



Item No.: 3A rev.
Meeting Date: Oct. 28, 2020

2021 Cargo Forecast & Strategic Business Initiatives

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Trade & Economic Trends

Global Economy

- COVID-19 pandemic severely impacted the world economy

US Economy

- Geopolitics and increased nationalism adding to economic instability
- COVID-19 has impacted unemployment and changed consumer spending habits
- Decline in tourism and cancellation of cruise season impacting volumes



Trade & Economic Trends

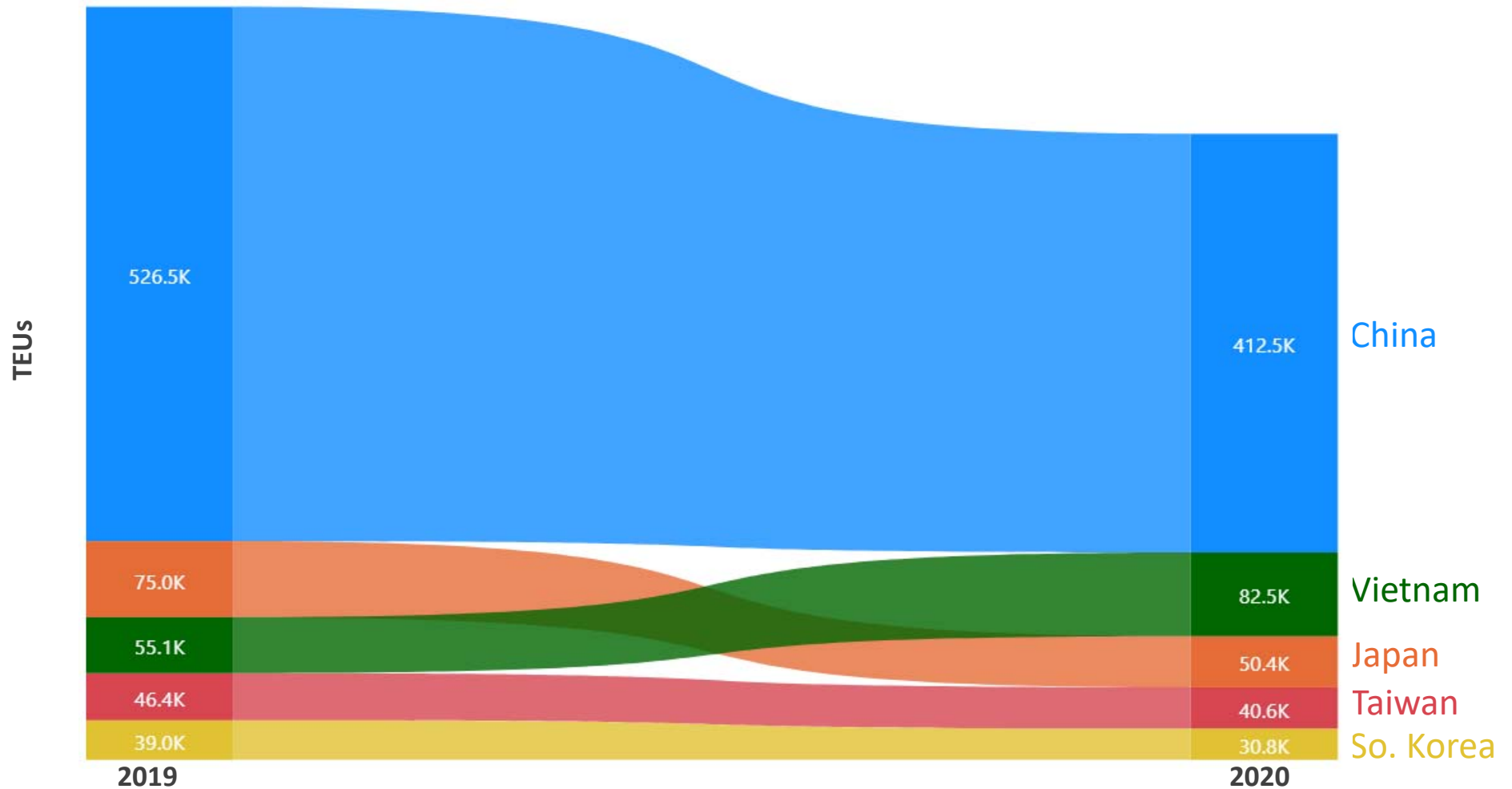
IMPLICATIONS FOR THE NWSA GATEWAY

- Less seasonality, more volatility in imports
- Increased competition for WA/US exporters in global markets
- Continued shift in manufacturing and sourcing from China
- Increased demand for US exports in China, SE Asia and other emerging markets



