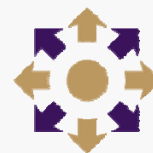




PORT OF MONTREAL SHIP DIFFERENT

MAY, 2019



The Chartered
Institute of Logistics
and Transport

L'Institut agréé
de la logistique
et des transport

PORT  MONTREAL

STRATEGICALLY LOCATED PROXIMITY TO MARKETS

110 million consumers
within 2 days



70 million consumers
within 2 rail days



Chicago

Détroit

Indianapolis

Columbus

Midwest

Toronto

Montréal

1600 km
1000 miles



40 million consumers
within 1 truck day

Halifax

New-York

Norfolk



FIFTH CONSECUTIVE RECORD YEAR

2018

Diversified Port



LIQUID BULK
16,4 MT
42%

12% GROWTH



CONTAINERS
14,5 MT
1.68 M TEUs
37%

9% GROWTH



DRY BULK
8,0 MT
21%

- 20% GROWTH

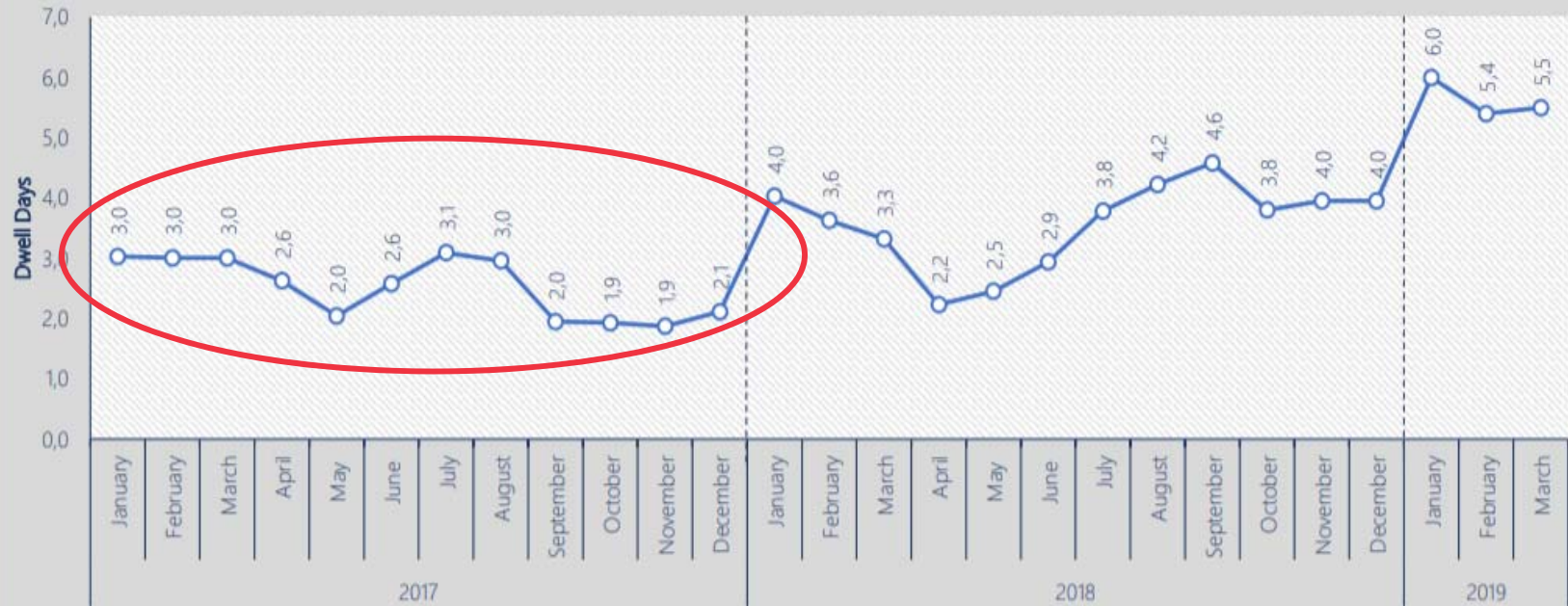


CRUISES
114,518 PASSENGERS

11% GROWTH

COMMITTED TO REGAINING OUR RENOWNED FLUIDITY

AVERAGE TERMINAL DWELL (import-rail) 2017 - Q1 2019



Definition: elapsed time between vessel offload and loaded to rail car. • **Unit:** average days • **Source:** Compiled by MPA from terminal operator data. • **Comment:** excludes Bickerdike terminal.

