

Inland Solutions for Intermodal Efficiency

January 19, 2023
2:00 PM ET

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Today's Presenters from IMC



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Housekeeping



- Audience will be muted
- A question & answer session will follow the presentation
- Submit questions by clicking the Q&A icon at the bottom of your screen
- A recording of this webinar, including the slides, will be available in the near future



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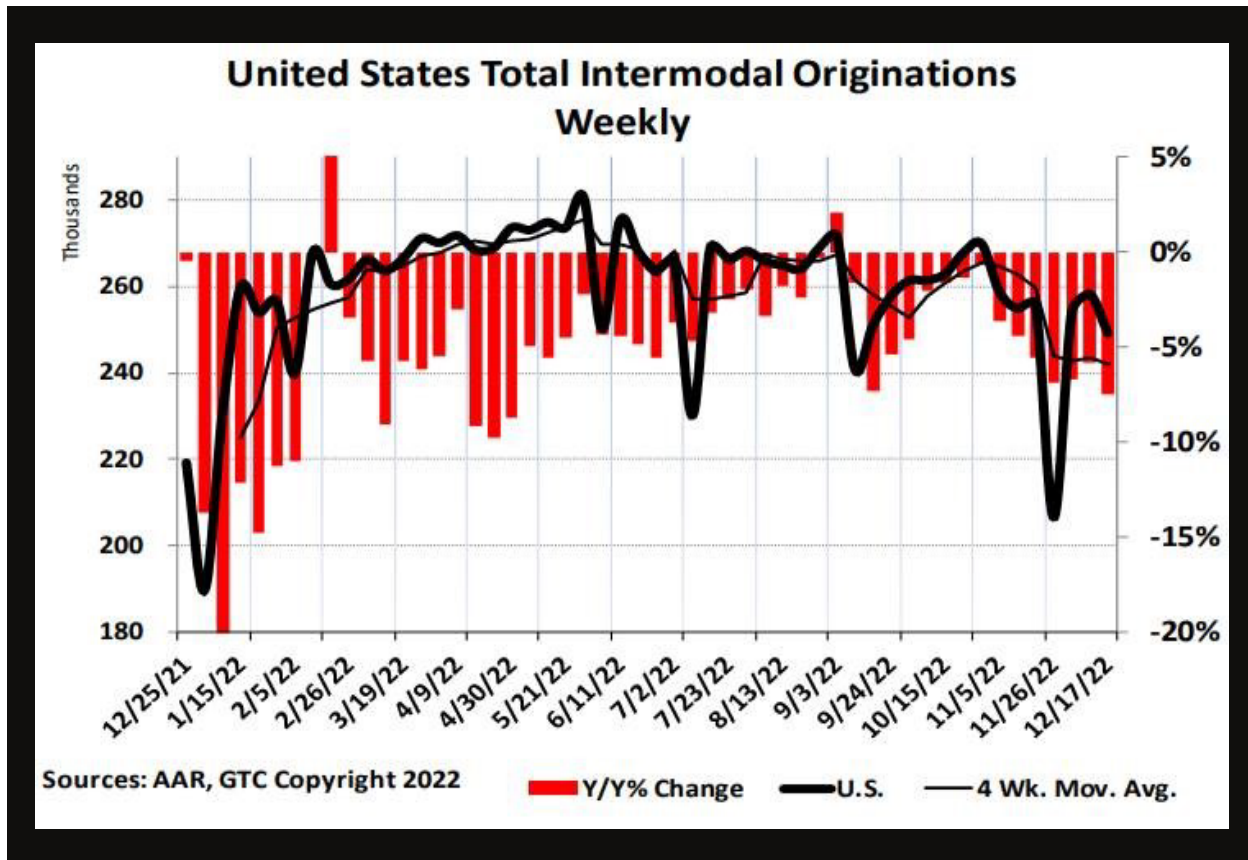
The IMC Family of Brands