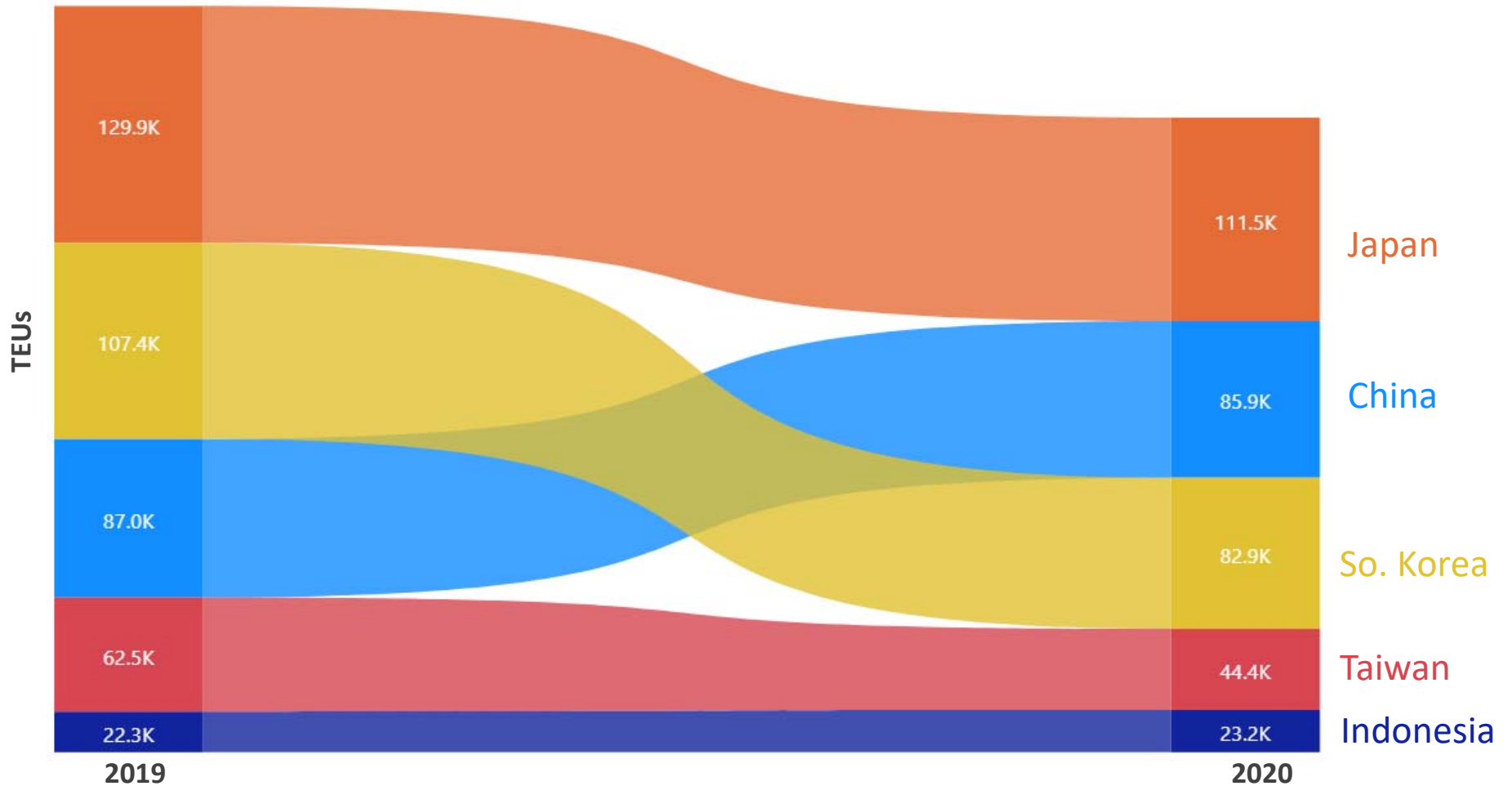
NWSA Trading Partner Trends - Imports

Jan – Aug; 2019 vs. 2020

