

COMPANY OVERVIEW



AUGUST 2022

AGENDA

COMPANY OVERVIEW



- 1 | EXECUTIVE SUMMARY**
- 2 | COMPANY INTRODUCTION**
- 3 | INDUSTRY OVERVIEW**
- 4 | SALES & MARKETING**
- 5 | CONTACT INFORMATION**



COMPANY INTRODUCTION

OUR PARTNERS



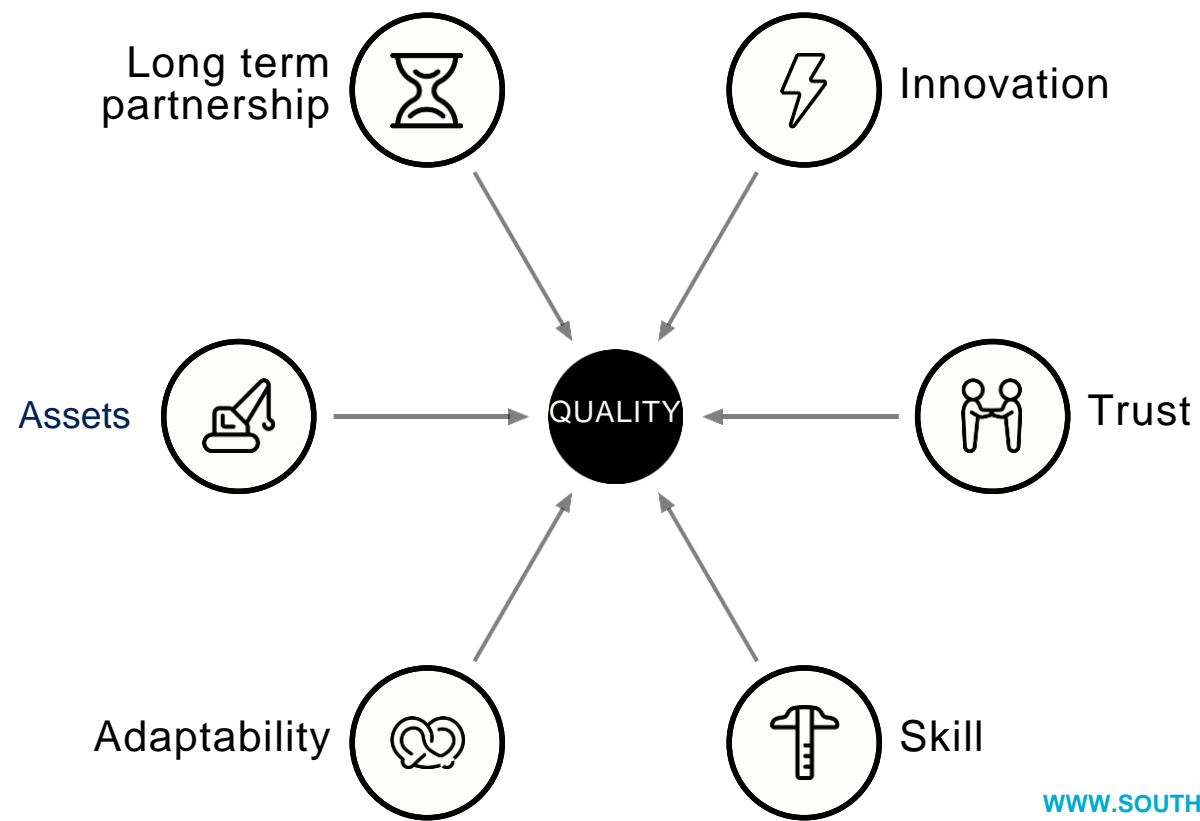


COMPANY INTRODUCTION

VALUE PROPOSITION



Southern Cargo bases its value proposition on the solid foundation of operational efficiency, honest and transparent communication and innovation.



Industry Overview

PORT OF MOBILE



Mobile Connectivity - Trucking

2 Interstate Systems I-10 & I-65

78% of Domestic population Two-Day drive time.

