



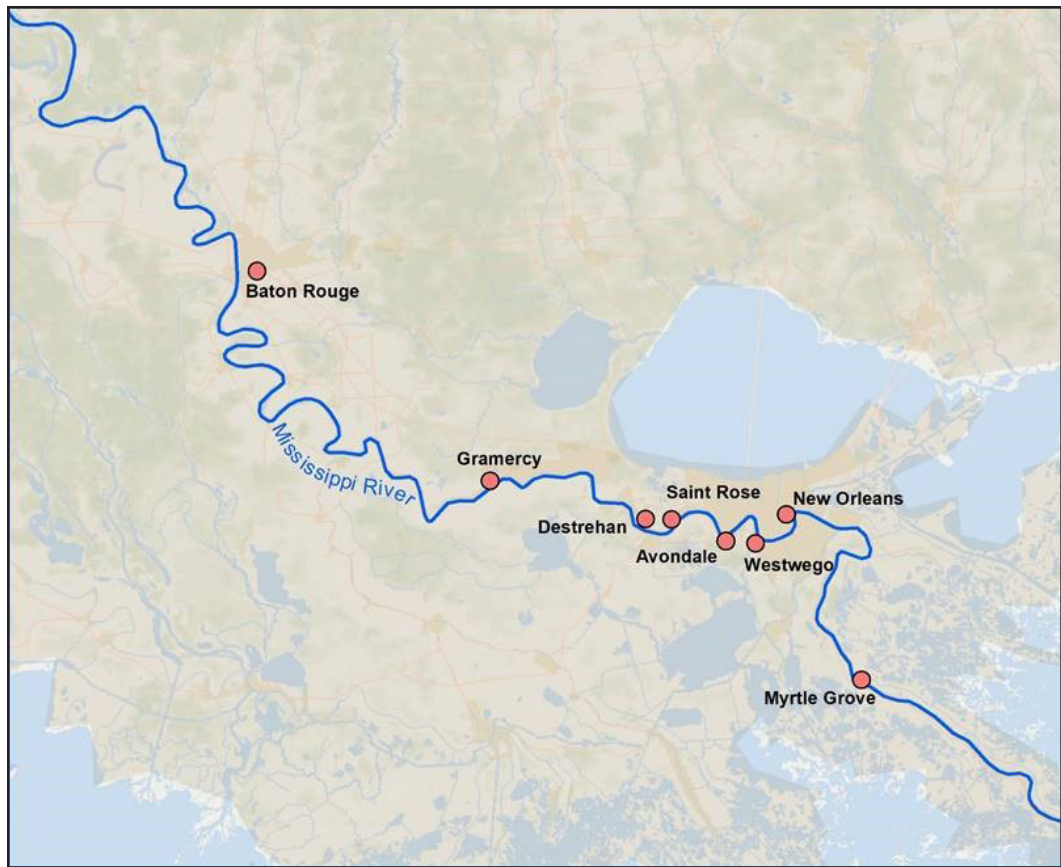
Export/Import Profile

New Orleans, LA Port Region

The Mississippi River system is a critical artery in the U.S. grain marketing system, necessary to competitively serve global markets for corn, wheat, oilseeds, and grain products. In a typical year, Mississippi Gulf ports ship about 2 billion bushels of grain to their final destinations around the globe.

The New Orleans Port Region brings all modes of transportation (ocean, barge, rail, and truck) together by allowing ocean-going vessels to serve ports 228 miles upriver from the Gulf of Mexico. These ports provide easy access to the Gulf of Mexico, Caribbean Sea, Atlantic Ocean, and Panama Canal.

Ports situated along the Mississippi River from Baton Rouge to Myrtle Grove, LA, are often referred to as simply New Orleans or the New Orleans Port Region (see map below). These ports are close enough together—sometimes even adjacent—to give the appearance of one large port complex.