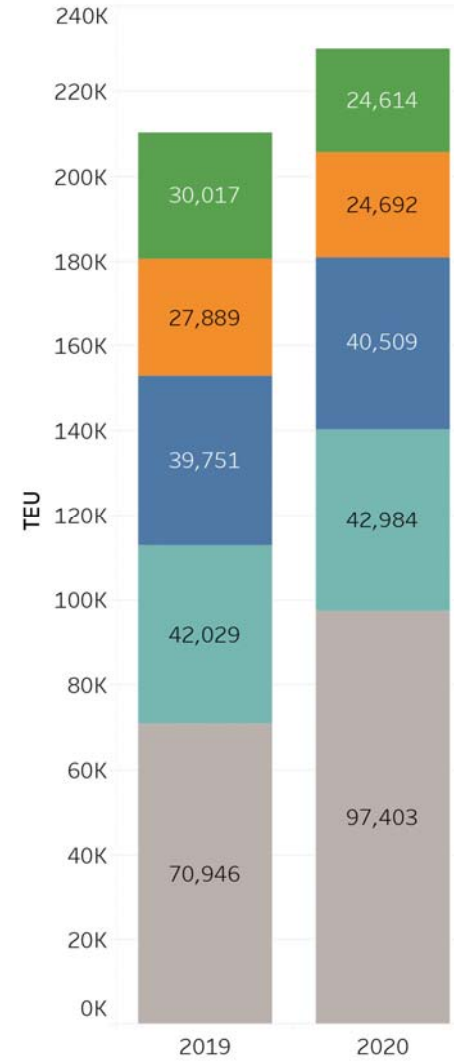
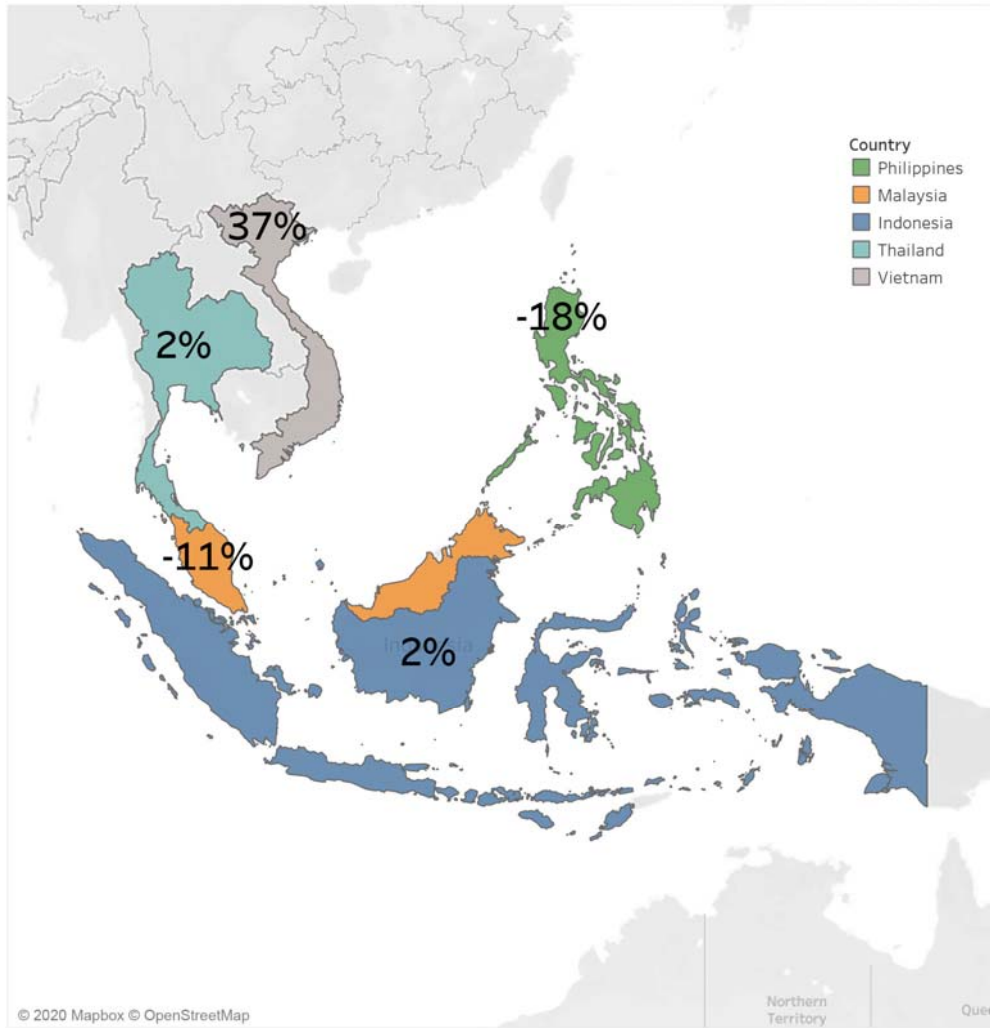


