GLOBAL COLD CHAIN ALLIANCE®

Consolidation & the Cold Chain Index

Corey Rosenbusch

President & CEO, Global Cold Chain Alliance

GLOBAL COLD CHAIN ALLIANCE®

IARW® International Association of Refrigerated Warehouses

World Food Logistics Organization
WFLO
The Refrigeration Research & Education Foundation ®

International Refrigerated Transportation Association, Inc.
IRTA

GLOBAL COLD CHAIN ALLIANCE® BRASIL

ABIAF
ASSOCIAÇÃO BRASILEIRA DA INDÚSTRIA DE ARMAZENAGEM FRIGORIFICADA

CEBA
Controlled Environment Building Association

Worldwide Membership - 2019

1,180 Facilities

167 Million M^3

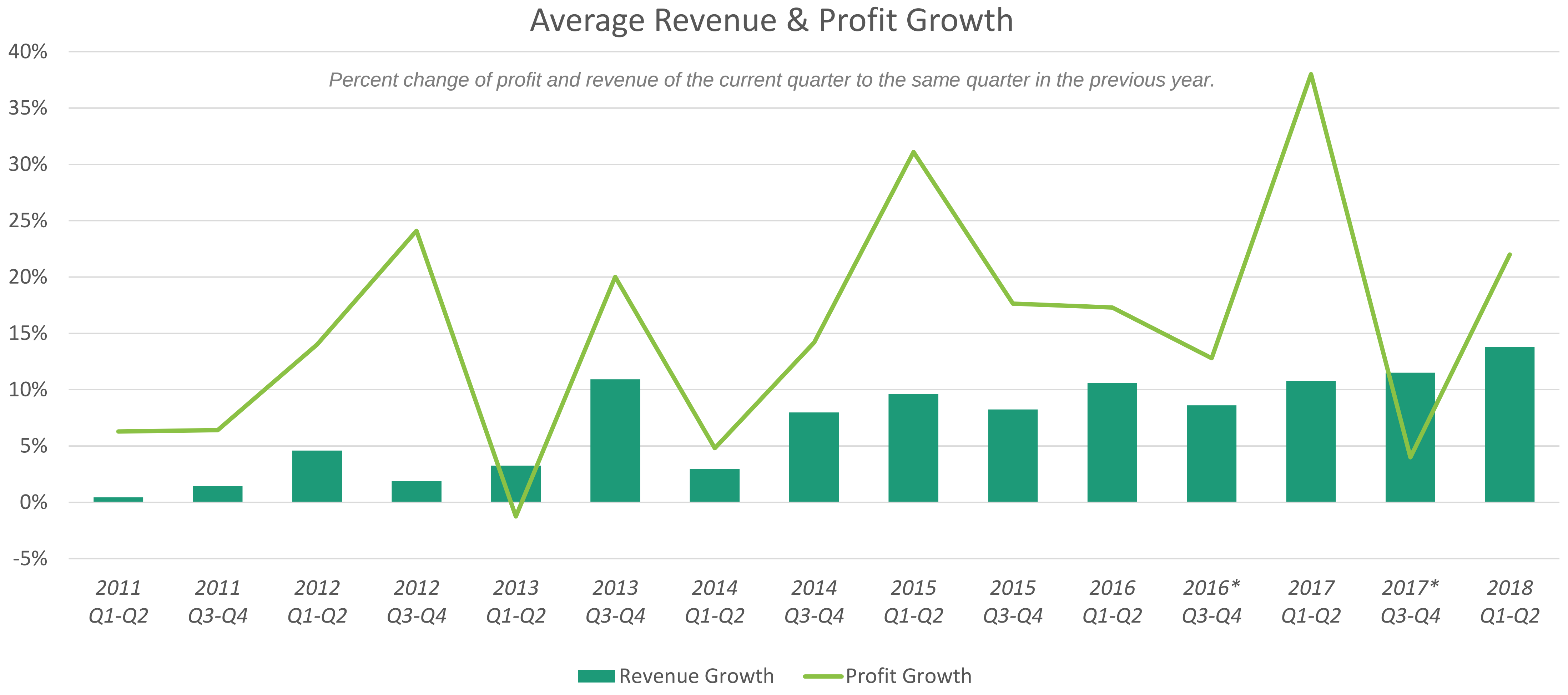
353 Warehouse Companies

86 Countries

350 Suppliers

Source: GCCA Membership Database

IARW Financial Performance Comparison

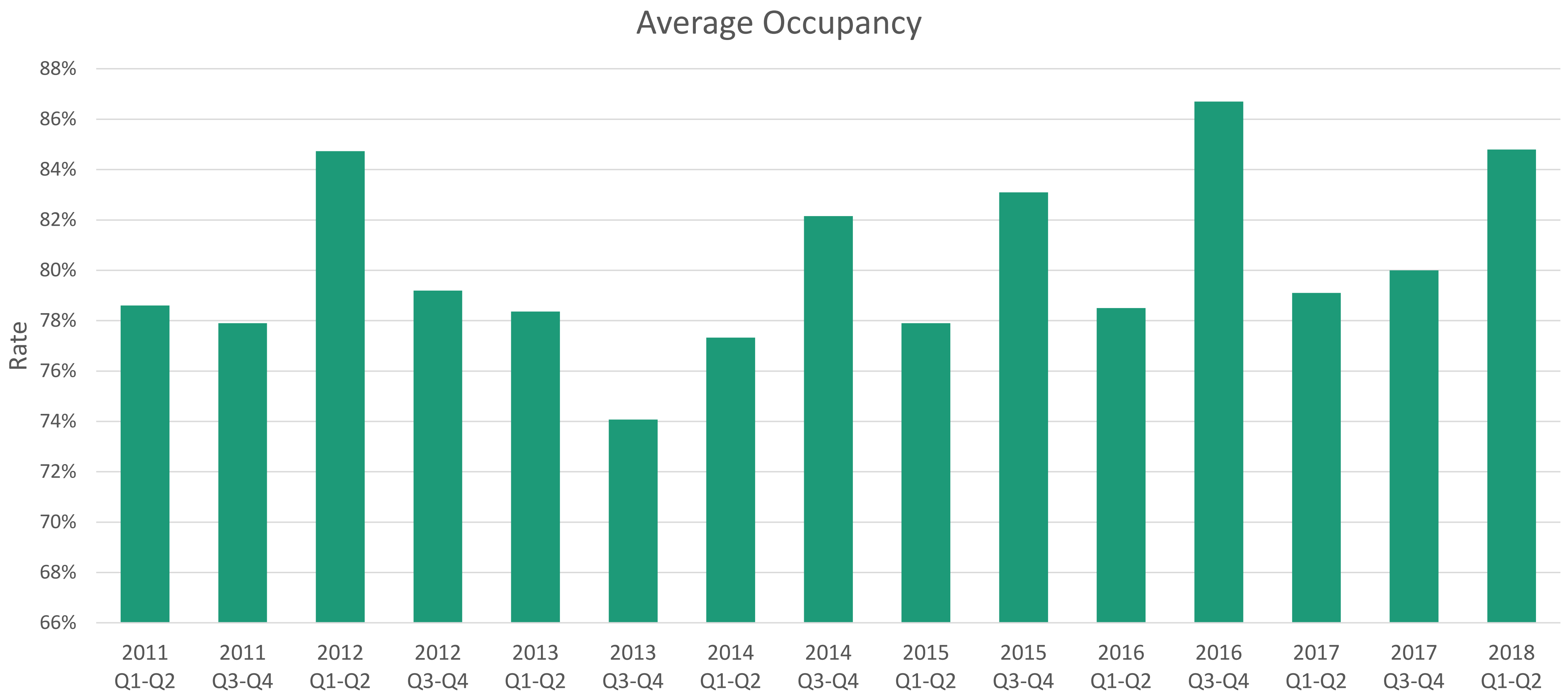


*median used for profitability rather than average
Source: GCCA IARW Financial Performance Reports (discontinued 2018 Q1-Q2)

