

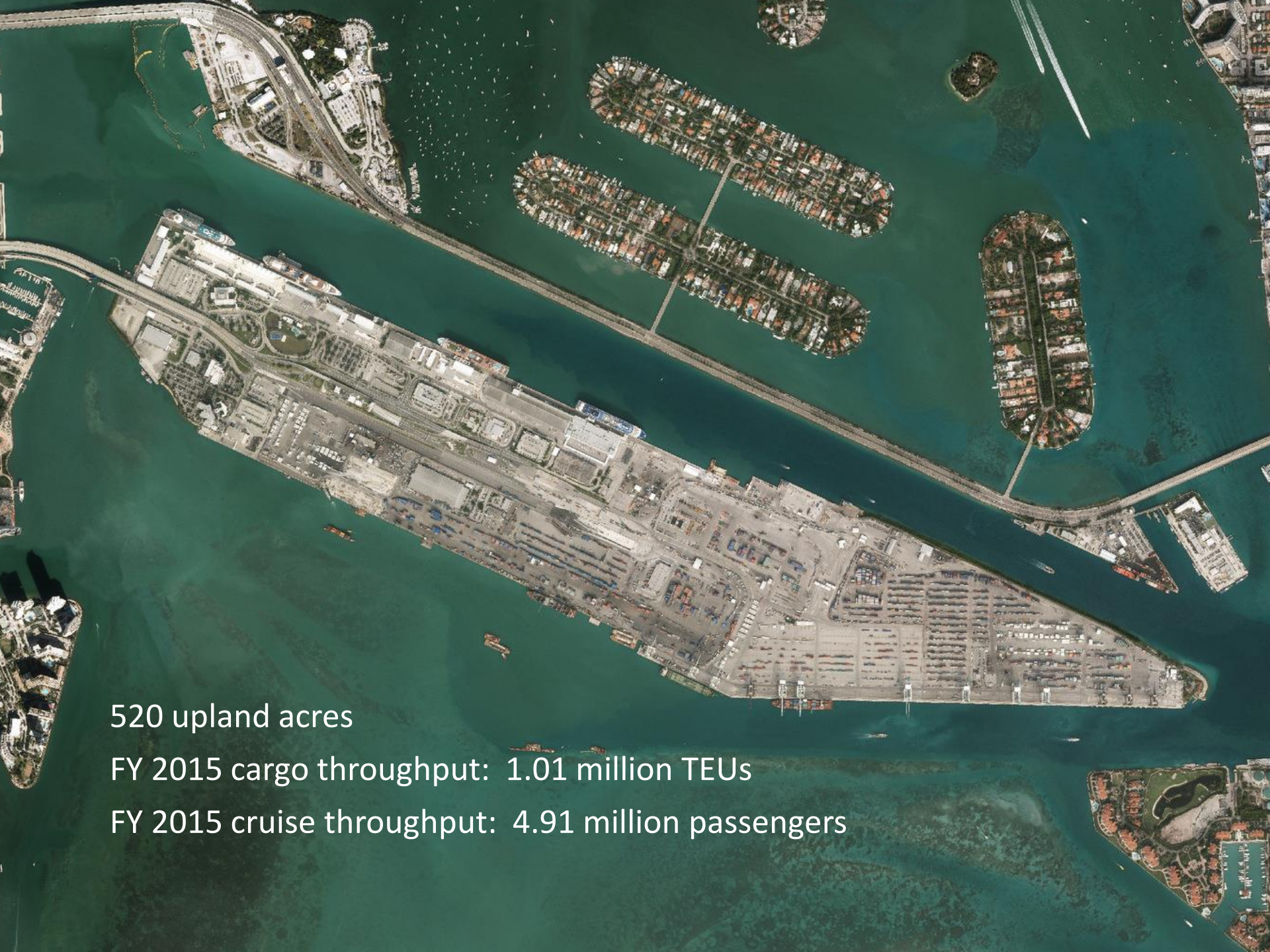


# PORT MIAMI

## Tariff vs. Off-Tariff Contract Rates: Evolving Trends

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AAPA September 21, 2016





520 upland acres

FY 2015 cargo throughput: 1.01 million TEUs

