

01. Year in Review

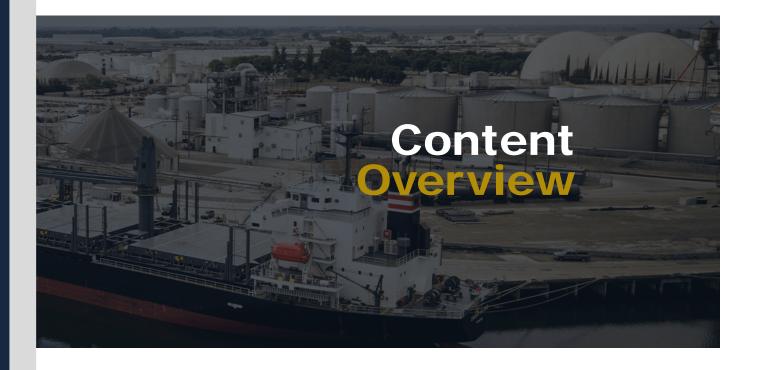
02. Situation Analysis

03. Maritime Operations

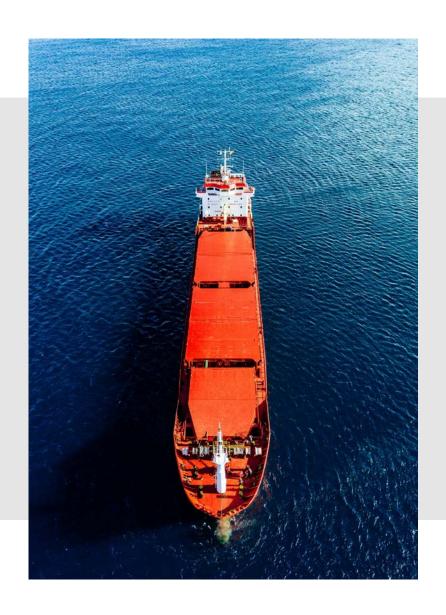
04. Real Estate

05. Environmental

06. Infrastructure



Year in Review/ Key Priorities



- Innovation
- Green Fleet
- Green Marine Certification
- Habitat Restoration
- New Business