Americold Realty Trust (COLD)

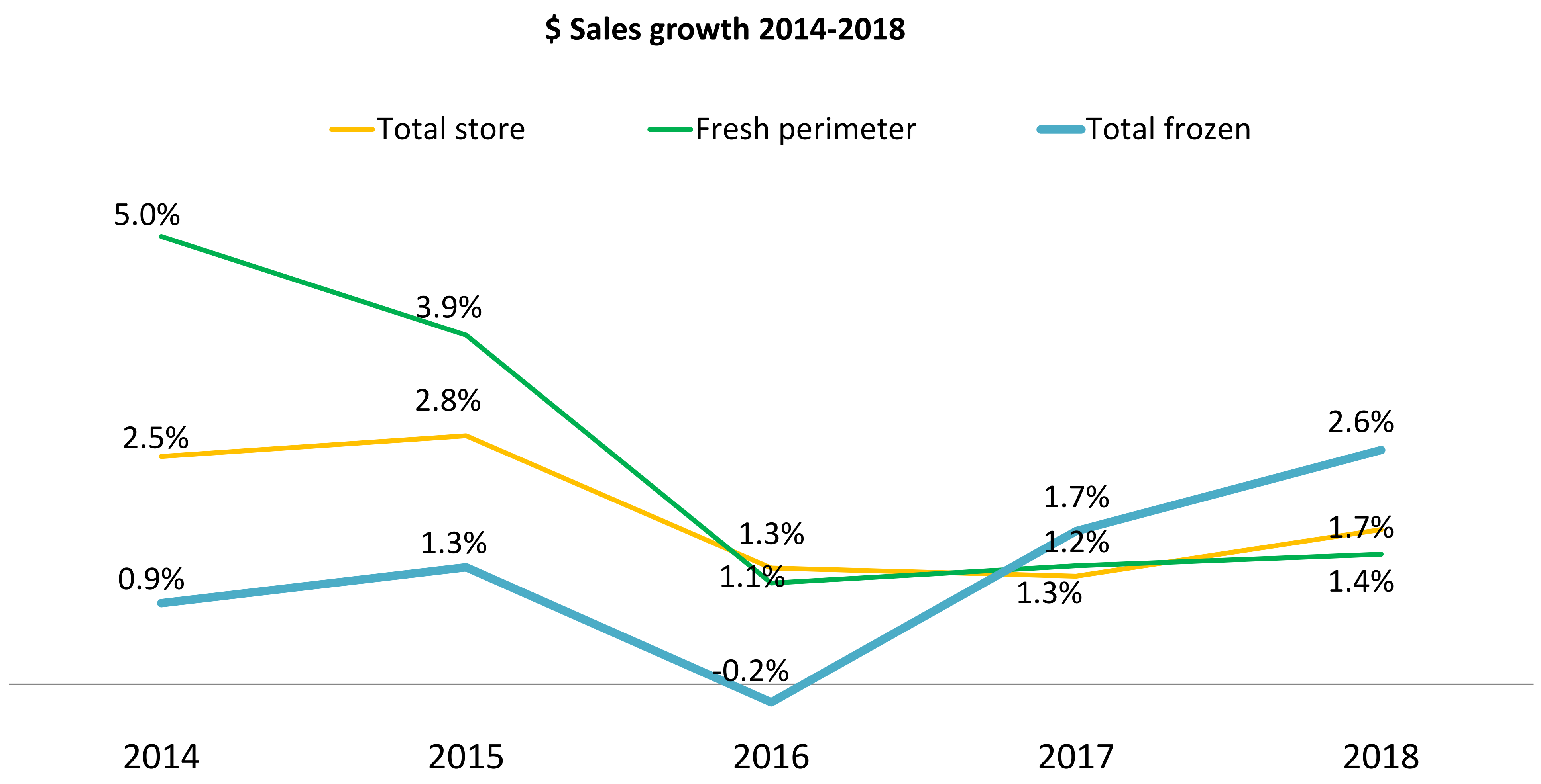
Source: Yahoo Finance

IARW Average Occupancy Rate



Source: GCCA IARW Financial Performance Reports (discontinued 2018 Q1-Q2)

