



A MEMBER OF THE PSA GROUP

Ashcroft Terminal: Adding Value to Supply Chains

April 2024

Who We Are – PSA International

PSA International is a leading port group and trusted partner to cargo stakeholders.

With flagship operations in PSA Singapore and PSA Antwerp, our global network encompasses 42 countries around the world.

PSA's portfolio comprises of more than 66 deepsea, rail and inland terminals, as well as affiliated businesses in warehouses, logistics, transload and marine services.

94.8 million TEUs handled in 2023.



94.8M TEUs

Handled in 2023

260,000 Containers

Moved Daily

37.0M TEUs

Handled at PSA Singapore in 2022
The World's Busiest Transshipment Hub

66 Terminals

160 Locations, 42 Countries

55,000 Employees

Globally

\$5.5B

Group Revenue in 2022

Who We Are – Global Presence

PSA GLOBAL NETWORK



PSA
42 Countries
160 Locations
66 Terminals

ASIA	EUROPE	THE AMERICAS	AFRICA	OCEANIA
Bangladesh	Belgium	Argentina	Egypt	Australia
China	Czech Republic	Brazil	Morocco	New Zealand
India	Denmark	Canada		
Indonesia	France	Chile		
Japan	Germany	Colombia		
Malaysia	Ireland	Panama		
Oman	Italy	Peru		
Qatar	Netherlands	Uruguay		
Saudi Arabia	Poland	USA		
Singapore	Portugal			
South Korea	Sweden			
Thailand	Switzerland			
Turkey	Spain			
UAE	United Kingdom			
Vietnam				

CRIMSONLOGIC
 Present in 20 Countries
 Implemented >60 Projects
 Digital solutions in >40 Countries
Not included in PSA Global Network count

- Deep Sea / Coastal Terminals
- PSA BDP Offices
- Rail / Inland Terminals
- Inland Container Depots / Container Freight Stations / Warehouses
- PSA Marine
- CrimsonLogic

Who We Are – Overview

- Strategically located inland terminal designed to facilitate cargo movement across Canada
- Direct access to both CN and CPKC mainlines
- 60,000ft of internal track with 730 rail car spots
- 320 acres of industrial zoned land
- Two 40k sqft transload warehouses for import and export cross-dock activities
- Fuel Hub for the BC Interior and Vancouver
- 30+ Diverse customers from Oil & Gas, Forestry, Mining, Agriculture, Consumer Goods and other industrial products industries
- April 10th and counting - 533 No lost time days

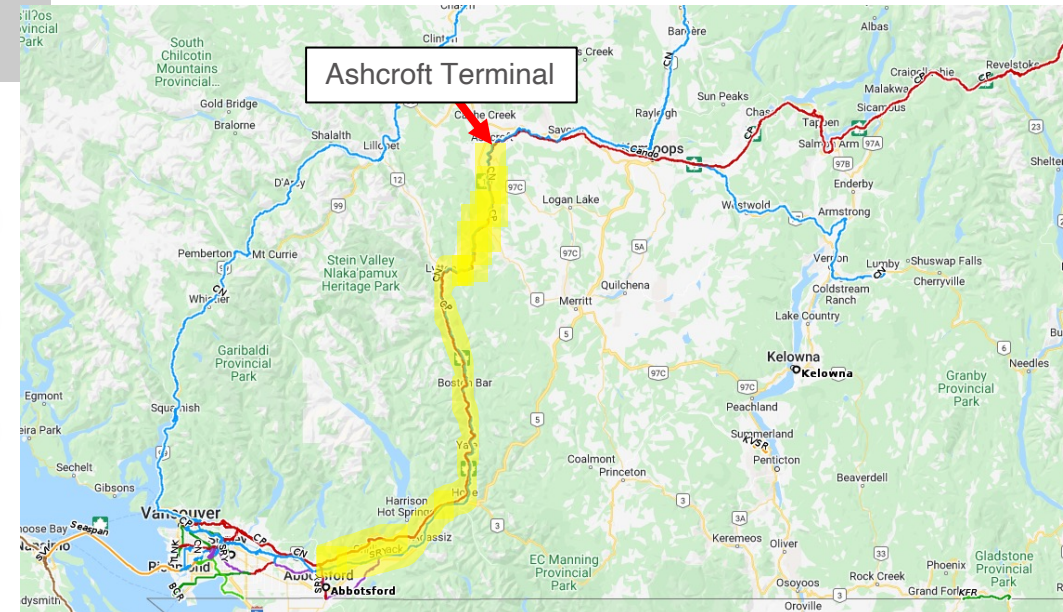


Where We Are – Strategic Location



- ATL is located 300km from Vancouver, which is home to Canada's largest port
- 86% of Canada's population is east of ATL
- Vancouver has a lack of industrial land
- Our strategic location, with a convergence of railways and major highways, provides opportunities for transloading, logistics services and diversification supply chain as goods travel to and from Port of Vancouver