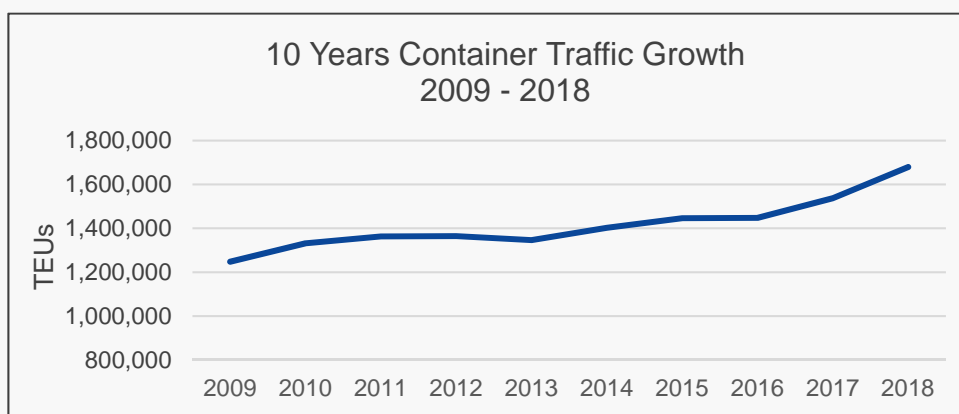


WITH RECORD GROWTH COMES CHALLENGES

17% COMPOUNDED GROWTH IN TWO
YEARS

CHALLENGES

- Ensure our gateway's fluidity
- Congestion (trucks and rail)
- Longshoremen contract negotiations
- Addressing the Labor Shortage
- Invest in OUR infrastructure and services





