



*beyond logistics™*



# NORTHPOINT DEVELOPMENT

## MAXIMIZE INCENTIVES //

Proven track record of leveraging incentive programs to our client's benefit



Over **\$100 MILLION** in incentives negotiated for our clients

**\$2.1 BILLION**

**TOTAL CAPITAL RAISED //**  
SINCE 2011

**2,000 UNITS**

**MULTI-FAMILY //**  
DEVELOPED & MANAGED

**28,000,000 SF**

**INDUSTRIAL & WAREHOUSE //**  
DEVELOPED & MANAGED

**2,114 ACRES**

**UNDEVELOPED INDUSTRIAL LAND //**  
OWNED

FUTURE DEVELOPMENT //  
REPRESENTED IN UNDEVELOPED LAND **32,000,000 SF**



# NORTHPOINTBYNUMBERS

## FINANCIAL APPROACH //

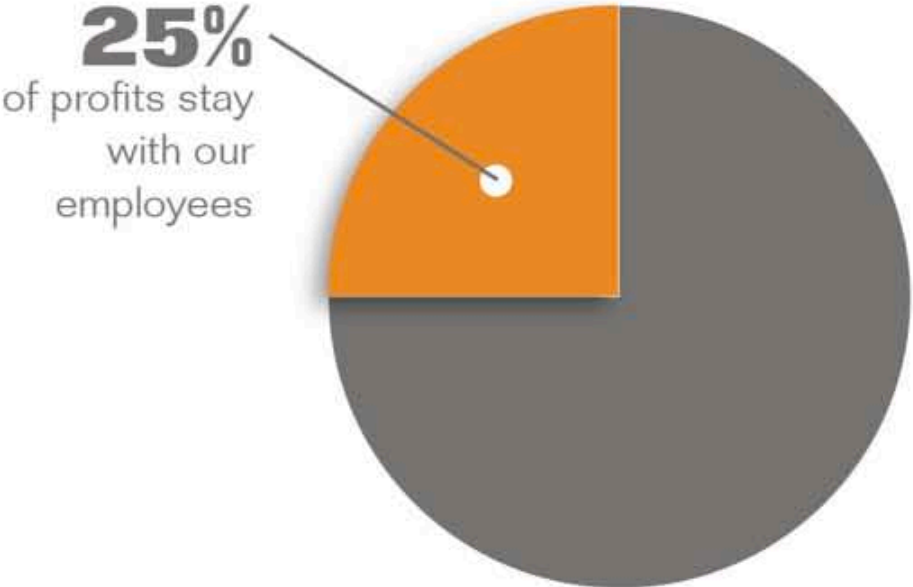
To limit our leverage to no more than 65% loan to cost.  
Often times our Loan to Value is less than 50%



We will never purchase land using debt; **ONLY CASH**

## EMPLOYEE PROFITS //

25% of profits stay with the employees through the employee bonus pool



**30%** EMPLOYEE OWNED

# NORTHPOINT FORWARDING BY NUMBERS

## FINANCIAL APPROACH //

2017



## MAXIMIZES SAVINGS //

Proven track record of leveraging freight savings to our client's benefit

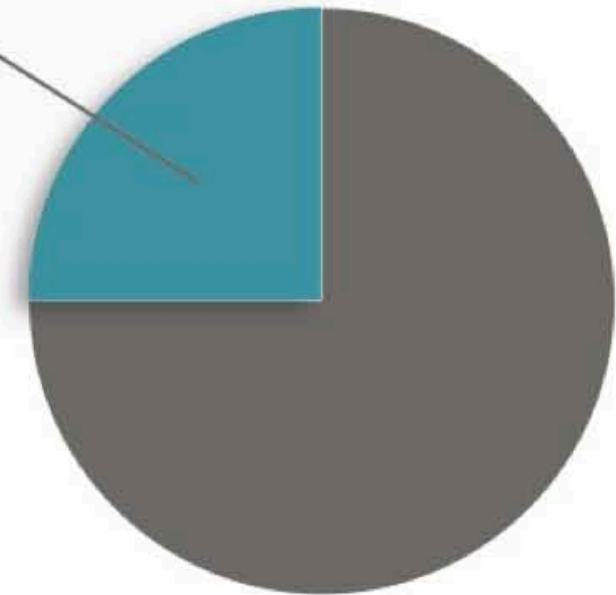
Over **\$100 MILLION** in savings negotiated for our clients



## EMPLOYEE PROFITS //

25% of profits stay with the employees through the employee bonus pool

**25%**  
of profits stay with our employees



**30%** EMPLOYEE OWNED

WORLDWIDE **ORIGIN/DESTINATION PORTS** // .....

