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VALOR VICTORIA

LOGISTICS + TECHNOLOGY

DELIVERING INTERMODAL
TO AMERICA'S HEARTLAND



A G E N D A

- US export dynamics prior to 2020
- How the US supply chain became a crisis
- US Export data 2020-2021
- Valor Victoria outlook on Agri Exports

A G O U T L O O K 2 0 2 2

LA / LGB Export Market

			2021	
LA/LGB AG COMMODITIES			TEUS	Market Share
OOCL & COSCO			197,262	29.05%
CMA CGM GROUP			192,217	28.30%
OCEAN NETWORK EXPRESS			95,512	14.06%
EVERGREEN LINE			63,837	9.40%
HYUNDAI			37,941	5.59%
MEDITERRANEAN SHIPPING COMPANY			34,811	5.13%
MAERSK, H SUD & SAFMARINE			21,423	3.15%
YANG MING LINE			15,437	2.27%
MATSON NAVIGATION CO INC			8,260	1.22%
SM LINES			5,341	0.79%
HAPAG LLOYD			4,219	0.62%
WAN HAI LINES LTD			1,908	0.28%
ZIM CONTAINER			398	0.06%
SWIRE SHIPPING LTD			390	0.06%
BULK CARGOES			138	0.02%
Grand Total			679,093	100.00%

*Statistics provided by the Journal of
Commerce

Ag Export Commodities

AG COMMODITIES YOY JAN-OCT					
	2020		2021		
Revised Ship Name Grouped - CCG2	MS 2020	Vol 2020	MS 2021	Vol 2021	YoY Change
CMA CGM GROUP	17.37%	481,845	21.12%	558,020	15.81%
OOCL & COSCO	14.84%	411,618	15.38%	406,400	-1.27%
MEDITERRANEAN SHIPPING COMPANY	10.94%	303,483	10.29%	271,774	-10.45%
OCEAN NETWORK EXPRESS	13.68%	379,487	13.33%	352,236	-7.18%
EVERGREEN LINE	9.54%	264,743	9.32%	246,299	-6.97%
MAERSK, H SUD & SAFMARINE	8.09%	224,481	7.95%	209,913	-6.49%
HAPAG LLOYD	7.13%	197,945	5.40%	142,607	-27.96%
HYUNDAI	4.29%	118,913	4.34%	114,580	-3.64%
OTHER LINES	14.13%	392,100	12.88%	340,212	-13.23%
Grand Total	100.00%	2,774,617	100.00%	2,642,041	-4.78%

Commodities Included:

Agricultural
 Cotton
 Foodstuffs
 Forest Products
 Hay Animal Feed
 Logs & Lumber