The Frozen Food Comeback



Source: IRI, MULO+C, 52 weeks ending 11/8/2018

Across the board growth

Dollars up for 9 of 10 categories; Units increased for 10 of 10

Entrees

+2.3% | +0.4%

Ice cream

+0.2% | +1.1%

Novelties

+4.2% | +2.3%

Pizza

+4.9% | +3.1%

Seafood

+4.2% | +1.6%

Poultry

-0.5% | +0.1%

Breakfast

+5.7% | +4.7%

Processed poultry

+0.6% | +0.5%

Meat

+5.2% | +5.2%

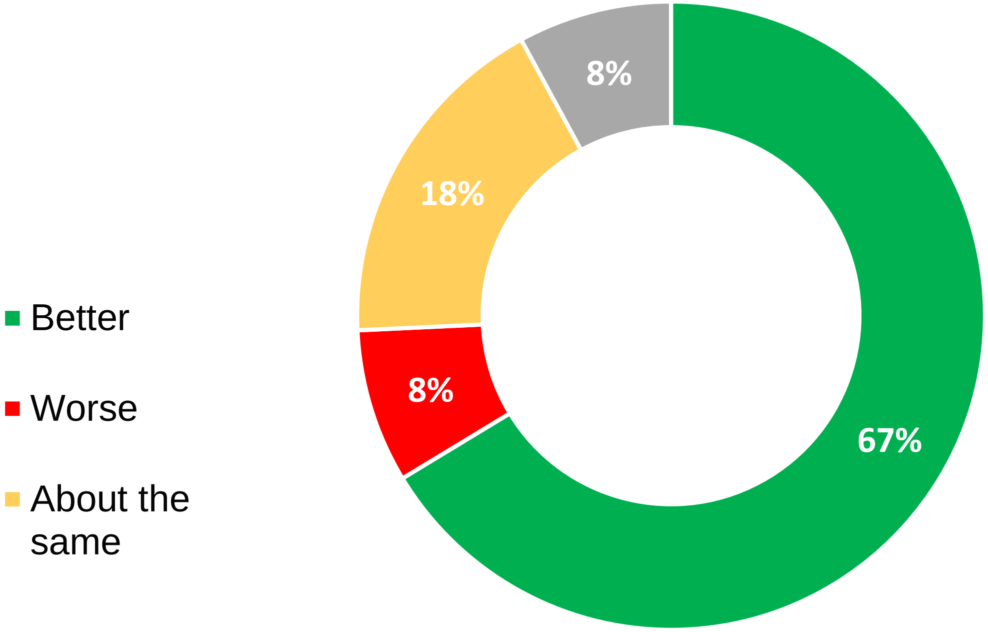
Vegetables

+2.7% | +2.6%

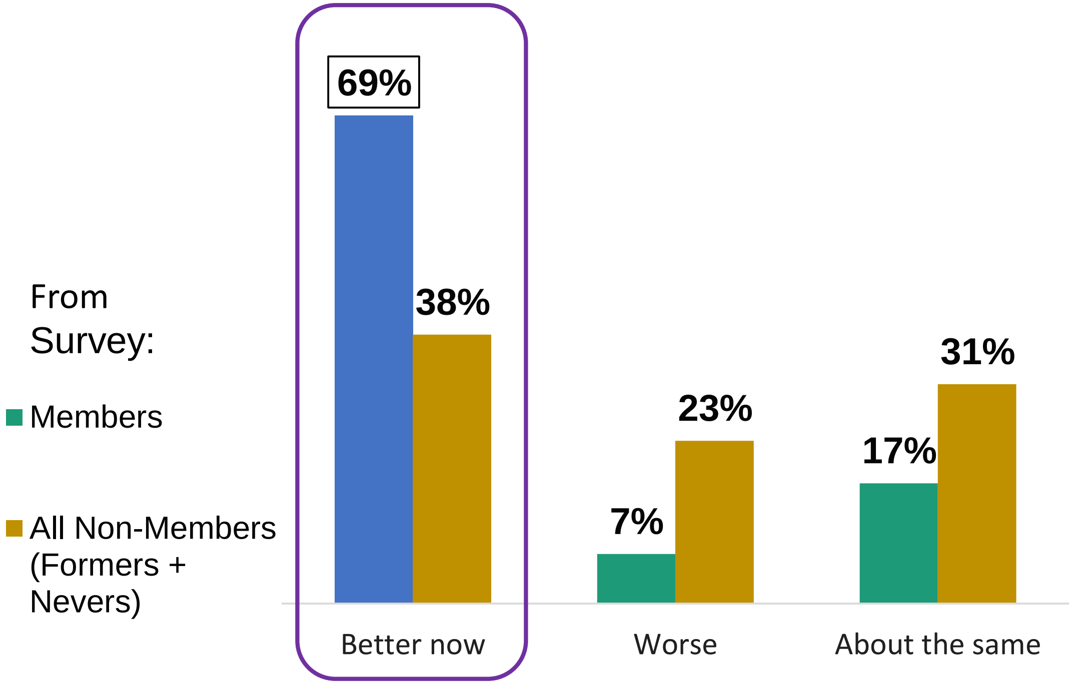
Source: IRI, MULO+C, 52 weeks ending 11/8/2018 | Dollars in black, units in blue

Most Refrigerated Warehouse stakeholders—two-thirds—consider market conditions for the Cold Chain better now compared to five years ago. GCCA Members are more positive than non-Members.

Q2. Compared to five years ago, would you say the market conditions for the Cold Chain Industry today are better, worse, or about the same?



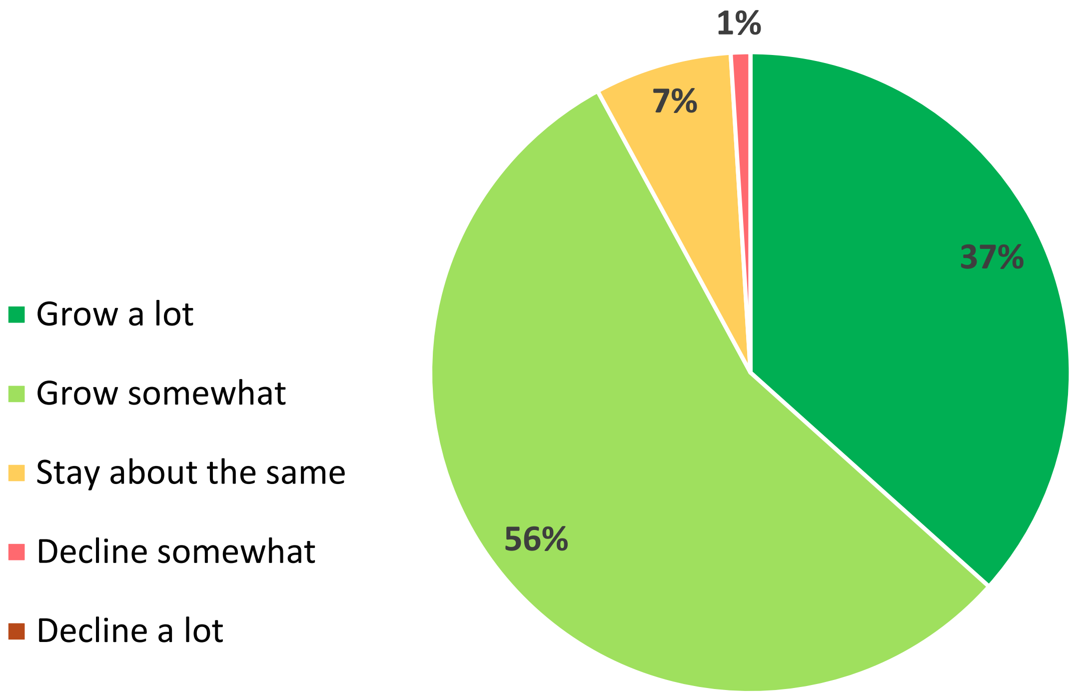
Members vs. Non-Members *



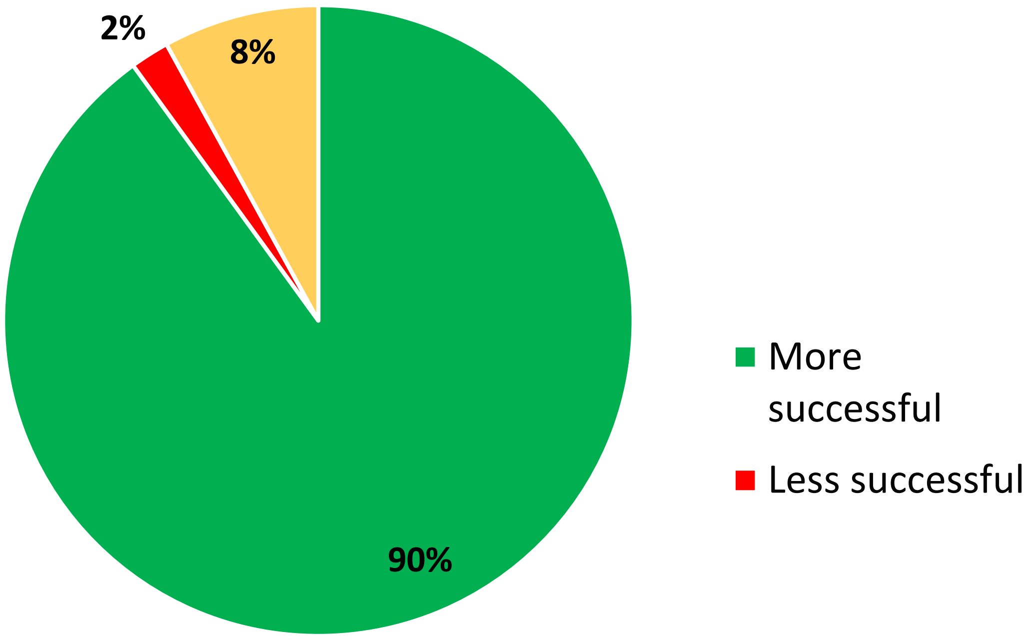
*** Caveat: As the base of "Non-Members" is extremely small—only 13 people— results should be interpreted with caution.**

Stakeholders are **positive about growth for the Industry**, and **very bullish about the prospects for their own company**.

Q7. In the next five years, do you expect the Cold Chain Industry to:



Q8. In the next five years, do you expect your company to be more successful, less successful, or stay about the same?



