



PORT
QUÉBEC

OUR MISSION

- Promote and develop maritime trade
- Serve the economic interests of the Québec region and of Canada
- Ensure our profitability while respecting our community and environment.

The Québec Port Authority is an independent shared governance organization established under the Canada Marine Act.

PORT TERRITORY



493 HECTARES
35 KM² WATER PLAN

- 5** SECTORS
- 11** DEDICATED TERMINALS
- 3** MULTI-PURPOSE TERMINALS

PORT OF QUÉBEC OVERVIEW



WATER DEPTH
15 M



LARGE VESSELS
CAPACITY
150,000 TONS / 15,000 TEU



OPEN
ALL YEAR ROUND



STRATEGIC
LOCATION



RAIL AND ROAD
CONNECTIONS



ACCESS TO
TWO CLASS 1
RAILROADS



25 M TONS
PER YEAR



1,000+ SHIPS
PER YEAR



YEARLY CARGO VALUE
\$20 BILLIONS



COMPLETE
MARINE SERVICES

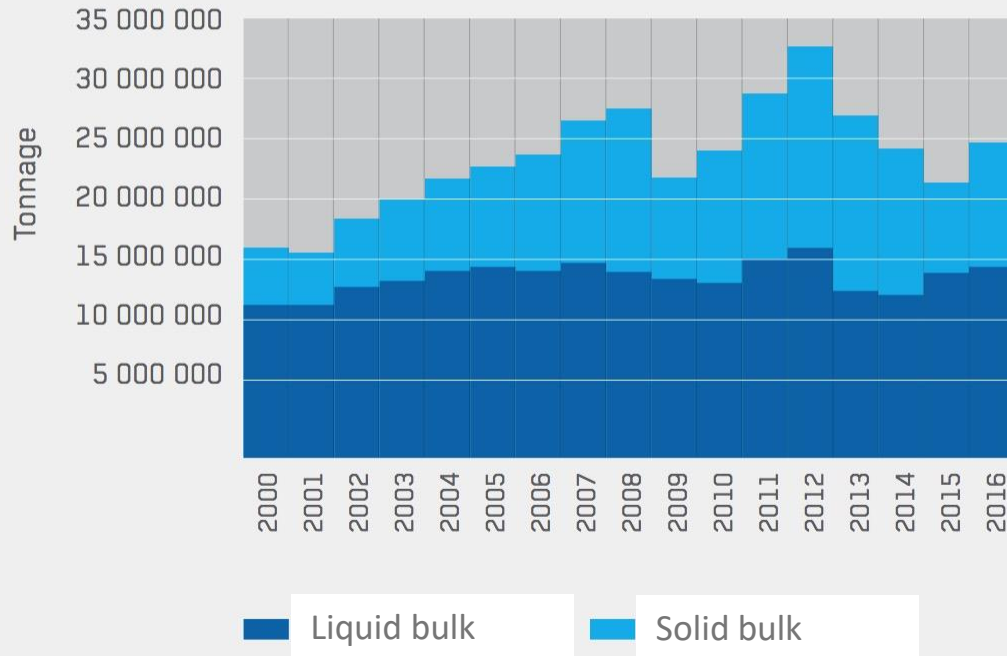


CANADA'S
TOP 5 PORTS



200,000
CRUISE VISITORS PER YEAR

DIVERSIFIED PORT



Petroleum products

Iron ore

Grains

Nickel

Scrap metal

Wood pellets

Sugar




Fertilizer

Steel

And more ...

