



"Your Neighbor Island Partner"

Welcome

Agenda

- Overview of Services
- What it Takes to Serve Hawaii
- Historical Maritime Legislation
- Modernizing Hawaii's Water Carrier Act
- Stop-in-Transit/Storage-in-Transit's ("SIT") Impact on YB
- How Do We Compare?
- Freight Revenue vs. Quantity Shipped
- Proposed Optimizations for Improved Customer Service Experience
- Innovation in Service

Overview of Services

12 round-trip sailings per week = **1,252** sailings in 2019

131,151 nautical miles
18,871 sailing hours



Full Containers

Less Than Container Load Cargo



Palletized Cargo



Mix/Loose Cargo



Automobiles



Roll-on Roll-off Cargo



100% OF THE TIME
AT LEAST ONE YB TUG AND
BARGE IS ON THE MOVE

What it Takes to Serve Hawaii



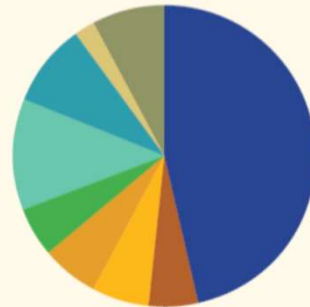
370
LOCAL JOBS



469,464
CARGO HANDLING
LABOR HOURS

\$133M

ANNUAL COST TO OPERATE



Operating Labor	\$62M
Non-Operating Labor	\$7M
Repair & Maintenance	\$10M
Tug Fuel	\$8M
Depreciation	\$7M
Other Shoreside Expense	\$15M
Other Vessel Expense	\$12M
Taxes Other than Income	\$4M
Other Administrative Expense	\$8M



3,497

TOTAL PIECES OF SPECIALIZED
EQUIPMENT* STATEWIDE

**Equipment total includes dry and refrigerated dry containers, flatracks, platforms, chassis, hi-lifts, hustlers, fleet vehicles, and gensets.*