Trucker hour distances:



Key Locations	Distances (in hours)
New York City, NY	17:58
Washington D.C.	14:22
Miami, FL	10:23
Detroit, MI	14:28
Chicago, IL	13:31
Dallas, TX	09:10
Denver, CO	21:02
Atlanta, GA	04:48
Charlotte, NC	08:35
Memphis, TN	06:09

Industry Overview

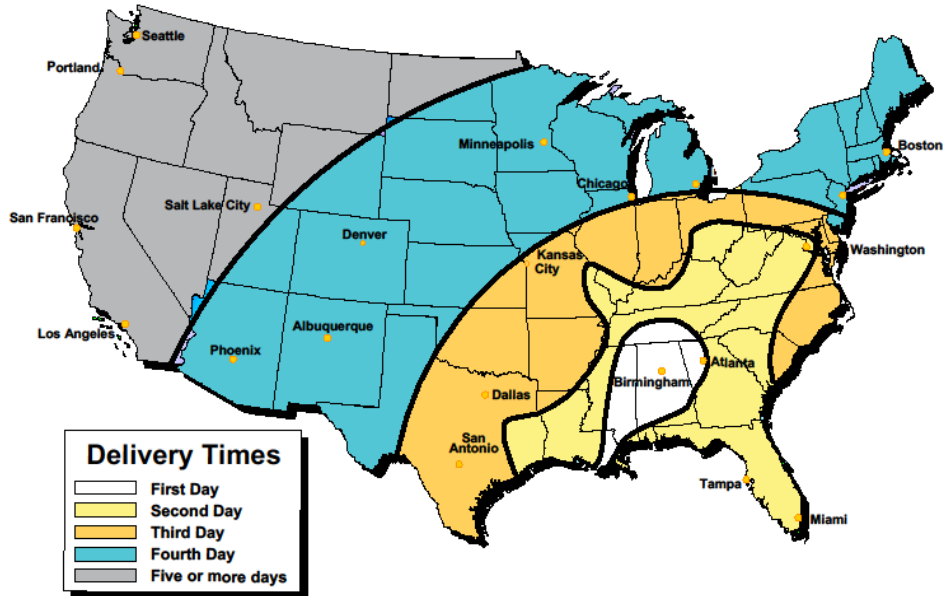
PORT OF MOBILE



Mobile Connectivity - Rail

Access at the port to 5 Class I rails

Alabama Rail Delivery Times



Industry Overview

PORT OF MOBILE



Mobile Connectivity - barge

Access to ~ 15,000 miles of navigable inland waterways

Provides service to:

Great Lakes

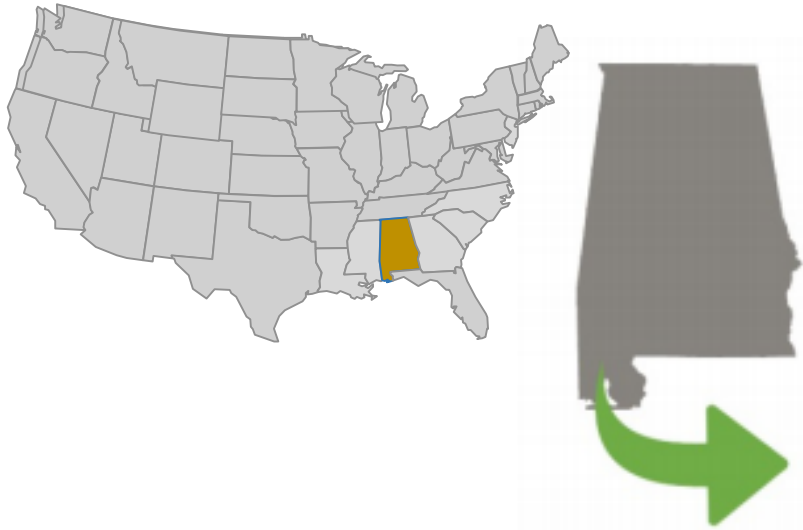
Ohio

Upper Mississippi

Tennessee Valley Ports

OVERVIEW

PORT OF MOBILE



53.2 MM ton
total throughput in 2020,
ranking 11th in the USA



Direct access to 15,000 miles of inland and intracoastal waterways, direct connection to Mississippi river and Rust Belt.



