

VITAL STATISTICS

SEPTEMBER FY2018 - Cargo Performance

CARGO INDICATORS

	VARIANCE					YEAR-TO- DATE			VARIANCE	
	Actual	Budget	Prior	Budget	Prior	Actual	Budget	Prior	Budget	Prior
Vessel Calls	138	146	122	-5%	13%	1,761	1,733	1,656	2%	6%
Total Tons	932,847	871,040	732,647	7%	27%	10,474,283	10,360,045	9,330,266	1%	12%
Total Revenue	\$ 5,641,843	\$5,226,517	\$4,422,378	8%	28%	\$68,070,372	\$62,264,298	\$59,025,244	9%	15%

OPERATING REVENUE / STATISTICS

	VARIANCE					YEAR-TO- DATE			VARIANCE	
	Actual	Budget	Prior	Budget	Prior	Actual	Budget	Prior	Budget	Prior
Container Revenue	\$2,846,198	\$2,581,021	\$2,170,977	10%	31%	\$33,997,039	\$30,725,820	\$26,440,273	11%	29%
Container TEU's	121,888	99,921	78,717	22%	55%	1,270,480	1,181,053	1,033,068	8%	23%
ICTF Rail Lifts *	1,211	1,500	1,336	-19%	-9%	18,764	18,000	15,249	4%	23%
Auto Revenue	\$1,533,621	\$1,389,372	\$1,475,767	10%	4%	\$17,179,333	\$16,672,453	\$17,522,413	3%	-2%
Auto Units	53,759	53,719	48,115	0%	12%	665,432	644,627	693,248	3%	-4%
Breakbulk Revenue	\$280,633	\$373,528	\$427,177	-25%	-34%	\$3,910,001	\$4,482,347	\$4,432,923	-13%	-12%
Breakbulk Tons	64,675	78,490	80,889	-18%	-20%	871,131	941,875	902,726	-8%	-3%
Liquid Bulk Revenue	\$113,722	\$102,475	\$64,975	11%	75%	\$1,417,004	\$1,229,733	\$1,166,469	15%	21%
Liquid Bulk Tons	30,324	28,272	15,379	7%	97%	365,297	339,260	306,749	8%	19%
Dry Bulk Revenue	\$181,914	\$174,536	\$146,997	4%	24%	\$1,955,553	\$2,094,245	\$1,936,549	-7%	1%
Dry Bulk Tons	118,364	80,215	64,741	48%	83%	742,499	962,581	862,338	-23%	-14%
Cruise Revenue	\$450,712	\$432,876	\$24,309	4%	1754%	\$5,231,031	\$4,987,291	\$4,764,411	5%	10%
Cruise Passengers	17,321	17,237	2,208	0%	684%	199,899	189,605	177,417	5%	13%
Total Cargo Revenue	\$5,406,801	\$5,053,808	\$4,310,202	7%	25%	\$63,689,961	\$60,191,889	\$56,263,038	6%	13%
Other Revenue	\$235,042	\$172,709	\$112,176	36%	110%	\$4,380,411	2,072,409.00	\$2,762,206	111%	59%

* Note: ICTF Commencement date - November 7, 2016