COMING TOGETHER AS ONE

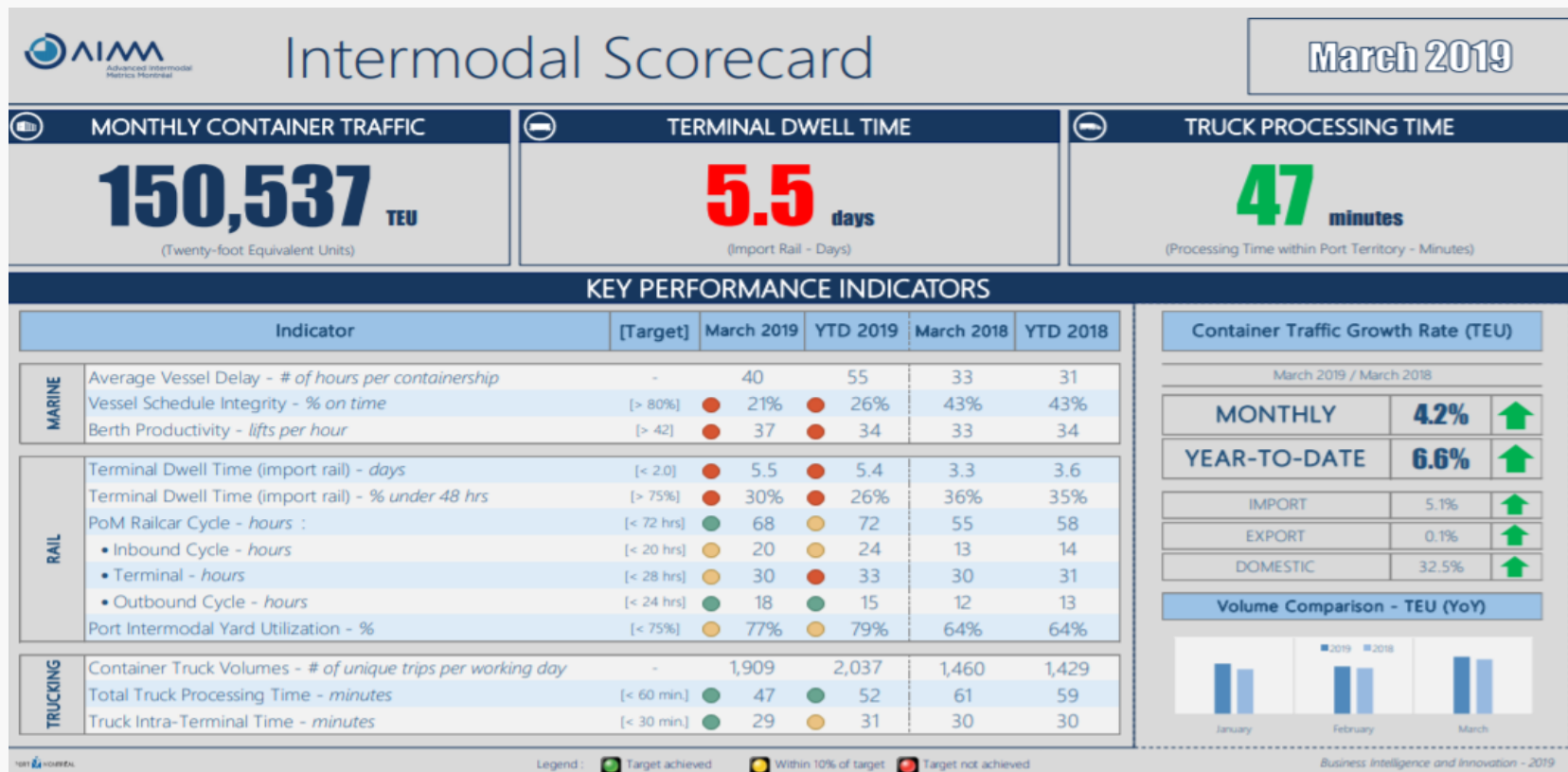


GATEWAY INTERMODAL PERFORMANCE

MONTHLY SCORECARDS ARE NOW PUBLISHED ON THE MPA WEBSITE

- Communicate information to enable better planning for importers and exporters

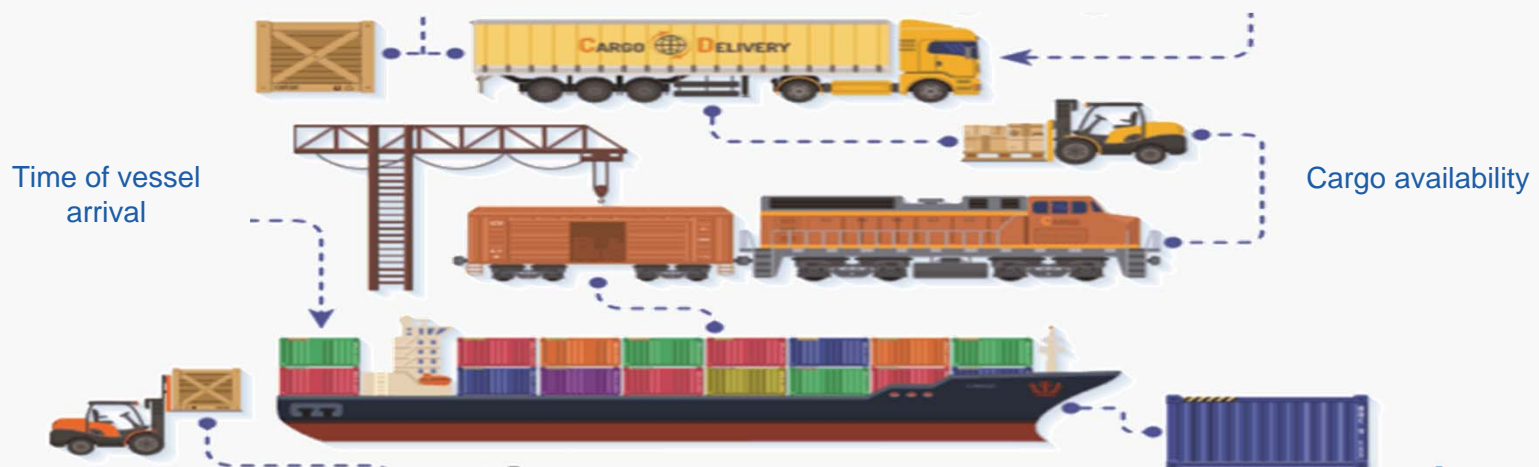
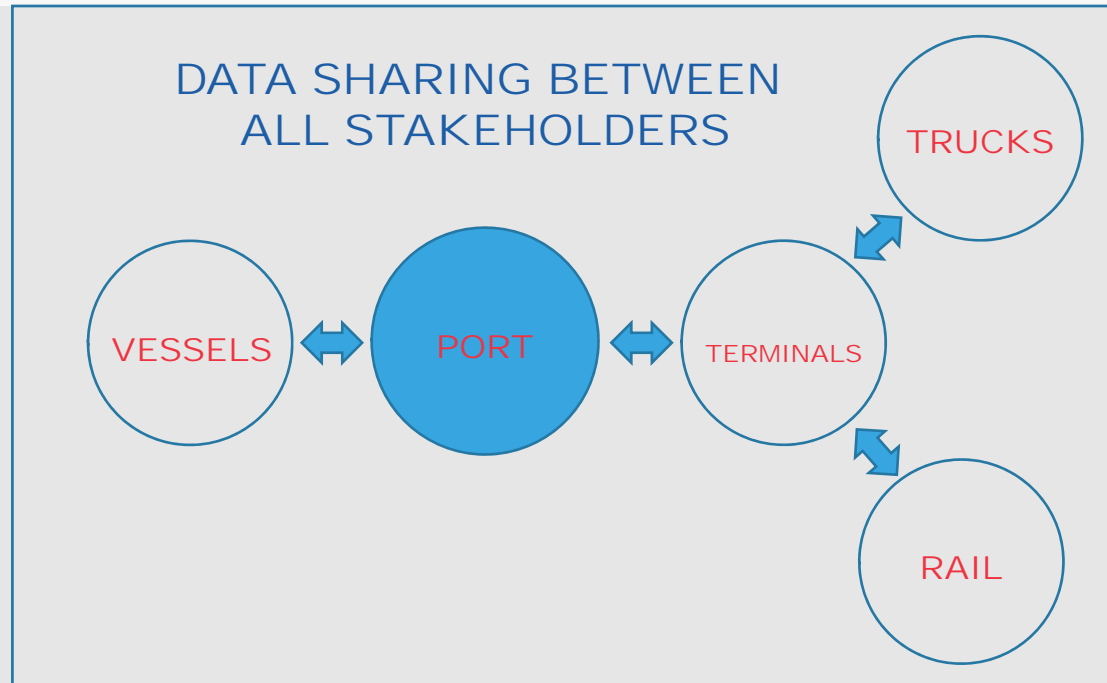
<https://www.port-montreal.com/en/performance.html>

