



FBCL's View

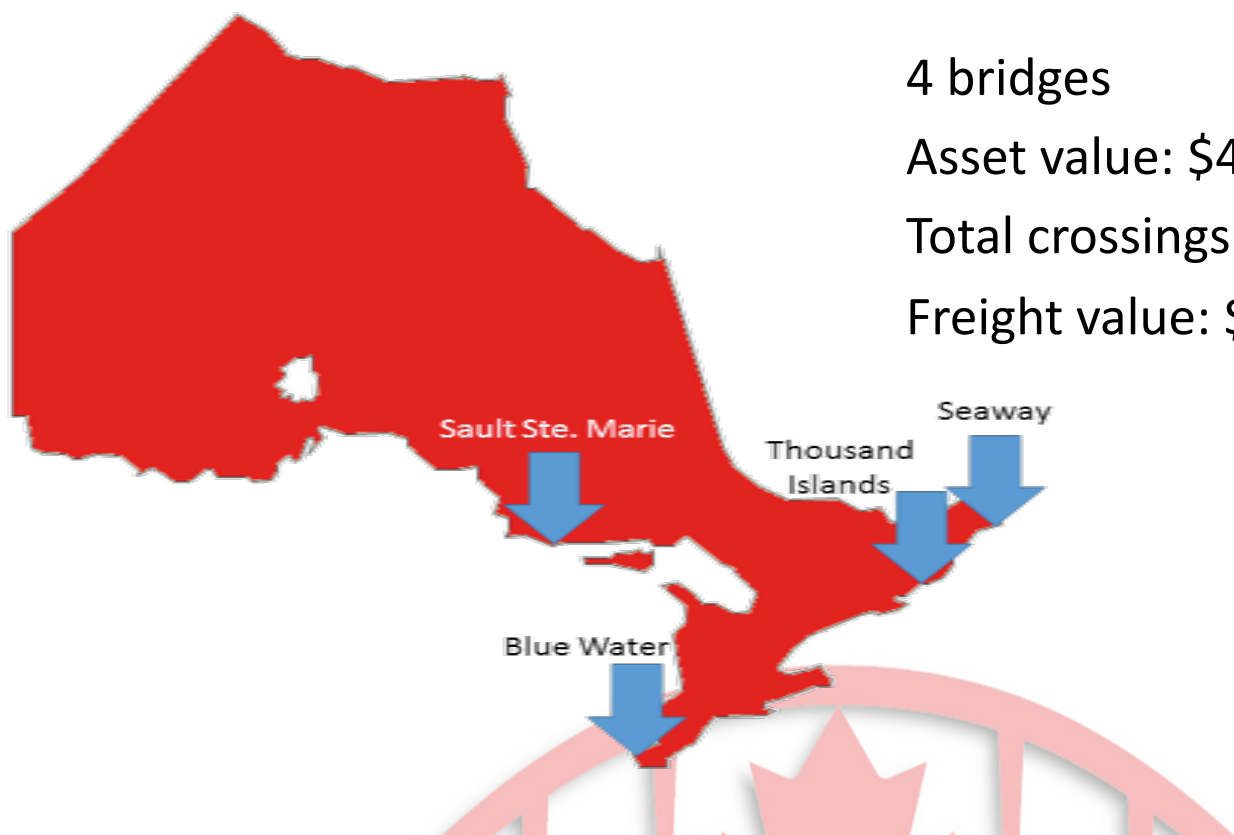
Eastern Border Transportation Coalition

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September 26, 2017



Our Locations, Our Numbers