ECONOMIC IMPACT AND JOBS GENERATED



	 CITY	 PROVINCE	 CANADA
	\$730 M	\$1.05 B	\$1.35 B
	7,954 JOBS	11,450 JOBS	13,250 JOBS

TRADING WITH THE WORLD

Business relations
with 300 ports
in over 60 countries



THE DEEP WATER PORT OF THE ST-LAWRENCE/ GREAT LAKES CORRIDOR

LAST PORT BEFORE 11.3 M

→ Québec

Montréal

Toronto

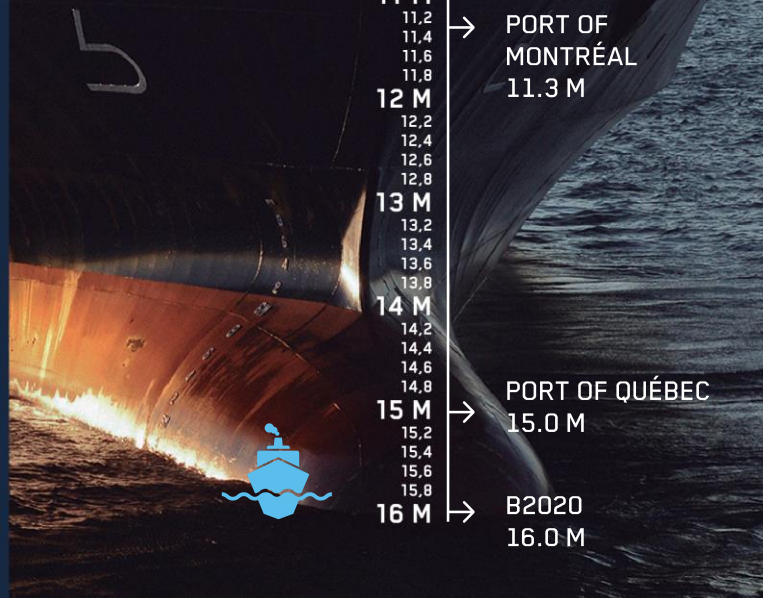
Buffalo

New York

Norfolk

Halifax

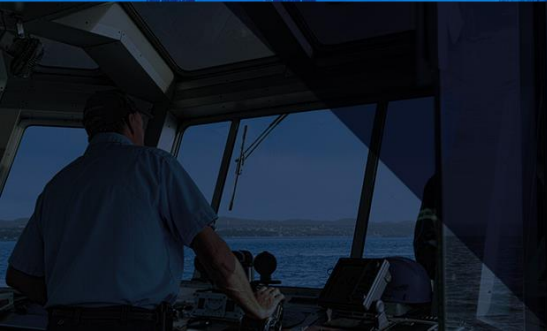
- 15.0 M +
- 11.3 M MAX.
- 8.3 M MAX.



ACT ON THE PORT'S FUTURE PATH TO SUCCESS



COMMUNITY



COMMERCIAL



AN ENGAGED PLAYER IN THE COMMUNITY

Building
strong community
relations



Investing
on high quality
urban projects



Creating
a sustainable
port





When Blue
turns Green

NAMEPA'S 2016 Marine Environment
Protection Award for Ports

North American Marine Environment Protection Association



GREEN MARINE 2015
Excellence and Leadership



COMMERCIAL OPPORTUNITIES



Larger vessels



15 M water depth



Containerisation trend



Strategic location



Canada Europe Trade Agreement



NORTHEAST CONTAINER PORTS (TEU)

MAJOR PLAYERS
AND COMPETITION

YEARLY
TEU

Port of New-York/NJ	6.3 M
Port of Virginia	2.6 M
Port of Montréal	1.4 M
Port of Baltimore	870 K
Port of Halifax	480 K



MARKET

POPULATION

Hinterland	103 M
Regional	22.3 M
Local	8.3 M

MARKET SIZE IN TEU

Hinterland	12.7 M
Regional	2.3 M
Local	779 K



POTENTIAL MARKET

POTENTIAL MARKET

350,000 to
1,000,000
TEU/year

CONSIDERING:

- Mature market with moderate growth
- Market shares of different ports
- Savings for shipping lines
- Trend toward larger vessels
- Effectiveness to reach potential markets
- Comparative cost analysis



THE B2020 PROJECT

16 meters water depth

\$400 M investment

610 meters of wharf

17.5 hectares of terminal land

TERMINAL CAPACITIES

CAPACITIES (TEU)

Yard Capacity (5 day dwell) 497,220

Berth Capacity 756,300

Intermodal Yard Capacity 635,000

Overall Terminal Capacity 497,200



PROPOSED TERMINAL FACILITIES

Customs Examination Station (CES) and customs secure area

RTG container storage stacks for loaded containers, refrigerated containers and empty containers

