

INDUSTRY DRIVEN. COMMUNITY CENTRED.

ST. JOHN'S PORT AUTHORITY
NEWFOUNDLAND AND LABRADOR, CANADA





ABOUT US

The St. John's Port Authority (SJPA) is an autonomous federal agency responsible for the management and promotion of the Port of St. John's, Newfoundland and Labrador. We are financially self-sufficient, operate as a commercial enterprise, derive all our revenue from port activities, and re-invest all earnings into port infrastructure and operations.

OUR MISSION

Our mission as the St. John's Port Authority is to provide reliable, economic, and efficient port services for the purposes of supporting Canadian trade, fostering regional economic development, and serving Newfoundland and Labrador's distribution requirements.



A MESSAGE FROM THE CHAIRPERSON AND PRESIDENT & CEO

Our business is changing. Much as the tide never stays still, neither can our business, if we want to continue to grow and adapt. And at the Port of St. John's, we most certainly wish to do both. Change can be good. Change means progress. And change means that we are continuing to meet the needs of our users and our port community as a whole. But as we continue to evolve, one thing will always remain the same: We are successful because of the strength of our people.

The people who live and work here are the driving force behind the Port of St. John's. They are the heart and soul of our community. They are what helps us contribute to our economy, create meaningful employment, and make a measurable impact on our city, province, and country. They are also those who are helping us change for the better.

This year will mark a big change in our Port — the completion of the Pier 17 West project. After extensive consultation and collaboration with industry professionals and port users, we developed the design for the new finger pier that will increase berthing capacity, add enhancements we don't currently offer, and increase efficiencies between new and existing infrastructure.

Moving forward, we continue to plan and prepare for the port of the future. We always have our eyes and ears open to the changes we need to make so that our port becomes more efficient, more valuable, and more useful to our customers. We remain grateful to our many stakeholders for providing the foundation for our success and for providing their input as we prepare for the port of tomorrow.

The image shows two handwritten signatures in black ink. The signature on the left is 'Michael Crosbie' and the signature on the right is 'Sean Hanrahan'.

Michael Crosbie, QC
Chairperson

Sean Hanrahan, LL.B
President & CEO



"We always have our eyes and ears open to the changes we need to make so that our port becomes more efficient, more valuable, and more useful to our customers."



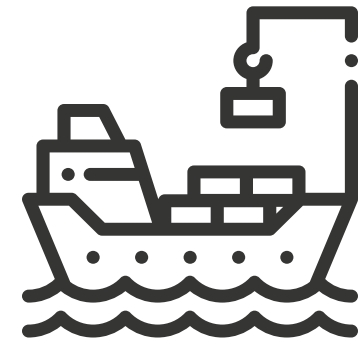
"The close proximity to both the fishing grounds, as well as the offshore is really what has always set the Port of St. John's apart. We're also right in the heart of the capital city of the province, which is great for shipping, repairs, ships stores, and so much more. You've pretty much got everything you need right here."

Paul Sheppard, Manager, Technical Services

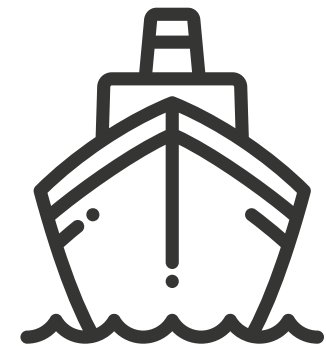


STATISTICS

TOTAL PORT CARGO	2016	2017
DRY BULK	103,411	128,390
LIQUID BULK	680,343	659,239
GENERAL CARGO	939,871	914,402
TOTAL	1,723,625	1,702,031



TOTAL VESSEL ARRIVALS	2016	2017
OFFSHORE	653	735
OTHER	783	609
TOTAL	1,436	1,344



"We're constantly growing and evolving here and I like being part of that."

Melissa Williams, Manager, Marine Operations and Harbour Master

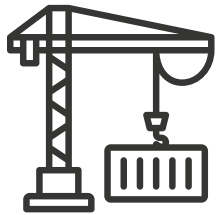


SHARING OUR STRENGTHS WITH THE WORLD.

