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

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

Young Brothers
Your Neighbor Island Partner
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
## How Do We Compare?

<table>
<thead>
<tr>
<th>Honolulu to Kahului</th>
<th>YB Pre-Increase</th>
<th>YB Post-Increase</th>
<th>Air Cargo</th>
<th>Ocean Freight Forwarder</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Love Seat Sofa 34 cubes</td>
<td>$63.00</td>
<td>$88.00</td>
<td>$120 - $150</td>
<td>$72 - $165</td>
</tr>
<tr>
<td>General Cargo 80 cubes</td>
<td>$147.46</td>
<td>$183.62</td>
<td>$556 - 584</td>
<td>$185 - $190</td>
</tr>
<tr>
<td>Refrigerated Cargo 500 lbs</td>
<td>$59.29</td>
<td>$84.74</td>
<td>$410 - $500</td>
<td>$125 - $150</td>
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<tr>
<td>Refrigerated Cargo 1000 lbs</td>
<td>$106.94</td>
<td>$153.29</td>
<td>$820 - $1000</td>
<td>$250 - $300</td>
</tr>
</tbody>
</table>
Freight Revenue vs. Quantity Shipped

Freight Revenue % vs Quantity %, by Cargo Sub-type (2016 - 2020)
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