4 bridges

Asset value: \$400 million

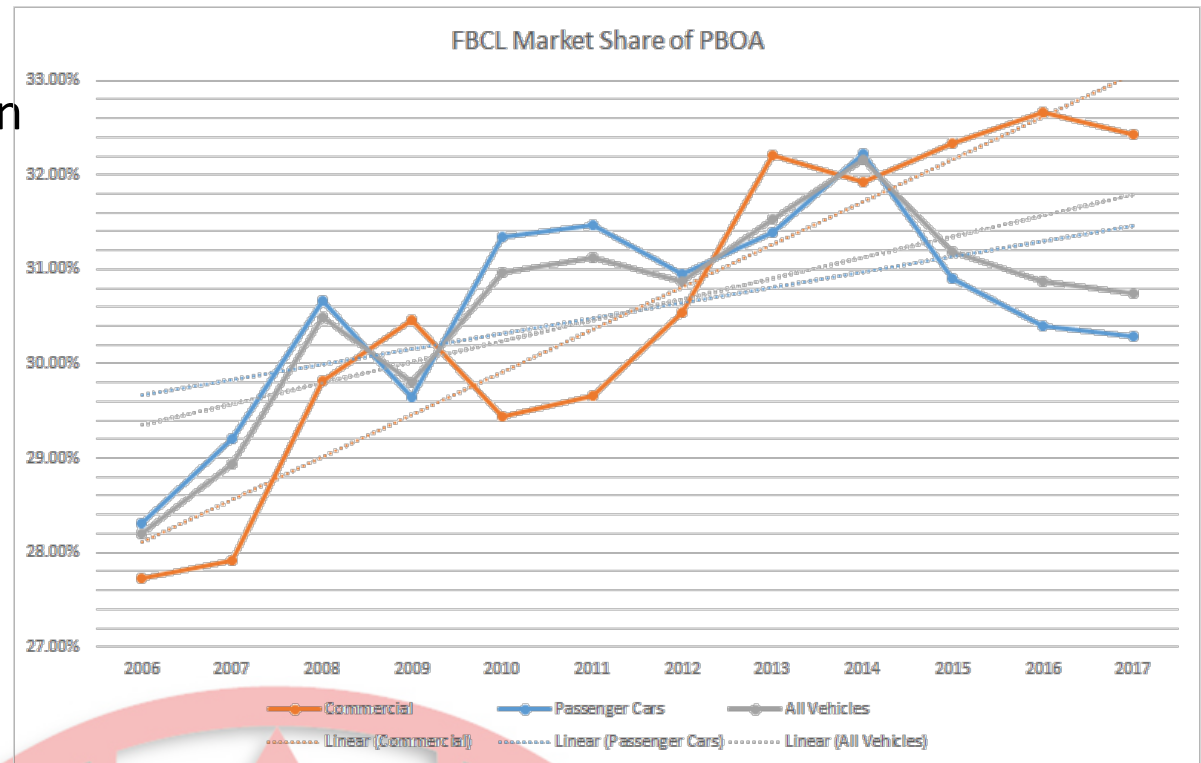
Total crossings: 10.4 million vehicles

Freight value: \$68B USD

Strategic Crossings