NWSA Top Trading Partners - Exports

Jan – Aug; 2019 vs. 2020



Move Toward Multi-Country Sourcing

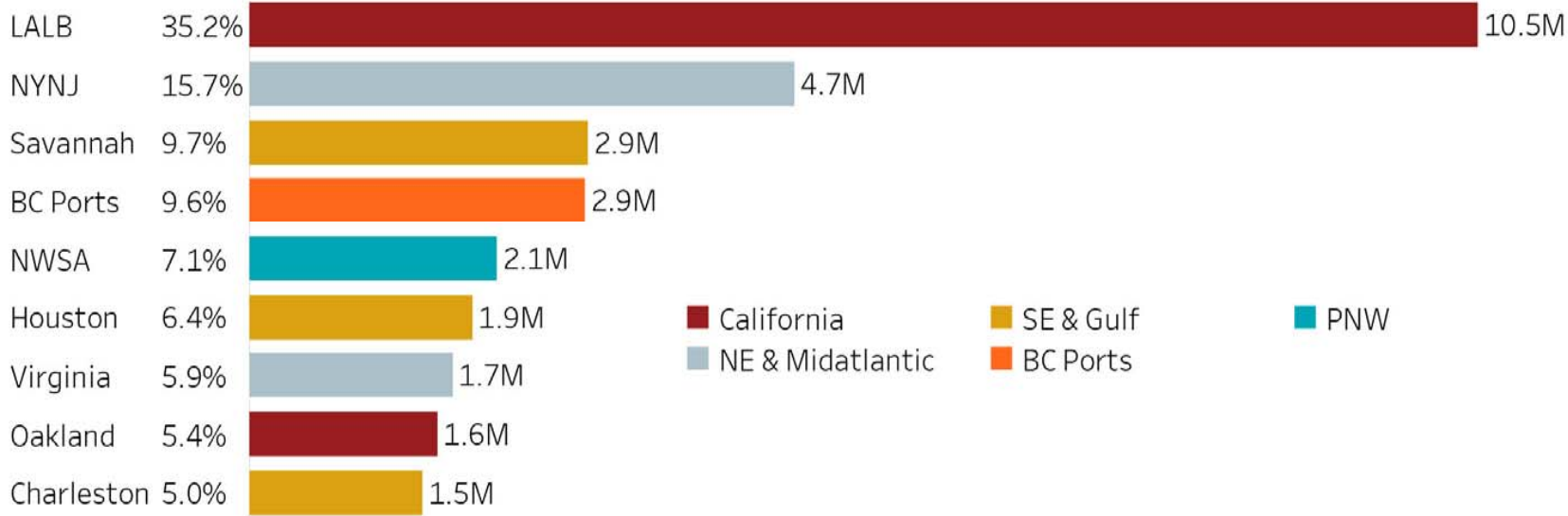


Gateway Comparison – TEU & Market Share

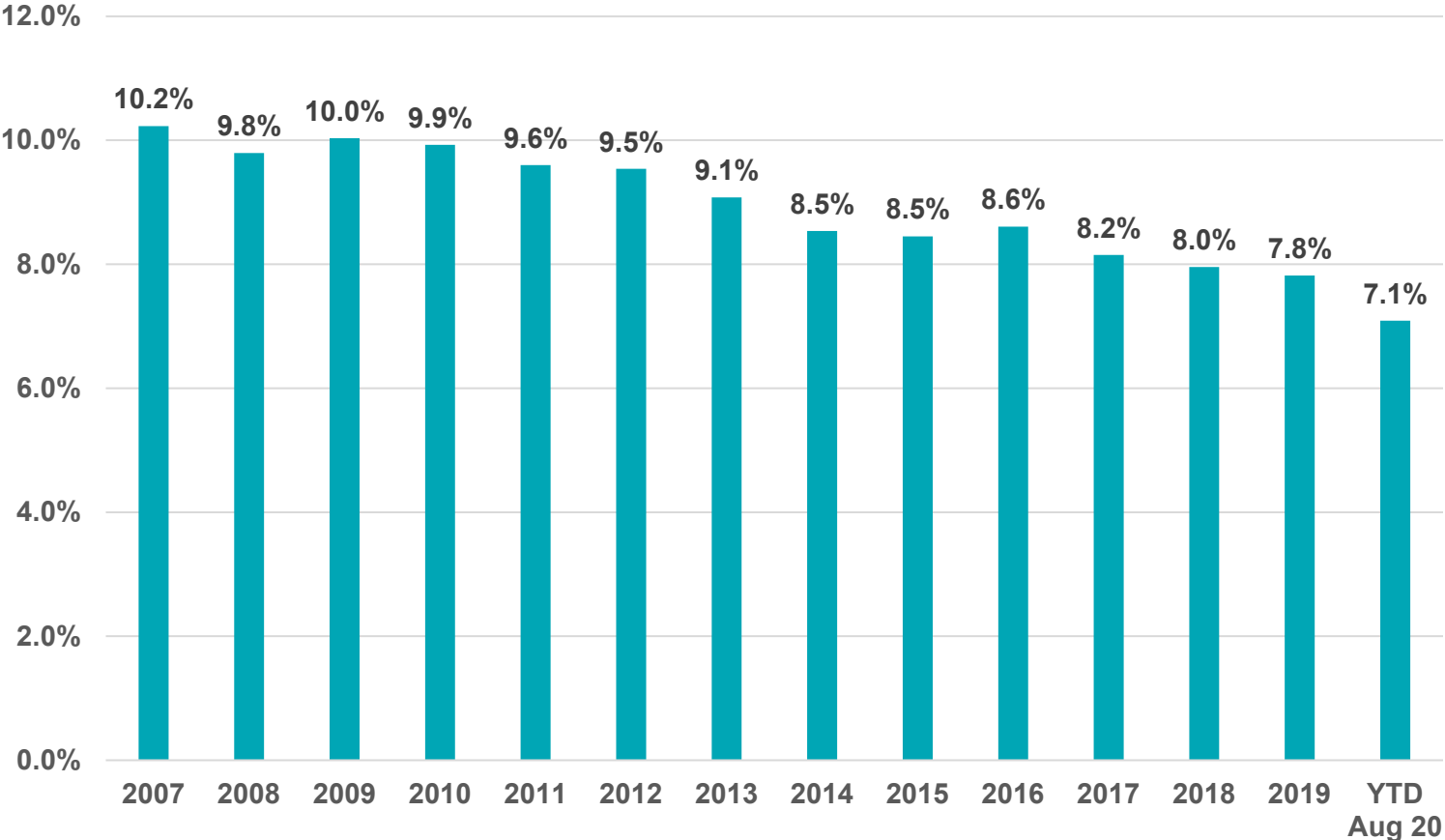
PORTS OF INTEREST, August YTD

(Source: Port Statistics)

