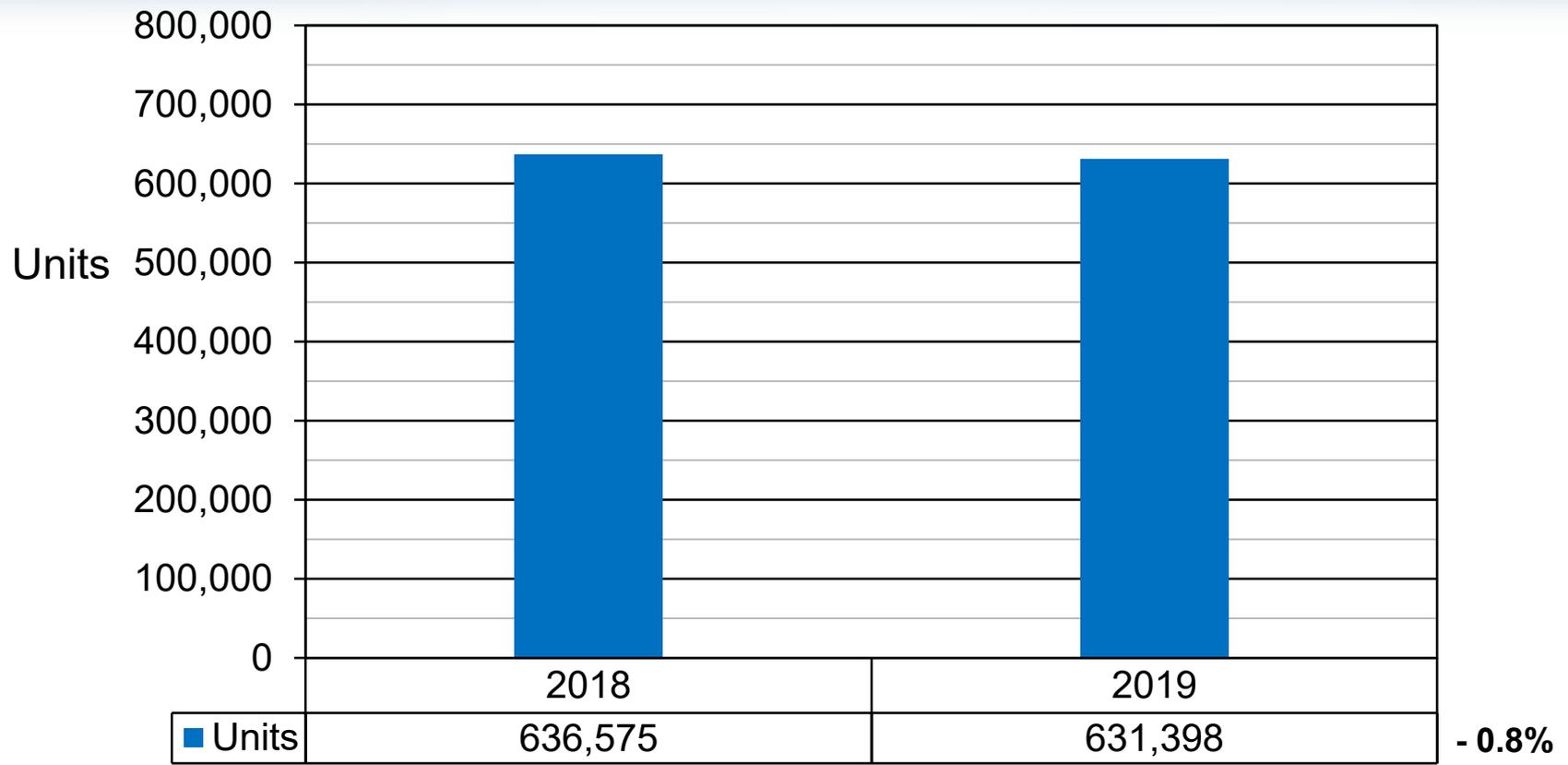


Autos & Light Trucks Update

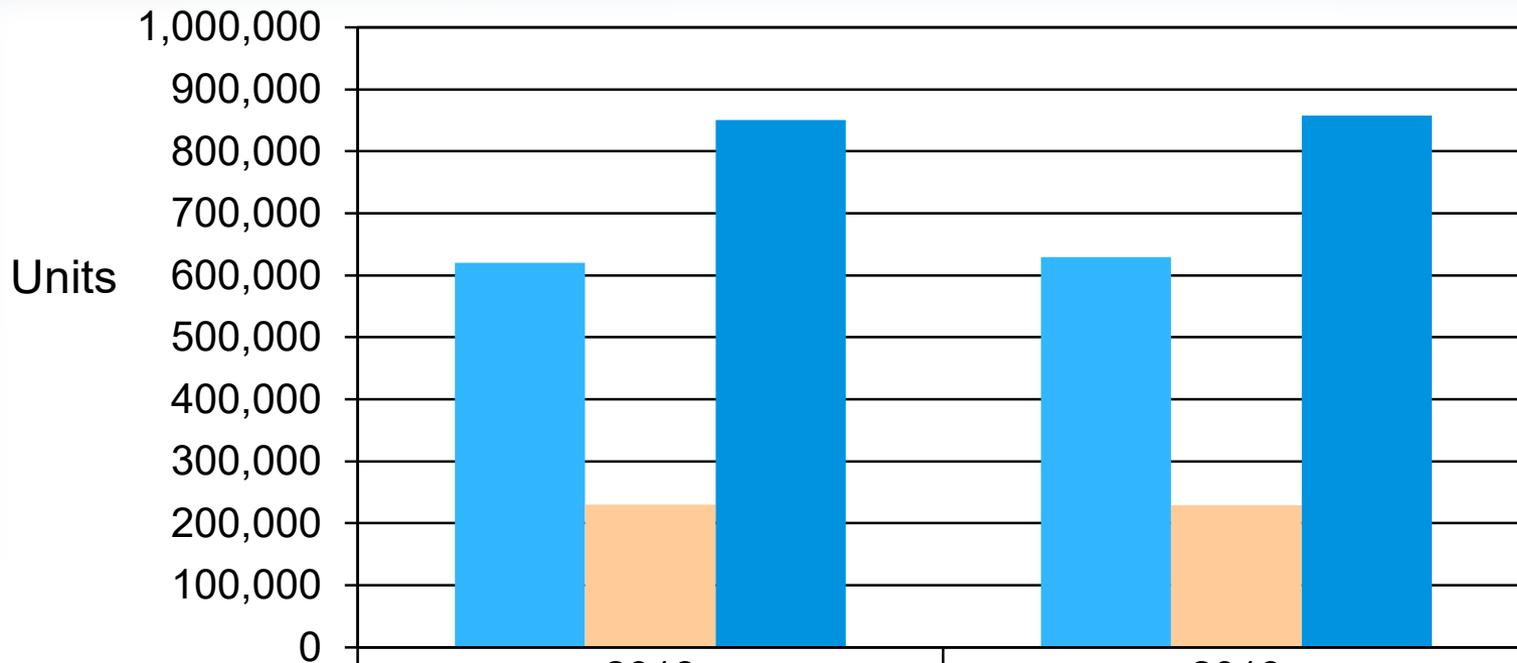


MPA Terminals – Autos/Truck Units (Calendar Year)



Source: MPA Brass