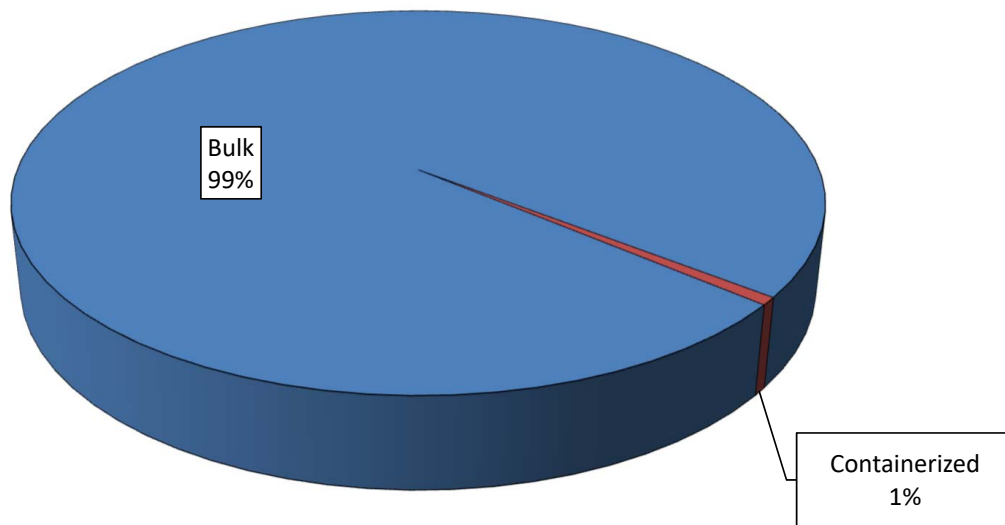
The best example of this is the Port of South Louisiana, a group of ports that stretches 54 miles along the Mississippi River and handled over 307 million short tons of cargo in 2017. The Port of South Louisiana moves more agricultural tonnage than any other North American port. Grain products accounted for more than 64 percent of the port's total export cargo in 2017. Generally, the Port of South Louisiana services over 4,500 oceangoing vessels and 65,000 barge shipments each year.

Exports

The New Orleans Port Region moves a significant percentage of U.S. waterborne agricultural exports—47 percent in 2017. The majority of these exports were bulk grains and bulk grain products, such as corn, soybeans, animal feed, and rice. The region also supports a significant amount of edible oil exports, such as soybean and corn oils and even attracted 13 percent of U.S. waterborne frozen poultry exports in 2017.

Approximately, 99 percent of agricultural exports through the New Orleans Port Region moved in bulk vessels and only 1 percent needing refrigeration. The top destination country was China, representing 20 percent of total exports through the port, followed by Japan, Mexico, and Colombia.

U.S. Waterborne Agricultural Exports Through New Orleans Port Region, LA, 2017



Source: IHS Markit/PIERS

U.S. Waterborne Agricultural Exports Through New Orleans Port Region, LA, 2017

| Commodity | Metric Tons | Share | U.S. Share |
|------------------------------|-------------------|-------------|------------|
| Soybeans | 31,451,153 | 45% | 64% |
| Grain products, bread, flour | 27,992,175 | 40% | 70% |
| Bulk grains | 3,707,698 | 5% | 17% |
| Animal feed | 3,142,090 | 4% | 29% |
| Rice | 1,855,704 | 3% | 68% |
| Other | 2,435,343 | 3% | |
| Total | 70,584,163 | 100% | 47% |

Source: IHS Markit/PIERS

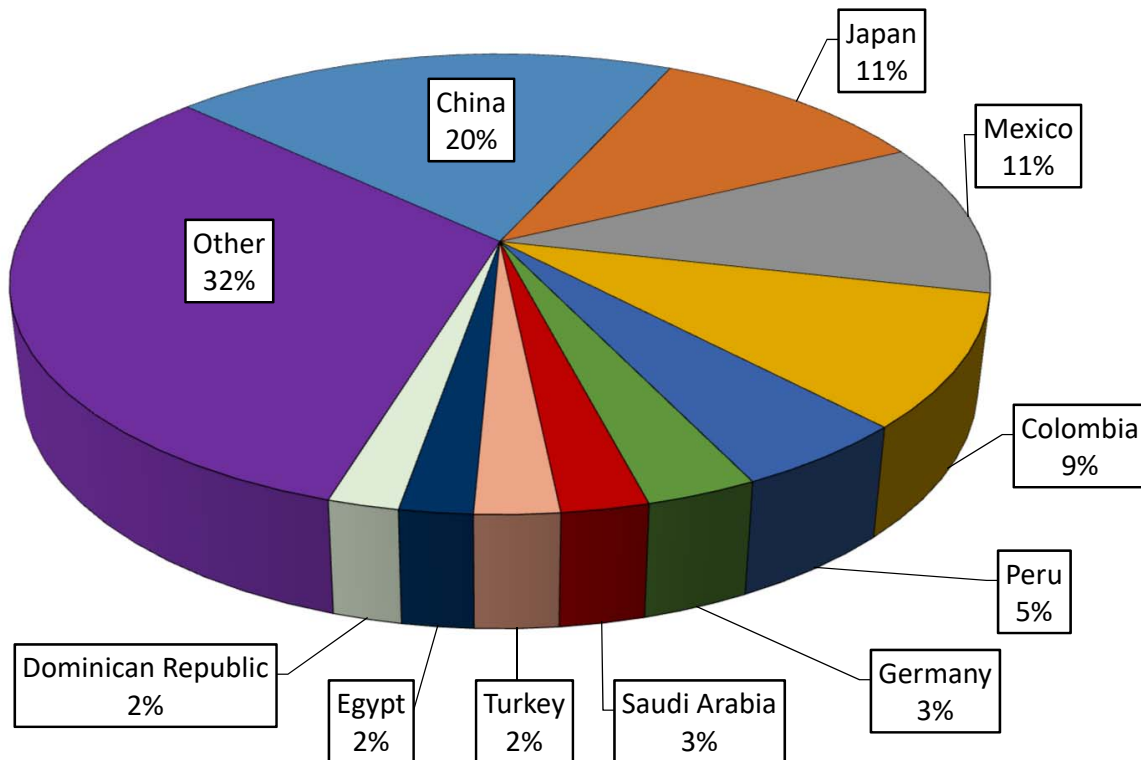
U.S. Containerized Waterborne Agricultural Exports Through New Orleans Port Region, LA, 2017

