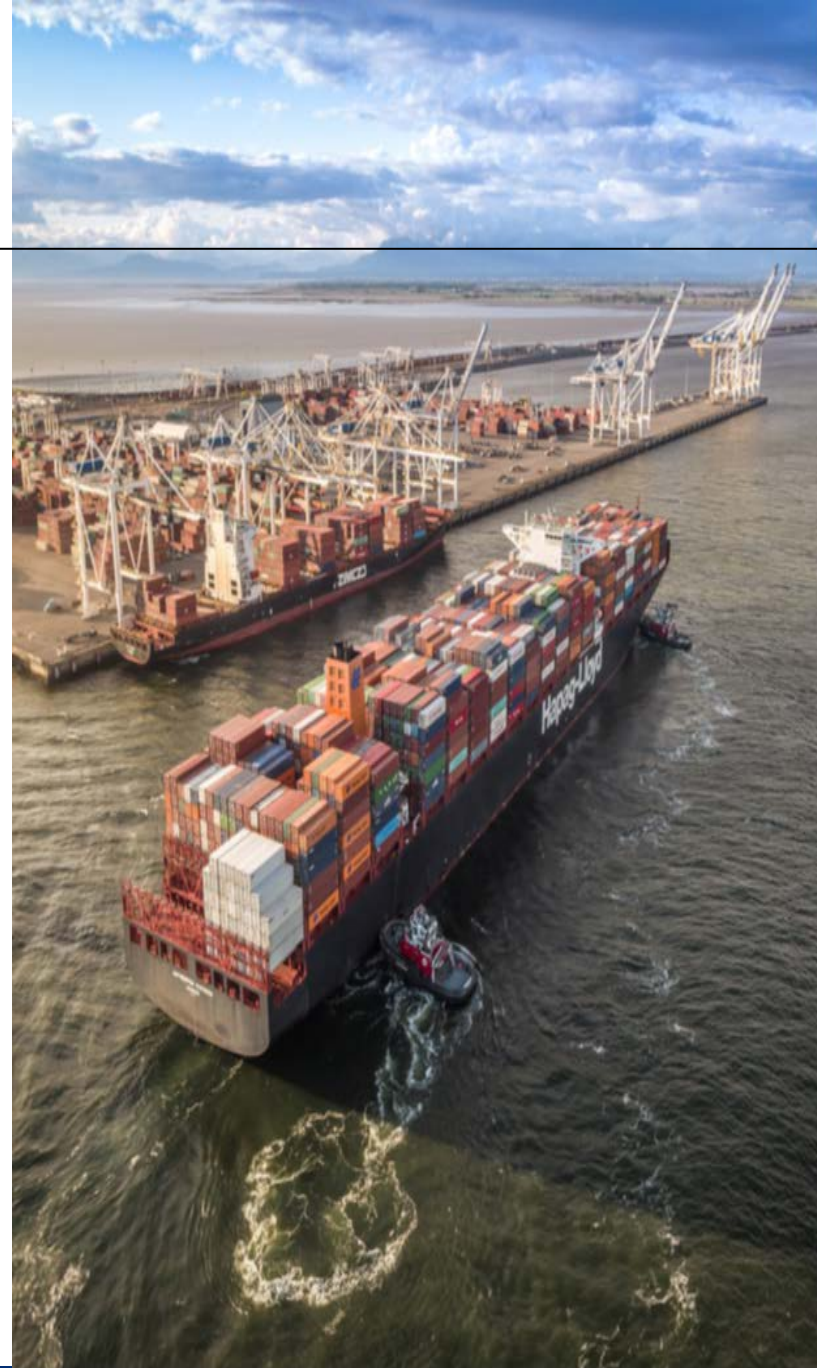


Business Environment

Adapting to a Megal Vessel Operation - “Big Ship” ready:



