

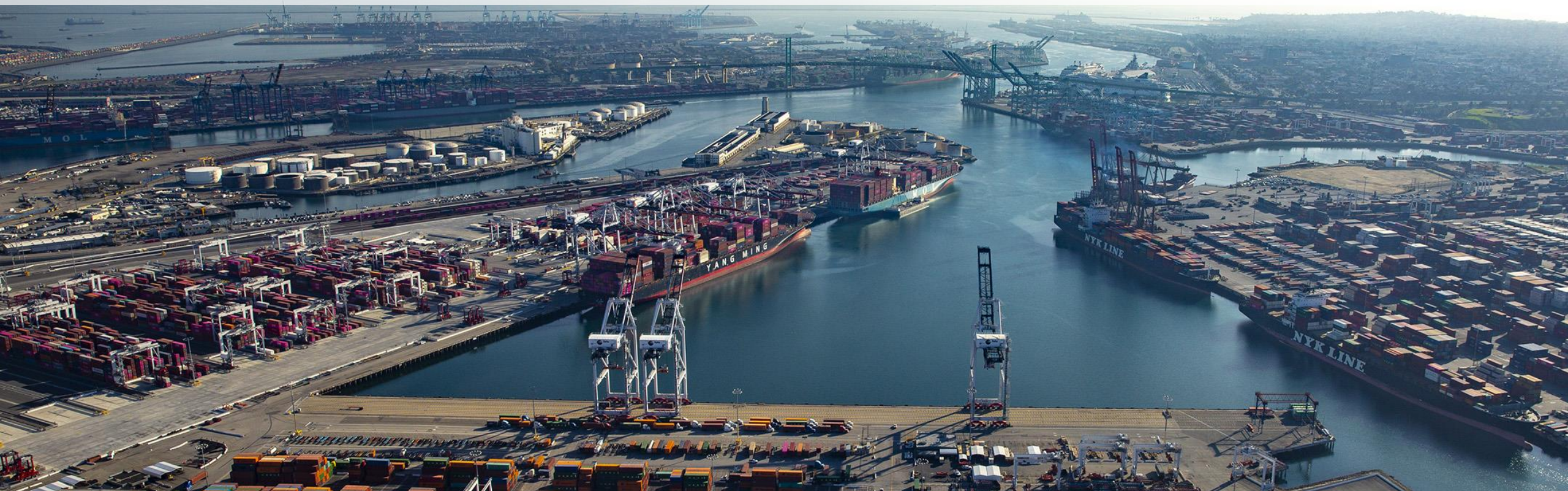


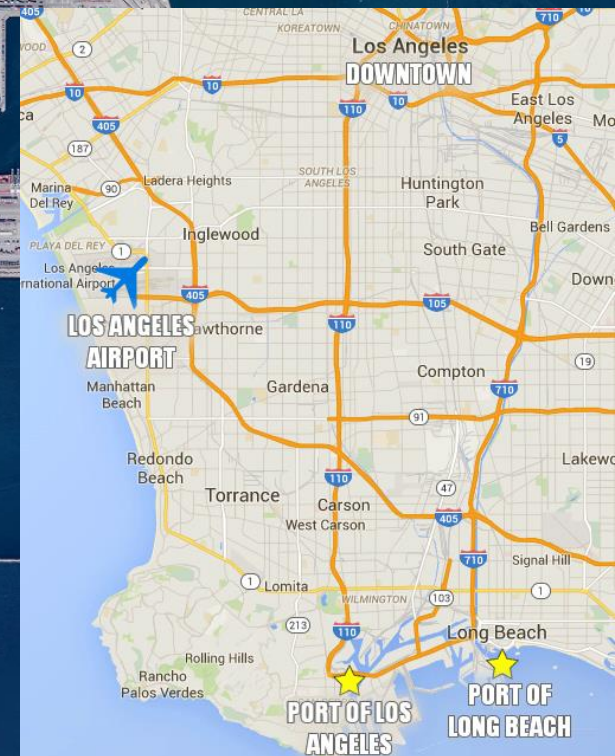
America's Port

The Port of Los Angeles

October 24, 2019

**TRADE THROUGH THE LOS ANGELES
GATEWAY**





Port Rankings (by TEU per Million)

