



Utilizing New Inland Rail Ramps to Grow Exports & Increase Operating Efficiency

October 11th, 2023



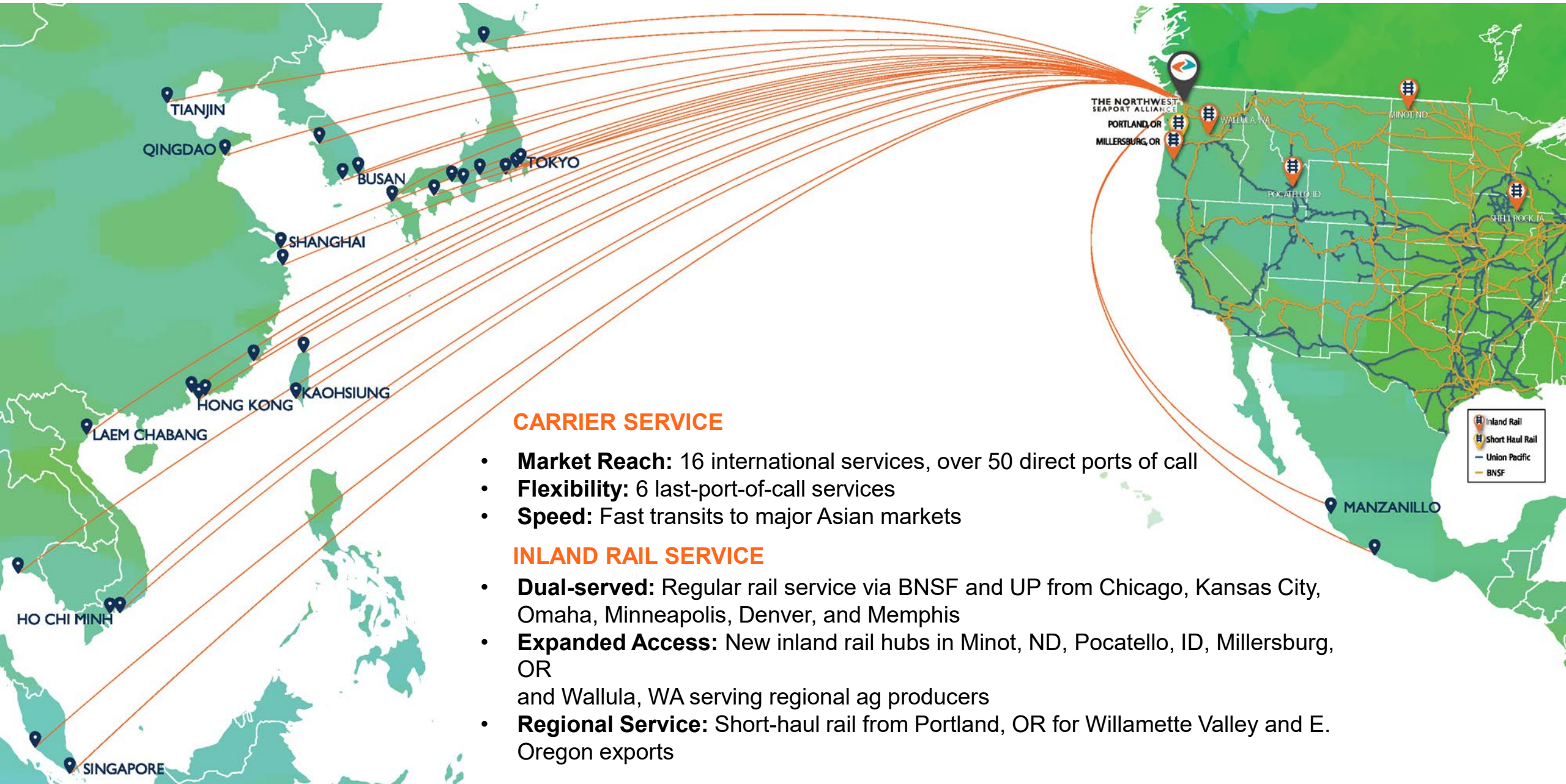
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SEAPORT ALLIANCE

SEATTLE + TACOMA

Port Operating Partnership: Seattle + Tacoma



NWSA: Better Connections



CARRIER SERVICE

- **Market Reach:** 16 international services, over 50 direct ports of call
- **Flexibility:** 6 last-port-of-call services
- **Speed:** Fast transits to major Asian markets

INLAND RAIL SERVICE

- **Dual-served:** Regular rail service via BNSF and UP from Chicago, Kansas City, Omaha, Minneapolis, Denver, and Memphis
- **Expanded Access:** New inland rail hubs in Minot, ND, Pocatello, ID, Millersburg, OR and Wallula, WA serving regional ag producers
- **Regional Service:** Short-haul rail from Portland, OR for Willamette Valley and E. Oregon exports

