

# VITAL STATISTICS

## SEPTEMBER FY2017 - Cargo Performance

### CARGO INDICATORS

	VARIANCE					YEAR-TO- DATE			VARIANCE	
	Actual	Budget	Prior	Budget	Prior	Actual	Budget	Prior	Budget	Prior
Vessel Calls	122	150	140	-19%	-13%	1,656	1,859	1,782	-11%	-7%
<b>Total Tons</b>	<b>732,647</b>	<b>736,675</b>	<b>875,519</b>	-1%	-16%	<b>9,330,266</b>	<b>8,840,103</b>	<b>8,716,805</b>	6%	
<b>Total Revenue</b>	<b>\$ 4,403,045</b>	<b>\$4,671,297</b>	<b>\$5,033,986</b>	-6%	-13%	<b>\$59,005,909</b>	<b>\$59,964,409</b>	<b>\$59,665,754</b>	-2%	-1%

### OPERATING REVENUE / STATISTICS

	VARIANCE					YEAR-TO- DATE			VARIANCE	
	Actual	Budget	Prior	Budget	Prior	Actual	Budget	Prior	Budget	Prior
Container Revenue	\$2,170,977	\$2,323,768	\$2,201,844	-7%	-1%	\$26,440,273	\$27,885,359	\$26,847,197	-5%	-2%
Container TEU's	<b>78,717</b>	<b>85,767</b>	<b>90,345</b>	-8%	-13%	<b>1,033,068</b>	<b>1,029,201</b>	<b>968,279</b>	0%	7%
ICTF Rail Lifts *	<b>1,336</b>	<b>1,500</b>	-	-11%		<b>15,249</b>	<b>16,125</b>	-	-5%	
Auto Revenue	\$1,402,070	\$1,517,317	\$1,444,502	-8%	-3%	\$17,448,717	\$18,207,793	\$17,299,120	-4%	1%
Auto Units	<b>48,115</b>	<b>58,689</b>	<b>51,943</b>	-18%	-7%	<b>693,248</b>	<b>704,269</b>	<b>636,134</b>	-2%	9%
Breakbulk Revenue	\$427,177	\$351,107	\$465,563	22%	-8%	\$4,432,923	\$4,213,526	\$4,278,917	5%	4%
Breakbulk Tons	<b>80,889</b>	<b>64,795</b>	<b>112,805</b>	25%	-28%	<b>902,726</b>	<b>777,534</b>	<b>887,878</b>	16%	2%
Liquid Bulk Revenue	\$64,975	\$99,175	\$67,237	-34%	-3%	\$1,166,469	\$1,190,232	\$1,143,213	-2%	2%
Liquid Bulk Tons	<b>15,379</b>	<b>25,349</b>	<b>15,760</b>	-39%	-2%	<b>306,749</b>	<b>304,192</b>	<b>313,465</b>	1%	-2%
Dry Bulk Revenue	\$146,997	\$146,545	\$167,985	0%	-12%	\$1,936,549	\$1,758,705	\$1,787,115	10%	8%
Dry Bulk Tons	<b>64,741</b>	<b>53,627</b>	<b>118,434</b>	21%	-45%	<b>862,338</b>	<b>643,518</b>	<b>712,765</b>	34%	21%
Cruise Revenue	\$24,309	\$57,382	\$382,401	-58%	-94%	\$4,764,411	\$4,596,703	\$5,068,038	4%	-6%
Cruise Passengers	<b>2,208</b>	<b>2,497</b>	<b>16,400</b>	-12%	-87%	<b>177,417</b>	<b>182,310</b>	<b>197,295</b>	-3%	-10%
<b>Total Cargo Revenue</b>	<b>\$4,236,505</b>	<b>\$4,495,294</b>	<b>\$4,729,532</b>	-6%	-10%	<b>\$56,189,341</b>	<b>\$57,852,318</b>	<b>\$56,423,601</b>	-3%	0%
Other Revenue	\$166,539	\$176,003	\$304,454	-5%	-45%	\$2,816,568	2,112,091.00	\$3,242,154	33%	-13%

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