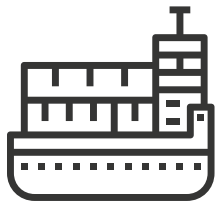
The Port of St. John's is accessible, flexible, and well-connected. We deliver our best every day with a focus on the future and the trends shaping the marine and transportation industries.



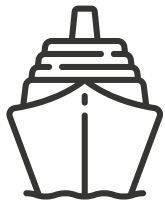
TODAY, THE PORT OF ST. JOHN'S PROUDLY STANDS AS:



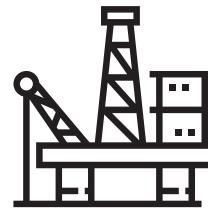
The site of the province's most advanced container terminal



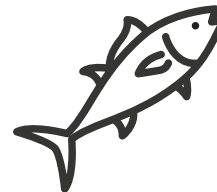
The province's key marine transportation supply and service centre



An increasingly preferred destination for the cruise ship industry



The primary offshore energy supply and service centre on the East Coast of Canada



One of the largest fish-handling ports in Newfoundland and Labrador



A STRATEGIC HUB FOR SYNERGY AND INNOVATION



For more than five centuries, St. John's Harbour has been prized as one of the finest harbours in the world. Ice-free, naturally sheltered, and conveniently situated near the resource-rich Grand Banks and busy shipping lanes, it remains an excellent home for the marine industry today. The Port is a diverse service centre for container traffic, offshore energy supply and service, fishing, marine maintenance, and cruise ships. And our location also extends beyond the shoreline to provide access to extensive service and supply networks. The Port of St. John's is a crucial economic catalyst for Newfoundland and Labrador, supporting its primary industries, generating thousands of jobs, and welcoming visitors from around

the world. The activity happening here makes a positive impact on the local and provincial economy each and every day.

The Port of St. John's remains a strategic hub for innovation. The broad network of businesses operating here — coupled with an opportunity for partnership and collaboration — makes us a logistically efficient and highly productive gateway.

We do not take our role as stewards of the Port lightly. We are reminded every day of the port's value and are dedicated to guiding its modernization in a way that will make future generations proud.

CONTAINER SHIPPING

The Port of St. John's is home to the primary container shipping terminal in the province and is the main North American container connection to Newfoundland and Labrador, Canada.

The port's primary shipping partner is Oceanex Inc., a Canadian leader in intermodal transportation solutions. Oceanex is known for on-time and efficient delivery and serves the province with two ice-class, Ro-Ro vessels and one ice-class container vessel. Oceanex offers two direct weekly connections via the Port of Montreal, Quebec, and one from the Port of Halifax, Nova Scotia.

Oceanex is a strategic and reliable partner responsible for moving more than 50% of all general cargo to the province of Newfoundland and Labrador. As the only shipping line

with regular service to the Port of St. John's, Oceanex is responsible for delivering a large portion of the goods we use each and every day.

TOGETHER WITH OCEANEX, THE PORT DELIVERS:

- Superior market access
- Reliable year-round scheduling
- Prompt and efficient customer service
- Responsiveness to emerging industry needs
- Seamless connection to major road routes
- Maximum return on the shipping dollar





OFFSHORE ENERGY SUPPLY & SERVICE

The Port of St. John's is your onshore gateway to offshore success. While the province of Newfoundland and Labrador is geographically fortunate to be situated alongside resource-rich waters, the promise of financial reward does come with its share of challenges, like weather conditions, icebergs, and ocean depth.

The offshore energy sectors supply and service facilities at the Port of St. John's play an essential role in ensuring that the work in support of the Hibernia, Terra Nova, White Rose, Hebron, and future projects remains viable. Supplying offshore operations as far away as 280 nautical miles, port users continue to respond to industry demand by outfitting offshore projects with the drilling fluids, environmental solutions, food, supplies, fuels, and materials required to do business in the North Atlantic.

The offshore industry in the province is still relatively young and at a stage of potential growth. Great opportunities remain and future offshore energy projects in the province



are promising. As the industry grows and adapts, so too must the port.