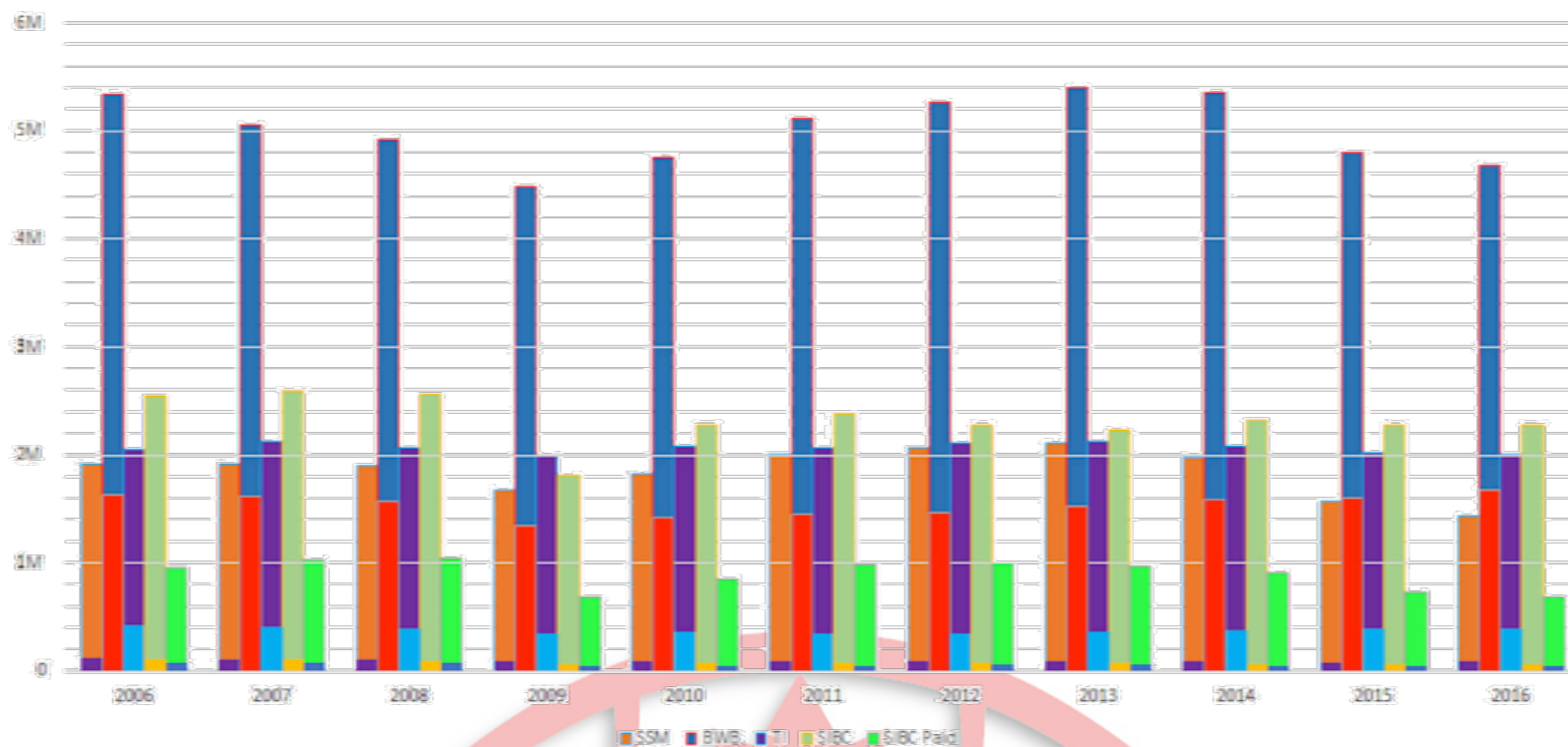
- Market share has been growing steadily
- Growth driven by
 - Location
 - Location
 - Location
 - The Economy
 - Quality
 - Performance
 - Amenities