Two 2,000 ft. intermodal working tracks “on-dock” served initially by reach-stackers

A new gate complex with four lanes, a trouble booth

No restriction on wharf capacity

4 STS Gantry Cranes

A weigh-in-motion scale in the gate lanes: SOLAS now requires weight validation of containers prior loading the vessel

Maintenance area for equipment, including substation for refrigerated container racks

Including an administrative building and employee/visitor parking



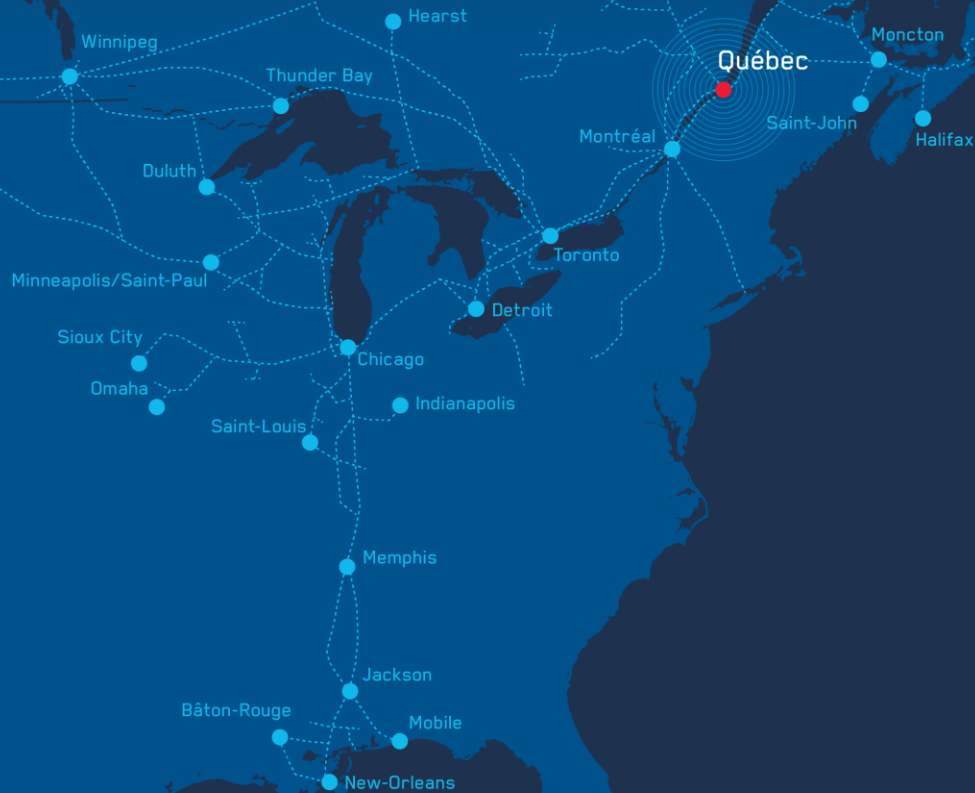
RAIL AND ROAD ACCESS



REGIONAL RAIL



CONTINENTAL NETWORK



LÉVIS-EST



Greenfield

271 ha

Deep water port capacity

Marine and industrial zoning

Rail and Road access

- CN continental main line
- TransCanadian Highway

QUÉBEC

LÉVIS

ÎLE D'ORLÉANS

ATLANTIC OCEAN

20

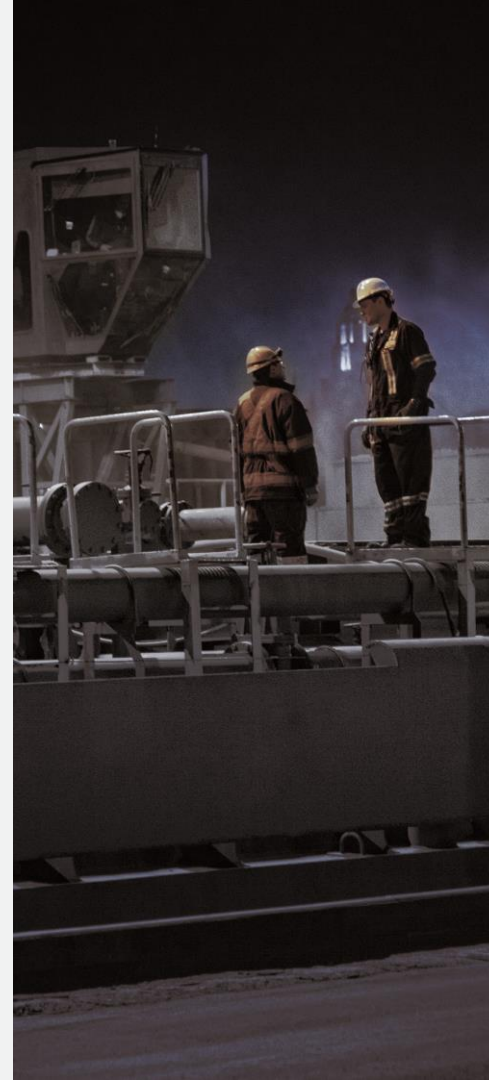
TRANS-CANADA HIGHWAY



CN MAIN LINE

COST BENCHMARK

	3,500 TEU	5,700 TEU	6,500 TEU	9,500 TEU
COÛTS - HIRE	\$237,000	\$570,000	\$771,000	\$975,000
COST - BUNKER	\$403,000	\$500,000	\$561,000	\$551,000
COST - PORT	\$181,000	\$260,000	\$297,000	\$434,000
OTHERS	\$15,000	\$15,000	\$15,000	\$15,000
TOTAL/TEU	\$836,000	\$1,345,000	\$1,644,000	\$1,975,000
SLOT COST ROUND TRIP	\$364	\$270	\$294	\$247
VARIANCE / YEAR	N/A	-\$26.1 M	-\$42.1 M	-\$59.3 M