Coast-to-Coast Marine Drayage, With Local Expertise in Every Region



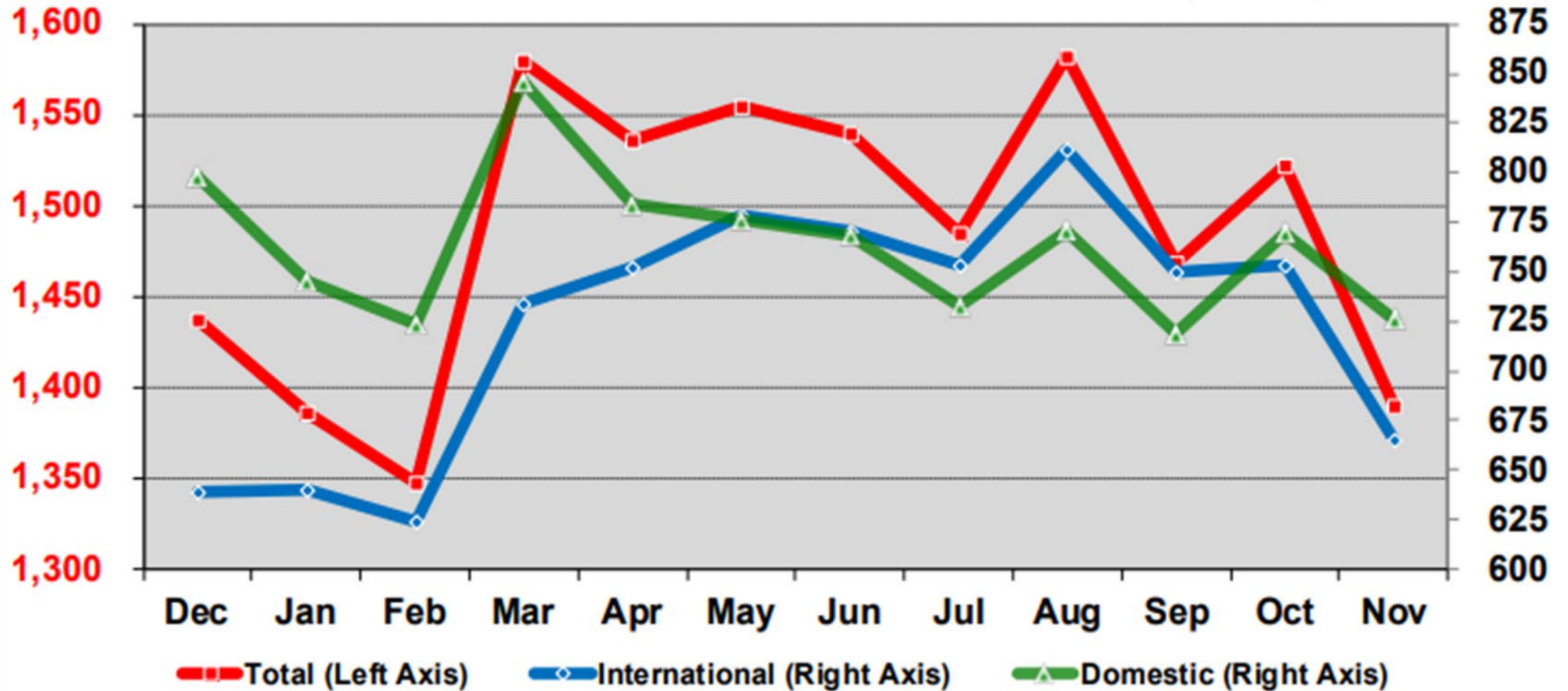
What is the current state of the U.S. Intermodal Industry?



- 6.7% below prior year (as of Nov. 2022)
- 16% vs. same prior 2020
- 6.7% vs. 2019
- 14.8% vs. 2018

It was a rough month for North America intermodal. You have to go back to 2015 to find a November with lower IPI and Domestic monthly volumes.

North America Rev. Moves/Mo - Actual (000's)



What did our intermodal international business look like the first 3 quarters of 2022?

