Extend Your Reach:
Connect With North American Markets

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Vice President, Marketing and Sales
GCT Canada

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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”

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<tr>
<th>Sector</th>
<th>Investments</th>
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<td>Ports</td>
<td>🚣 Global Container Terminals</td>
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<td>🛡 London City Airport</td>
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<td>🛡 Cubico</td>
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<td>🛡 SAEPA</td>
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<td>🛡 BluEarth Renewables Inc</td>
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<td>🚹 High Speed</td>
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*As of Dec 2016
GCT Key Strategic North American Gateways

Approximately 3.9 million TEUs Handled in top Global Ports

GCT CANADA
- GCT Vanterm
- GCT Deltaport

GCT USA
- GCT Bayonne
- GCT New York

Strategic Class 1 RAILWAY PARTNERSHIPS

BIGGER GATEWAY with further reach

Leading industry transaction times: NIGHT GATE

HIGHEST PRODUCTIVITY

SEMI-AUTOMATED state-of-the-art terminal
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
GCT Canada and Port of Vancouver Annual Volumes 2011-2017 (units)

- 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:

<table>
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<tr>
<th>Year</th>
<th>Ship Name</th>
<th>Capacity (teu)</th>
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<tbody>
<tr>
<td>1997</td>
<td>Susan Maersk</td>
<td>8,000+</td>
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<tr>
<td>2002</td>
<td>Charlotte Maersk</td>
<td>8,890</td>
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<tr>
<td>2003</td>
<td>Anna Maersk</td>
<td>9,000+</td>
</tr>
<tr>
<td>2005</td>
<td>Gjertrud Maersk</td>
<td>10,000+</td>
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<tr>
<td>2006</td>
<td>Emma Maersk</td>
<td>11,000+</td>
</tr>
<tr>
<td>2012</td>
<td>Marco Polo (CMA CGM)</td>
<td>16,000+</td>
</tr>
<tr>
<td>2013</td>
<td>Maersk Mc-Kinney Møller</td>
<td>18,270 teu</td>
</tr>
<tr>
<td>2014/15</td>
<td>CSCL Globe/MSC Oscar</td>
<td>19,000+</td>
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<tr>
<td>2018</td>
<td>????????</td>
<td>22,000</td>
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Agile, Flexible, Resilient Speed to Market
Business Environment
Infrastructure and Landside Facilities
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

Ocean Time Asia to Vancouver: 13 days
Terminal Time Deltaport / Vanterm: 2.5 days
Rail Transit to Chicago: 4 - 5 days
Available for pick up: 6th day 04:00 hours

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

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

![Graphs showing transit performance metrics for Toronto, Montreal, and Chicago.]

Intermodal Scorecard

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