POB Terminals – Autos/Truck Units (Calendar Year)

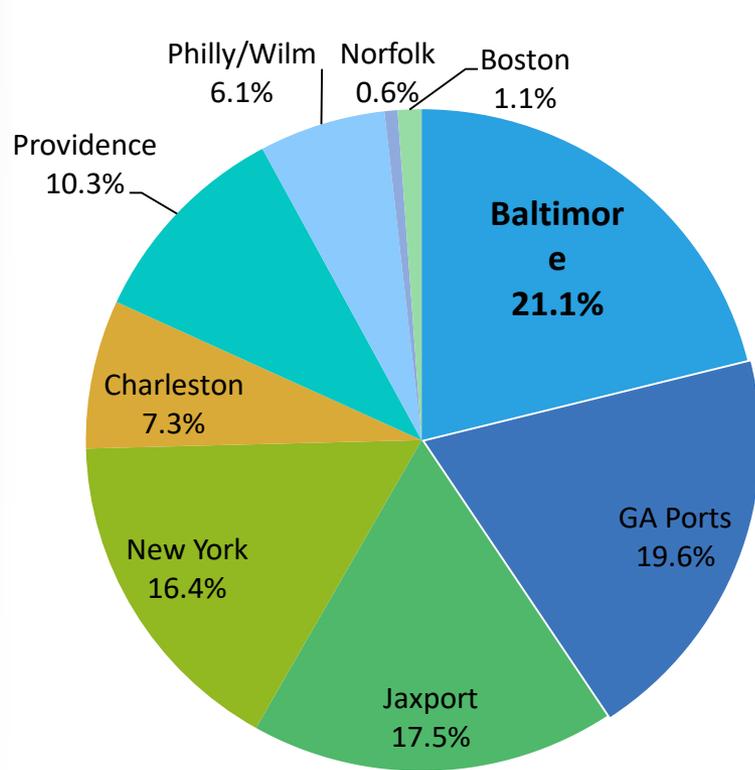


	2018	2019	% Change
Import	620,377	629,059	+ 1.4%
Export	229,770	228,831	- 0.4%
Total	850,147	857,890	+ 0.9%