..... **COMMODITY COMPOSITION** //



**31+**

**ORIGIN PORTS**

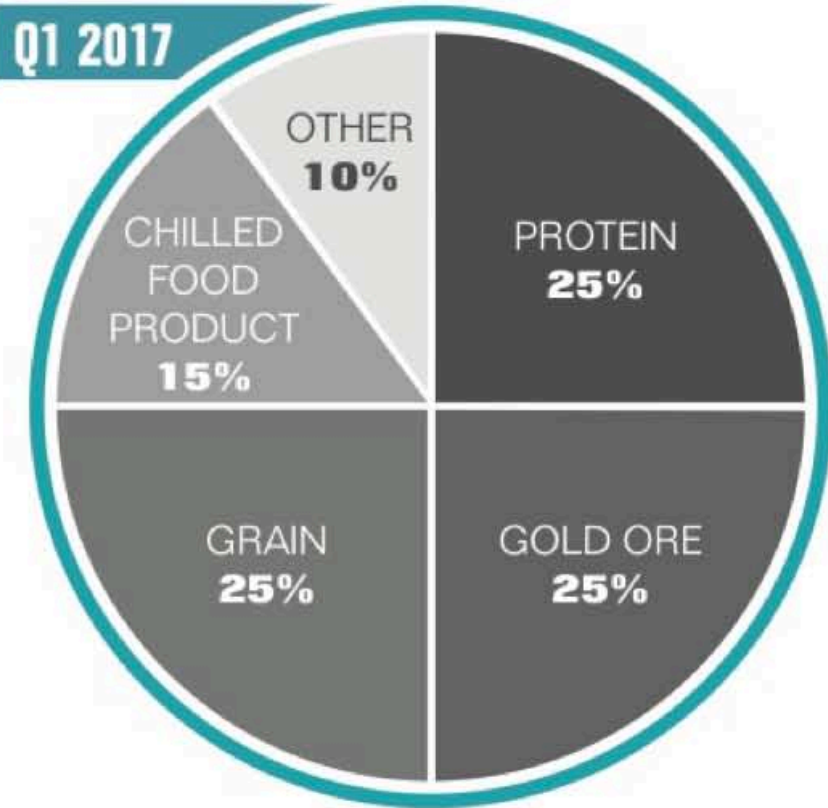
- Dutch Harb
- Juneau
- Seattle
- Montreal
- Savannah
- Vancouver
- Houston
- Winnipeg
- Tacoma
- Los Angeles
- Toronto
- Saskatoon
- Kansas City
- Chicago
- Arica
- Calgary
- Long Beach
- Oakland
- Norfolk
- Regina
- Jacksonville
- St. Paul
- Taunton
- New York
- Denver
- Anchorage
- Kodiak
- Edmonton
- Philadelphia
- Dublin
- Wilmington