Five Class 1 Rails service the Port of Mobile: Canadian National, CSX, Norfolk Southern, BNSF and Kansas City Southern



Direct access to two Interstate system Highways (I-10, running from Jacksonville, FL to Los Angeles, CA; and I-65 from Mobile to Chicago, IL



2 national airports, Mobile Regional Airport and Brookley.

MAIN COMPETITORS



CSA: JV between Cooper T. Smith and SSA
Union Labor
Contracts: G2 Ocean, International Paper, Pig Iron



Tri-State Maritime: Owned by Charles Boswell
Non Union Labor
Contracts: Outokumpu, AM/NS, AST, Airbus, Spliethoff, Copper (Panama City)



Richardson: Owned by the Richardson family (Houston)
Non-Union Labor
Contracts: AST, SK, OSB (Plywood), Pan Ocean



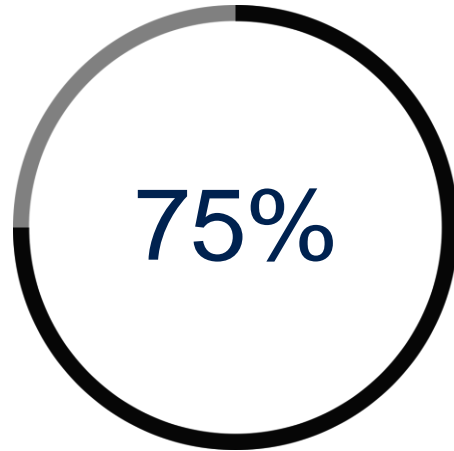
Premier: Owned by Michael Douglas and Ritchie McPherson
Non Union Labor
Contracts: Oslo Bulk, BBC, Pinto Island