VARIANCE / TEU	N/A	\$33	\$54	\$76
VARIANCE %	N/A	-9.1%	-14.8%	-20.9%



ANALYSIS: ROUTE COMPETITIVENESS

SCORE	1	2	3	4	5
Ocean rates per container	< \$1,750	\$1,750-\$2,250	\$2,250-\$2,750	\$2,750-\$3,250	> \$3,250
Ocean time in days	< 15	15-25	25-35	35-45	> 45
Port Charges above base (Prince Rupert)	0	0%-10%	10%-20%	20%-30%	30%-40%
Time in port (Dwell in days)	0-2	2-4	4-6	6-8	> 8
Rail rates	< \$500	\$500-\$750	\$750-\$1,000	\$1,000-\$1,250	> \$1,250
RAil time in days	< 3	3-5	5-7	7-9	> 9

ANALYSIS: ROUTE COMPETITIVENESS

TO TORONTO/ CHICAGO	FROM FAR EAST	FROM NORTH EUROPE	FROM MEDITERRANEAN
Québec	2.33 (#2/9)	1.50 (#1/5)	1.50 (#1/5)
Competitive port (average)	2.73	2.13	2.21
Montreal (via Algeciras)	2.50	1.67	1.67
Halifax	2.67	1.83	1.83
Portsmouth/Baltimore	3.17	2.33	2.50
NY/NJ	3.50	2.67	2.83
Prince-Rupert	2.17		
Vancouver	2.67		
LA/LB	2.50		
Seattle/Tacoma	2.67		

ACTUAL STATUS

Federal government contribution of \$60 M

Engineering planning completed

Project under Environmental Agency review

Commercial prospecting

Construction : Q2 2018





MULTIFUNCTIONAL
DEEP-WATER
PORT

**BEAU
PORT
2020**



**PORT
QUÉBEC**

**WE HAVE
DEEPLY
ANCHORED
AMBITIONS**



PORT
QUÉBEC

MULTIFUNCTIONAL
DEEP-WATER
PORT

**BEAU
PORT
2020**