Item No.: 6A_Supp Date of Meeting: May 1, 2018



Alaska Update

Presented by Tong Zhu, Chief Commercial Officer & Chief Strategy Officer Scott Pattison, Sr. Manager, Container Business Development Karen Matthias, NWSA Alaska Representative

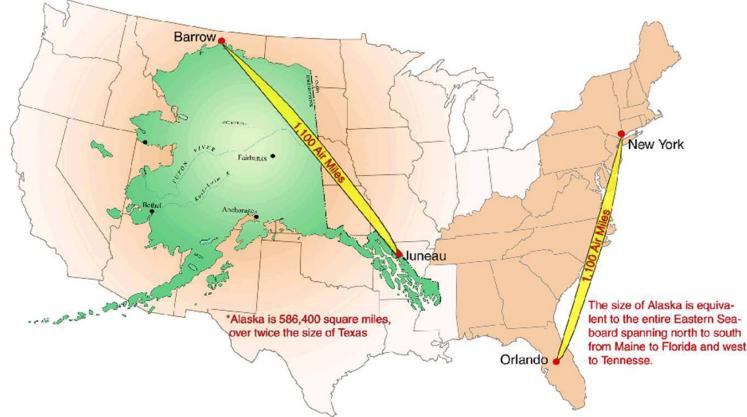
Overview

- NWSA's Alaska Trade
- History and Economic Impact
- Key Partners
- Outlook
- NWSA Role



ALASKA: 586,400 Sq. Miles; 737,000 People

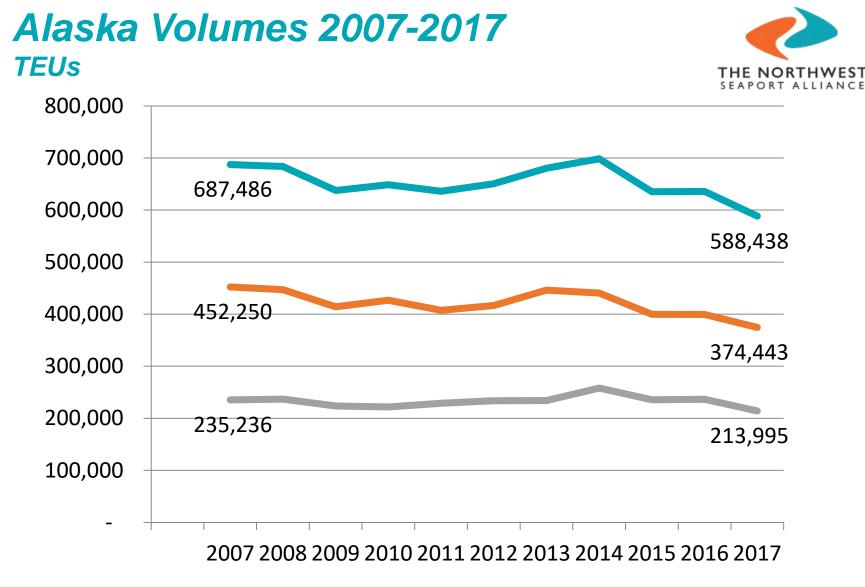
SIZE AND DISTANCE COMPARISON









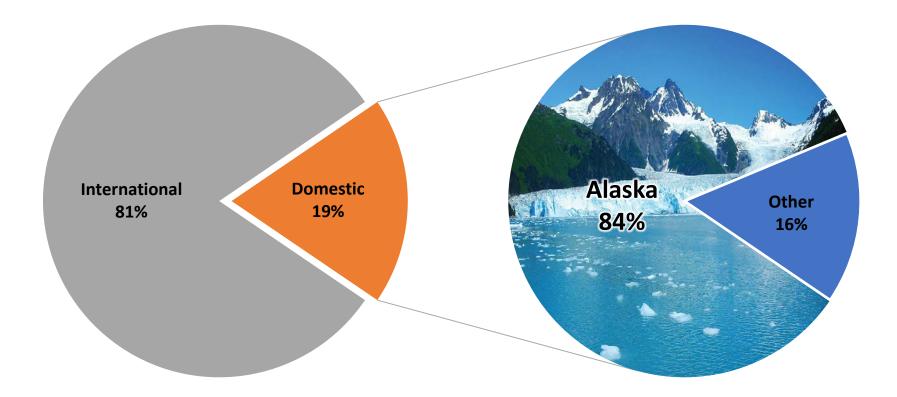


—Total Volume —Full —Empty



2017 Total Container Volume







Long History of Trade and Connections









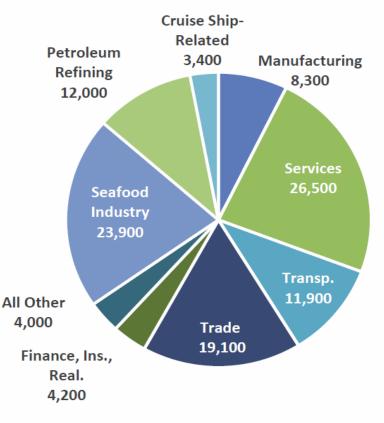


Alaska's Economic Impact on Puget Sound

2013 (most recent available data)

- Export Value: \$5.4 billion
- AK-related jobs: 113,000
- Total labor earnings: \$6.2 billion
- AK-related cargo/freight activity:
 - 5,500 jobs
 - \$450 million in labor earnings

Alaska-Related Jobs in Puget Sound, By Sector, 2013



Source: Ties that Bind Report, McDowell Group, 2015



Alaska's Economic Impact on NWSA

\$17.25 million

2017 Marine Terminal revenue from Alaska carriers*

*Consolidated data for NWSA marine cargo terminals only. <u>Excludes:</u> industrial land, dry warehouse, cold storage, fishing vessels, marinas, seafood processors, mooring dolphins, cruise, SeaTac airport and related Alaskadependent revenues to the NWSA, Port of Seattle or Port of Tacoma.



