



Port of
LONG BEACH
The Green Port

Shifting U.S.-Asia Shipping Routes?

**Alex Cherin, Managing Director,
Trade Relations and Port Operations**

U.S.-Asia Trade Routes



Changing market share

	% Drop 2007-2008	2008	2007	2006	2005
PACIFIC COAST CANADA	10.2%	5.3%	4.8%	4.5%	4.4%
PACIFIC COAST MEXICO	17.6%	4.1%	3.5%	3.0%	2.3%
PACIFIC COAST U.S.	-4.6%	44.4%	46.6%	48.0%	47.7%
ATLANTIC COAST CANADA	1.4%	4.0%	4.0%	3.9%	4.2%
ATLANTIC COAST U.S.	2.1%	34.8%	34.1%	34.0%	34.8%
GULF COAST MEXICO	4.0%	2.4%	2.3%	2.2%	2.1%
GULF COAST UNITED STATES	4.1%	5.0%	4.8%	4.4%	4.5%

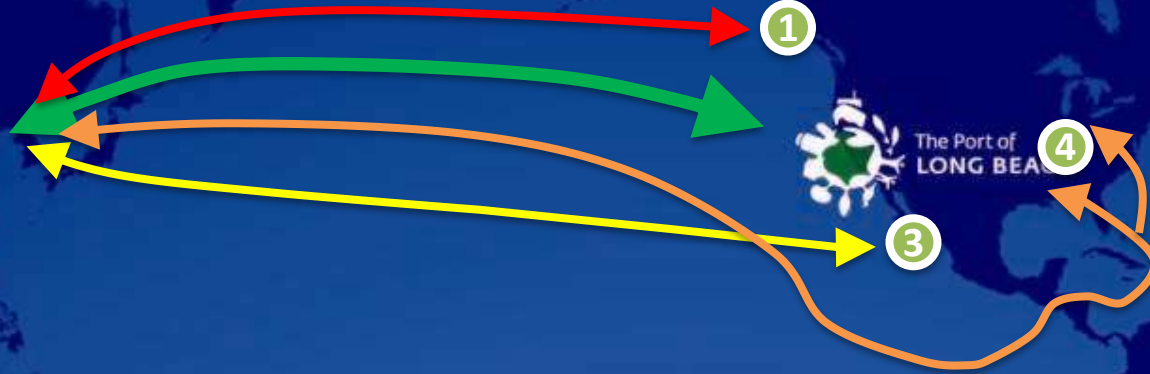
North American ports*

Prince Rupert, Canada	75.3
Lazaro Cardenas, Mexico	23.1
Houston, TX	-8.3
Oakland	-12.0
New York/New Jersey	-12.7
Savannah, GA	-14.2
Seattle, Wash.	-15.1
Tacoma, Wash.	-15.6
Los Angeles	-16.3
Hampton Roads, VA	-18.4
Vancouver, Canada	-19.8
Manzanillo, Mexico	-21.3
Ensenada, Mexico	-24.1
Long Beach	-24.6
Charleston, NC	-30.3