FBCL Traffic Trends

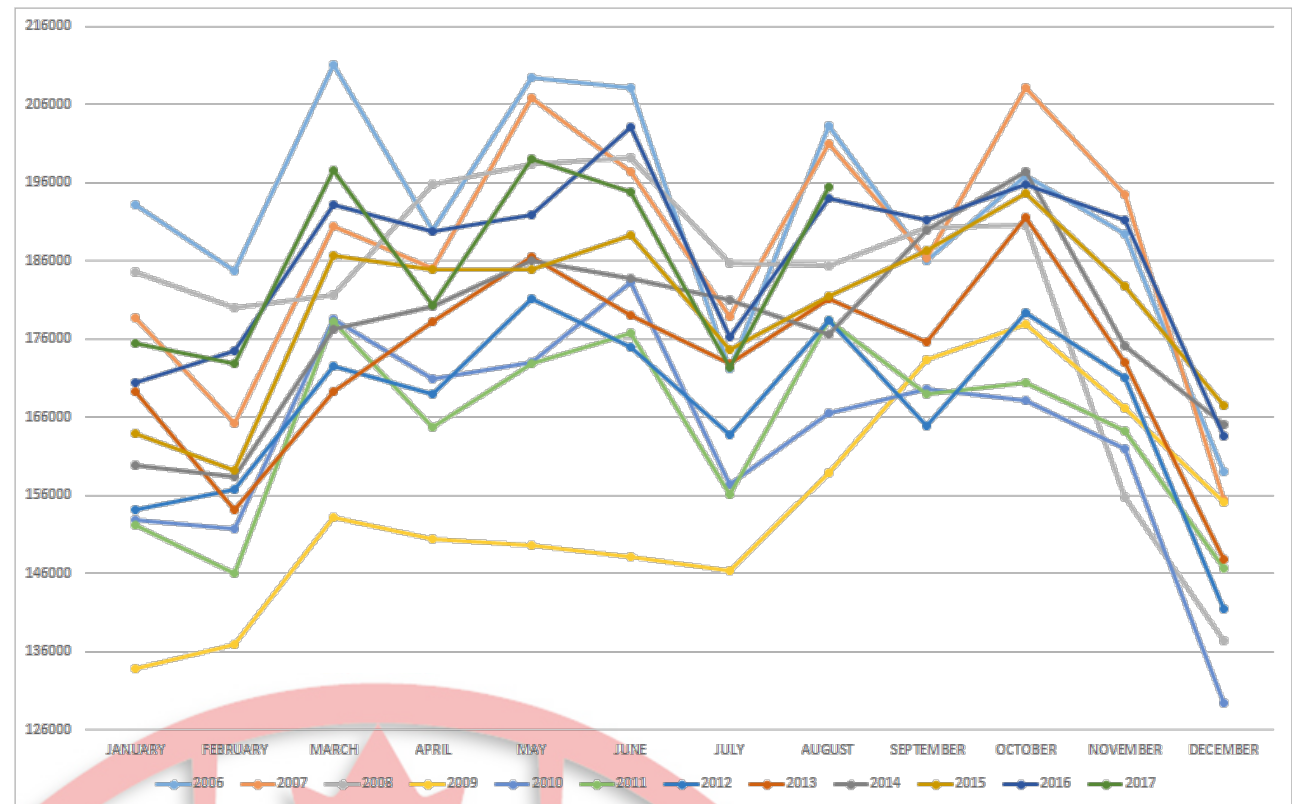
Traffic Volumes - Trucks as a Portion of All Vehicles



Seasonal Variabilities in Commercial Traffic



- Peaks in March, Summer & October
- Declines November to February
- Notable effect of manufacturing shutdowns in July
- 2017 is best YTD since 2006-08



Bridge Freight Reflects Regional Economies



2016 Transborder Truck Freight by \$ Value - US BTS				
Commodity Description	SSM	BWB	TIIB	SIBC
Plastics & related products		6.26%	6.31%	
Wood & related products	13.45%			
Pulp, paper & related products	7.05%		6.35%	
Pearls, precious metals & stones, jewels & coins			15.87%	
Iron & steel	10.12%			
Copper & related products				34.63%
Aluminium & related products			8.37%	11.58%
Energy production & related products	18.05%	16.15%	8.30%	
Electrical & related products (TVs, etc.)		7.88%		
Vehicles & parts	9.18%	19.53%	5.09%	
Collective Impact	57.85%	49.82%	50.29%	46.21%

Major Renewal Phase



Sault Ste. Marie: New Canadian Plaza



Key 2016 data points:

- 90K truck crossings
- U\$1.5B in freight value



Thousand Islands: New CBSA Facilities



- 270K truck crossings
- U\$14B in freight value

Seaway: New North Channel Bridge



- 68K truck crossings
- U\$600M in freight value



Blue Water Bridge: Master Plan Progress



- 1.7 million truck crossings
- U\$51.6B in freight value



Opportunities, Challenges, Concerns



- Border partners
- Traffic processing
- Unforeseen wildcards
- Capacity
- Technology
- Government policy