FY 2015 cruise throughput: 4.91 million passengers









8,000' of cruise berthing area  
5,500 passenger parking spaces



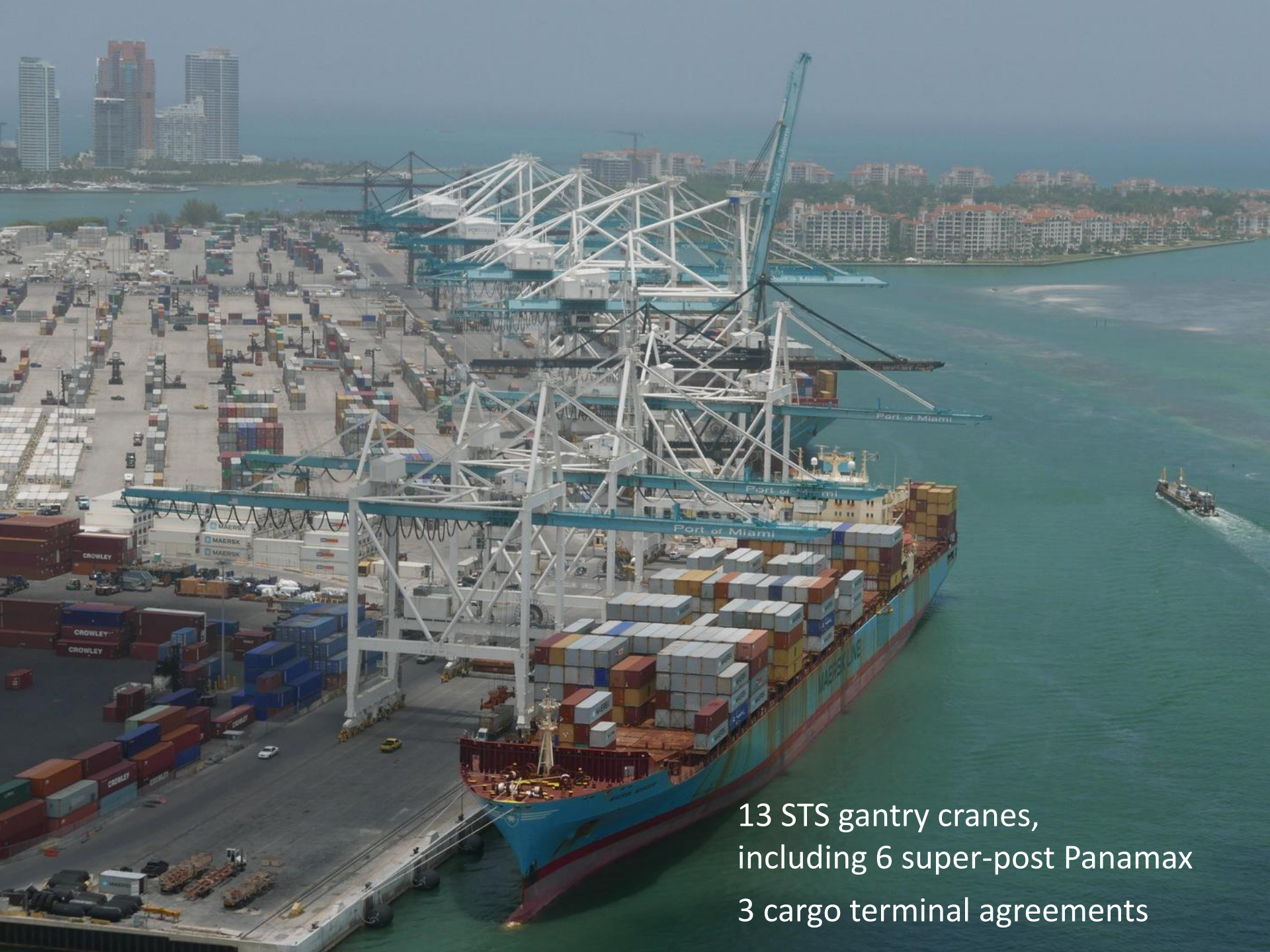
PortMiami has preferential berthing agreements with  
Carnival, RCCL, NCL, Disney, MSC, Virgin, and a Genting affiliate