Global Top 25 IARW Members

Company	Capacity (m^3)
1. Lineage Logistics	37,772,660
2. Americold Logistics	31,405,957
3. United States Cold Storage	8,834,445
4. AGRO Merchants Group, LLC	7,241,783
5. Nichirei Logistics Group, Inc.	5,122,114
6. Kloosterboer	4,847,346
7. NewCold Advanced Cold Logistics	4,799,829
8. VersaCold Logistics Services	3,752,274
9. Emergent Cold Storage	3,439,655
10. VX Cold Chain Logistics	2,924,340
11. Interstate Warehousing, Inc.	2,838,122
12. Frialsa Frigorificos	2,831,606
13. Burris Logistics	2,035,359

Company	Capacity (m^3)
14. Henningsen Cold Storage	1,828,067
15. Congebec Logistics, Inc.	1,635,065
16. Conestoga Cold Storage	1,503,353
17. Hanson Logistics	1,240,801
18. Oxford Logistics Group	1,088,269
19. Stockhabo	1,084,899
20. Friozem Armazens Frigorificos	986,000
21. Trenton Cold Storage, Inc.	970,626
22. Confederation Freezers	919,093
23. Superfrio Armazens Gerais	902,106
24. Seafrigo Cold Storage	837,802
25. Nor-Am Cold Storage	830,299

Source: GCCA Membership Database

North America Top 25 IARW Members

Company	Capacity (m^3)	Company	Capacity (m^3)
1. Lineage Logistics	30,653,059	14. Trenton Cold Storage, Inc.	970,626
2. Americold Logistics	28,793,026	15. Confederation Freezers	919,093
3. United States Cold Storage	8,834,445	16. Seafrigo Cold Storage	837,802
4. VersaCold Logistics Services	3,752,274	17. Nor-Am Cold Storage, Inc	830,299
5. AGRO Merchants Group	3,253,648	18. WOW Logistics	718,980
6. Interstate Warehousing	2,838,122	19. MTC Logistics	713,760
7. Frialsa Frigorificos	2,831,606	20. Midwest Refrigerated Services	663,569
8. Burris Logistics	2,035,359	21. Interstate Cold Storage, Inc.	606,064
9. Henningsen Cold Storage Co	1,828,067	22. Hall's Warehouse Corp.	584,043
10. Congebec Logistics, Inc	1,635,065	23. Nova Cold Storage	538,019
11. Conestoga Cold Storage	1,503,353	24. SnoTemp Cold Storage	516,619
12. NewCold Advanced Cold Logistics	1,358,418	25. Valley Cold Storage & Transportation	509,760
13. Hanson Logistics	1,240,801		

Source: GCCA Membership Database

PUBLICLY TRADED

tyo → NICHIREI

NYSE → americold

PRIVATE INVESMENT IN THE INDUSTRY

D1 CAPITAL PARTNERS

BAY GROVE | CAPITAL

Blackstone

actis

ELLIOTT

PATRIA In partnership with Blackstone

OAKTREE

Westport Capital Partners LLC

GREENOAK

Fenway Partners
Partners in Building Businesses

KingSett CAPITAL

STEELRIVER
INFRASTRUCTURE PARTNERS

Desjardins

The Anderson Group

Brookfield

JGC | Joshua Green CORPORATION

INCLINE EQUITY PARTNERS

Griver

GRUPO ROMEU

NEWPORT CAPITAL PARTNERS

AQUA CAPITAL

vanke 万科

STONEPEAK INFRASTRUCTURE PARTNERS

tilia

GLOBAL

BAY GROVE | CAPITAL → Lineage

D1 CAPITAL PARTNERS; STONEPEAK INFRASTRUCTURE PARTNERS → Lineage; BAY GROVE | CAPITAL

Fenway Partners — Partners in Building Businesses → PREFERRED FREEZER SERVICES

PATRIA In partnership with Blackstone → SuperFrio LOGÍSTICA FRIGORIFICADA [+2 other CS assets]

OAKTREE → AGRO Merchants Group

Westport Capital Partners LLC → NEWCOLD ADVANCED COLD LOGISTICS

actis → EVEREST™ Cold Storage

ELLIOTT® → emergentcold

US & CANADA

Blackstone → CLOVERLEAF COLD STORAGE Farmers Produce, ZERO MOUNTAIN LOGISTICS

KingSett CAPITAL → VersaCold LOGISTICS SERVICES

STEELRIVER INFRASTRUCTURE PARTNERS → Patriot Rail

Desjardins → Congebec

Brookfield → NOVA COLD LOGISTICS

JGC Joshua Green CORPORATION → BCS BELLINGHAM COLD STORAGE

The Anderson Group → VICS

tilia → UniversalPure

NEWPORT CAPITAL PARTNERS → Frostyaire of Arkansas, Inc.