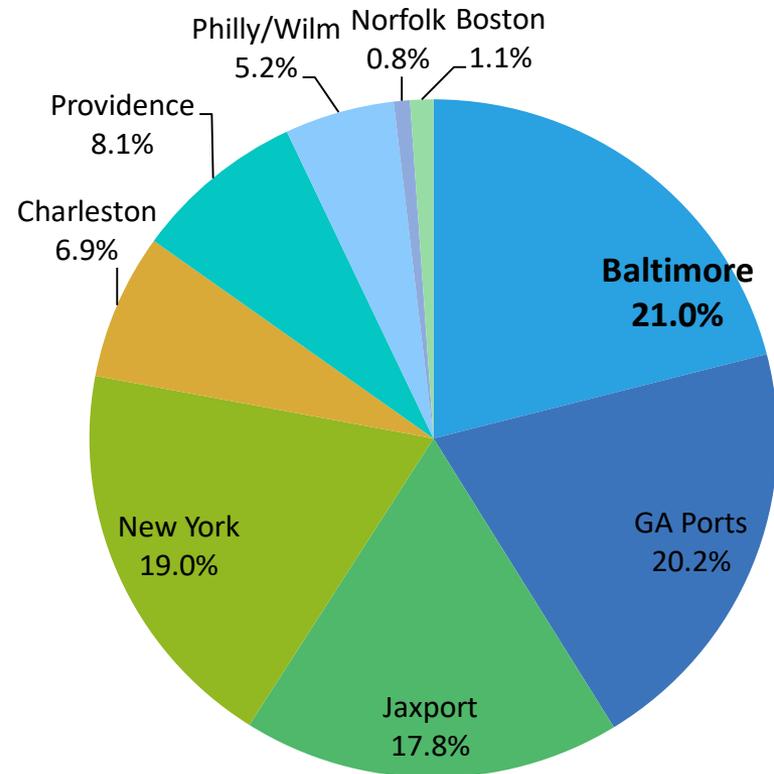
Source: MPA Brass & Private

Auto Market Share - Tons (Calendar Year)

2019



2018



Performance Results / Opportunities

- 9th consecutive year as the #1 Auto port in the USA.
- Mexico currently has 25 auto facilities.
 - All major OEMs have an assembly plant in Mexico. Nissan has three.
 - POB remains well positioned to receive vehicles from Mexico.
- Mercedes-Benz
 - MBUSA continues to be one of the MPA's largest auto accounts.
- Subaru
 - Sold a record 700,000 cars in the USA in 2019
 - 4% of USA market share
 - 5th largest OEM at POB with approximately 60,000 units forecasted for 2020

Performance Results / Opportunities

- Fiat Chrysler Automobiles
 - 2019 imports were strong
 - Imports include Jeep Renegades (Italy), Ram ProMaster (Turkey/Mexico), Fiat (Europe), Alfa Romeo (Italy)
- Volkswagen Group
 - Will begin port operations at TradePoint Atlantic in June 2020.
 - Brands include VW, Audi, Porsche, Bugatti and Bentley
- American Honda
 - Honda has announced it will close U.K. plant in 2020 due to Brexit challenges. Import volumes will be affected as they will build the Civic Hatchback in USA.
 - Honda CRV exports to Mexico continues to be strong with 25,000 units exported in 2019.
 - Now the 2nd largest auto account at the POB with over 100,000 units moved through the POB in 2019

Performance Results / Opportunities

- **Mitsubishi**
 - Built on a strong 2018 into 2019 with 43,000 import units.
 - Imports include Outlander Sport (Japan) and Mirage (Thailand)
 - Has increased volume at POB by over 30,000 units since 2015.
- **Mazda**
 - 4th largest OEM in the POB with 80,000 vehicles in 2019.
 - Top imports include the small CX3 and the CX5. CX5 is a top seller in the USA.
- **Ford Motor Company**
 - Good volumes of F-150 and Mustangs continue to North Europe and Oceania.
 - EcoSport imports from India started in Q4 2017.

Performance Results / Opportunities

- General Motors
 - GM totaled 42,000 units at Dundalk Marine Terminal in 2019.
 - Most units arrive from Mexico and are GMC truck models and a wide range of SUVs.
- Previous Owned (used) Vehicles – POVs
 - Market has rebounded and remained strong in 2019.
 - Most exports go to West Africa.
 - MPA saw an increase of 9,000 export units last year (115,000 units total)
- Electric Vehicles (EV)
 - All OEMs are starting EV programs
 - At present, demand for EVs are not high in the USA.
 - Charging stations take too long to recharge batteries.

Current Challenges

- **Plant Closures due to COVID-19**
 - Europe: BMW / Mercedes-Benz / Jaguar Land Rover / Volvo / FCA / VW
 - North America: All are closed through Mid-April
 - Japan: All were operating through March.
 - Plans to re-open will depend on COVID-19 developments
- **POVs – Most go to West Africa**
 - Nigerian currency has dropped 10% to USD in the last 2 weeks
 - West African economies based on oil exports. Oil is trading at or near \$20/bbl. In early January, oil was trading at approximately \$60/bbl.

Questions?

Thank You!