**Agile, Flexible, Resilient
Speed to Market**





Business Environment

Infrastructure and Landside Facilities





Business Environment - Railway Partnerships

Key Service Level Agreements with 2 Class 1 Railways

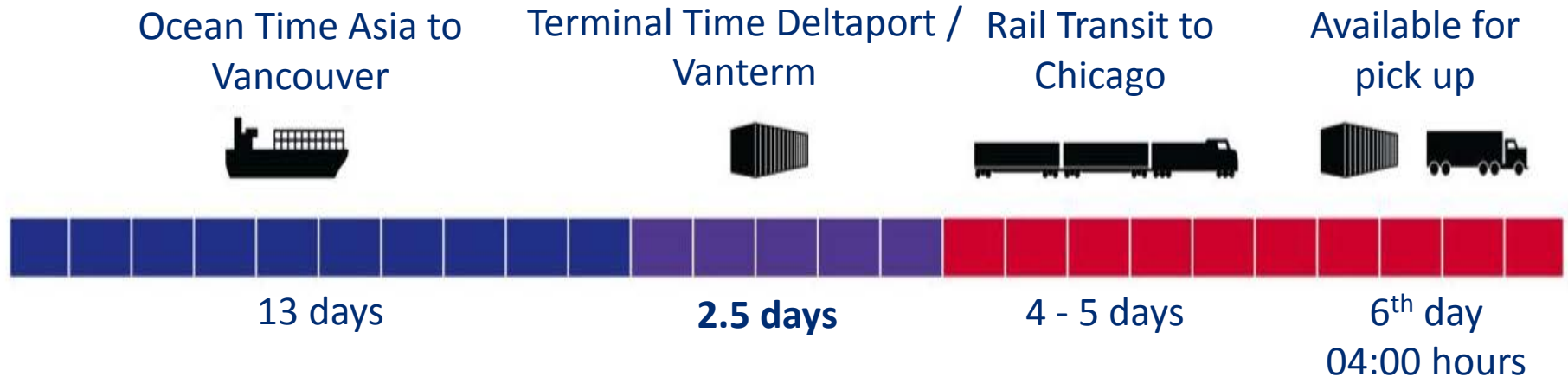
- Daily rail service to Eastern Canada and US Midwest Markets
- Key locations: Chicago, Detroit, Memphis,
- Destinations supported by GCT with yard sorts / block stow to facilitate steel wheel interchange
- Railways aligned with GCT Canada's interest in growing Pacific Gateway trade





Business Requirements – Railway Partnerships

**Unified approach delivering reliable service
across the supply chain**



Terminal's Role – complete visibility from arrival to departure

- Load to first available rail car (FIFO)
- Coordination between “Carrier, Railway & GCT Canada
- Extended and strategic relationships with Beneficial Cargo Owners “BCOs”



Business Environment - Innovation



- 16 hours daily gate access
- Full appointment systems
- Global Positioning Systems “GPS” tracking wait and turn times around
- Average truck turn time 25 mins
- Over 2,500 truck transactions per day

\$300 million investment increases capacity and improves fluidity

50%
+

increase in
intermodal capacity

North America's Largest on dock rail



Customer Benefits:

- 1.9 million TEUs to on dock rail handling
- North America's best-in-class container dwell time and movement from mega-vessel to rail
- Superior reliability to facilitate growth and fastest ship to rail connections