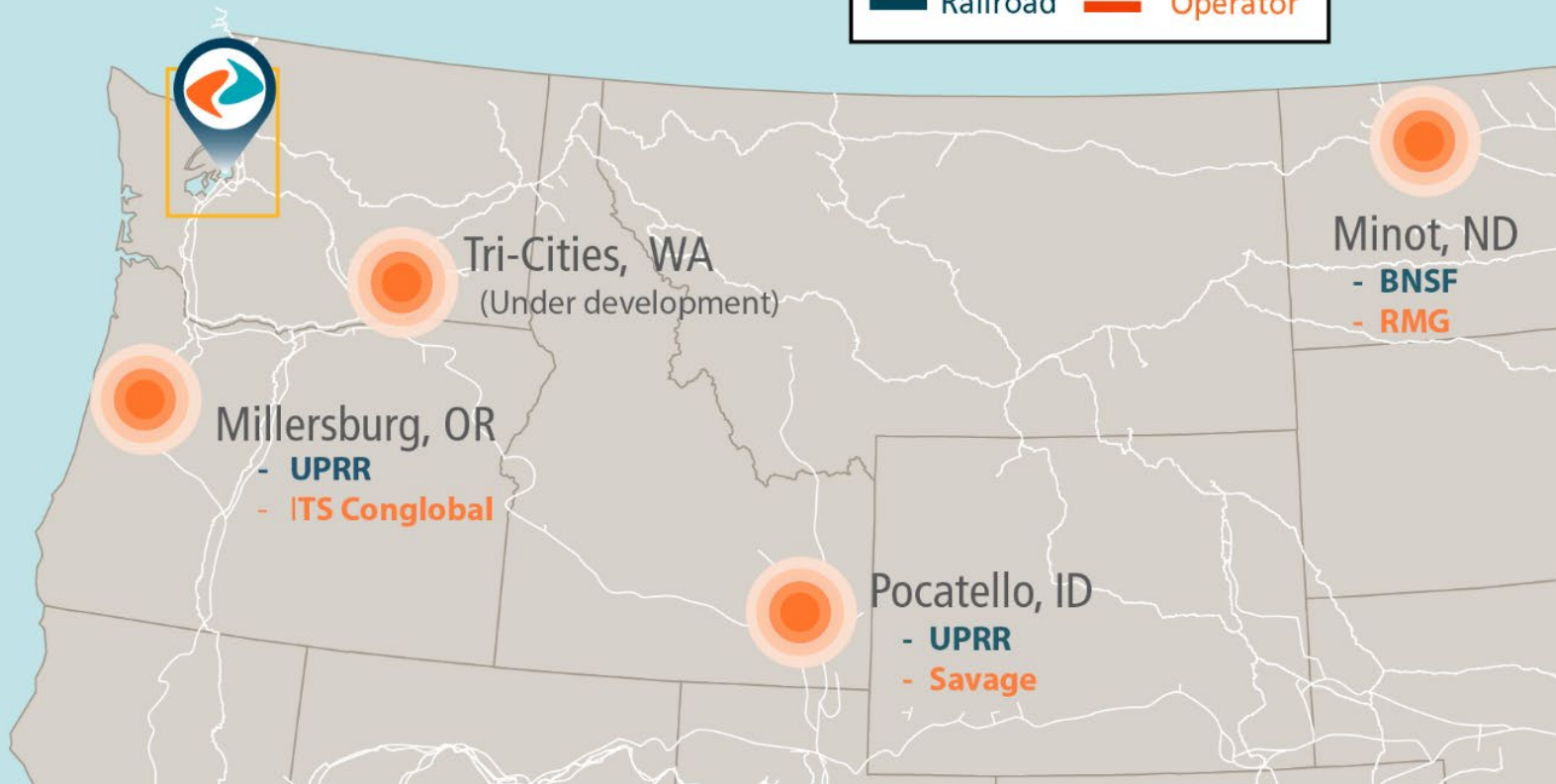
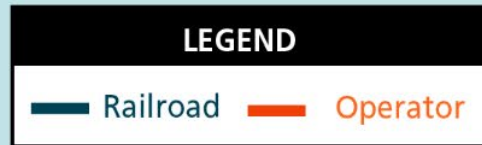
NWSA Strategic Initiatives – Inland Rail Hubs

- Support export growth through expanded capacity and services.
- Leverage hubs to establish import and two-way rail service.

Results

- Minot, ND: export intermodal service launched October 2020. BNSF
- Pocatello, ID: Savage Railport launched June 2021. UPRR
- Millersburg, OR: MVIC Intermodal Terminal opened November 2022. UPRR
- Tri-Cities, WA: Two projects under development.

INLAND RAIL YARDS



Definition

Inland Port: A site located away from traditional coastal ports providing logistics and intermodal operations to facilitate international trade. These sites are rail served and typically located in close proximity to major interstate highways.