Space – Demand for space at rails and ports forcing containers to ground

Lifts – Grounded containers snowball into congestion, multiple lifts necessary to out gate one container

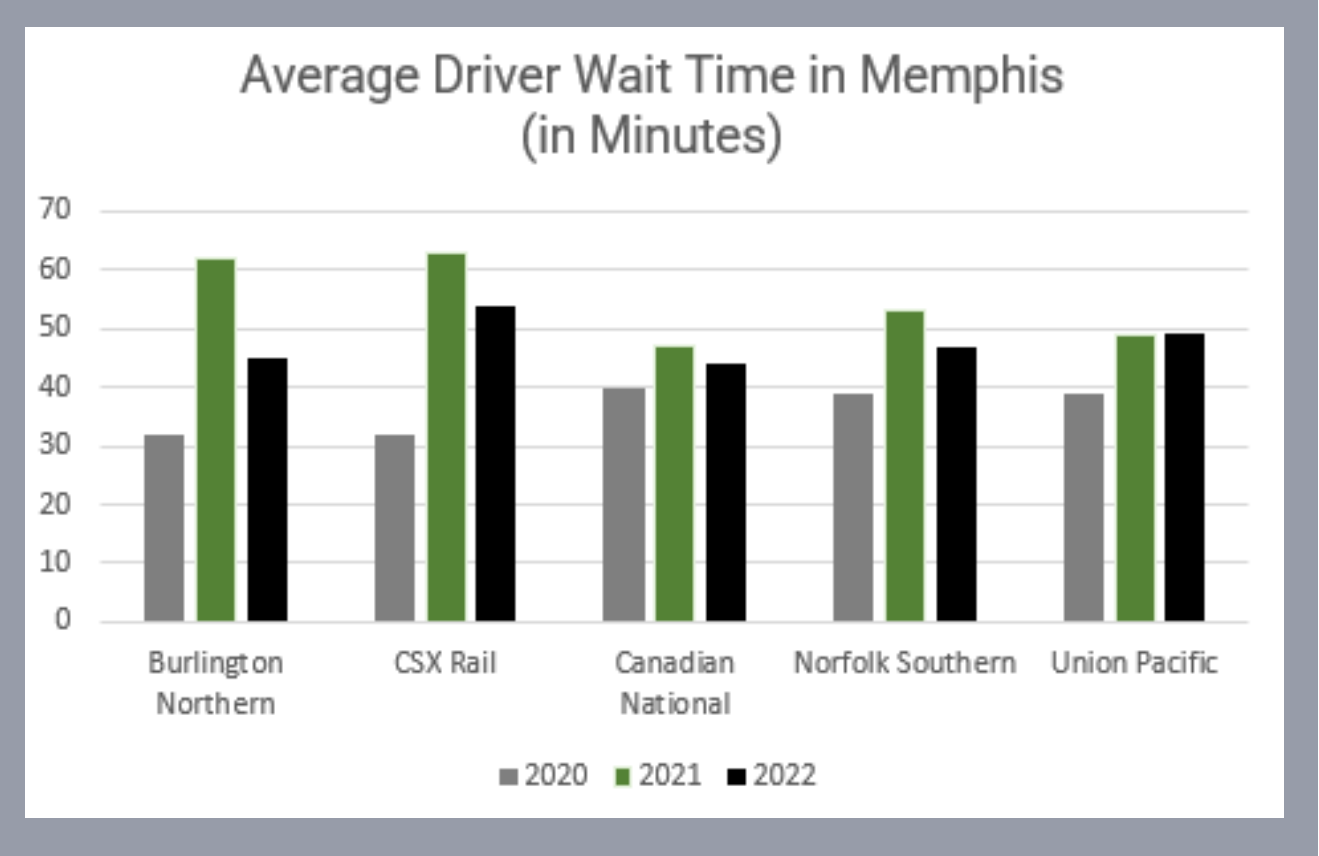
Chassis – Critical supply issues, repositioning to deficit locations without warning, restrictions and some announcements of no private chassis usage

Limitations on unloading at warehouses and empty returns bottlenecks are clogging the system

Drivers – No space, too many digs and no chassis turns create unproductive environment for our drivers



Driver wait times in Memphis



What is the Economic IMPACT to US intermodal given infrastructure challenges?

