PORT OF MONTREAL
SHIP DIFFERENT
MAY, 2019
STRATEGICALLY LOCATED
PROXIMITY TO MARKETS

110 million consumers within 2 days

70 million consumers within 2 rail days

1600 km 1000 miles

40 million consumers within 1 truck day
FIFTH CONSECUTIVE RECORD YEAR

2018
Diversified Port

TOTAL 38,9 MT
RECORD YEAR

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

TERMINAL DWELL OF CONTAINERS

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 Recyclable 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

10 Years Container Traffic Growth 2009 - 2018

<table>
<thead>
<tr>
<th>Year</th>
<th>TEUs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>800,000</td>
</tr>
<tr>
<td>2010</td>
<td>1,000,000</td>
</tr>
<tr>
<td>2011</td>
<td>1,200,000</td>
</tr>
<tr>
<td>2012</td>
<td>1,400,000</td>
</tr>
<tr>
<td>2013</td>
<td>1,600,000</td>
</tr>
<tr>
<td>2014</td>
<td>1,800,000</td>
</tr>
<tr>
<td>2015</td>
<td>2,000,000</td>
</tr>
<tr>
<td>2016</td>
<td>2,200,000</td>
</tr>
<tr>
<td>2017</td>
<td>2,400,000</td>
</tr>
<tr>
<td>2018</td>
<td>2,600,000</td>
</tr>
</tbody>
</table>
COMING TOGETHER
AS ONE
MONTHLY SCORECARDS ARE NOW PUBLISHED ON THE MPA WEBSITE

• Communicate information to enable better planning for importers and exporters

INCREASED SUPPLY CHAIN VISIBILITY

VARIOUS PROJECTS LEVERAGING AI

- Forecast
- Optimize
- Synchronize

DATA SHARING BETWEEN ALL STAKEHOLDERS

VESSELS <-> PORT <-> TERMINALS <-> TRUCKS <-> RAIL

Time of vessel arrival
Cargo availability
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
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.
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 longshoremen to be added by the end of 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

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
WHY CHOOSE THE PORT OF MONTREAL

Strategically located with proximity to major markets

LINKING YOU TO SUCCESS

YOUR NATURAL GATEWAY
At the heart of Eastern Canada’s logistics network

DEDICATED PORT OF CALL
Direct container transshipment between vessel and railway

DIVERSIFIED MARKETS
Connected to over 140 countries

EXPANSION PROJECTS
- New container terminals
- Optimization of the intermodal network by 20%

Efficient, Streamlined and Reliable Supply Chain
#PortMTL

THANK YOU
INNOVATION

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

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