| Commodity | Metric Tons | *TEU | Share | U.S. Share |
|------------------------------|----------------|---------------|-------------|------------|
| Poultry | 241,997 | 18,712 | 53% | 10% |
| Rice | 51,415 | 2,780 | 11% | 8% |
| Grocery items | 37,763 | 4,165 | 8% | 1% |
| Meat | 34,740 | 3,105 | 8% | 1% |
| Non-alcoholic beverages | 10,920 | 873 | 2% | 1% |
| Animal feed | 10,016 | 808 | 2% | 0% |
| Fish meal | 9,969 | 775 | 2% | 7% |
| Grain products, bread, flour | 8,626 | 745 | 2% | 1% |
| Feathers, down, hair | 6,267 | 497 | 1% | 14% |
| Bitters, brandy, liquor | 5,808 | 335 | 1% | 4% |
| Other | 38,622 | 3,362 | 8% | |
| Total | 456,145 | 36,156 | 100% | 1% |

Source: IHS Markit/PIERS

*Twenty-foot equivalent unit (TEU)

Top Destination Countries for U.S. Waterborne Agricultural Exports Through New Orleans Port Region, LA, 2017



Source: IHS Markit/PIERS

Top Shipping Lines Moving U.S. Waterborne Agricultural Exports Through New Orleans Port Region, LA, 2017

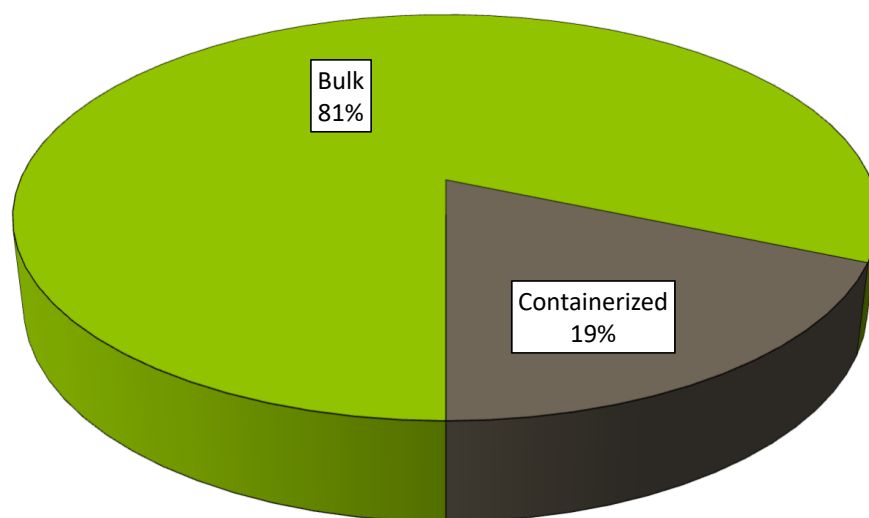
| Shipping Line | Metric Tons | Share |
|----------------------------------|-------------------|-------------|
| Unknown Bulk Carriers | 62,904,088 | 89% |
| United Bulk Carriers | 3,061,288 | 4% |
| Polish Steam Ship Co | 912,491 | 1% |
| Pacnav | 758,994 | 1% |
| Cosco Bulk Carrier Co | 496,175 | 1% |
| Mt Maritime Management (Usa) Llc | 384,107 | 1% |
| Mediterranean Shipping | 200,339 | 0% |
| Pan Ocean Shipping | 173,051 | 0% |
| Oldendorff Carriers Indotrans | 168,898 | 0% |
| D'Amico Dry Ltd | 164,627 | 0% |
| Other | 1,360,104 | 2% |
| Total | 70,584,163 | 100% |