36.2

*% change in trade for first 9 months '09

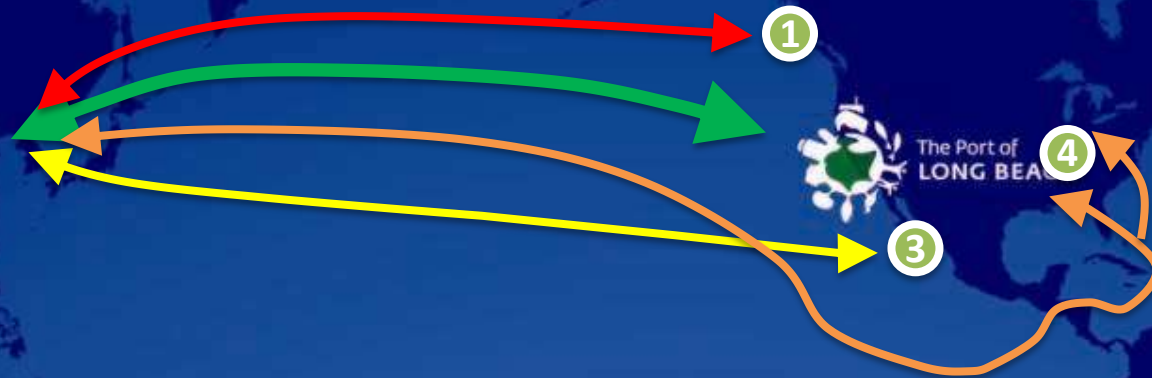
Northwest challenge



1 Pacific Northwest (Prince Rupert, Vancouver, Seattle, Tacoma)

Marketing pitch: Fastest to Midwest, best for premium, time-sensitive shipments

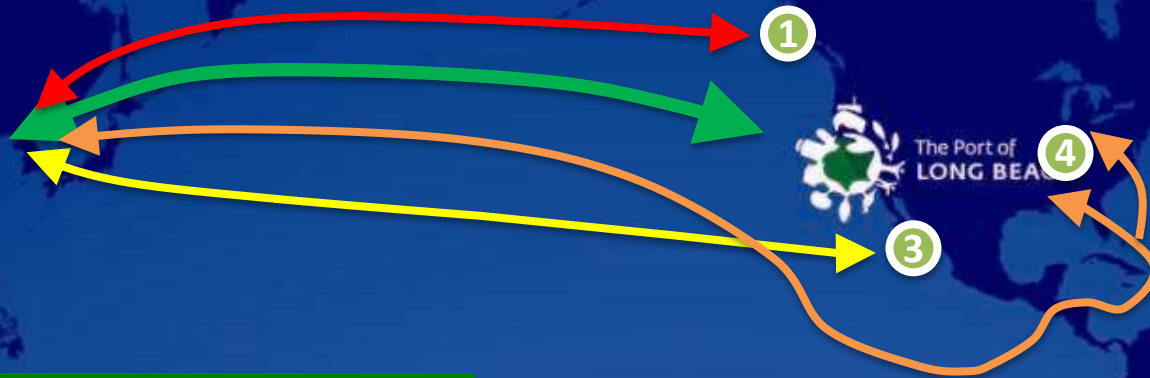
Potential of Mexico



3 Mexico (Lazaro Cardenas)

Marketing pitch: Lower cost for non-time sensitive shipments to Midwest

Panama Canal expansion



4 All water (Gulf and East Coast)

Marketing pitch: For non-time sensitive shipments to Gulf and East Coast

Tried and true

Weekly vessel calls from East Asia to U.S. West Coast

(1 line = 2 calls)

PRINCE RUPERT, 2

VANCOUVER, 16

SEATTLE-TACOMA, 16

LONG BEACH/SAN PEDRO BAY, 40


Long Beach/San Pedro Bay has more ships, terminal capacity, distribution centers and trains

Big ships



Long Beach can accommodate more of the
world's largest container ships

17 million people



Southern California is a major marketplace for imports and exports

Trans-load advantage



With **1 billion** square feet of distribution centers near Long Beach, flexibility to get products where they need to go