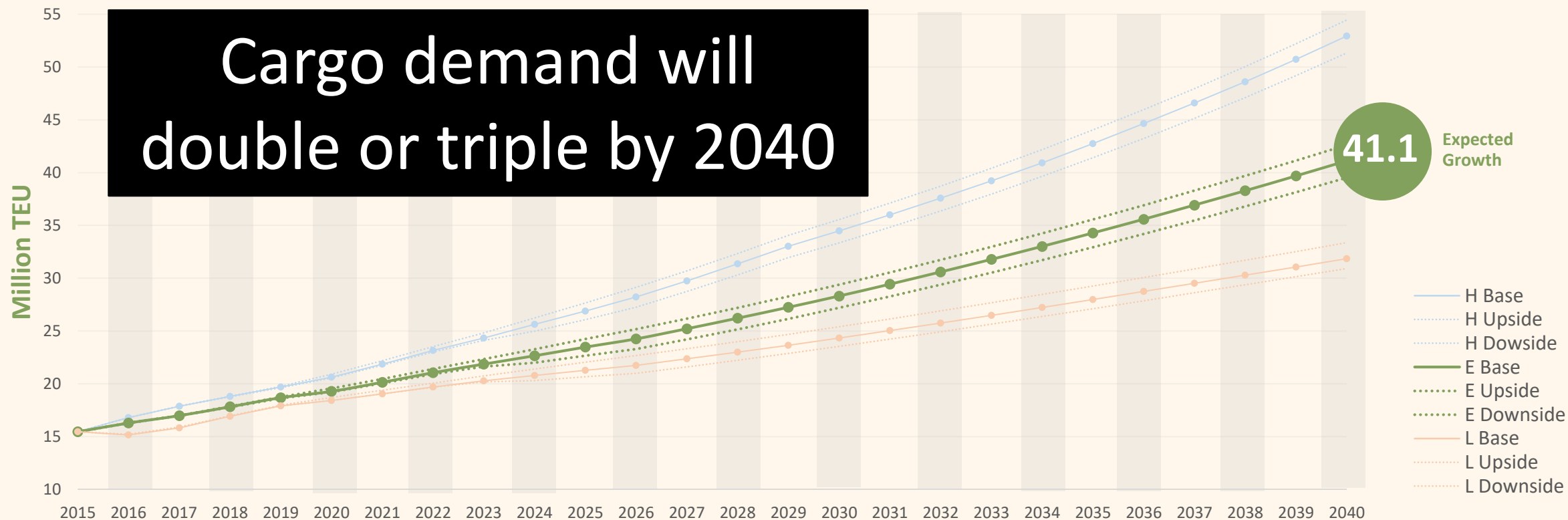
Global Ranking (2018)

1.	Shanghai, China	42.0
2.	Singapore	36.6
3.	Ningbo, China	26.3
4.	Shenzhen, China	25.7
5.	Guangzhou, China	21.8
6.	Busan, South Korea	22.6
7.	Hong Kong	19.6
8.	Qingdao, China	19.3
9.	Los Angeles & LB	17.5
10.	Tianjin, China	16.0

North American Ranking (2018)

1.	Los Angeles	9.5
2.	Long Beach	8.1
3.	NY/NJ	7.2
4.	Panama	7.0
5.	Savannah	4.4
6.	Tacoma/Seattle	3.8
7.	Vancouver	3.4
8.	Manzanillo	3.1
9.	Virginia	2.9
10.	Houston	2.7

San Pedro Bay Cargo Forecast



	High Growth			Expected Growth			Low Growth		
CAGR	Upside	Base	Downside	Upside	Base	Downside	Upside	Base	Downside
2015-2040	5.2%	5.1%	4.9%	4.1%	4.0%	3.8%	3.1%	2.9%	2.8%