**66+**

**DESTINATION PORTS**

- |            |                |               |             |
|------------|----------------|---------------|-------------|
| Qindao     | Cuxhaven       | Bilbao        | Riga        |
| Surabaya   | Huangpu        | Osaka         | Halifax     |
| Sendai     | Cartegena      | Paramambo     | Bankok      |
| Dalian     | Santa Marta    | Houston       | Valparaiso  |
| Pusan      | Bremen         | Bangkok       | Stockholm   |
| Hong Kong  | Aveiro         | Manila        | Barranquill |
| Lahavre    | Antwerp        | Buenos Aires  | Danang      |
| Aarhus     | Point A Pitre  | Ningbo        | Santos      |
| Chittagong | Tokyo          | Port of Spain | Aqaba       |
| Ho Chi Min | San Antonio    | Kobe          |             |
| Kaohsiung  | Port Au Prince | Los Angeles   |             |
| Callao     | Hakata         | Montreal      |             |
| La Spezia  | Vigo           | Sydney        |             |
| Rotterdam  | Capetown       | Leixoes       |             |
| Georgetown | Durban         | Quayaquil     |             |
| Jakarta    | Bremerhave     | Nagoya        |             |
| Buenaventu | Yokohama       | Wilmington    |             |
| Shanghai   | Belawan        | Aalesund      |             |
| Abidjan    | Bridgetown     | Keelung       |             |

**Q1 2017**



# COLDPOINTBYNUMBERS

ColdPoint Logistics || A Bi-Coastal Gateway



beyond logistics™

## Central Location for Efficient Transportation

Transportation costs represent a significant portion of total distribution and logistics expenses. However, ColdPoint Logistics is strategically located at Logistics Park Kansas City (LPKC), allowing a reduction in transportation costs through lower drayage charges and more truck turns.

Centrally located in America's heartland, LPKC is served by the world's leading intermodal rail provider, BNSF Railway, perfectly positioned for the efficient shipment of goods for import and export. The LPKC Intermodal Facility is the only full-service facility in the western two-thirds of the United States offering a combination of:

- Domestic Intermodal Service
- International Intermodal Service
- Direct-rail / Carload Service

## Kansas City

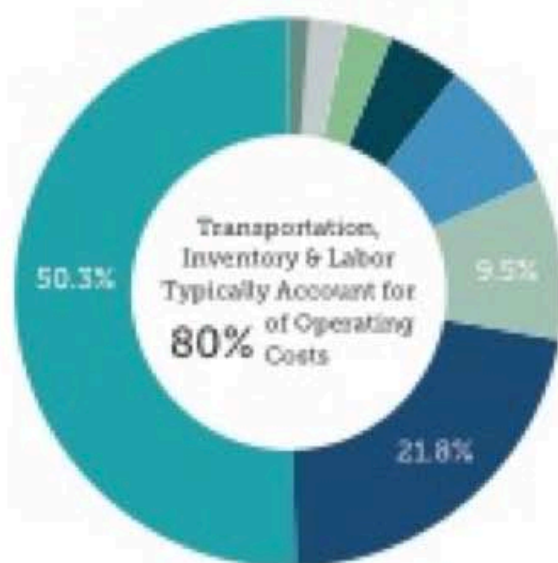
#1 in RAIL by tonnage in the U.S.  
#3 TRUCK center in the U.S.

From  
Kansas City  
you can reach

**80%** of the  
United States  
in less than 2 days

**100%**  
with-in 3 days

## Why Transportation Costs Matters



### OPERATING COST CATEGORIES

- Transportation
- Inventory
- Labor
- Customer Service
- Rent
- Admin
- Supplies
- Other

## The Transload Advantage

By removing the inefficiencies in the typical transportation model, we are able to reduce costs and increase efficiencies and flexibility within the producers supply chain network through transload services at strategically located warehouse facilities. By eliminating inefficiencies in the transportation model, we are able to offer significant cost savings directly to our customers.

## Dedicated Electric Drayage

### BENEFITS

- Ship more for less
- 80% Heavier
- Weight savings up to 2,100 lbs.
- No port lines or congestion
- Bi-coastal port network (expanding)
- Zero CO<sub>2</sub> emissions
- Compatible with dry and reefer

# Discussion Points

- **LPKC Inland port growing Midwest intermodal capacity**
  - **Where are the containers I need for temp controlled shipments?**
  - **How much weight can I put in an intermodal container**
  - **Gen Sets vs. Power Packs**
  - **Terminal Automation**
- **Forwarding Options Evolving**
  - **Direct Contracts vs. Forwarding Hybrid**
  - **E-Commerce build**
- **Reefer e-Documents and e-Forwarding, past/present and future**
  - **Paperless and Electronic Compliance**
  - **Accurate documentation**