INCLINE EQUITY PARTNERS → Fond du Lac Cold Storage

LATAM & CHINA

LATIN AMERICA

Griver
GRUPO ROMEU → FRIOPUERTO VERACRUZ LOGÍSTICA BAJO CERO

AQUA CAPITAL → COMFRIO

OLMO Capital → BASAL Almacenamiento y Logística
IRESA

CHINA

vanke 万科 → VX Logistics Taking Lead in a World of Change

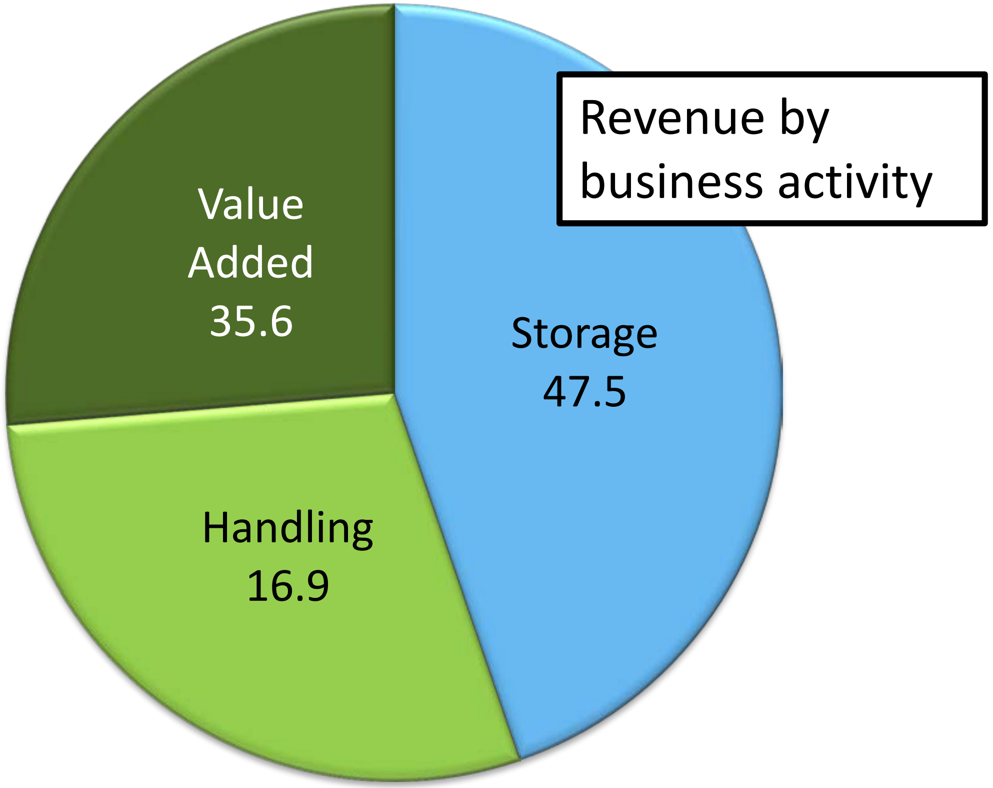
GLOBAL COLD CHAIN ALLIANCE®

2018 Report – *How will you compare?*

265 participants

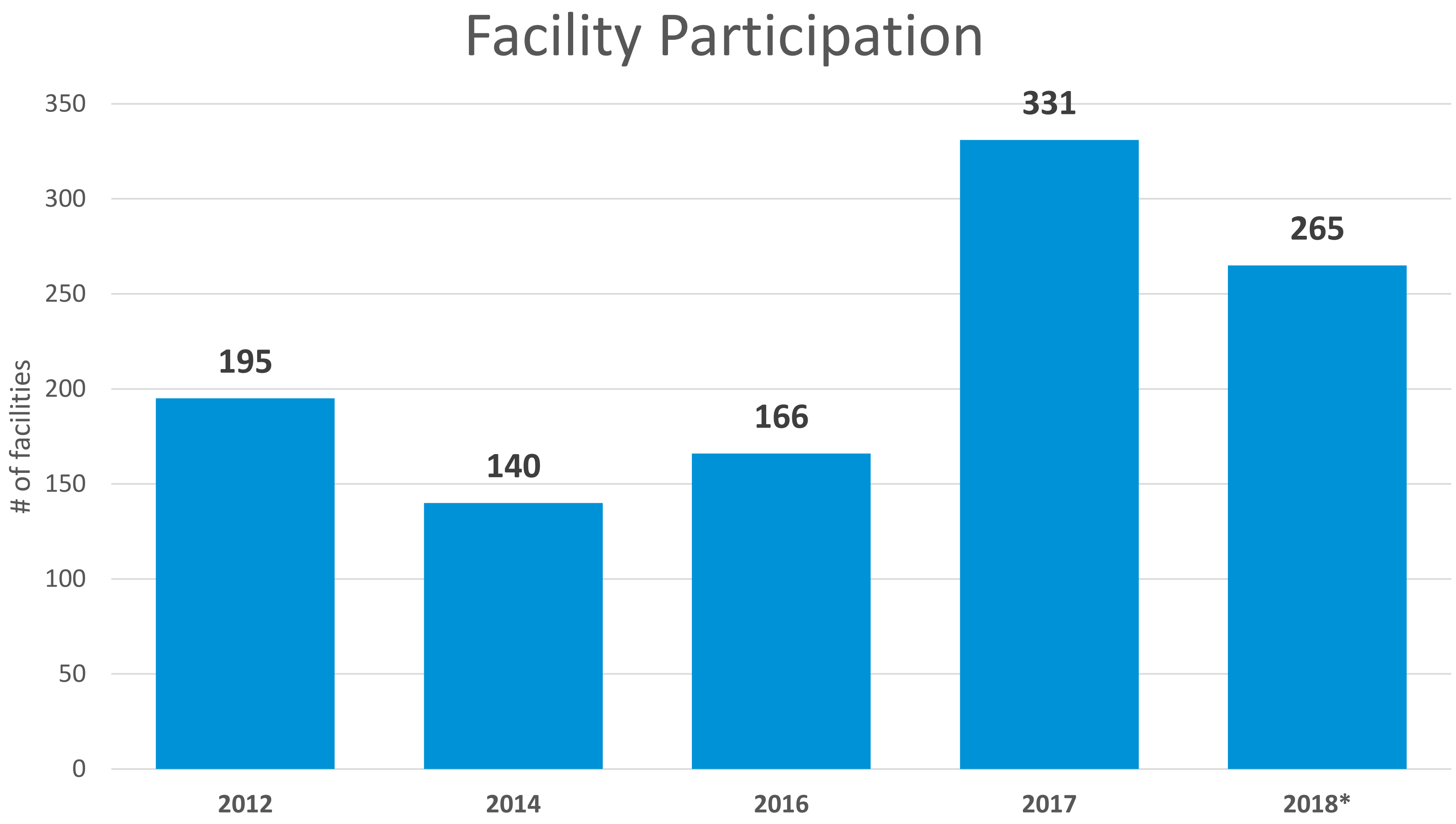
Throughput: Median of 135,000 pallets / Median of 380,000 pallets for large facilities (+8 mil ft^3)