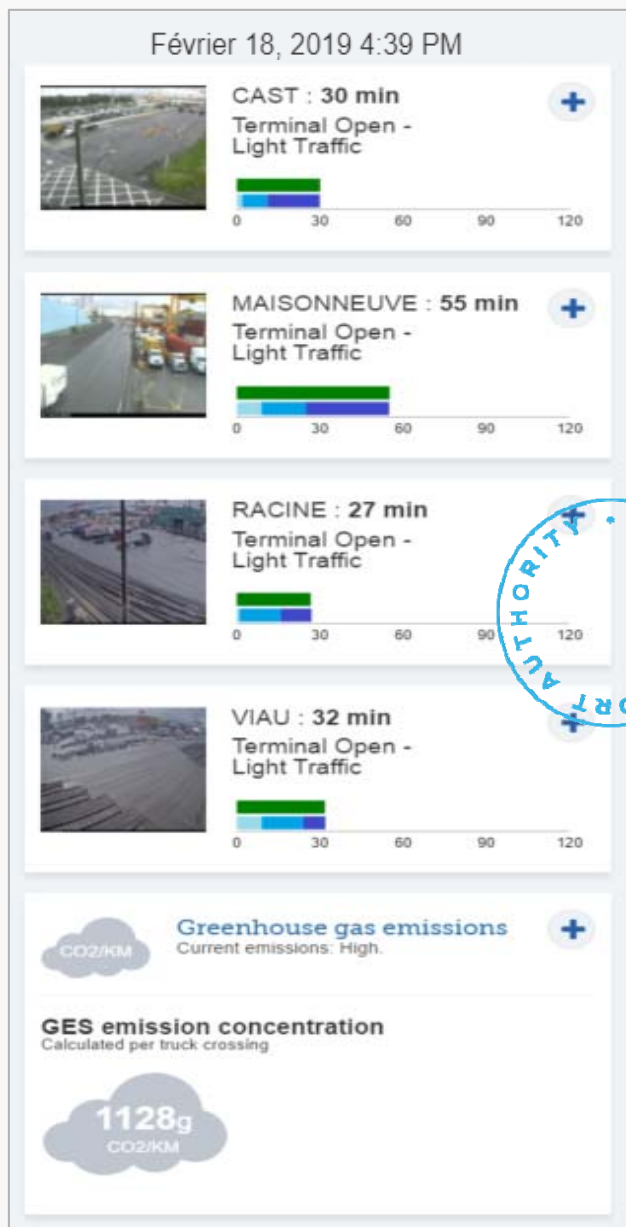


INCREASED SUPPLY CHAIN VISIBILITY

VARIOUS PROJECTS LEVERAGING AI

- Forecast
- Optimize
- Synchronize





INTERMODAL INTELLIGENCE

MOBILE APPLICATION offering
drivers REAL-TIME WAIT TIMES
at terminals

2,500 TRUCKS enter the Port of
Montreal each day

REDUCTION OF GREENHOUSE GAS (GHG)
emissions by optimizing truck routes



TRADE+
LENS

SMART PORT - OPERATION PORT UNITY

CHAINPORT – MEMBER SINCE 2017

OBJECTIVES

- Bring together port management and their stakeholders to share benchmark practices
- Develop strategies together to reach common goals to improve efficiency

TRADELENS

- Based on blockchain technology, TradeLens solution aims to facilitate:
 - Shipment tracking
 - Secure permissioned access
 - Access of information through API systems
- Integrated platform to provide better visibility of traffic flows for the Montreal supply chain.