August 2020 YTD Market Share & TEU volume

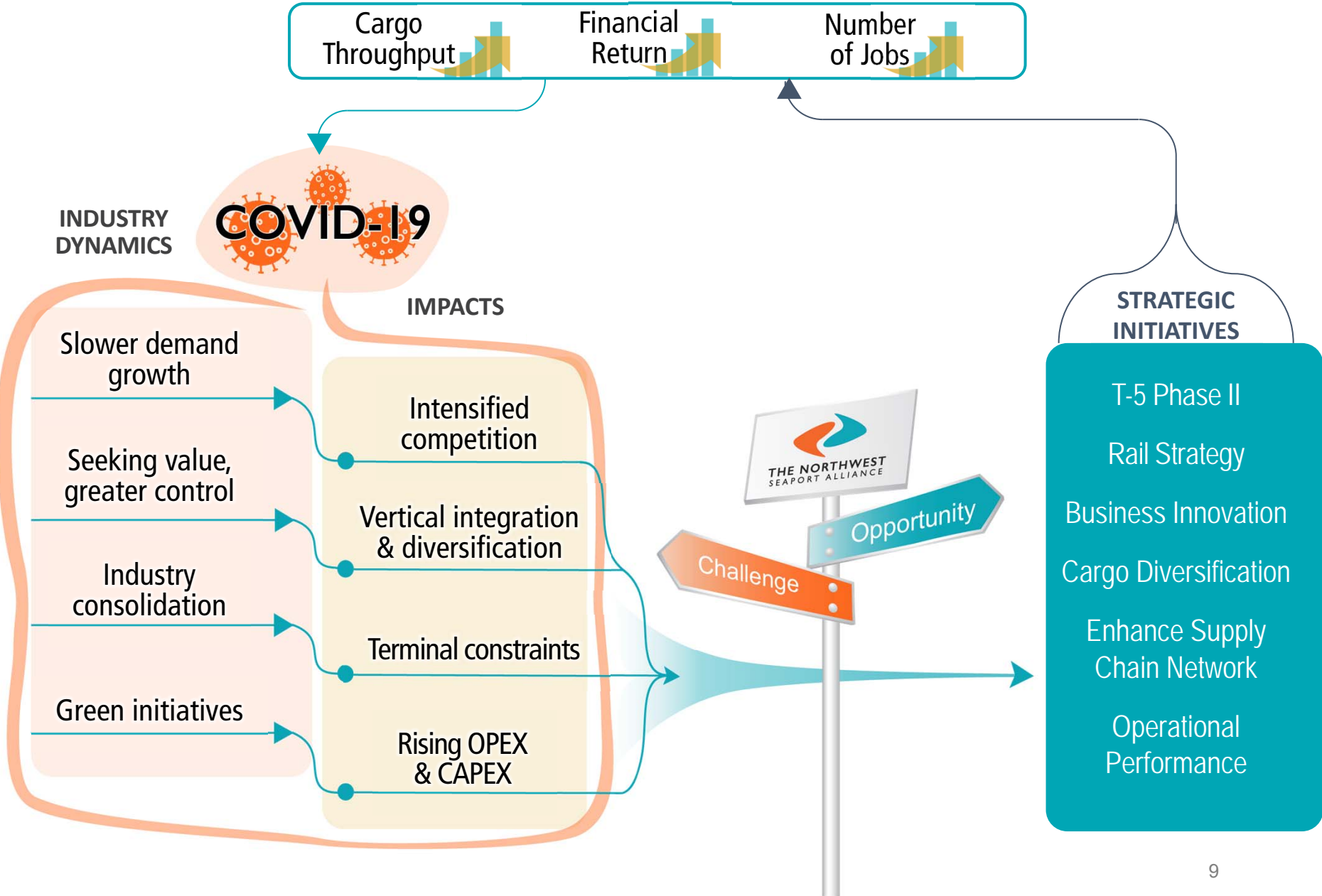


NWSA Market Share