Industry Overview
LATIN AMERICAN CARGO
\$270M+ in 2019

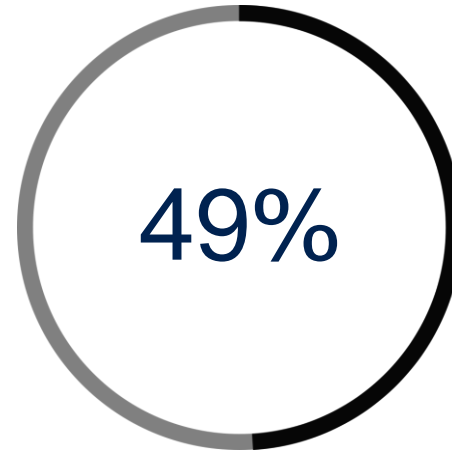


Key Takeaway

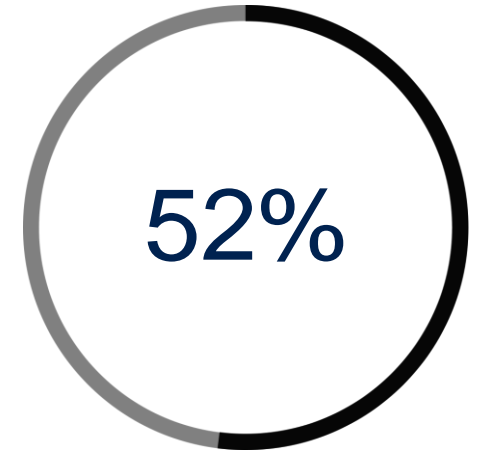
LATAM trade 5
year average
\$250B+



Maritime



Containerized

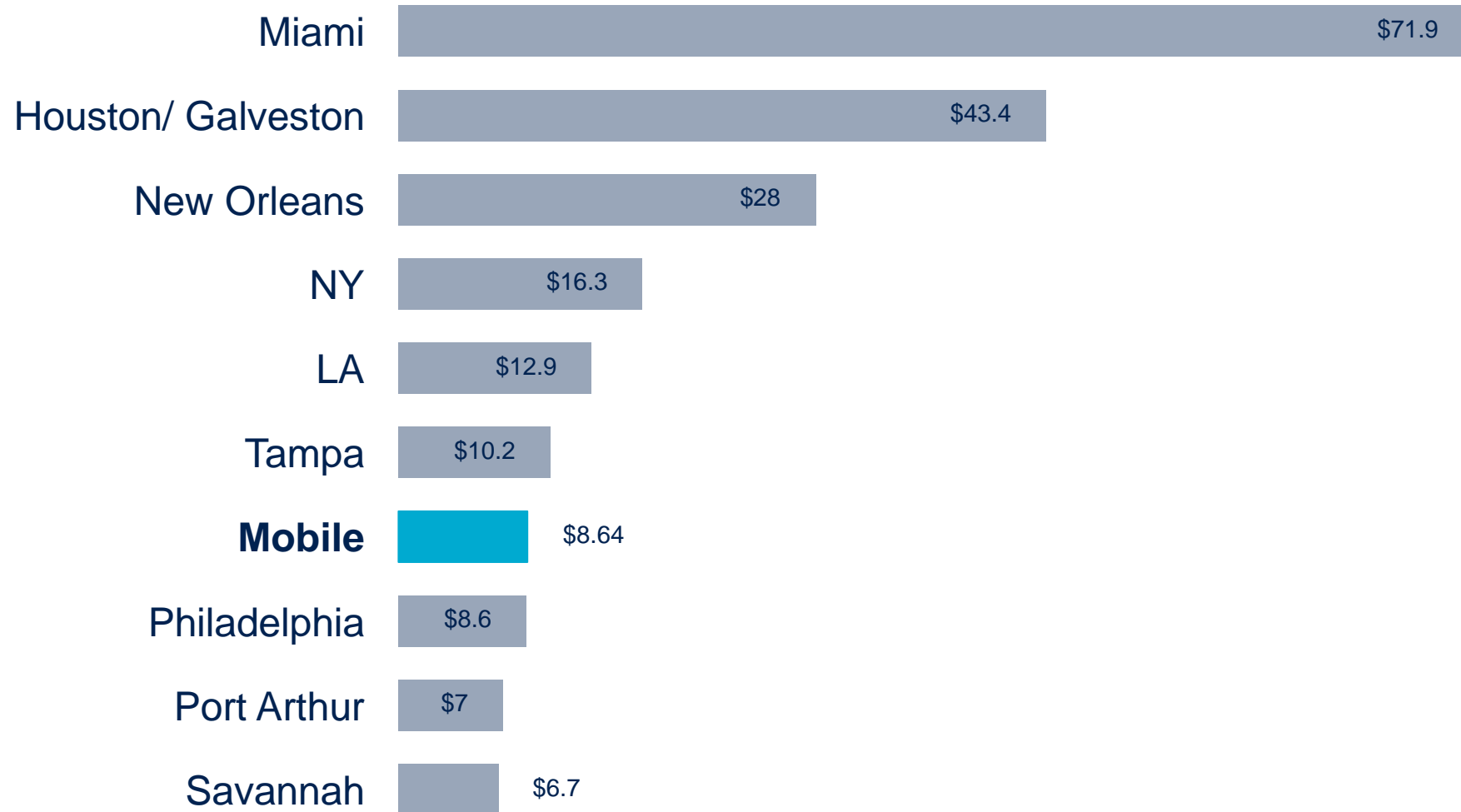


Through US Gulf and South
Atlantic

Industry Overview

TOP 10 DISTRICTS FOR TRADE WITH LATAM

Last 5 year average trade in \$ Bn



Sales & Commercial KEY ACCOUNTS



- On Sunday April 10th SCH started their first operation discharging 506 metric tons of Iodine from M/V Industrial Constant
- Scope of work:
 - Vessel discharge
 - Cargo palletization
 - Drayage
 - Out of port intermediate warehouse
 - 24/7 security
 - Coordination and management of inland transportation to SQM warehouse in Atlanta,GA
- Real door to door solution
- Business development:
 - Additional Iodine Shipments
 - NPK Plant
 - Lithium