Hawaii's Maritime Legislation

LEGISLATIVE HISTORY FOR HAWAI'I WATER CARRIERS AS A UTILITY

Public Utilities Commission
established

1913

General Public
Utilities Act

1959

Hawai'i Water
Carriers Act

1974

Federal Interstate
Commerce Commission
Termination Act

1995

Act 213
Changes to CPCN
Requirements

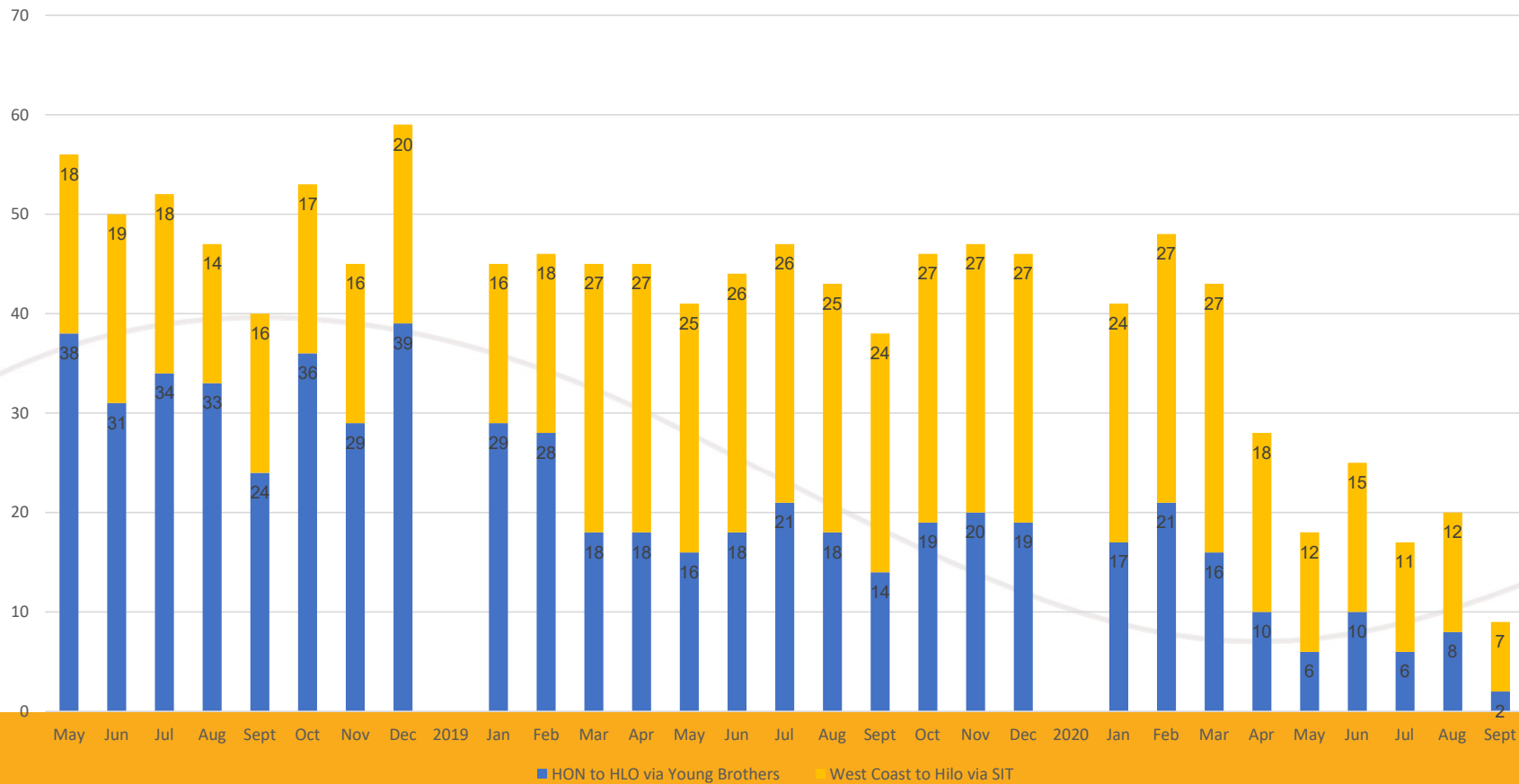
2010

Modernizing Hawaii's Water Carrier Act

- Hawaii Water Carrier industry and the Neighbor Island communities it serves, has evolved over the last 30 years and the regulatory framework should too.