We work with many customers who directly support the offshore industry like Envirosystems, MI Swaco, Petro-Canada Lubricants, A. Harvey & Co. Ltd., Irving Oil, and many more.

Businesses like A. Harvey & Co. Ltd. have also demonstrated a commitment to the industry, and to the Port of St. John's, through projects like its redevelopment of Pier 12. Additionally, Irving Oil's Pier 23 Marine Gas Oil dock project improves its overall operations at both current and adjacent facilities. Finally, the expansion of Pier 17 with the new finger pier and supporting landside improvements will increase efficiencies between the new pier and existing port facilities as well as increase capacity for the offshore industry.

All of these significant investments will increase the overall berthing capacity of the entire port, thereby improving efficiency and expanding capacity to meet current and future industry needs.

THE PORT OFFERS:

- Marine base logistics
- Dedicated heavy lift dock space
- Offshore container repairs and certification
- Drill mud mixing and distribution facility at Pier 17
- Environmental services and waste management
- Fuel and water access
- Freight forwarding
- Oil spill response
- Crane and equipment maintenance
- Vessel repair and maintenance

PIER 17 WEST PROJECT: THE RIGHT PLAN. THE RIGHT TIME.

As offshore activity increases, it's important we have the infrastructure in place to support this growing industry. The Port of St. John's has an important and far-reaching regional economic role and responsibility to provide leading, efficient port services and facilities.

After extensive consultation with industry and port users, the design for the Pier 17 West project finger pier and supporting landside improvements was developed to increase berthing capacity, add enhancements not currently available, and create efficiencies between the new pier and existing port facilities. This will allow us to better serve the needs of our offshore supply and service customers, other port users, and create opportunities to support growth in the future.

The \$12.8M Pier 17 project has also resulted in new jobs during the construction phase and is anticipated to provide ongoing employment opportunities once construction is completed. A more efficient port means more business for our city, our province, and our country.

THE PROJECT OFFERS:

- Two new operational berths to support a wide variety of offshore energy-related or similar sized vessels equipped with all the mooring hardware required for safe and secure berthing
- Reduced waiting times for vessels seeking berthage
- Increased berthage capacity can result in lower emissions and less fuel consumption
- Shore power at each berth will allow vessels to plug in and turn off their generators, further reducing emissions
- Increased wharf and landside capacity to accommodate cranes and heavy equipment

Project completion is scheduled for September 2018.





SAFETY IS OUR TOP CONCERN

Modern security is shaped by global circumstances. As a busy international gateway and transportation hub, we have become more responsive, pro-active, and rigorous in maintaining and enforcing security at all of our facilities.

Safety, security, and regulatory-compliance are of the utmost importance. The volume and nature of activity in the Port of St. John's has dramatically increased over the past 50 years, and we must remain proactive in protecting not only the facilities, piers, and vessels that operate here, but also the information and digital data that go hand-in-hand with being a modern port. Enhanced

safety and security measures include compliance with the International Ship and Port Security (ISPS) code, port-wide security infrastructure, a heritage-style safety/security fence, and a radio frequency identification (RFID) system for all vehicles operating on SJPA facilities in order to improve operational awareness.

Even with all of these regulatory and industry requirements, the port remains a wonderful part of our community, with our citizens enjoying Harbourside Park and the Terry Fox Monument — and three popular waterside restaurants.

MARINE MAINTENANCE & REPAIR

In the Port of St. John's, various marine sub-sectors work side-by-side in an area of industrial interdependence we call the Marine Cluster. With more than 130 years' experience in maintenance and fabrication, Newdock's work is an essential component of the Marine Cluster — with repair berths capable of working on six ships at a time, including Canadian Coast Guard and Navy Fleets, offshore supply, barge, and fishing vessels.

Newdock's competitive edge is built on its experienced workforce: comprised of 250 highly skilled and certified individuals who have kept pace to meet the demands of industry time and time again by offering specialized fabrication for subsea and other offshore-related industries. Their reputation is further boosted by their commitment to fast-turnaround maintenance and repair — key differentiators in our industry.