Challenges

International Tariffs

Traffic

Infrastructure Needs

Climate Change

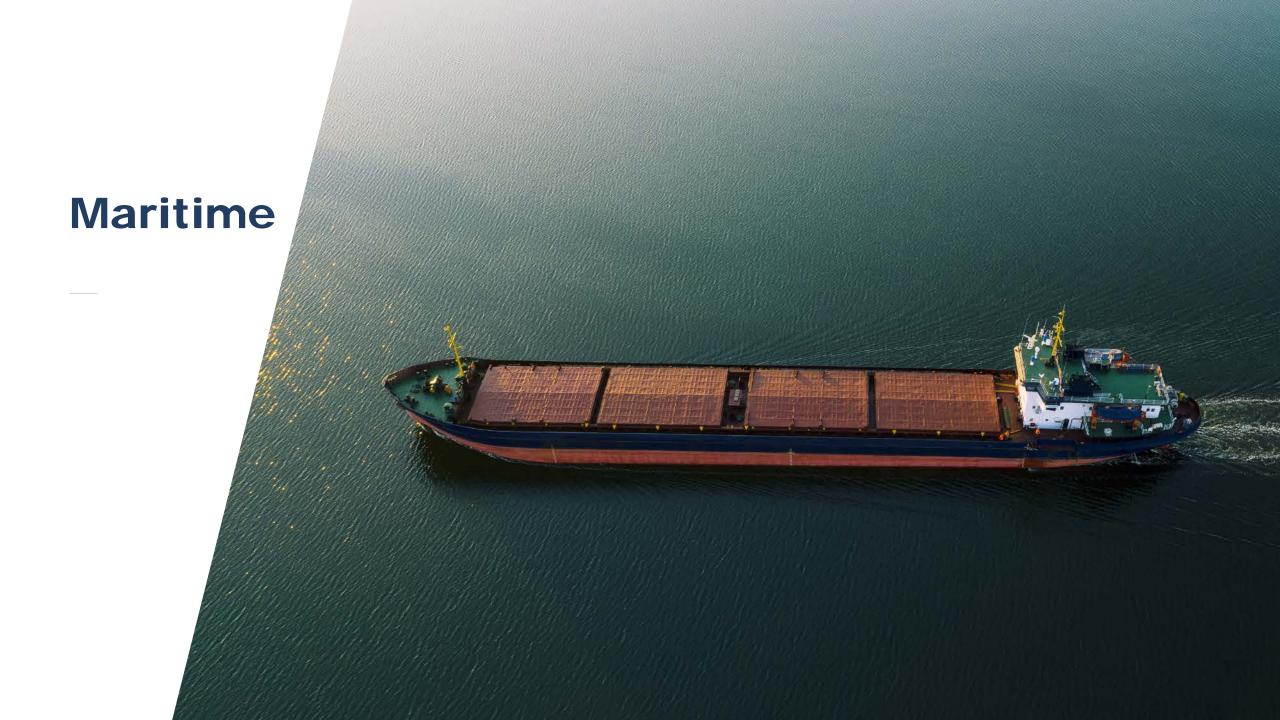
Opportunities

Lessees

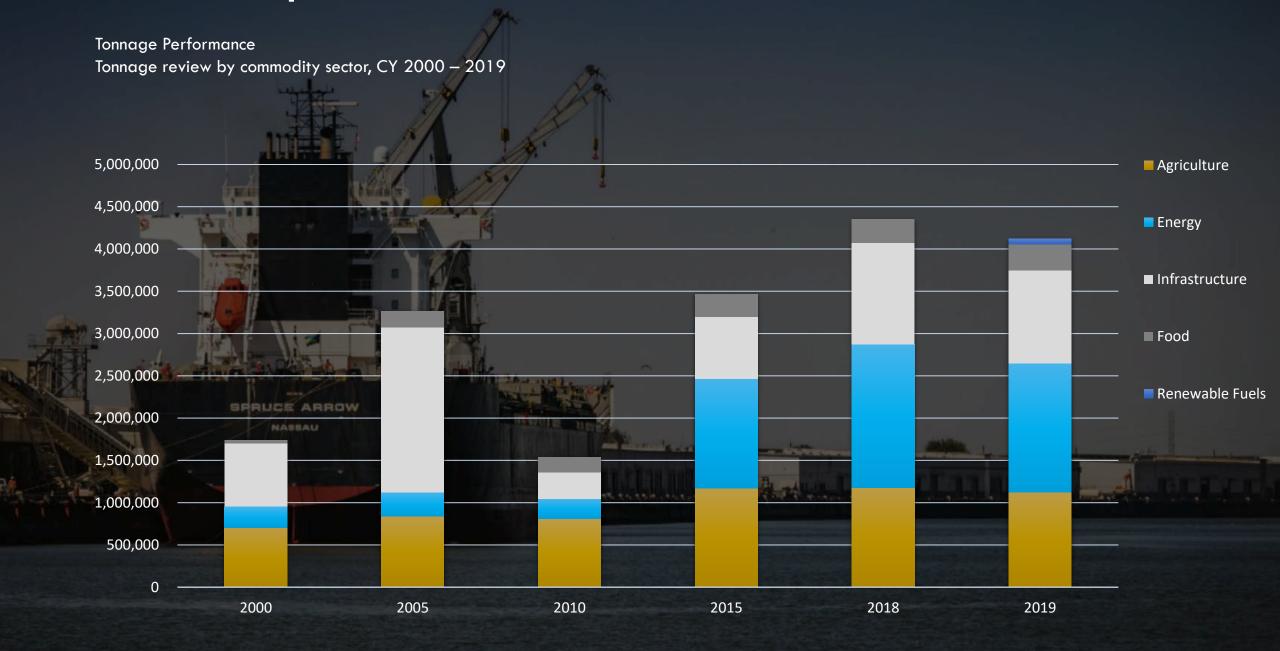
Environmental Restoration

Green Fleet

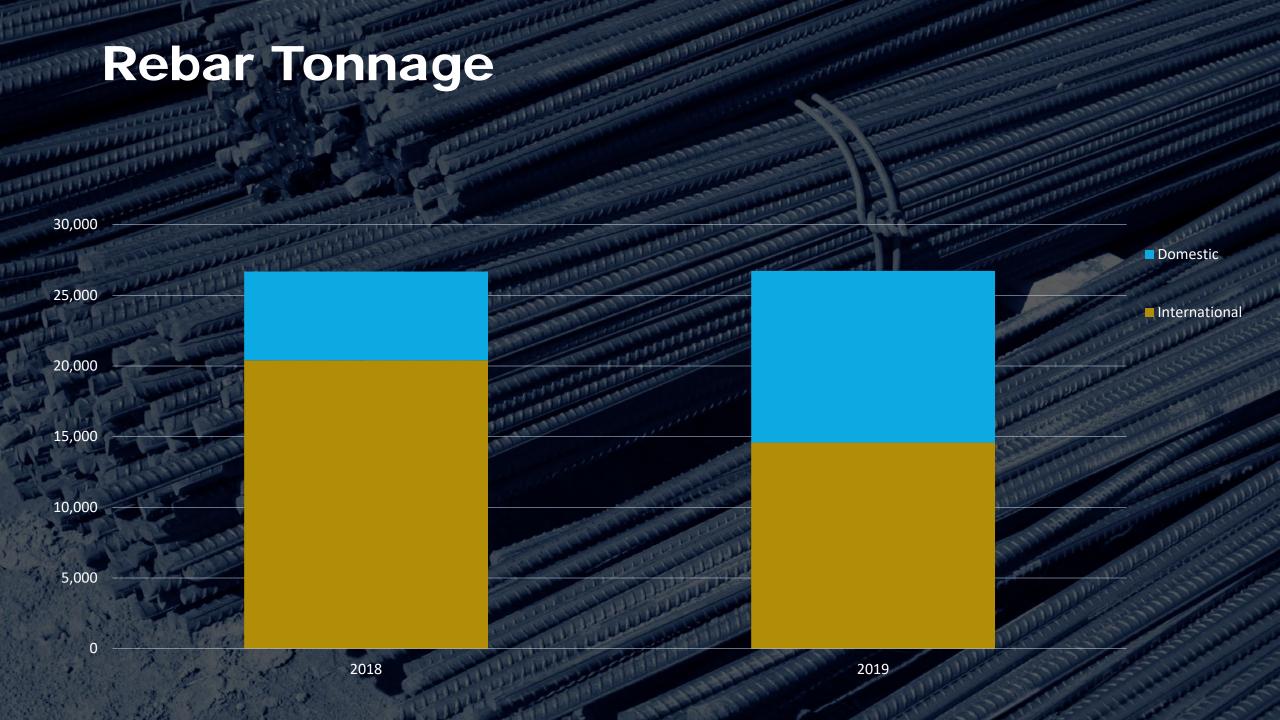
Strong Community Partnerships



Maritime Operations



Maritime Operations Commodity Type 5,000,000 **■** General Cargo 4,500,000 4,000,000 3,500,000 Liquid Bulk 3,000,000 2,500,000 ■ Dry Bulk SPRUCE ARROW 2,000,000 1,500,000 1,000,000 500,000 0 2000 2005 2010 2015 2018 2019



Marketing & Operations Update

Shifted marketing platform focus

- Decreased print ads
- Increased in-person outreach





Marketing

Marketing Platform Focus

Customer Contact – Trade Shows, Industry Conferences,
 Customer Visits

Customer Engagement in Target Markets

- Renewable Fuels
- Minerals
- Cementitious Products

Customer Relationship Management (CMT)







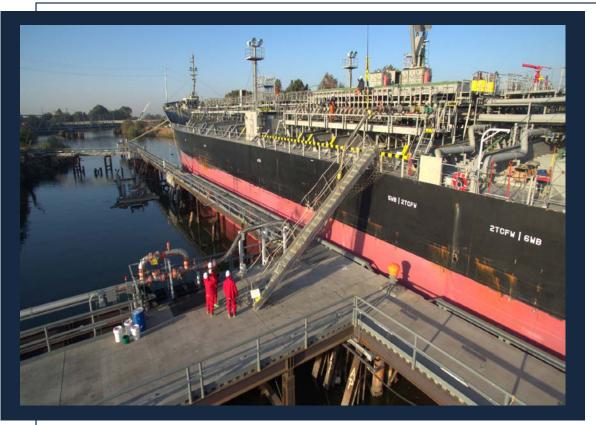






New Business







Foreign Trade Zone #231 Sites

5.11 Inc. boundary modification for Manteca Subzone

 Lathrop & Modesto sites have been deactivated

Arch Road Logistics Center Contra CostaCounty Gateway Cente FTZ 231 Site 3 Stockton Metropolitan Airpor FTZ 231B Site 3 Joaquin County TZ 231 Site 4 ProLogis Park Tracy I FTZ 231 Site 6 Medline Subzone Foreign Trade Zones ProLogis Park Patterson Pass Activated Designated Subzone County Boundaries

ProLogis Park

Duck Creek

Port of Stockton

Complex

Rough and

Ready Island

9 sites designated, 4 locations activated

2019 Proposed New/Expansion Projects

Value of Projects \$360 million; 266 FT jobs



Warehouse Occupancy -100%



2019 Approved Projects* Projects Under Construction Project Start-Ups

Value of Projects \$230 million; 116 FT jobs



Utilities - Electric

PG&E infrastructure upgrades complete

Utilities – Cal Water



Main waterline replacement along Washington St.