Source: IHS Markit/PIERS

Imports

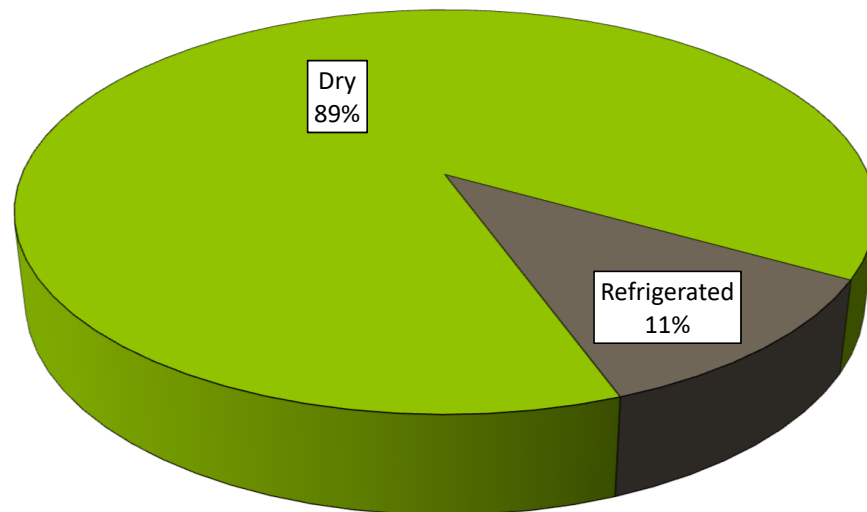
New Orleans is also an important port region for U.S. agricultural imports. The port region moved nearly 1.95 million metric tons of waterborne agricultural imports in 2017. A significant amount of U.S. waterborne edible oils imports such as coconut, palm and peanut oils transit the New Orleans Port Region. Nearly 81 percent of the agricultural imports through the region moved in bulk vessels. The top origin countries were Venezuela, Indonesia, Malaysia, and Mexico.

U.S. Waterborne Agricultural Imports Through New Orleans Port Region, LA, 2017



Source: IHS Markit/PIERS

U.S. Waterborne Agricultural Imports Through New Orleans Port Region, LA, 2017



Source: IHS Markit/PIERS

U.S. Waterborne Agricultural Imports Through New Orleans Port Region, LA, 2017

| Commodity | Metric Tons | Share | U.S. Share |
|-------------------|------------------|-------------|------------|
| Coffee | 495,401 | 25% | 21% |
| Palm oil | 346,140 | 18% | 35% |
| Palm kernel oil | 265,918 | 14% | 39% |
| Sugar | 149,152 | 8% | 7% |
| Chewing gum | 133,774 | 7% | 12% |
| Coconut oil | 115,367 | 6% | 31% |
| Canned pineapples | 85,398 | 4% | 18% |
| Canned fish | 62,167 | 3% | 18% |
| Wine | 51,178 | 3% | 1% |
| Molasses, treacle | 46,100 | 2% | 7% |
| Other | 201,999 | 10% | |
| Total | 1,952,594 | 100% | 4% |

