



Victor Yim
COSCO Shipping
Milton – June 2019

We Deliver Value

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With a globalized, integrated container service network, our high-quality “door-to-door” supply chain solution will surely extend customers' global reach and create business opportunities.

质胜 2019

- COSCO Shipping Lines, headquartered in Shanghai, China, is an enterprise engaged in international and domestic marine container transportation and related services. With a fleet of 361 vessels calling 267 ports worldwide
- COSCO Shipping has services calling all Canadian ports in Canada (Vancouver, Prince Rupert, Halifax and Port of Montreal)
- COSCO Shipping has 72 employees in Canada, with offices in Vancouver BC (Head office), Toronto and Montreal.



Import Volume to Toronto 2013 - 2018

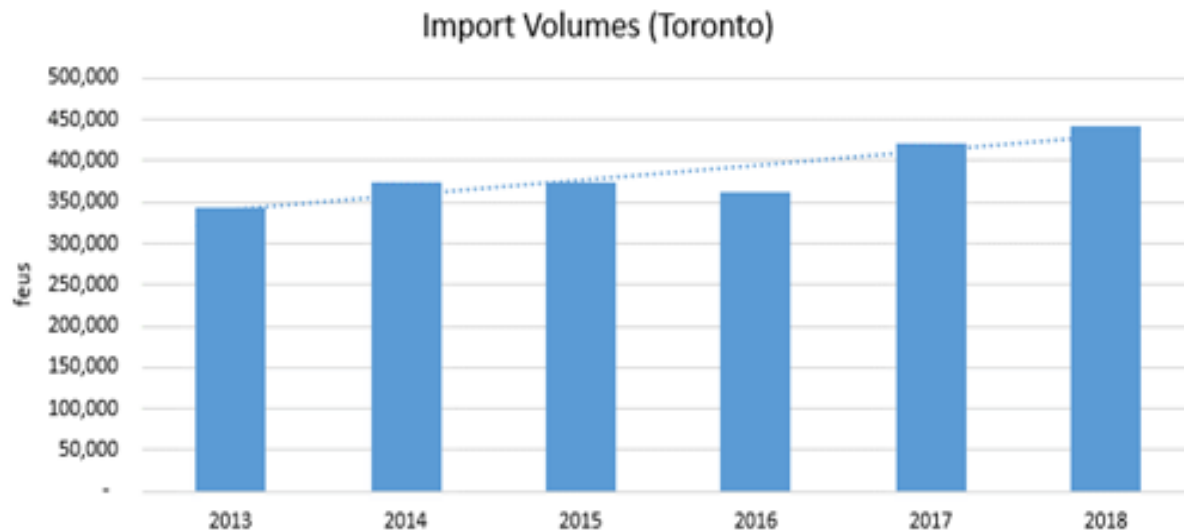
Import Volumes to Toronto- Last 5 years							
DESTINATION	BU	2013	2014	2015	2016	2017	2018
TORONTO	DOM	127,943	125,271	120,635	109,742	114,584	117,348
	OSM	216,125	247,645	252,919	251,944	307,390	324,990
TORONTO Total		344,067	372,916	373,554	361,686	421,974	442,337

Note: Unit of measure: FEUS

British Columbia Ports are the busiest ports in Canada and **in terms** of container ship transportation.

More than 70% of Canadian imports are transported by railroads across Canada, in particular to the largest markets in Eastern Canada such as Toronto and Montreal.

Toronto is the largest import cargo market in Canada. The expectation is this market will continue to grow.



Expected New Port Capacity



Over the last decade, we are seeing terminal expansions in both Western and Eastern Canadian ports.

- Prince Rupert continues to expand their facility in accommodating the growing trend of import
- Delta Port is applying with the port authority to expand their existing terminal
- Vancouver Fraser Port Authority is proposing to build a new terminal next to Delta Port with similar size
- Halifax has similar expansion plan
- Port of Montreal is planning to build a new terminal equivalent to the combined capacity of the existing terminals
- In summary, port expansion projects will combine to deliver over 5 million new TEU in capacity over the next 6 years. This capacity is being developed to support anticipated market demand. The GTA being the number one destination for this freight it is critical the inland infrastructure can support it. Milton is a critical part of this supply chain.



CN Brampton, being the largest and the busiest rail terminal in Canada felt the pressure of traffic to/from the region. Occasionally we heard truckers concern at times about the long wait-time in the rail yard or the challenge to get a reservation to the rail terminals due to congestion.

It has an impact on the container turn-time and flow of cargo. Indirectly increases the dwell time of import cargo sitting at the ports. We experienced the slow down of vessel operations due to terminal congestion, not to mention that this also affected the on-time schedule of the vessels.

CN is pro-active in planning and resolving the operation issues. They invest substantial capital in their network, equipment, and training. We are excited to see their investment in the Milton project. The Milton terminal would provide the much needed capacity to alleviate congestion in the GTA and provide the ability to support future economic growth in the region.

The project will bring a smoother rail operations across Canada and improve the equipment cycles which is our number one goal.

COSCO Shipping and CN are the pioneers in starting the Prince Rupert Terminal in 2007, COSCO Shipping would also want to see the success of the Milton project and contribution to the rail network across Canada.