SOUTHERN CARGO HANDLING CO
VESSEL ACTIVITY REPORT
M/V INDUSTRIAL CONSTANT

START DATE 4/10/22
COMPLETE DATE 4/10/22

SUPT: CHRISMIT

TIME START	TIME END	DESCRIPTION OF ACTIVITIES	EXCEPTIONS/NOTES
7:00	7:30	SAFETY MEETING	
7:30	8:15	STAND BY - SHIP OPENING HATCHES	
8:15	8:45	UNCOVERING AND UNLASHING HOLD#1	
8:45	12:45	FIRST PULL - DISCHARGE CARGO HOLD #1	
12:45		HATCH #1 BAG DISCHARGE COMPLETE	
13:00	14:00	MEAL HOUR	
14:00	14:15	SAFETY MEETING	
14:15	14:30	GEAR CHANGE	
14:30	15:00	REMOVE TRASH HOLD #1	
15:00	16:15	DISCHARGE PALLETIZED CARGO	
16:15		HOLD #1 COMPLETE	

16:15	16:45	CHANGE CRANE	
16:45	17:00	HOOK UP GEAR TO CRANE #2	
17:00	20:45	DISCHARGE CARGO HOLD #4	
20:45		HOLD #4 DISCHARGE COMPLETE	

SOUTHERN CARGO HANDLING

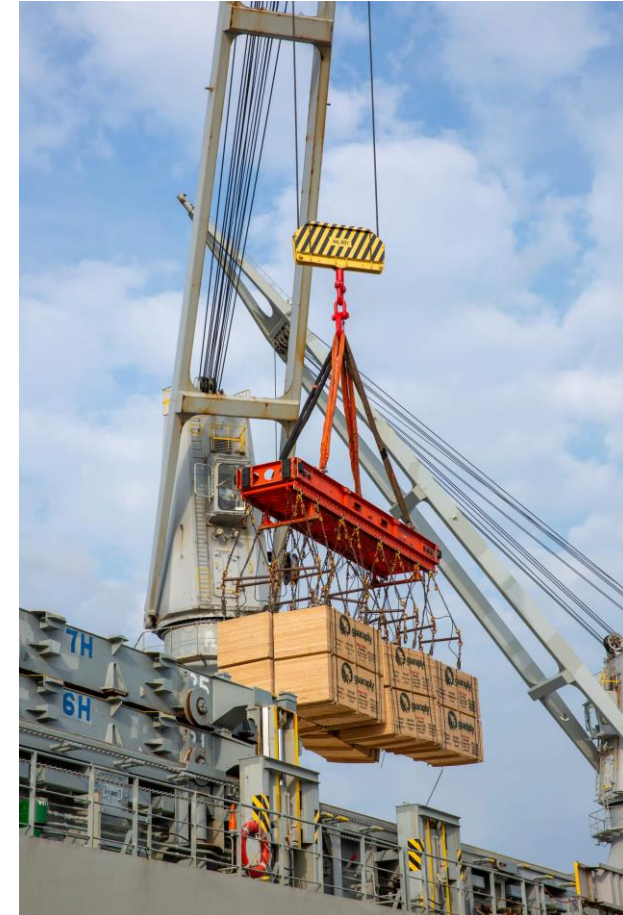
cto R. G. ...
M/V INDUSTRIAL CONSTANT
Ch. Officer
9810343