#PortMTL

PORT LABOR UPDATE

LABOR

- Historical stability without work disruption.
- 200 new longshoremen hired and trained (representing an addition of 20% of total workforce).
- Additional 250 longshoreman to be added by the end on 2019

NEGOTIATIONS

- The negotiation process started on September 18, 2018 and the MEA and Longshoremen's Union are presently in mediation.
- An application for essential service has been filed with the Canadian Industrial Relations Board. The CIRB hearing will run until the end of June 2019.
- The parties do not have the right to strike or lockout at this stage.



VIAU TERMINAL PHASE 2

COMMISSIONING

December 2020

Total Capacity of

600,000 TEU

Total of 2.1 MILLION TEUS at the
Port of Montreal



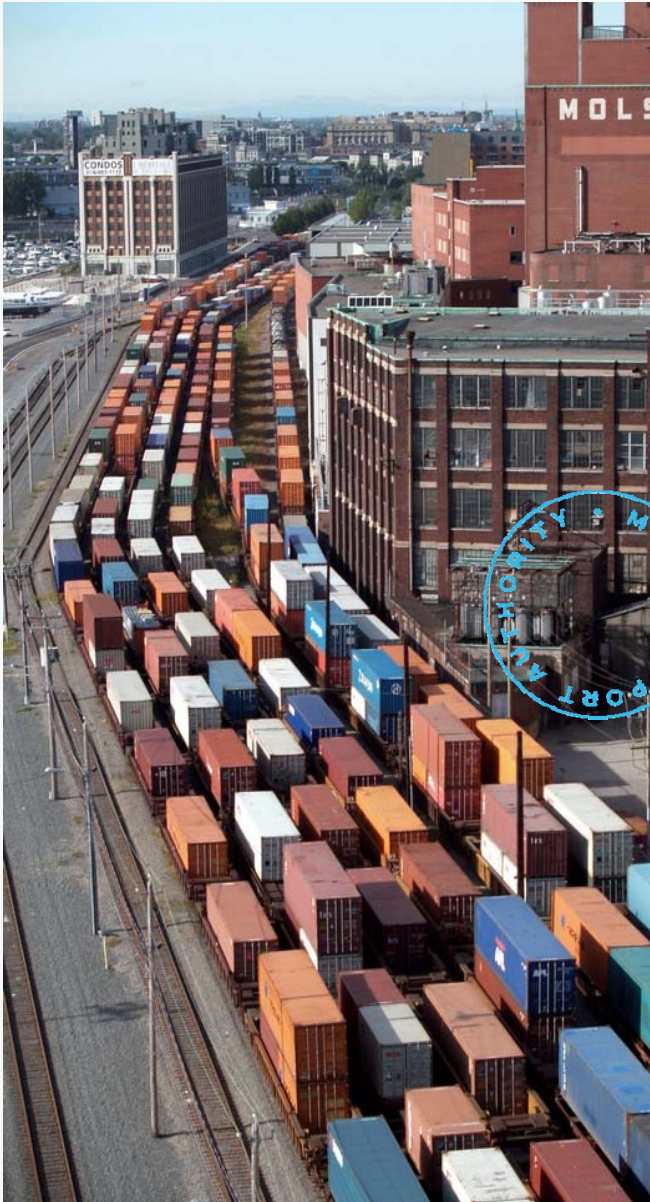
CO-INNOVATION CENTECH PROJECTS

THE PORT OF MONTREAL IN AUGMENTED REALITY

- Use of drones to build 3D model
- Transformation of the graphic output
- Build an augmented reality model of the port within a dedicated app
- *Benefits: Community, Overseas marketing, land management*

REAL-TIME UPDATE OF TRUCKER'S ACCESS CARDS AT THE PORTAL (ON GOING)

- Assess technical needs
- Build an infrastructure to communicate with all parties
- Test the solution with partners
- Implement the solution
- *Benefits: Improve traffic flow at gates, collect real-time granulated information on truck movements*