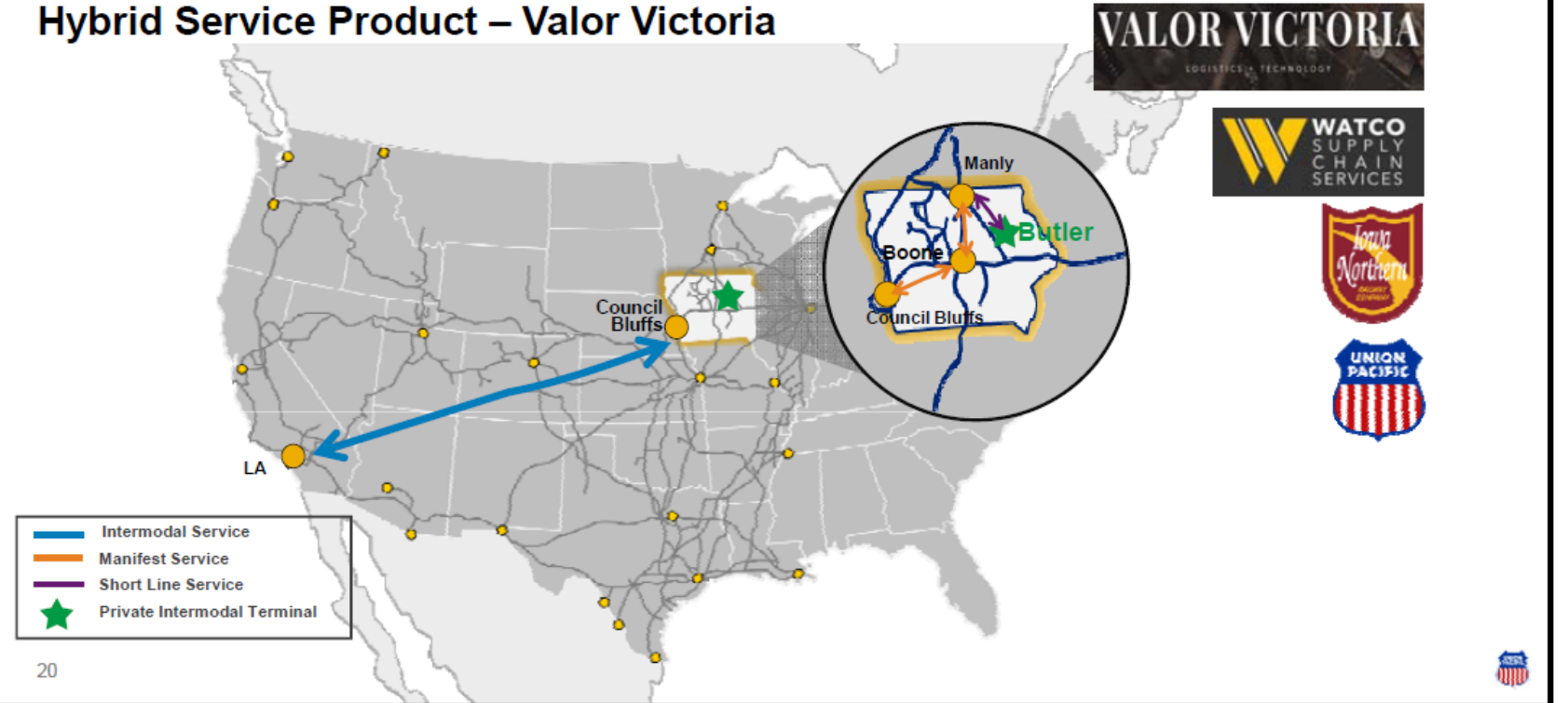
*Statistics provided by the Journal of
 Commerce

REIMAGINE INTERMODAL

- Union Pacific's adoption of PSR
- Riding the fast train
- Access to unique markets without volume minimums

Butler Intermodal Terminal

Hybrid Service Product – Valor Victoria



Private Rail Service



2022 GROWTH

- ★ Private
- ★ Public
- Port
- Routing



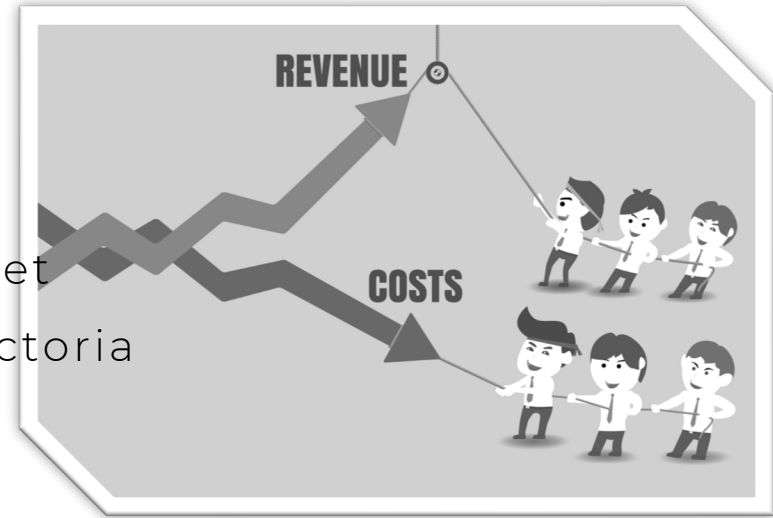


THE FUTURE



- Demand of local terminals, close to DC's and manufacturing
- Remove long haul dray
- Reduce CO2 emissions
- Fewer drivers required on the short haul- happy drivers, home for dinner
- Off the train and onto the highway within 1 hour
- Improved on-time deliveries through shorter drays
- Communities supporting local businesses and jobs

- Access unique markets without depot investment
- Removing barriers to entry for a new, balanced market
- Private chassis fleet owned and operated by Valor Victoria
- Eliminate cost of empty repositioning containers
- Reducing dray miles = faster turns inland
- Export revenue guaranteed (select markets) without the inland risk
- Foster longer-term relationships by offer a cost savings solution to BCOs
- Valor Victoria funnels new import and export business to participating ocean carriers



O C E A N C A R R I E R S

T H A N K Y O U

ashley@valorvictoria.com