Sales & Commercial KEY ACCOUNTS



arauco

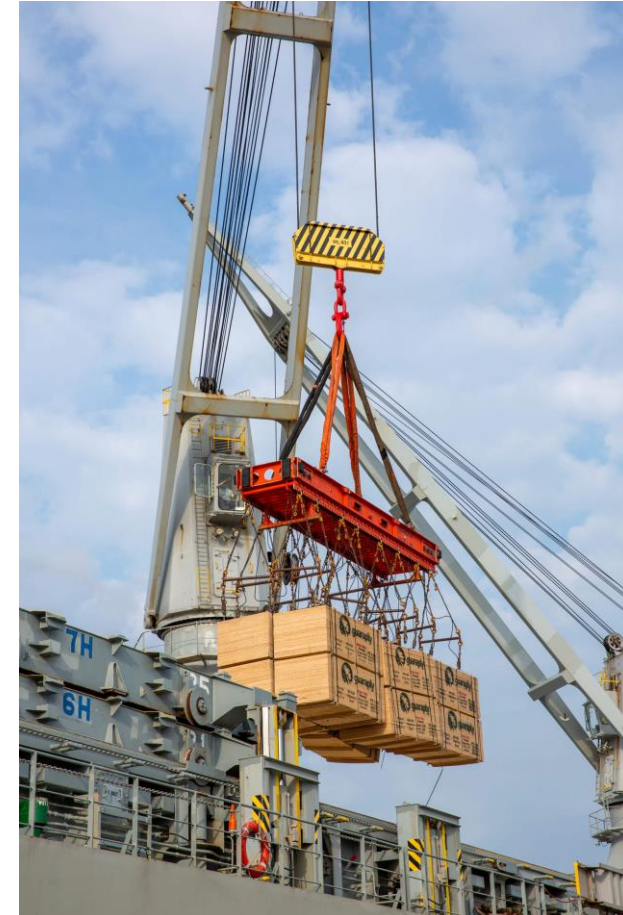
- Starting on May 2022, Arauco intends monthly shipments of 5,000 m3 for a minimum of 12 months
- Originating from either Chile or Brazil, SCH receives 1 or 2 vessels per month
 - 4 vessels thus far with 2 coming to Mobile in September
- Scope of operation:
 - Discharge from vessel hold with ship's gear
 - Dray to warehouse
 - Warehousing/Dispatch



Sales & Commercial KEY ACCOUNTS



- CMPC reached out asking for help with their supply chain in the USA
- Looking for logistics support → NLI + SCH
- Scope of work:
 - Vessel Operations: SCH
 - Terminal Handling: SCH
 - Drayage to warehouse: SCH
 - Warehouse Management and Operations: NLI
 - Inland Logistics: NLI
- Breakbulk vessel with 4,000 -6,000 m3 every 8 weeks
- Container volumes TBC (SCH will coordinate and manage drayage)

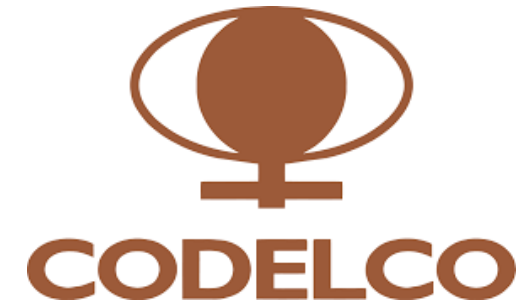


COMMERCIAL PLAN

TOP TARGETS UPDATE - CODELCO



- Pilot into Mobile 2,000 ton
- Shipping August/September from Chile (Intermarine)
- Proposal include inland transportation
- Requests same conditions as Panama city (free time and warehouse space)
 - Initial discussion with ASPA indicated their interest and willingness to help with this cargo. Won't commit in writing but don't expect any issues.
- In addition to this volume (which is presented as alternative to Panama City), there is a new volume going to Indiana that SCH and Codelco are exploring alternatives to bring through Mobile
- SCH has been approached by 3 carriers to quote for Codelco's 2023 tender (which included Mobile for the first time)