- ATL is outside of the Co-Production zone for CPKC & CN railways
- Therefore, ATL is the first location (heading east), or the last location (heading west), where rail shippers can stop cargo for transloading / storage outside of Vancouver



Current Operations – Overview

Service Offerings:

- Intermodal
- Cross-docking
- Transloading
- Warehousing
- Railcar Storage & Staging

Equipment:

- Reach-stackers, various forklifts, transloaders, internal trucking and chassis, conveyers, pumps, loading skids

Benefits:

- Semi-arid climate (25cm annual precipitation)
- 24/7/365 Operations
- Flexible workforce



Key Operations & Service Offerings

Fuel Transloading – Fuel Hub for the BC interior. Capable of transloading gasoline, diesel, biofuels, propane, butane, jet fuel

Cross-Dock Warehousing – Transloading and storage of various consumer goods, export products

Railcar Storage – Direct access to both CN and CP with internal switching and multiple service days

Industrial Transloading – Infrastructure, equipment and personnel in place to service various industrial, aggregate, chemical, material and project transloading needs



Current Operations – Diverse Customer Base



Products Transloaded: Fuels (gasoline, diesel, biofuels, propane, butane, jet fuel), forestry products (lumber, pulp, OSB), consumer goods, pellets, shale, roofing granules, fertilizer, grains, waste paper, steel, chemicals, asphalt, minerals, aggregates and others

Ashcroft Terminal: Adding Value to Supply Chains

In delivering services and being a supply chain partner, we focus on three key areas:

- Flexibility & Diversification
- Resiliency
- Value Added Services and Customization



Flexibility & Diversification

Access to both CPKC and CN Rail Mainlines



Flexibility & Diversification

By providing choice and diversification shippers can manage and adjust their supply chains to meet their needs:

- Rail to truck, truck to rail, rail to rail, truck to truck
- Bulk vs intermodal
- Seasonality, ramping up / down



Resiliency

Supply Chains need to be resilient, especially through Canada's busiest corridor, as we have seen many disruptions in recent years.

Ashcroft Terminal has provided solutions and support to assist the supply chain and its players during times of disruption:

- Extended operating hours & added additional shifts
- Communication: Transport Canada, BC Government, Supply Chain Restoration Groups
- Provided railway with equipment staging track to help facilitate track work efforts in the Fraser Canyon
- BC Wildfire Services support by staging of helicopters, personnel, fire retardant mixing, water source, and other related activities
- CPKC Rail Hazmat team staging location
- Provided equipment and operators to support the fire fighting/back-up to Village of Ashcroft
- Provision of earth materials for shoring up river banks



Resiliency

How we recover is key in a resiliency strategy and infrastructure / increased services are critical components in supply chain resiliency:

- 60,000 ft. of internal track
- 730 rail car spots available
- In house rail switching
- Serve as an intermediary location
Warehousing, outside storage, track adjacent staging



Resiliency

Highlighted program in development, is our ongoing work with the Vancouver Fraser Port Authority.

The VFPA and Ashcroft Terminal signed an LOI on Oct 6, 2023.

Key areas of focus:

- Intermodal resiliency, container storage & staging
- Every container railed from ATL to Vancouver Ports eliminates 3-5 trucks from Greater Vancouver



Value Added Services and Customization

Ashcroft Terminal has focused on adding value to supply chains through our service delivery :

- Leverage our assets, abilities and services to create a 'Freight Village' that benefits all our customers and supply chain partners
- Making it easy for other supply chain partners to create efficiencies
 - Internal Rail Switching
 - Truck Driver Orientation
 - Flexible scheduling
- Growing with our customers
- Customer Service



Value Added Services and Customization

Customizing logistic programs to meet shipper needs, pushes us to be better and improve as we grow:

- Meeting the customers' needs vs fitting in our box of services
- Tackling new solutions, expanding our offerings
- Investing in capital





OVERVIEW PRESENTATION

April 2024