Key rail connections



BNSF and UP Intermodal Traffic Density Maps

Source: Company Websites, Norbridge industry knowledge

Cost-effective to inland points

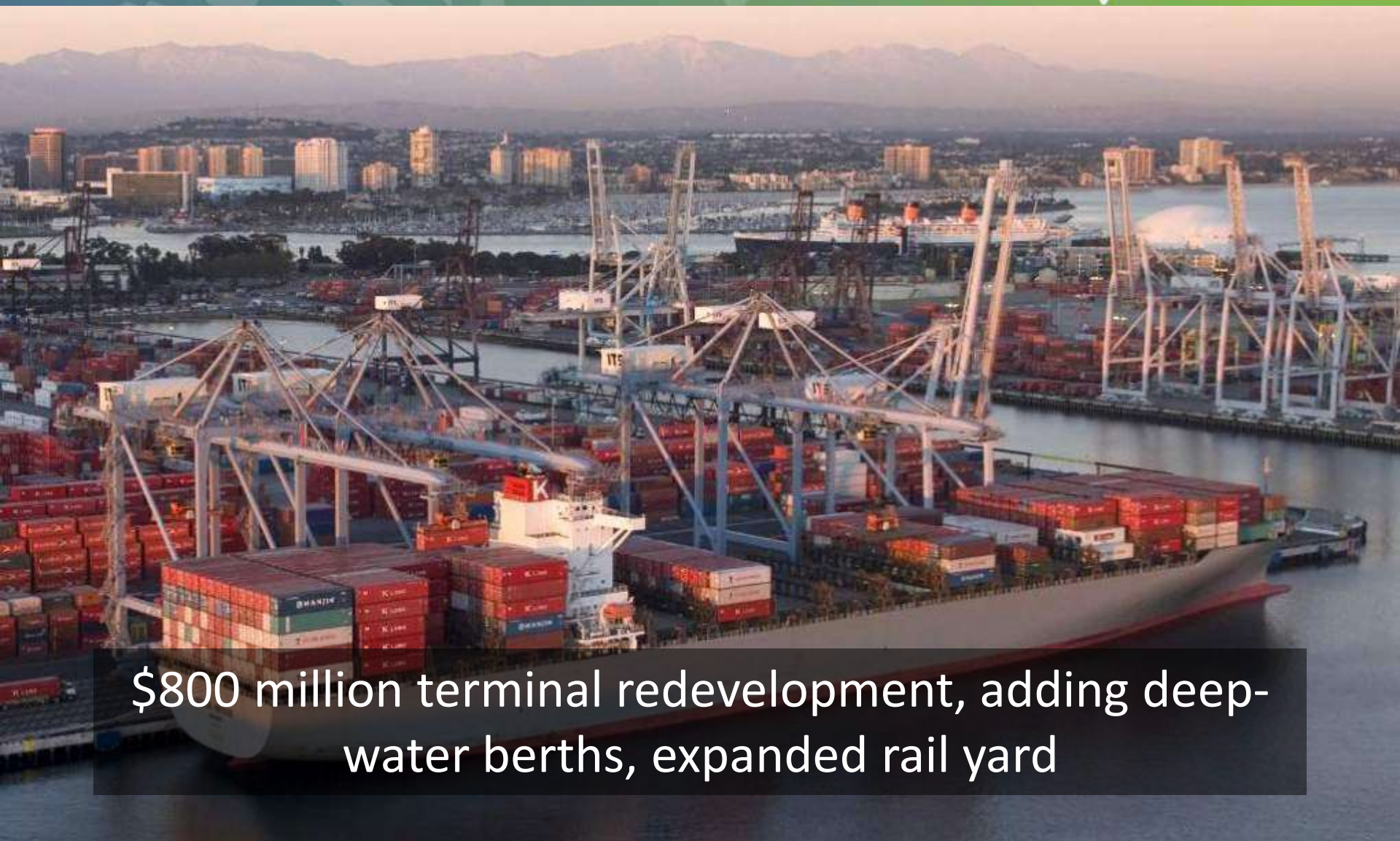


Investing in the future



Port of Long Beach is fiscally strong, ready to invest \$2.9 billion in terminal, environmental improvements

Pier G terminal improvements



\$800 million terminal redevelopment, adding deep-water berths, expanded rail yard

Middle Harbor redevelopment



\$750 million project to improve efficiency,
triple capacity

Desmond Bridge replacement



\$1.1 billion bridge would ease congestion,
improve traffic safety

Pier S terminal project



\$650 million redevelopment of former oil field
would create 160-acre container terminal