EBITDAR: Median of $2,943,000

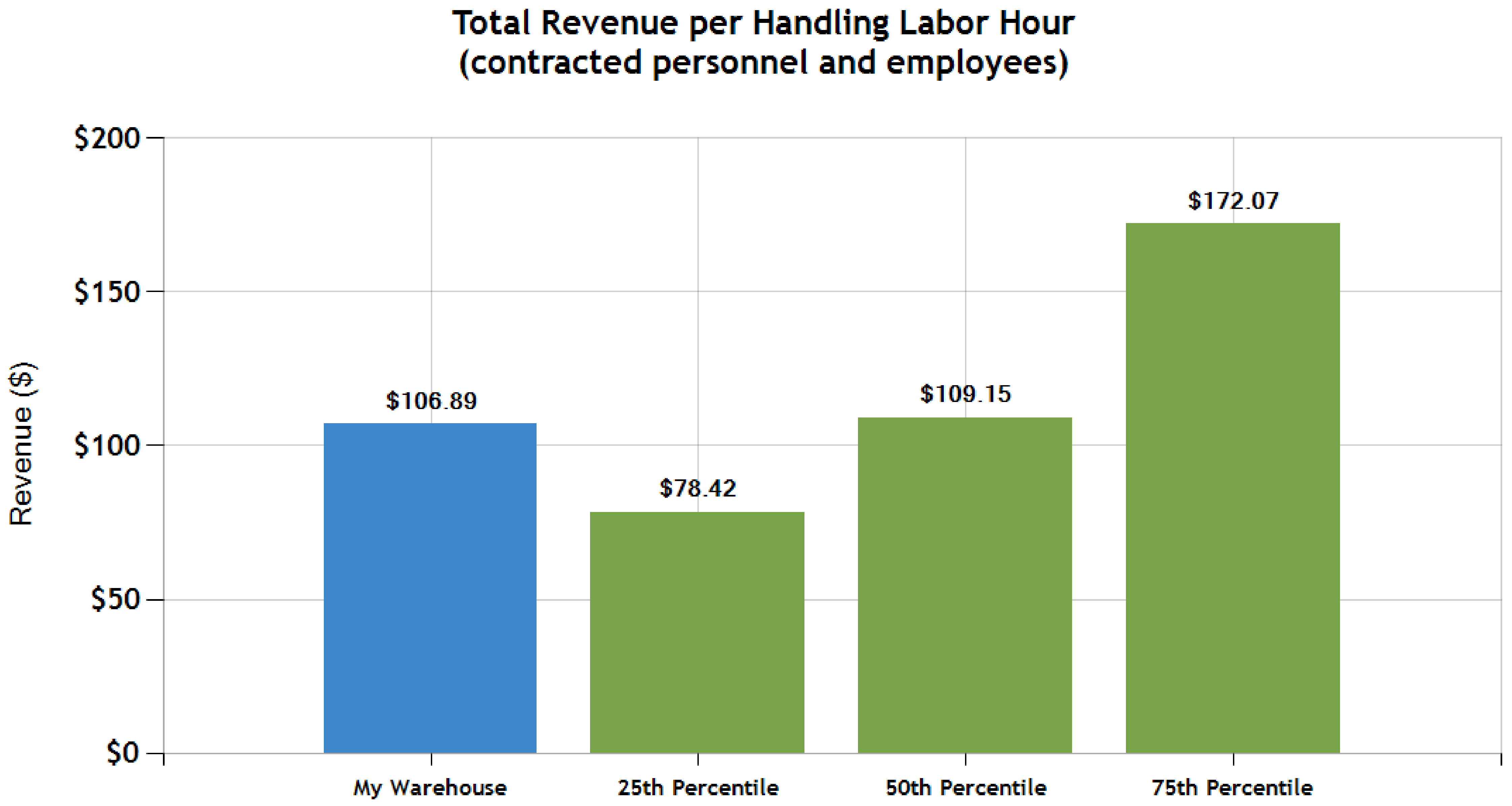


Source: 2018 GCCA Productivity and Benchmarking survey

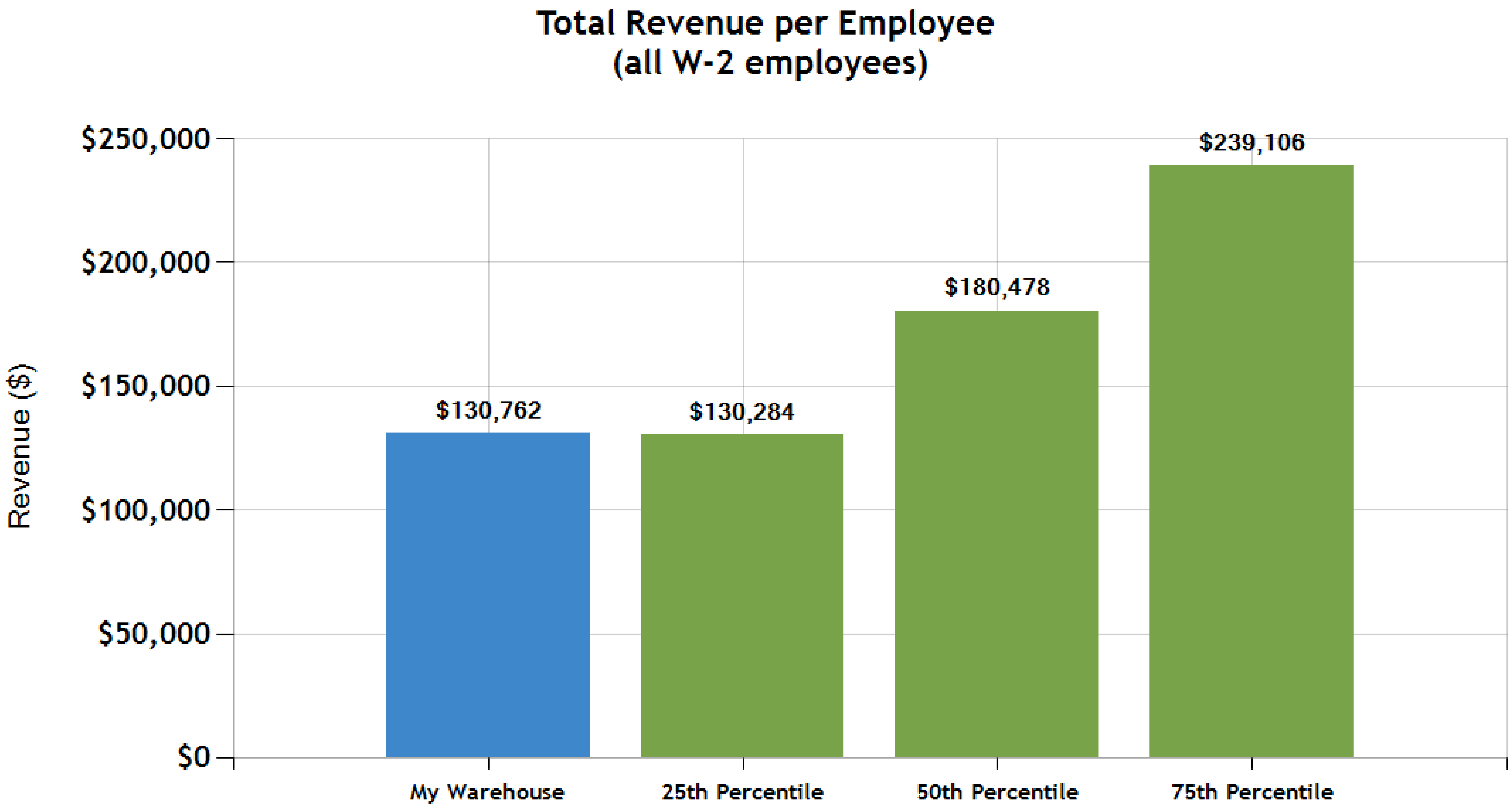
Productivity and Benchmarking Report



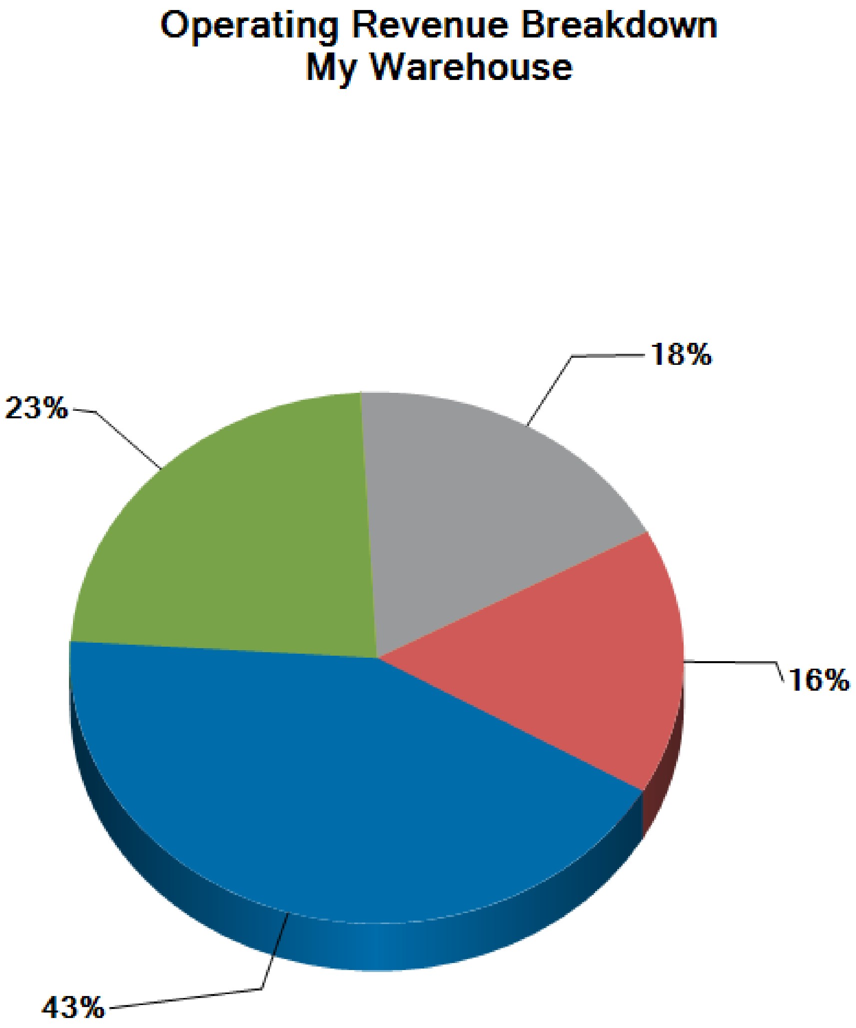
*as of 8/15/2019
Source: GCCA Productivity and Benchmarking survey