GCT Vanterm – Burrard Inlet Improvements

\$160M in planned capital expenditures

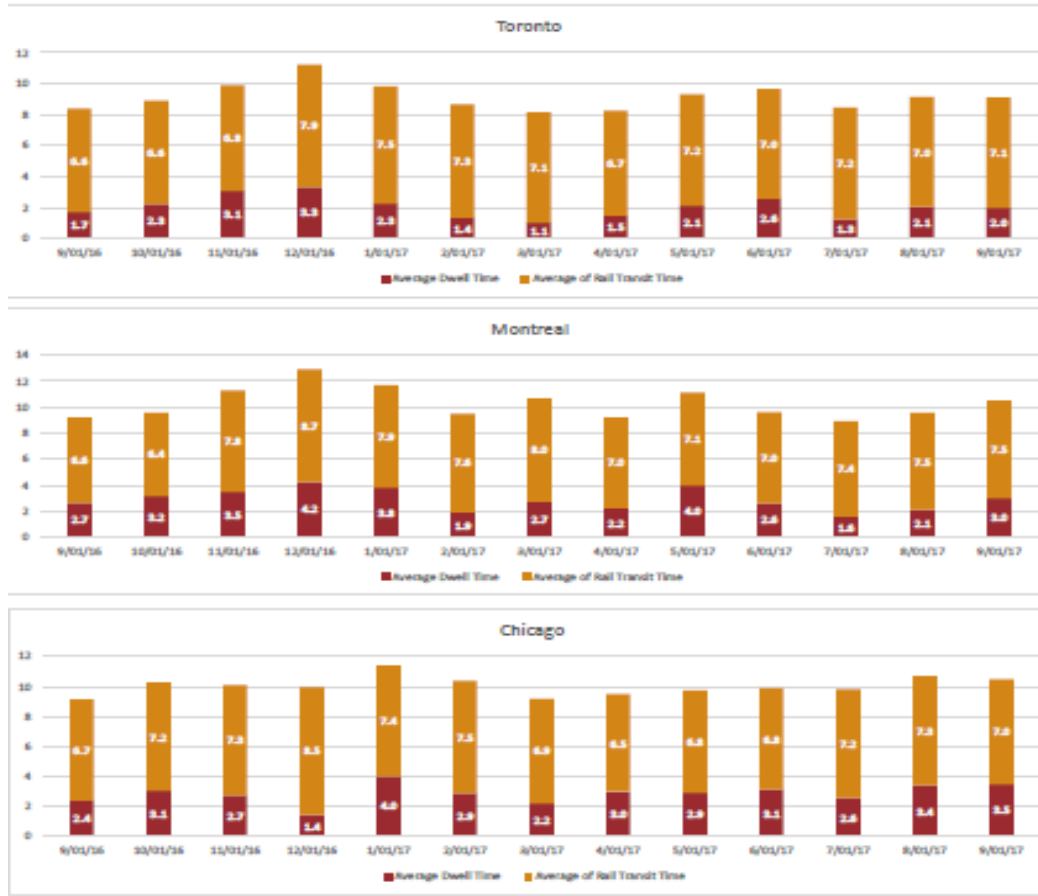
- Private investment
- Immediate need to meet industry trends
- Improved environment
 - Shore Power
- Greater capabilities
 - 14,000 TEU ships
- Increased capacity
 - 35% capacity increase
- Economic activity
 - 1668 new direct and indirect jobs
 - \$57M in wages
 - \$152M in GDP



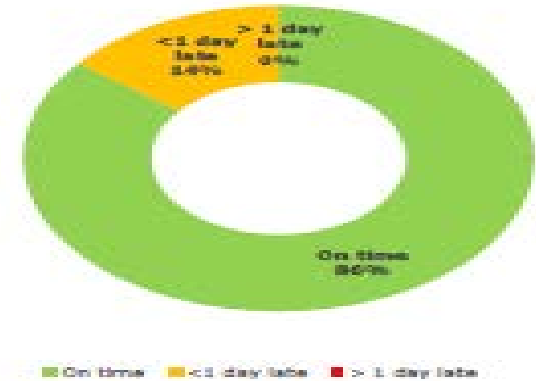


Defined Metrics and Transparency

Total transit performance - dwell and rail to key destinations



YTD Vessel on-time performance September 2017



Intermodal Scorecard

Measure	Sep-17	Aug-17	Target	2017 YTD	2016 YTD
Vessel and cargo performance					
Container volume (TEUs)	65,979	61,179	-	576,840	525,231
On-time vessel arrival	86%	85%	75%	67%	75%
Rail performance					
On dock dwell - Import rail containers (avg. days)	2.8	2.7	<2.5	2.5	2.1
% of rail containers departing within 3 days	66%	67%	70%	73%	77%
% of rail trips meeting transit time targets	32%	28%	70%	40%	52%
Truck performance					
Average truck turn time (mins)	42	42	-	45	44
% of truck trips completed in less than 60 mins	79%	78%	75%	73%	73%
% of double ended truck moves	17%	18%	-	20%	-

Thank you



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