FISHING

For more than 500 years, the Port of St. John's has been a vital service centre for the fishing industry, and today is no different.

With unbeatable access to prime fishing grounds and a highly skilled workforce, our port is home to thriving piers that see millions of pounds of fish handled each year, and more than 500 small commercial vessels arriving annually. We are pleased to be able to offer the fishing industry highly efficient dockside capabilities, including the recent completion of the \$5.0M Pier 20 project, as well as access to a diverse supply and service network that enables quick turnarounds.

The port remains one of the largest fish-handling ports in Newfoundland and Labrador and is connected to a vast supply and service network offering:

- Highly skilled and qualified labour force
- Close proximity to prime fishing grounds
- Access to a diverse supply and service community
- Fast and efficient discharge of landings

CRUISE

The Port of St. John's is at the centre of a growing cruise ship industry and serves as a port of call for trans-Atlantic (North), adventure expedition, and home-porting itineraries. The port is a gateway to the vibrant city of St. John's with an enticing mixture of urban and cultural experiences, not to mention our close proximity to natural and geological wonders that enchant people from around the globe.

The unique thrill of entering the Narrows from the rugged Atlantic, and discovering enclosed within the rocky cliffs a historic, colourful port city, never fails to impress the thousands of visitors that arrive on cruise ships each year. Once ashore, visitors are enthralled by our historically-infused streets, unique culinary scene, friendly shops, and spirited people. Our pride in our city encourages us to bring the world to our doorstep and showcase our spectacular landscape and culture.

The St. John's Port Authority has forged a number of alliances to increase the profile of St. John's as an internationally-preferred cruise destination. We are

a partner with Cruise Islands of the North Atlantic, a brand which markets the unique island destinations of Newfoundland and Labrador, Greenland, Iceland, the Faroe Islands, and the Orkney Islands. Working together, we've solidified the importance of North Atlantic island ports within the industry. We're also a partner port with Cruise Newfoundland Labrador, the provincial cruise association focused on promoting the province as a leading global cruise destination. And also with the City of St. John's in Cruise St. John's — a group dedicated to attracting new cruise lines and passengers to our beautiful city and delivering world-class experiences. These alliances have helped put the port at the competitive centre of the industry.



ENVIRONMENT

The SJPA makes it a priority to preserve the environmental integrity of the harbour and the land surrounding it — our goal is to ensure port activities are as sustainable as they can be. We follow the best practices that are reviewed annually by the Association of Canadian Port Authorities and comply with the marine environment protection policies, programs and codes outlined by Transport Canada.

THE ST. JOHN'S PORT AUTHORITY IS A PROUD CERTIFIED MEMBER OF THE GREEN MARINE PROGRAM.

Green Marine is an organization with a mandate to strengthen the marine industry's environmental performance. Through Green Marine, the St. John's Port Authority benchmarks its environmental performance annually.



GIVING BACK

We are proud to participate in a number of programs each year that make a positive impact on the community in which we live and work. We annually invest in the leaders of tomorrow with our scholarship program and, to date, we have awarded over \$91,500 in educational funds to deserving students. And, for over 14 years, the Port's annual Harbour Lights Christmas fundraiser has generated funds for the School Lunch Association to assist in preparing more than 920,000 meals per year for distribution throughout 30 local schools.

The Port also hosts a number of exciting and interactive events throughout the year. For example, partnering with the Sound Symposium, Cruise St. John's helps orchestrate the Harbour Symphony, which gathers musicians together to play ships' horns as an ensemble, entertaining all those within hearing distance with specially-composed pieces by renowned artists. From yacht races to special commemorations, we are proud to be involved in community-building activities of all kinds.

The Terry Fox Monument and Harbourside Park are beautiful public spaces where the community and visitors to St. John's continue to enjoy the ambience of our port and harbour.





"Our port users are terrifically innovative people. As owners, they take a lot of risks and are fundamentally an enjoyable group of people to be dealing with. And that's what makes it an exciting place to work."

Sean Hanrahan, President & CEO





ST. JOHN'S PORT AUTHORITY

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