Thinking About the Box

June 07, 2017
<table>
<thead>
<tr>
<th><strong>Business Entity</strong></th>
<th>NVOCC / Freight Forwarder / Warehouse Operator / Drayage Provider</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Employees</strong></td>
<td>230 (U.S. and Germany)</td>
</tr>
<tr>
<td><strong>CFR Terminals/Offices</strong></td>
<td>Los Angeles, Oakland, Chicago, New York, Miami, Bremen (Germany)</td>
</tr>
<tr>
<td><strong>Specialization</strong></td>
<td>Cars in Containers</td>
</tr>
<tr>
<td><strong>2016 Volume</strong></td>
<td>51,294 Cars Shipped in Containers !</td>
</tr>
<tr>
<td><strong>Daily Car Volume</strong></td>
<td>250 New &amp; Used Cars in Containers</td>
</tr>
<tr>
<td><strong>2017 Projection</strong></td>
<td>70,000 – 90,000 Projected for 2017</td>
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<tr>
<td><strong>Agents</strong></td>
<td>26 Countries – Global Automotive Network</td>
</tr>
<tr>
<td><strong>Key Car Agents</strong></td>
<td>Switzerland, Netherlands, Belgium, U.K., Norway, Australia, New Zealand, China, Singapore, Malaysia, S. Korea, Japan</td>
</tr>
</tbody>
</table>
35 Million TEUs

Source: Drewry Maritime Research
25% MOVE EMPTY!

Source: Drewry Maritime Research
Rack-Enabled Car Shipping in Containers
Rack-Enabled Car Shipping in Containers
Less Touches = Less Damages

- Low-volume Compatible
- More Origin-Destination Port Options
- Weekly Sailings
- Faster Transit

Maximize Container Utilization

Backhaul Opportunities

Reusable Racks = Environmentally Friendly

Intermodal Moves to Inland Destinations

Off or On-Port Processing

**Benefits of Rack Loading**

Make TOTAL Cost Comparison – Not just pure freight cost!
TESLA – U.S. TO ASIA & EUROPE
Capacity Constraints

CHINA – DOMESTIC
Rack-Enabled Car Shipping in Containers
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