CURRENT SCENARIO - ADDITIONAL VOLUMES

PHASING IN THROUGH 2022

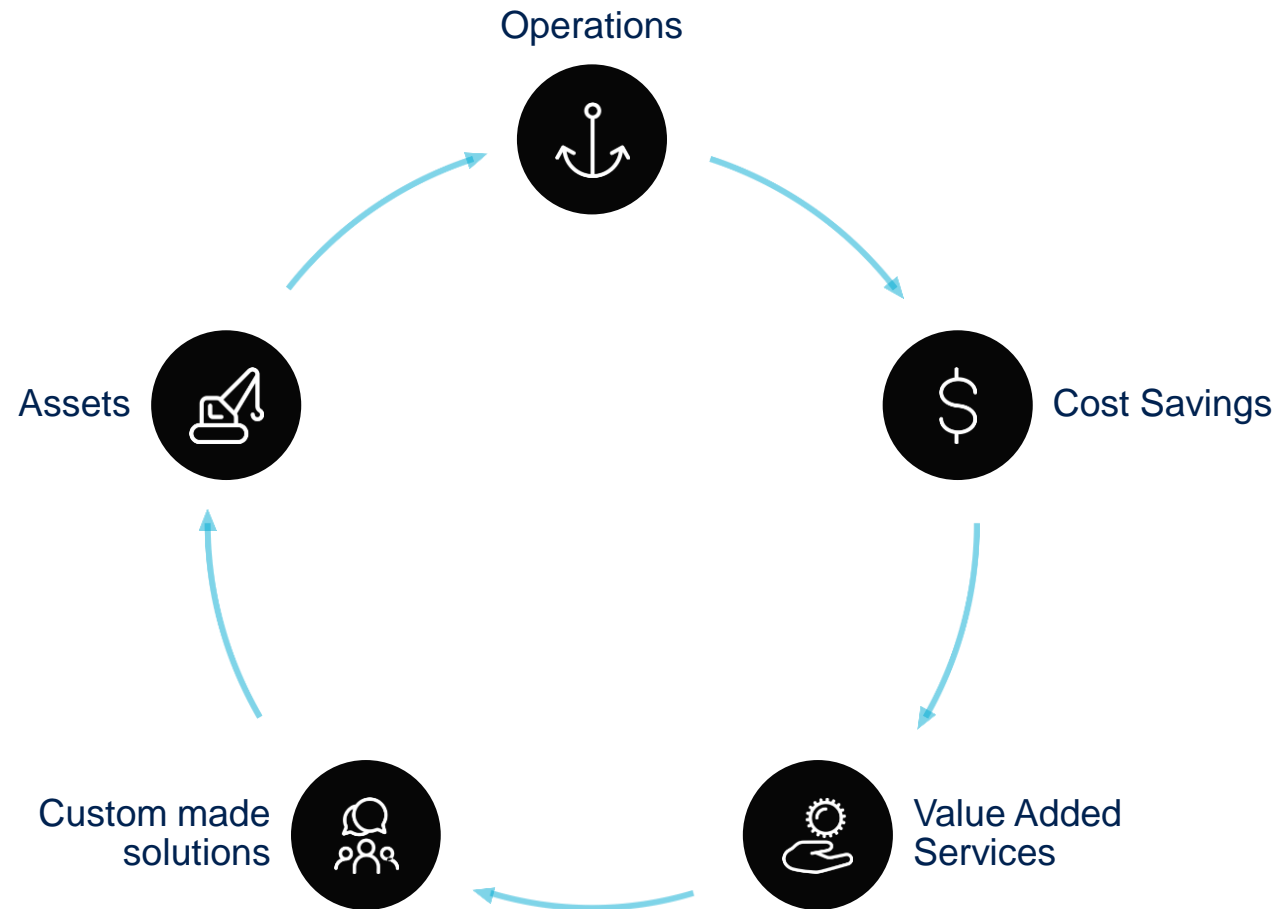


The Forecast

In addition to Arauco's monthly shipment, through its commercial efforts and network support, SCH has the (potential) following upcoming volumes

Customer	Start Date	Periodicity	Volume
	April 2022	3 ships per year	1,000 ton per vessel
	September 2022	1 ship per month	2,000 ton per ship
	August 2022 (breakbulk)	1 ship per month	3,500 to 6,000 ton per ship
	October 2022 (RO-RO)	1 ship every 35-40 days	4,000 to 10,000 ton per ship
	December 2022	Ramp up 1 call per month to 3 per month in 8 months	500 moves per vessel

Sales & Marketing GROWTH STRATEGY



Long term relationships built around an efficient, sustainable and safe operation.

Grow **with** our customer

contact@southerncargo.com

**THANK YOU
SO MUCH**



**WE LIGHTEN
THE LOAD**

WWW.SOUTHERNCARGO.COM