

VITAL STATISTICS

MARCH FY2019 - Cargo Performance

CARGO INDICATORS

	VARIANCE					YEAR-TO- DATE			VARIANCE	
	Actual	Budget	Prior	Budget	Prior	Actual	Budget	Prior	Budget	Prior
Vessel Calls	155	140	143	11%	8%	857	837	886	2%	-3%
Total Tons	925,011	930,938	945,246	-1%	-2%	5,431,426	5,585,629	5,265,849	-3%	3%
Total Revenue	\$ 6,360,333	\$5,860,697	\$5,781,502	9%	10%	\$35,802,906	\$33,821,247	\$33,539,352	6%	7%

OPERATING REVENUE / STATISTICS

	VARIANCE					YEAR-TO- DATE			VARIANCE	
	Actual	Budget	Prior	Budget	Prior	Actual	Budget	Prior	Budget	Prior
Container Revenue	\$3,248,764	\$2,977,673	\$2,917,573	9%	11%	\$18,186,123	\$17,866,038	\$16,937,125	2%	7%
Container TEU's	117,424	114,429	109,213	3%	8%	675,766	686,574	634,460	-2%	7%
ICTF Rail Lifts *	1,279	1,500	1,298	-15%	-1%	7,269	9,000	10,427	-19%	-30%
Auto Revenue	\$1,569,154	\$1,463,537	\$1,430,972	7%	10%	\$8,838,890	\$8,781,222	\$8,523,104	1%	4%
Auto Units	75,366	59,090	58,403	28%	29%	364,049	354,539	330,201	3%	10%
Breakbulk Revenue	\$273,859	\$314,206	\$359,167	-13%	-24%	\$2,076,314	\$1,885,234	\$1,982,559	10%	5%
Breakbulk Tons	45,970	61,340	94,391	-25%	-51%	455,342	368,039	427,072	24%	7%
Liquid Bulk Revenue	\$140,036	\$105,125	\$91,189	33%	54%	\$666,309	\$630,750	\$643,184	6%	4%
Liquid Bulk Tons	37,535	28,984	24,025	30%	56%	185,530	173,905	164,472	7%	13%
Dry Bulk Revenue	\$149,074	\$170,431	\$186,178	-13%	-20%	\$975,568	\$1,022,586	\$992,644	-5%	-2%
Dry Bulk Tons	43,998	75,000	81,512	-41%	-46%	421,960	450,000	368,751	-6%	14%
Cruise Revenue	\$748,419	\$633,952	\$471,886	18%	59%	\$2,812,370	\$2,460,777	\$2,451,119	14%	15%
Cruise Passengers	19,589	16,519	19,526	19%	0%	100,064	92,032	97,963	9%	2%
Total Cargo Revenue	\$6,129,306	\$5,664,924	\$5,456,965	8%	12%	\$33,555,575	\$32,646,607	\$31,529,736	3%	6%
Other Revenue	\$231,027	\$195,773	\$324,536	18%	-29%	\$2,247,331	\$1,174,639	\$2,009,616	91%	12%

* Note: ICTF Commencement date - November 7, 2016