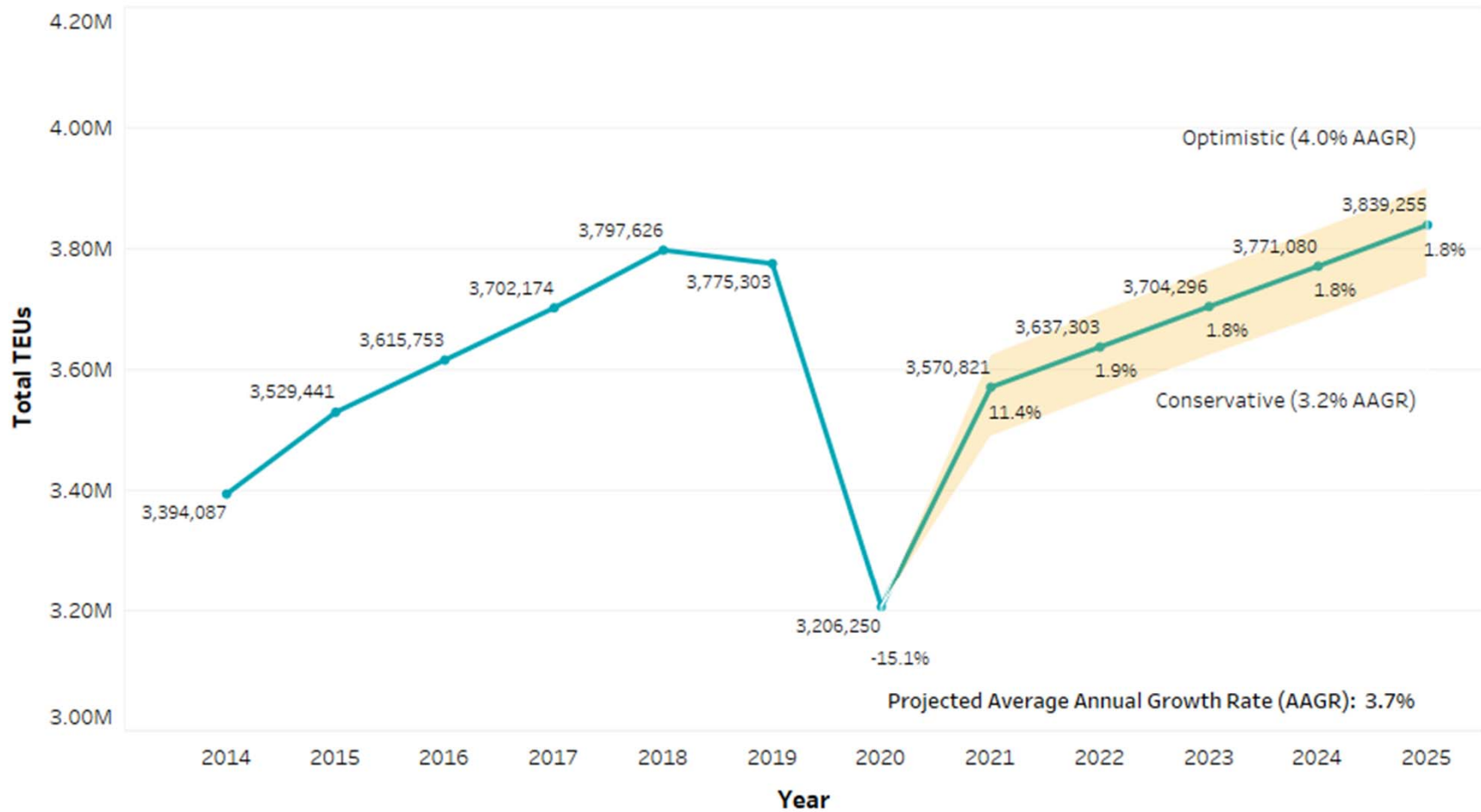


Data Source: Port Authorities
Total volumes (International, Domestic, Full, Empty)