INCREASING RAIL CAPACITY 2020 - 2022

PROJECTS PLANNED – USD \$55

- Expansion of the intermodal network
 - Addition of **6 km of tracks**
 - Optimization of rail handling capacity by **20%**
-
- This increased rail capacity will improve the fluidity of our operations **to better serve the Midwest markets**



BULK TERMINAL IMPROVEMENTS

CAPACITY

- Berth and storage capacity improvements for dry bulk and breakbulk cargo in Montreal
- Demolition and reconstruction of two hangars
- Increase capacity at Contrecoeur Terminal



INVESTMENTS

- 10 M\$ grant from the Maritime Strategy of Quebec
- 2,7 M\$ from terminal operators

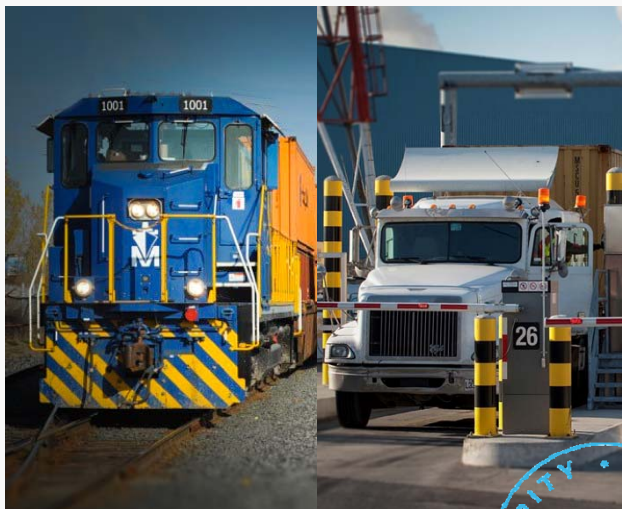
CONTRECOEUR TERMINAL

New container terminal of **1.15 MILLION TEUs**

- Two berths (675 m total)
- Area: 4.67 km²
- 4 km of shoreline
- Intermodal yard and railway yard

