

# VITAL STATISTICS

## MARCH FY2017 - Cargo Performance

### CARGO INDICATORS

	VARIANCE					YEAR-TO- DATE			VARIANCE	
	Actual	Budget	Prior	Budget	Prior	Actual	Budget	Prior	Budget	Prior
Vessel Calls	146	156	165	-6%	-12%	828	932	931	-11%	-11%
<b>Total Tons</b>	<b>750,997</b>	<b>736,675</b>	<b>756,995</b>	2%	-1%	<b>4,568,960</b>	<b>4,420,052</b>	<b>4,182,269</b>	3%	9%
<b>Total Revenue</b>	<b>\$ 5,074,327</b>	<b>\$5,015,645</b>	<b>\$5,283,376</b>	1%	-4%	<b>\$28,849,040</b>	<b>\$29,921,730</b>	<b>\$29,395,989</b>	-4%	-2%

### OPERATING REVENUE / STATISTICS

	VARIANCE					YEAR-TO- DATE			VARIANCE	
	Actual	Budget	Prior	Budget	Prior	Actual	Budget	Prior	Budget	Prior
Container Revenue	\$2,309,264	\$2,323,781	\$2,466,072	-1%	-6%	\$13,301,295	\$13,942,686	\$13,607,942	-5%	-2%
Container TEU's	<b>88,672</b>	<b>85,767</b>	<b>83,365</b>	3%	6%	<b>500,972</b>	<b>514,601</b>	<b>472,705</b>	-3%	6%
ICTF Rail Lifts *	<b>1,484</b>	<b>1,500</b>	-	-1%		<b>6,380</b>	<b>7,125</b>	-	-10%	
Auto Revenue	\$1,500,515	\$1,517,316	\$1,501,198	-1%	0%	\$8,803,260	\$9,103,896	\$8,622,535	-3%	2%
Auto Units	<b>59,069</b>	<b>58,689</b>	<b>55,572</b>	1%	6%	<b>360,945</b>	<b>352,135</b>	<b>321,471</b>	3%	12%
Breakbulk Revenue	\$253,342	\$351,129	\$461,180	-28%	-45%	\$1,896,725	\$2,106,774	\$2,187,584	-10%	-13%
Breakbulk Tons	<b>49,762</b>	<b>64,795</b>	<b>118,632</b>	-23%	-58%	<b>423,041</b>	<b>388,767</b>	<b>438,319</b>	9%	-3%
Liquid Bulk Revenue	\$117,648	\$99,187	\$113,461	19%	4%	\$636,485	\$595,122	\$605,543	7%	5%
Liquid Bulk Tons	<b>29,489</b>	<b>25,349</b>	<b>30,156</b>	16%	-2%	<b>172,806</b>	<b>152,096</b>	<b>156,602</b>	14%	10%
Dry Bulk Revenue	\$144,175	\$146,560	\$108,480	-2%	33%	\$992,904	\$879,360	\$825,541	13%	20%
Dry Bulk Tons	<b>47,601</b>	<b>53,627</b>	-	-11%	#DIV/0!	<b>423,929</b>	<b>321,759</b>	<b>247,298</b>	32%	71%
Cruise Revenue	\$507,325	\$401,664	\$475,705	26%	7%	\$2,257,818	\$2,237,844	\$2,348,890	1%	-4%
Cruise Passengers	<b>18,459</b>	<b>17,482</b>	<b>18,234</b>	6%	1%	<b>92,926</b>	<b>97,398</b>	<b>98,639</b>	-5%	-6%
<b>Total Cargo Revenue</b>	<b>\$4,832,269</b>	<b>\$4,839,637</b>	<b>\$5,126,095</b>	0%	-6%	<b>\$27,888,487</b>	<b>\$28,865,682</b>	<b>\$28,198,034</b>	-3%	-1%
Other Revenue	\$242,058	\$176,008	\$157,281	38%	54%	\$960,553	1,056,048.00	\$1,197,955	-9%	-20%

\* Note: ICTF Commencement date - November 7, 2016