Industry Changes

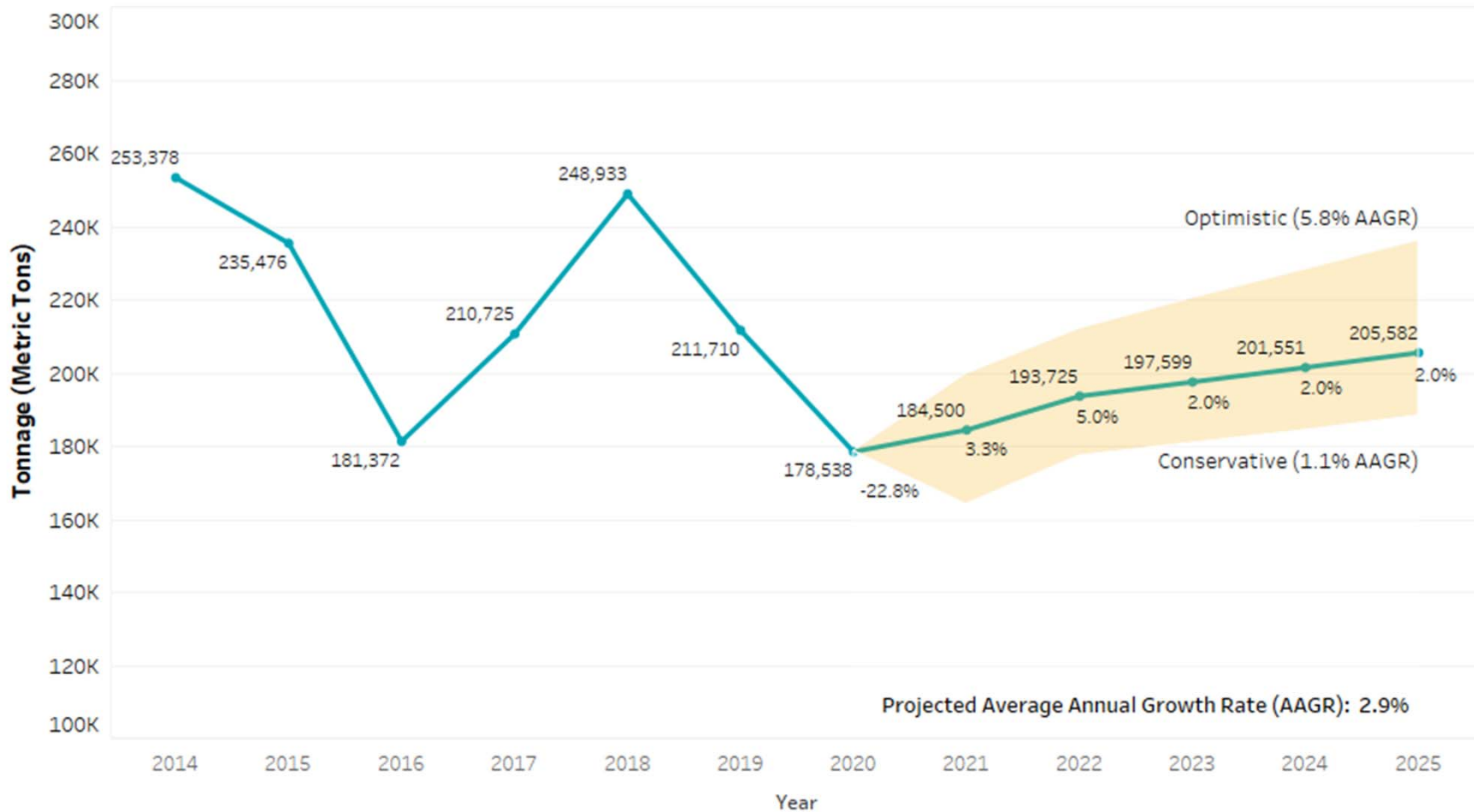


Cargo Forecast – Container (2020 – 2025)