CONNECTED TO Class 1 railway on-site / Highway 30 / Route 132





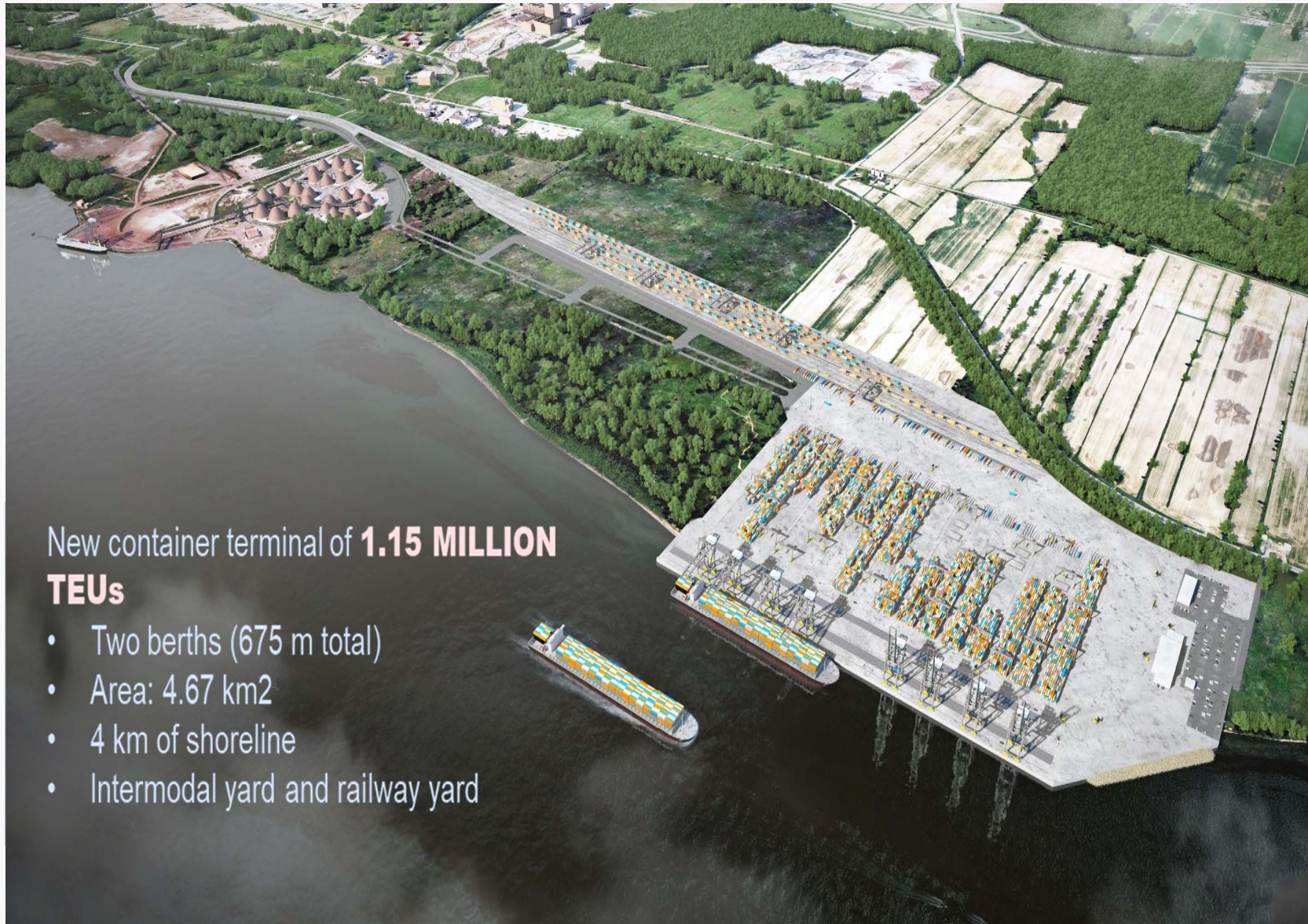
NATIONAL TRADE CORRIDORS FUND

APPLICATION FOR GRANTS UNDER THE NATIONAL TRADE CORRIDORS FUND

- Improvement of intermodal handling capacities at the Port of Montreal
- Reducing congestion
- Increasing fluidity
- Reduction of greenhouse gases



SUSTAINED GROWTH REQUIRES INVESTMENT



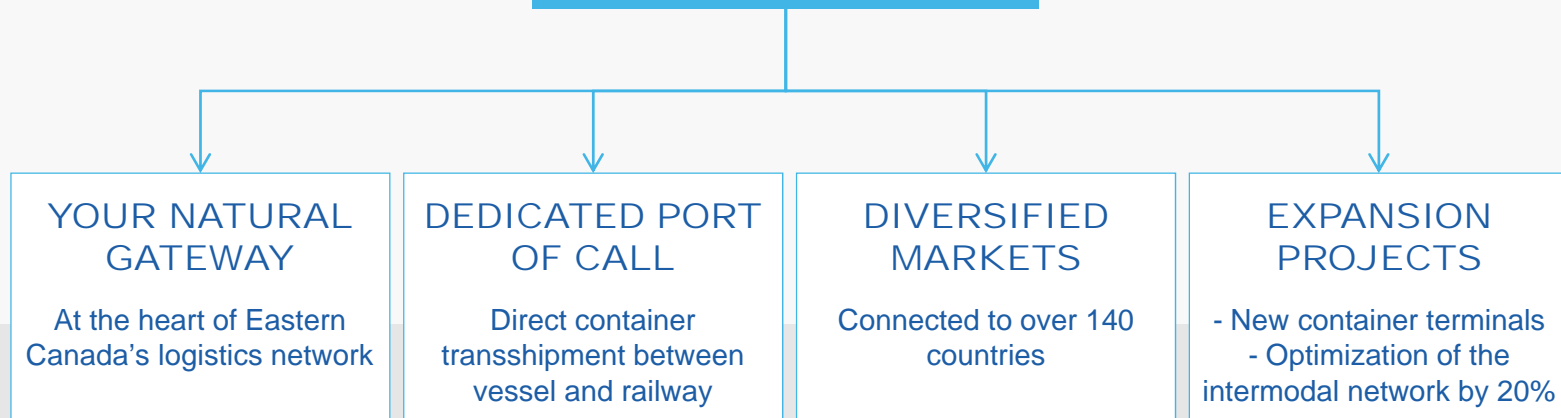
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WHY CHOOSE THE PORT OF MONTREAL