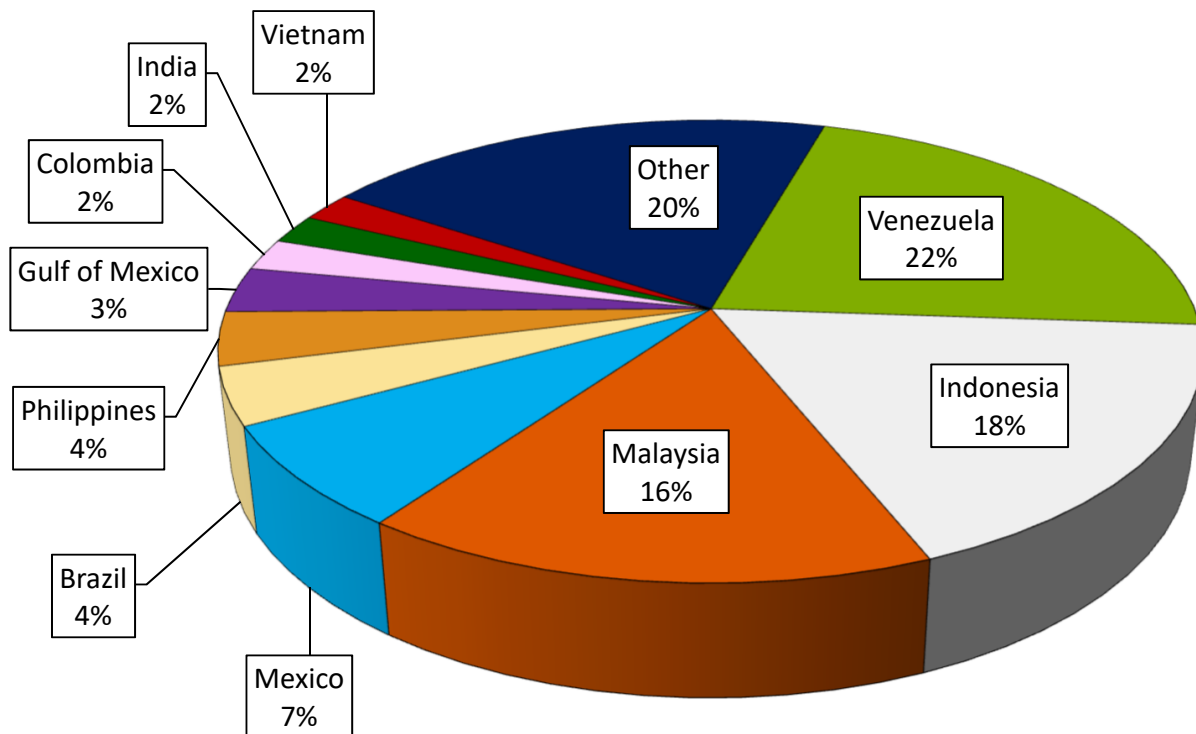
Source: IHS Markit/PIERS

U.S. Containerized Waterborne Agricultural Imports Through New Orleans Port Region, LA, 2017

| Commodity | Metric Tons | *TEU | Share | U.S. Share |
|--------------------------|----------------|---------------|-------------|------------|
| Coffee | 240,536 | 12,788 | 66% | 15% |
| Soybeans | 35,179 | 1,745 | 10% | 9% |
| Wine | 10,332 | 992 | 3% | 1% |
| Grocery items | 8,809 | 605 | 2% | 1% |
| Canned vegetables | 8,228 | 378 | 2% | 3% |
| Tea | 8,043 | 712 | 2% | 6% |
| Bitters, spirits, liquor | 5,709 | 609 | 2% | 1% |
| Instant coffee | 5,549 | 625 | 2% | 11% |
| Vegetables | 4,512 | 367 | 1% | 0% |
| Fish meal | 3,624 | 313 | 1% | 5% |
| Other | 32,504 | 2,443 | 9% | |
| Total | 363,027 | 21,577 | 100% | 1% |

Source: IHS Markit/PIERS
*Twenty-foot equivalent unit (TEU)

Top Origin Countries for U.S. Waterborne Agricultural Imports Through New Orleans Port Region, LA, 2017



**Top Shipping Lines Moving U.S. Waterborne Agricultural Imports
Through the New Orleans Port Region, 2017**

| Shipping Line | Metric Tons | Share |
|----------------------------------|--------------------|--------------|
| Unknown Bulk Carriers | 250,618 | 13% |
| Cargill Intl | 208,546 | 11% |
| Changdris (Hellas) Inc | 167,990 | 9% |
| Mediterranean Shpg | 156,938 | 8% |
| Eletson Chartering Inc | 126,602 | 6% |
| Hapag Lloyd Line | 107,379 | 5% |
| MT Maritime Management (USA) LLC | 93,071 | 5% |
| Raffles Shipping & Investment | 92,931 | 5% |
| Atlas Maritime Ltd | 83,097 | 4% |
| Heidenreich Marine Inc | 62,014 | 3% |
| Other | 603,407 | 31% |
| Total | 1,952,594 | 100% |

Source: IHS Markit/PIERS