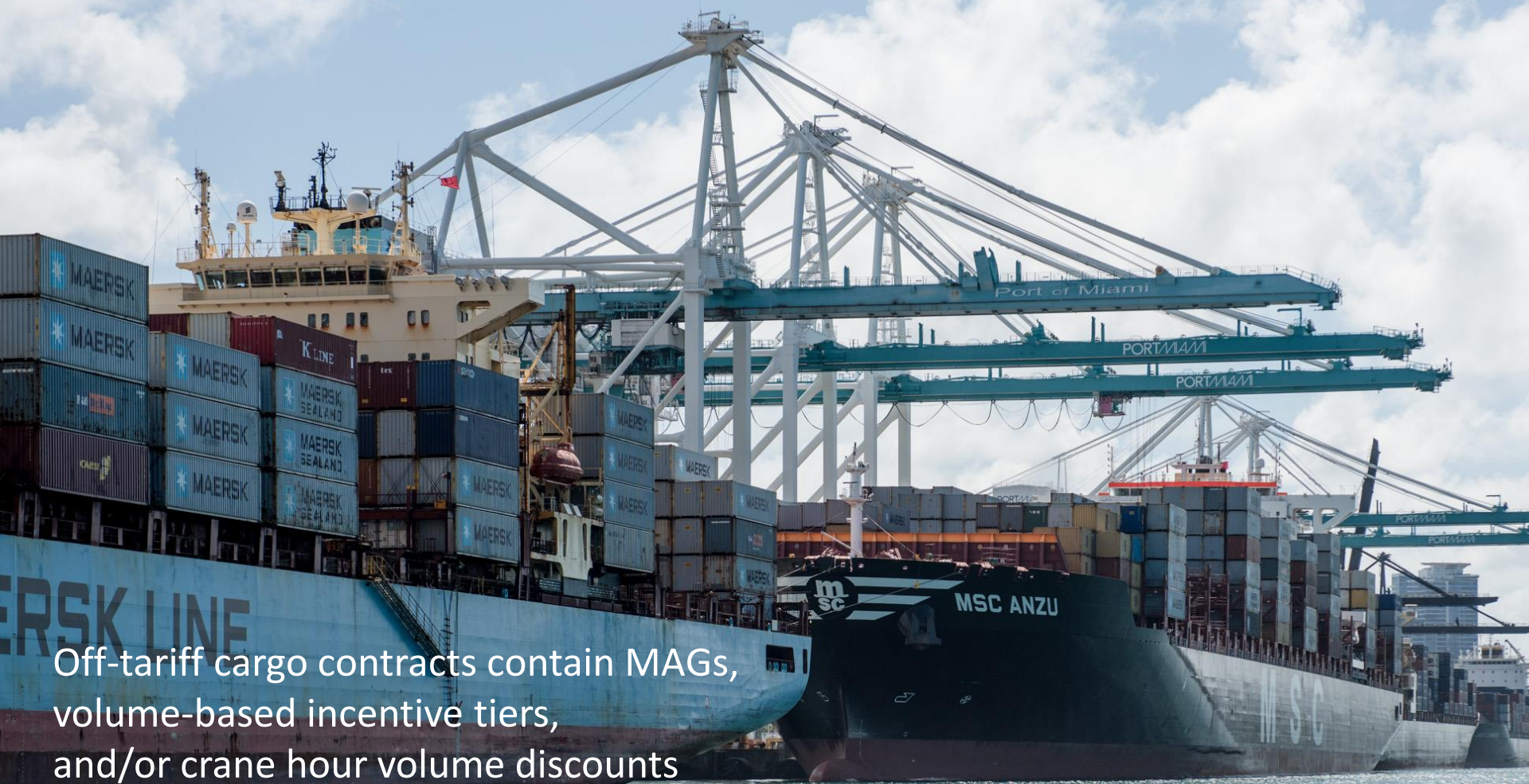
10 YR cruise terminal development and operating agreement with  
MAG, parking guarantee, and \$10 M improvement obligation





13 STS gantry cranes,  
including 6 super-post Panamax  
3 cargo terminal agreements





Off-tariff cargo contracts contain MAGs,  
volume-based incentive tiers,  
and/or crane hour volume discounts







## Advantages of offering multi-year off-tariff contract rates:

1. Encourages throughput and revenue growth;
2. Locks in minimum annual revenue streams;
3. MAGs augment port bonding capacity;
4. Increases certainty for ports and customers; and
5. Enhances ability of cargo terminal operators to finance terminal and equipment improvements, and to offer attractive multi-year deals to cargo line customers





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# Questions?

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