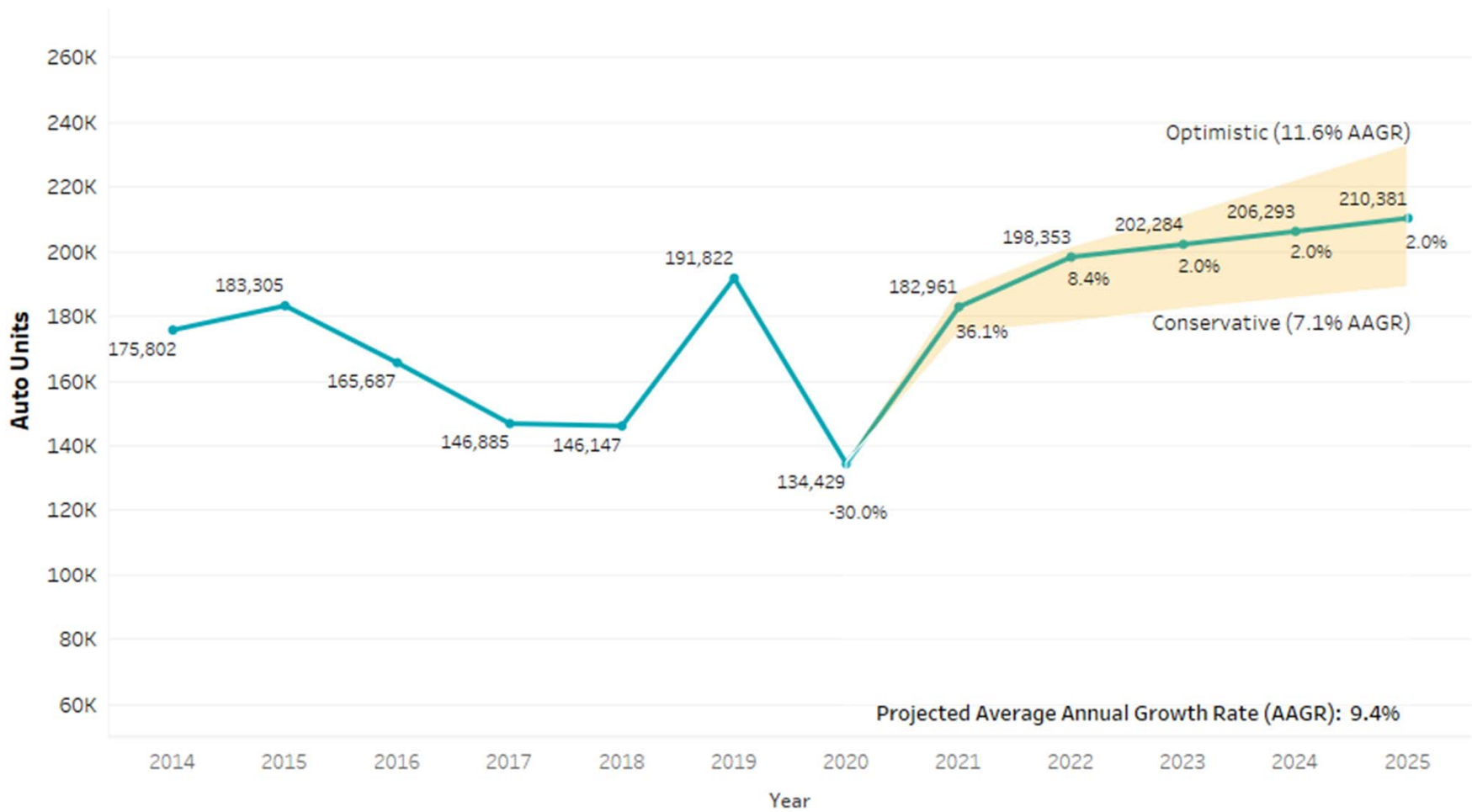
Optimistic/Conservative percentages (%) reflect average annual growth rates (AAGR)

Cargo Forecast – Breakbulk (2020 – 2025)



Optimistic/Conservative percentages (%) reflect average annual growth rates (AAGR)

Cargo Forecast – Autos (2020 – 2025)



Optimistic/Conservative percentages (%) reflect average annual growth rates (AAGR)