• Future hydrant connections installed



Environmental Planning

Zero-emission cargo handling equipment transition program

DANNAR Zero-Emission Forklifts

ZANZEFF Project

Railcar Mover







Environmental Planning (cont.)

Antioch Dunes Conservation Project







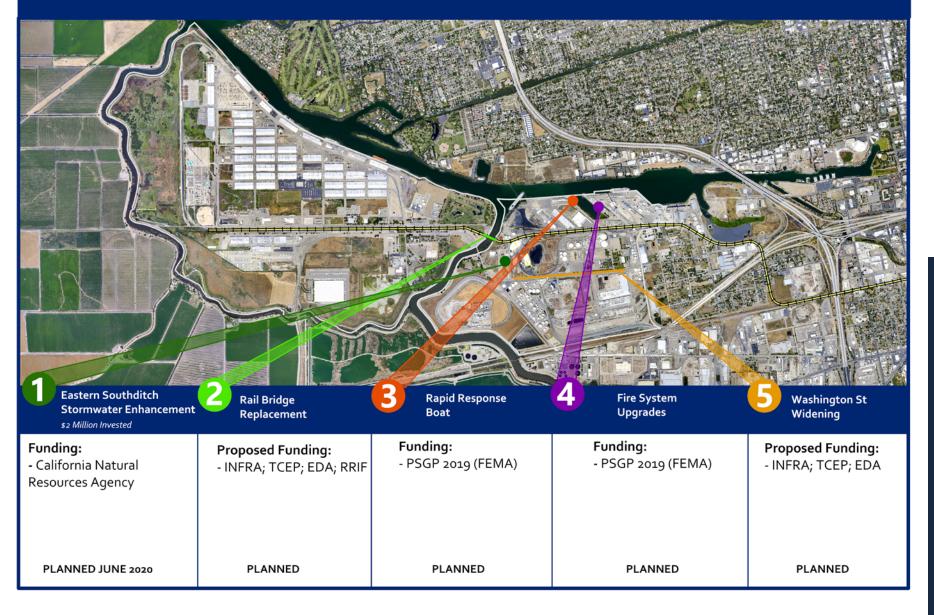
PORT ACCESS IMPROVEMENTS Transportation Infrastructure Improvement Projects

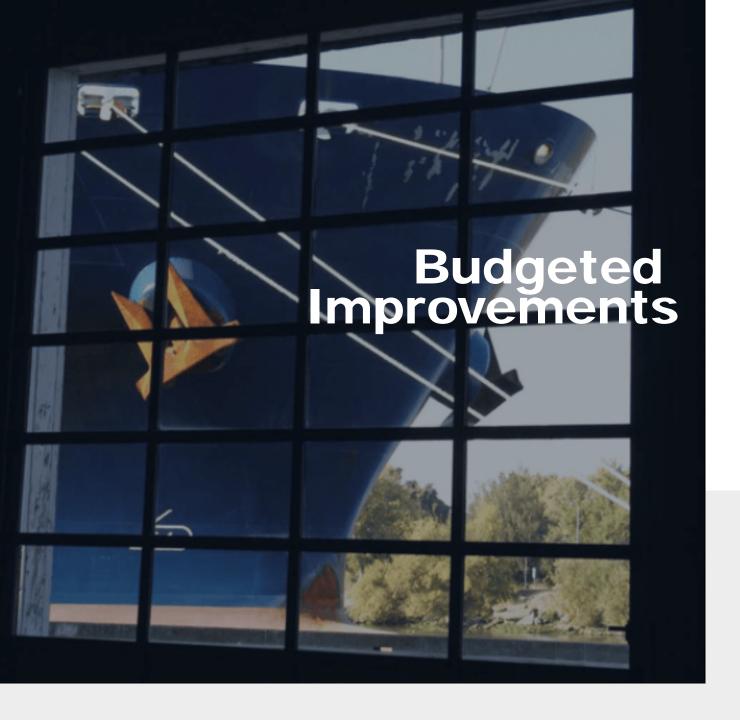


PORT OF STOCKTON In Progress Projects



PORT OF STOCKTON Proposed Projects





O1. Port substation - 2nd 25MW transformer

Q2. Best warehouse roof rehab

O3 Embarcadero rail rehab