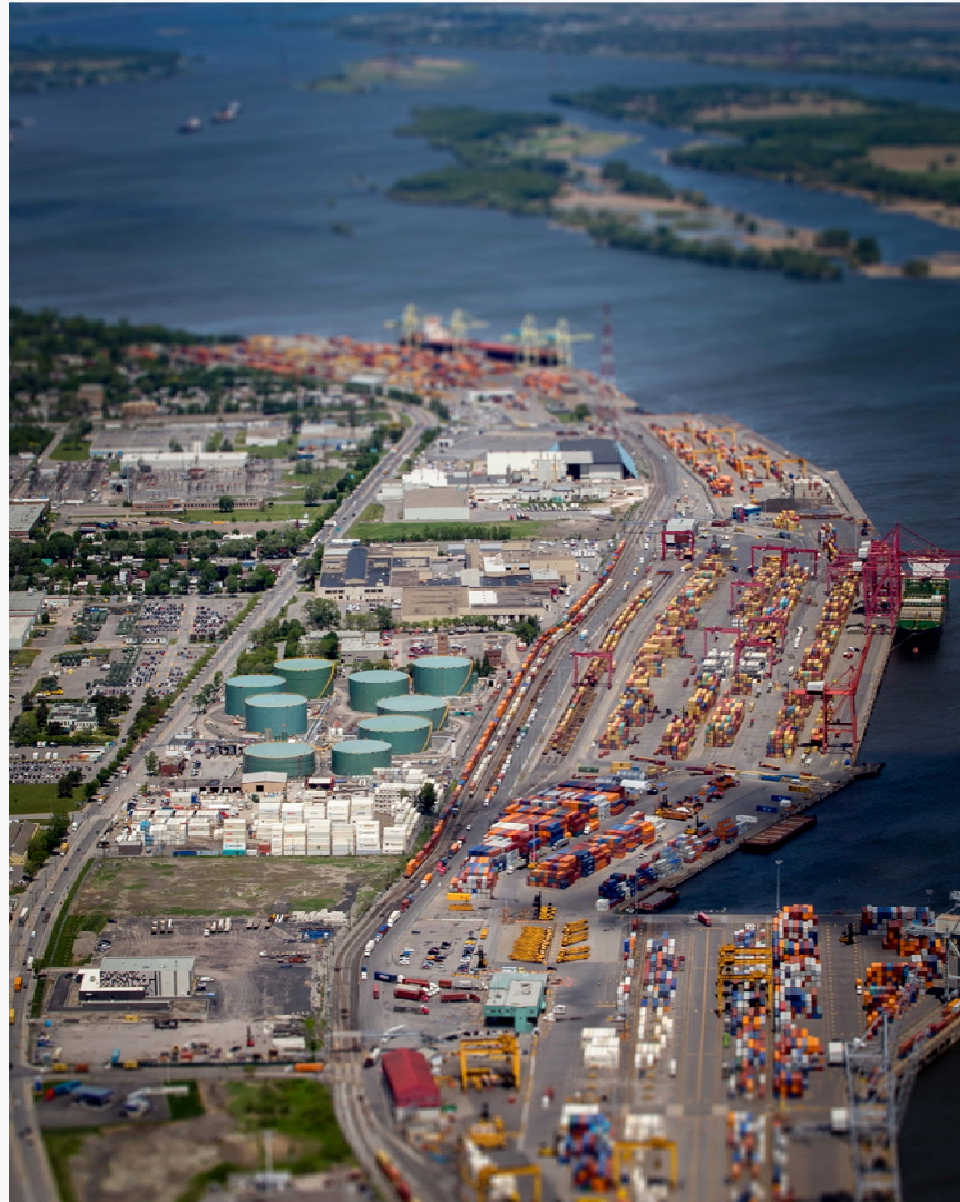
Strategically located with proximity to major markets

LINKING YOU TO SUCCESS



Efficient, Streamlined and Reliable Supply Chain

#PortMTL
THANK YOU



INNOVATION

**CEN
TECH**



1

SUPPLY CHAIN VISIBILITY AND CARGO
MOBILITY

2

CYBER SECURITY

3

PROCESS IMPROVEMENT AND AGILITY

4

DECARBONIZING THE SUPPLY CHAIN



TEU EVOLUTION AT POM 2000 - 2018

| | |
|-------------|-----------|
| 2000 | 1 014 148 |
| 2001 | 989 427 |
| 2002 | 1 054 603 |
| 2003 | 1 108 837 |
| 2004 | 1 226 296 |
| 2005 | 1 254 560 |
| 2006 | 1 288 910 |
| 2007 | 1 363 021 |
| 2008 | 1 473 914 |
| 2009 | 1 247 690 |
| 2010 | 1 331 351 |
| 2011 | 1 362 975 |
| 2012 | 1 364 340 |
| 2013 | 1 346 065 |
| 2014 | 1 402 393 |
| 2015 | 1 446 075 |
| 2016 | 1 447 566 |
| 2017 | 1 513 881 |
| 2018 | 1 679 351 |