IMPACT = Time and money

- Grounding of equipment
- Rising Demurrage
- Extra legs to a move/chassis splits/storage costs





How did IMC provide inland solutions to US Intermodal Challenges?

Near dock yards can ease congestion by moving cargo off-site from the rails or ports. A well-designed yard will include the following:

- Lifts
- Manpower
- Drayage assets
- Scalable technology
- Designation with SSLs to terminate empties

SmartStacks

- SmartStacks, our proprietary, data-based version of the “peel pile” exponentially increases a driver's efficiency and our overall capacity.
- With our methodology we have doubled driver productivity, eliminated wasted lifts and made cargo more accessible to the masses.



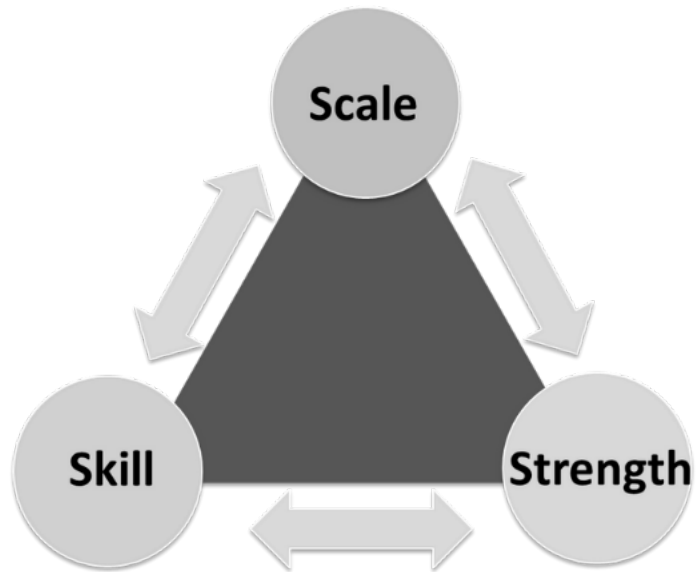
Be Cost -Effective and Highly Efficient

- Collaboration
- Railcar to door
- Optimizing driver capacity
- Moving from one at a time to
hundreds at a time with evacuation
off the terminal



IMC Marine Drayage Solutions

With the largest fleet of trucks, chassis and an integrated network of smart depots; IMC has the size, strength and skill to get your cargo delivered.





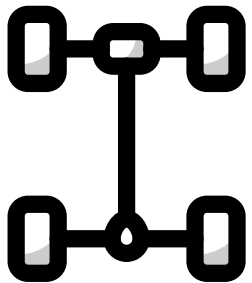
Secured Container Storage Near All Ports and Rails

- We offer secure short-term or long-term container storage for wheeled and grounded units at our terminals
- Nationwide, IMC stores over 20,000 containers on a daily basis, with over 1 million containers stored annually
- Loaded and empty container lifts at many locations

Chassis Solutions: Creating Intermodal Efficiency

IMC supports:

- CHOICE
- Trucker-owned wheels
- Gray interoperable pools where wheeled, partially wheeled exist



IMC owned
chassis/keep the
truck with the
wheels



Interoperable pools
are the first step to
enhance supply at
wheeled facilities



IMC is Uniquely Equipped to Service Your Needs



Velocity

IMC is the largest marine drayage provider in the nation, with a national network of over 62,000 drivers



Speed

IMC has the assets, relationships and flexibility to quickly scale to your meet your timelines



Efficient

IMC has optimizes our network with capabilities that allow our customers to save time and money while our drivers have higher quality of work and better wages



Technology

IMC has the cutting-edge technology maintained by in-house development



Solutions

IMC has value-added services to provide a complete inland solution for your needs.





Thank you!

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Q&A

Enter your questions
using the Q&A button





IANA

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THE CONNECTING FORCE BEHIND INTERMODAL FREIGHT