NWSA's Key Partners



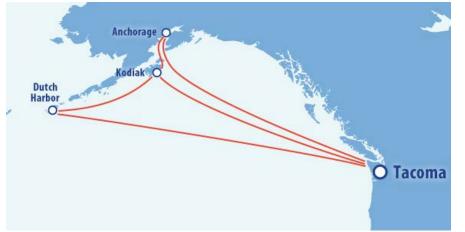






Key Partners – Matson Alaska

- Matson has third highest TEU volume in the NWSA
- Three Container Ships serving Alaska
- Twice weekly service to Anchorage & Kodiak;
- Weekly service to Dutch Harbor
- Added stack scrubbers to reduce emissions







Key Partners – TOTE Maritime Alaska

- Two ships Ro-Ro service
- Twice weekly service to Anchorage
- Converting to LNG

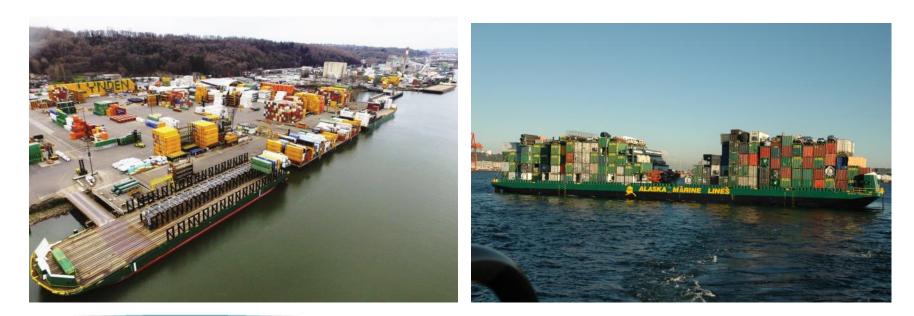






Key Partners – Alaska Marine Lines

- More than 200 ports of call in Alaska
- Weekly rail barge to Central + twice weekly to Southeast
- Seasonal service to Western/Arctic
- Feeder service for Matson, TOTE, APL
- Tug/barges most fuel-efficient mode of transport







Outlook: Challenges

- Distance from markets, small population
- Port of Alaska (Anchorage) structural problems
- Alaska's recession
- Dutch Harbor Expansion to bypass PNW



Outlook: Key Sectors

- Oil and Gas
- Mining
- Seafood
- Tourism
- Military/Federal Government



Outlook: Opportunities

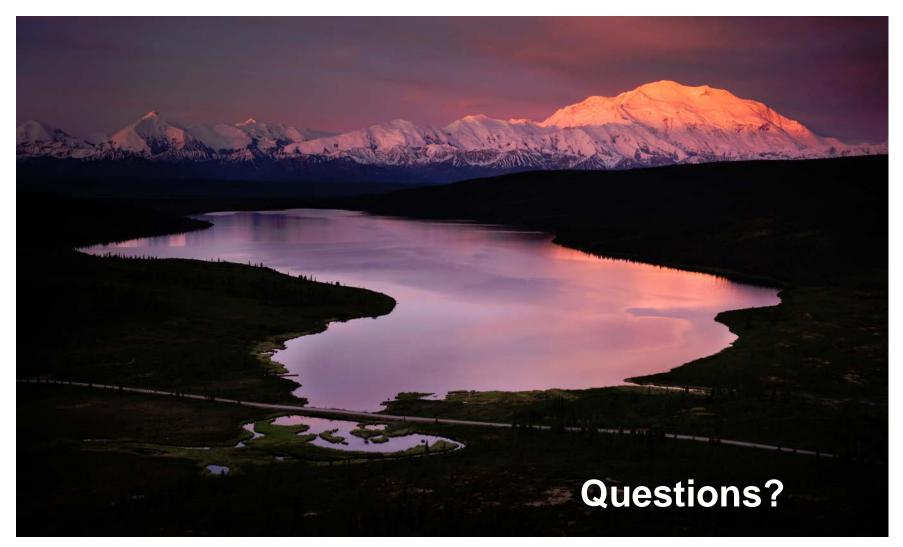
- Seafood Wild and sustainable
- Tourism Stable and growing
- Donlin Gold mine project ~ \$7 Bn
- Natural gas pipeline & LNG export ~\$43 Bn
- Military/Federal Government Stable/growing
- Alaska Native Corporations Growing





NWSA Role

- Provide efficient marine terminals
- Partnership in marketing our gateway
- Support interdependent initiatives
 - e.g. Advocate for Port of Alaska dock replacement
- Recognize cyclical nature of Alaska economy
- Position for next major opportunity



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