Savage Railport-Southern Idaho - Pocatello



Minot, ND



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Pocatello, ID

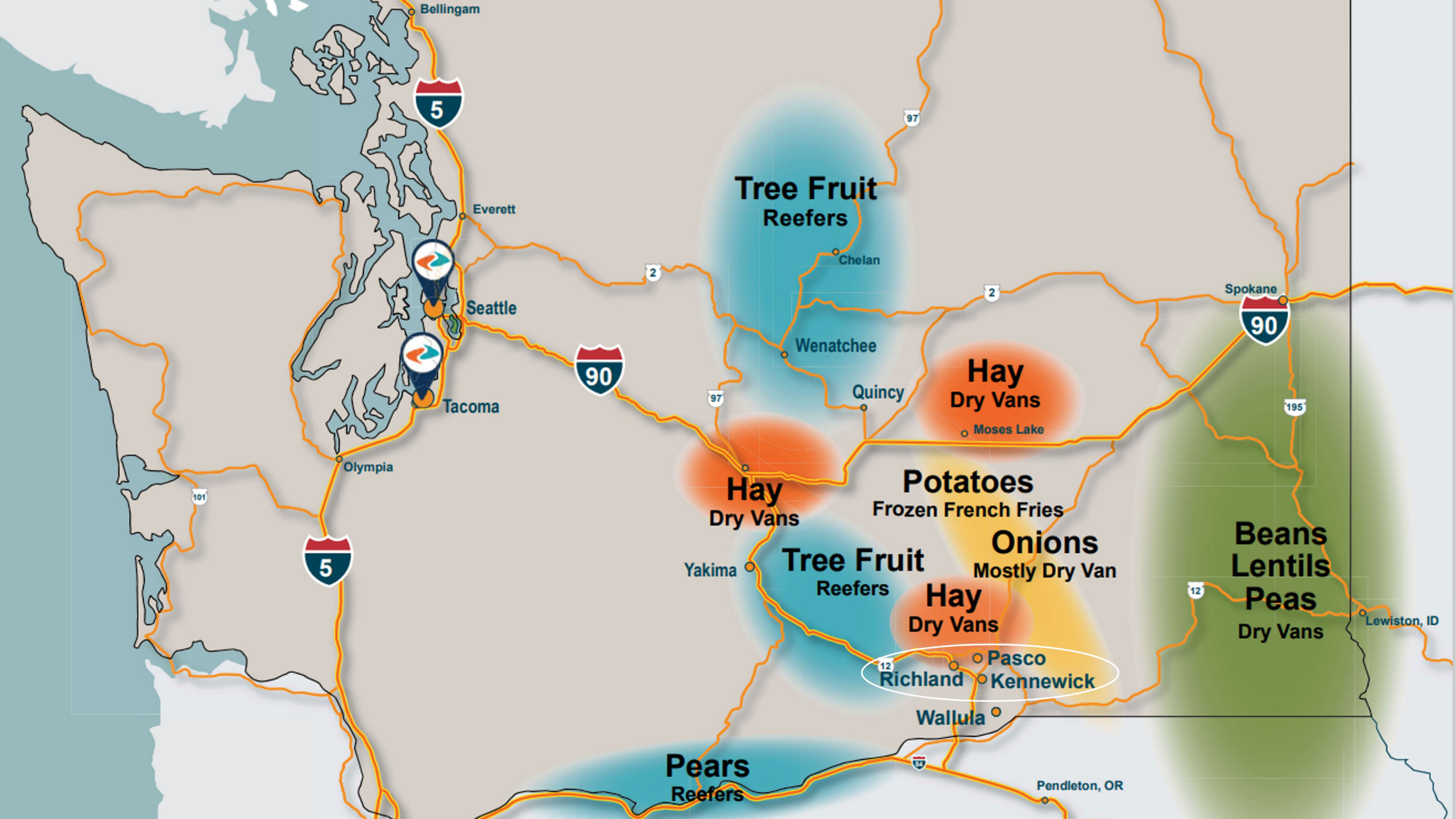


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Millersburg, OR



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Benefits

For Shippers (Export and Import)

- Access to container equipment closer to farms/DCs
- Efficient intermodal transportation
- Expanded transportation capacity
- New export opportunities – volume growth and new emerging markets
- Cost savings through operational efficiencies.
- Match-back opportunities
- Helps meet ESG goals, reduction of carbon footprint

For NWSA and Service Providers

- Incremental volume growth
- Improve cargo fluidity at marine terminals
- Supports BCOs and job growth for Alliance customers
- Operational efficiencies
- Better asset utilization



Key Success Factors

- Volume – shipper support
- Committed railroad partner
- Balanced cargo – import and export
- Strong marketing plan that is flexible
- Funding – public and/or private
- Long-term commitments





Thank You!

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