Stop-in-Transit/Storage-in-Transit's ("SIT") Impact on YB

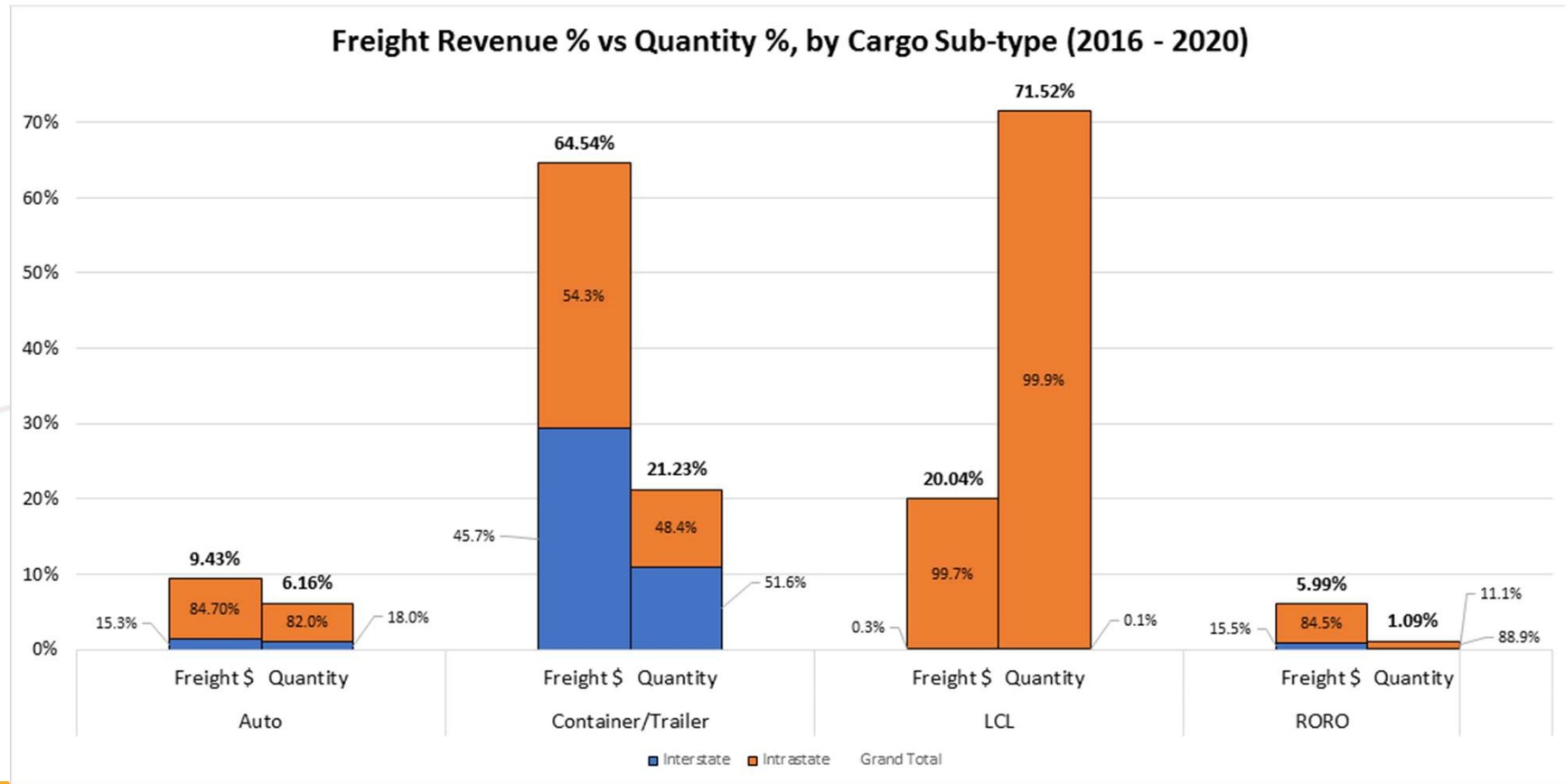
SIT Impact on YB



How Do We Compare?

Honolulu to Kahului	YB Pre-Increase	YB Post-Increase	Air Cargo	Ocean Freight Forwarder
Small Love Seat Sofa 34 cubes	\$63.00	\$88.00	\$120 - \$150	\$72 - \$165
General Cargo 80 cubes	\$147.46	\$183.62	\$556 - 584	\$185 - \$190
Refrigerated Cargo 500 lbs	\$59.29	\$84.74	\$410 - \$500	\$125 - \$150
Refrigerated Cargo 1000 lbs	\$106.94	\$153.29	\$820 - \$1000	\$250 - \$300

Freight Revenue vs. Quantity Shipped



Proposed Optimizations for Improved Customer Experience

- Create a new focus and a new position on enhancing the customer service experience
- Development of Customer Portal
 - Container tracking
 - Online booking, payment
 - Shipping history
 - Rate quotes
- Technological Enhancements
 - Improve traceability cargo and equipment
 - Real time temperature monitoring

Innovation in Service

- Evolution
- Agility
- Single Shipping Resource

Mahalo

We look forward to
partnering with your
organizations.

Jay Ana, President

Kris Nakagawa, Vice President

Chris Martin, Director of Terminal
Operations