America's Gateway to the Pacific Rim



Top 20 Trade Markets (LA Customs District - 2018)

1. China	\$ 184 billion	•11. Indonesia	\$ 8 billion
2. Japan	\$ 41 billion	•12. Malaysia	\$ 8 billion
3. Korea	\$ 25 billion	•13. U.K.	\$ 7 billion
4. Vietnam	\$ 22 billion	•14. Singapore	\$ 7 billion
5. Taiwan	\$ 17 billion	•15. Philippines	\$ 6 billion
6. Thailand	\$ 13 billion	•16. Mexico	\$ 5 billion
7. India	\$ 12 billion	•17. Netherlands	\$ 5 billion
8. Germany	\$ 11 billion	•18. Saudi Arabia	\$ 4 billion
9. Hong Kong	\$ 11 billion	•19. Switzerland	\$ 4 billion
10. Australia	\$ 9 billion	•20. France	\$ 4 billion

Top 20 IMPORTS (LA Customs District - 2018)

- 1. Computers
- 2. Motor vehicles
- 3. Oil
- 4. Cell phones
- 5. TV's, monitors
- 6. Printers
- 7. Furniture
- 8. Shoes- textile
- 9. Toys
- 10. Motor vehicle parts
- 11. Sweaters
- 12. Diamonds -unmounted
- 13. Computer parts
- 14. Leather shoes
- 15. Computer chips
- 16. Seats
- 17. Travel goods
- 18. Women's Suits
- 19. Rubber tires
- 20. Repaired imports

Top 20 EXPORTS (LA Customs District - 2018)

1. Civilian Aircraft & Parts
2. Computer Chips
3. Diamonds - unmounted
4. Medical instruments
5. Cotton
6. Motor vehicles
7. Frozen beef
8. Computers
9. Motor vehicle parts
10. Gold
- 11. Machinery
- 12. Cell phones
- 13. Almonds, etc
- 14. Prepared foods
- 15. Photo sensitive parts
- 16. Scrap iron/steel
- 17. Medical re-agents
- 18. Plasma
- 19. Computer parts
- 20. Defense aircraft/parts

Top 10 US Exports of Agriculture, Forestry, and Fishery Products to China – 2018

1. Soybeans	\$ 3,145 million
2. Forest Products	\$ 2,868 million
3. Fish Products	\$ 1,054 million
4. Cotton	\$ 924 million
5. Hides and Skins	\$ 607 million
6. Pork and Pork Products	\$ 571 million
7. Coarse Grains	\$ 530 million
8. Dairy Products	\$ 500 million
9. Other Intermediate Products	\$ 473 million
10. Tree Nuts	\$ 328 million

Southern California

Cargo Gateway Advantage

- ✓ **Most numerous & frequent sailings to & from Asia, Australia & the West Coast of Latin America**
- ✓ **15 Container Shipping Lines**
- ✓ **13 Container Terminals; 80 + Sailings per Week**
- ✓ **Greatest number of overseas Ports of Call**
- ✓ **Equipment availability**
- ✓ **Greatest number of logistics & distribution centers in the U.S.**
- ✓ **Largest Foreign Trade Zone in the U.S.**
- ✓ **100 trains per day to & from LA/LB Ports**
- ✓ **Unrivalled Rail & Intermodal Capabilities**

Southern California Cargo Gateway Strengths

- ✓ The Number # 1 U.S. Customs District Gateway;
- ✓ Record Year in 2018 with \$ 456 Billion in Total Trade
- ✓ Low Transport Cost Between Port & Airport
- ✓ Proximity of Airport & Ports
- ✓ Intense Price Competition between Shipping Lines
- ✓ Low Export Rates
- ✓ Huge number of specialized service companies
& talented professionals with linguistic skills and
international cultural understanding

Port of Los Angeles
TRADEconnect



THANK YOU
Norman Arikawa
[www,latradeconnect.org](http://www.latradeconnect.org)