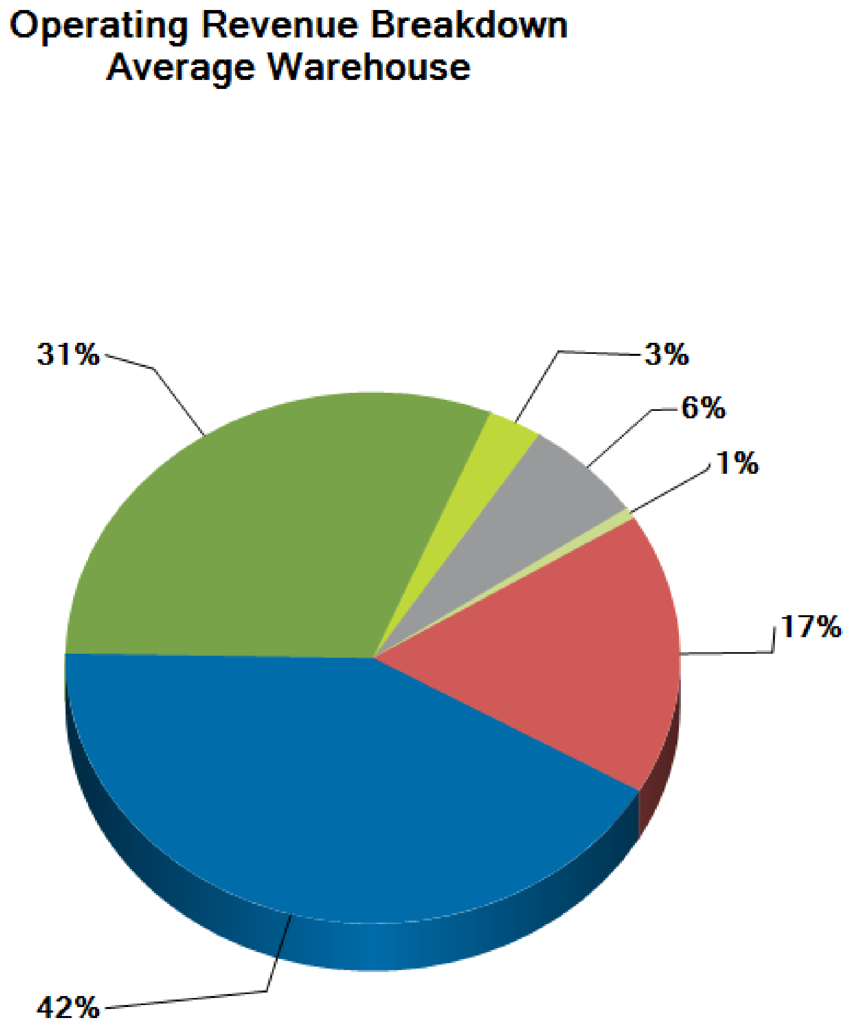


Source: 2018 GCCA Productivity and Benchmarking survey

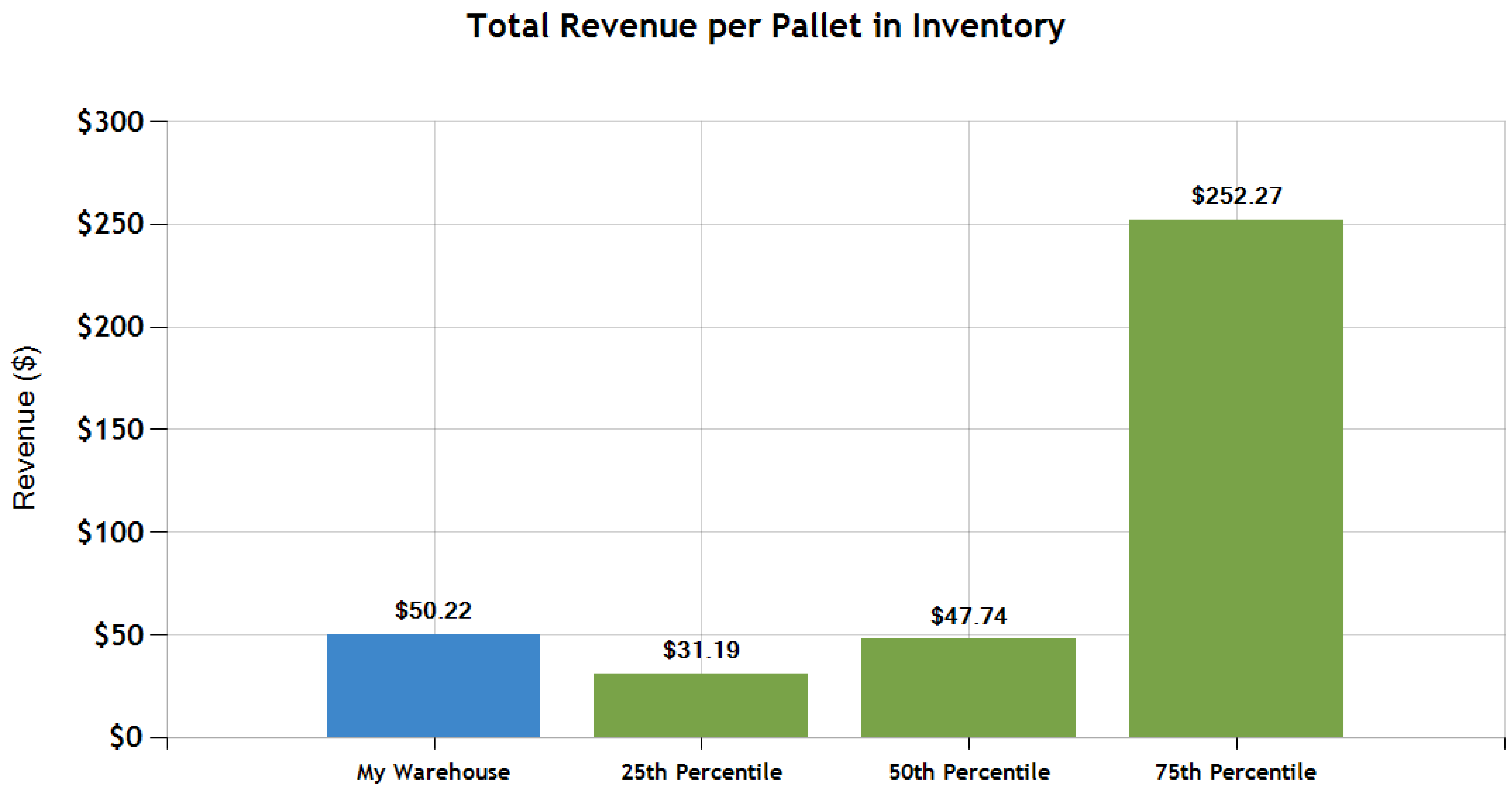


Source: 2018 GCCA Productivity and Benchmarking survey

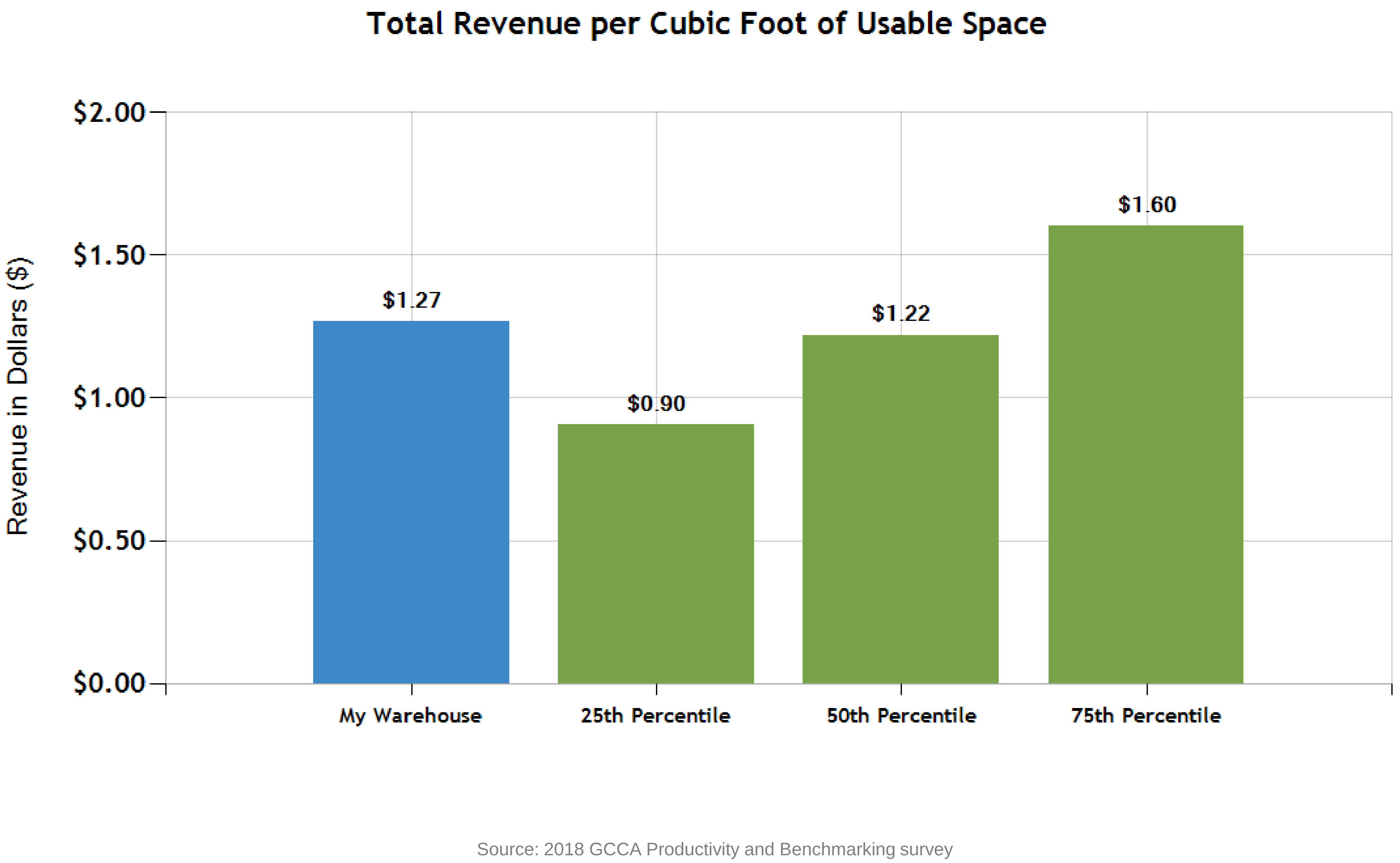


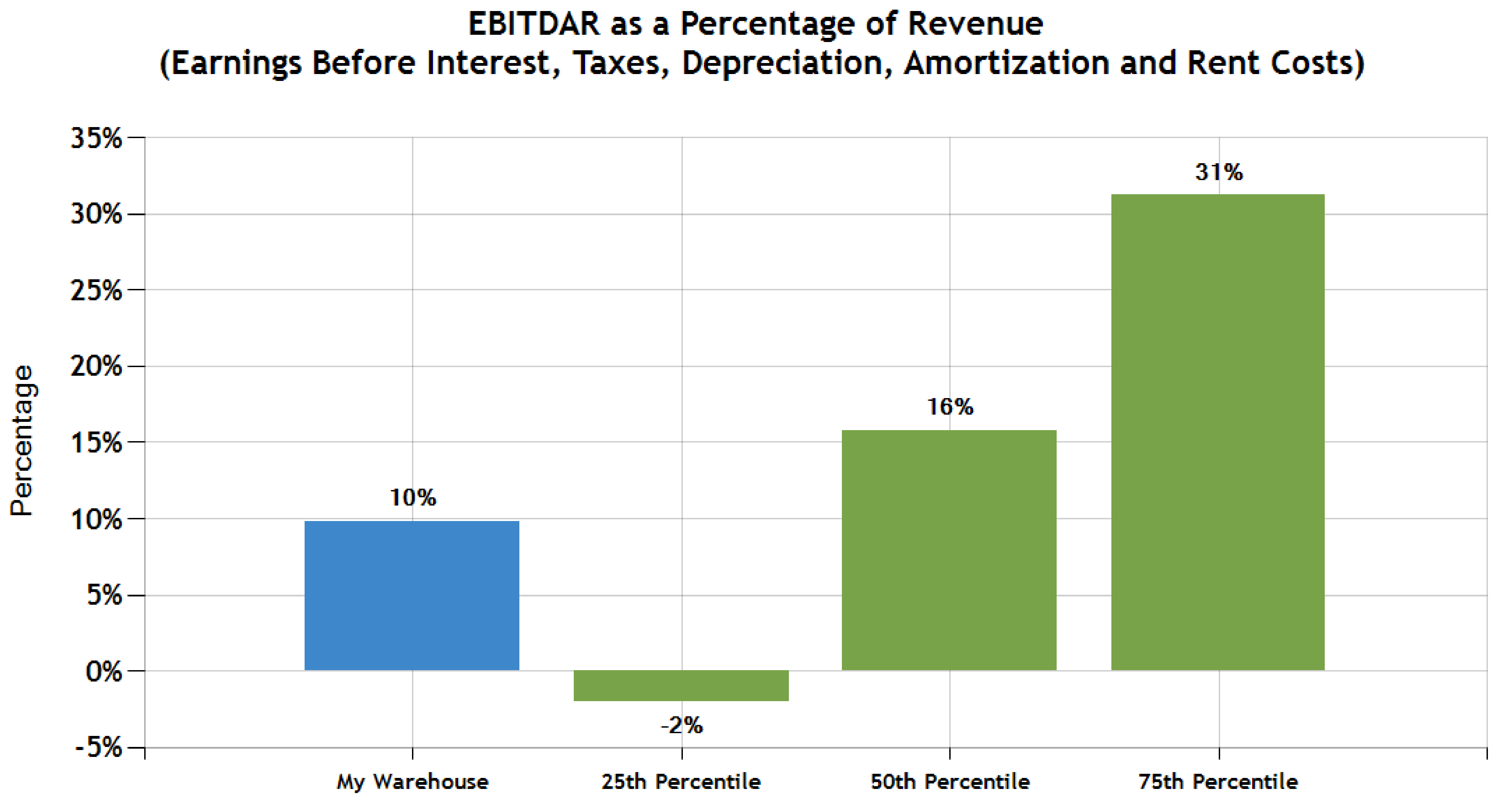


Source: 2018 GCCA Productivity and Benchmarking survey



Source: 2018 GCCA Productivity and Benchmarking survey


Total Revenue per Cubic Foot of Usable Space
Revenue in Dollars ($)
$2.00
$1.50
$1.00
$0.50
$0.00
$1.27
$0.90
$1.22
$1.60
My Warehouse
25th Percentile
50th Percentile
75th Percentile
Source: 2018 GCCA Productivity and Benchmarking survey



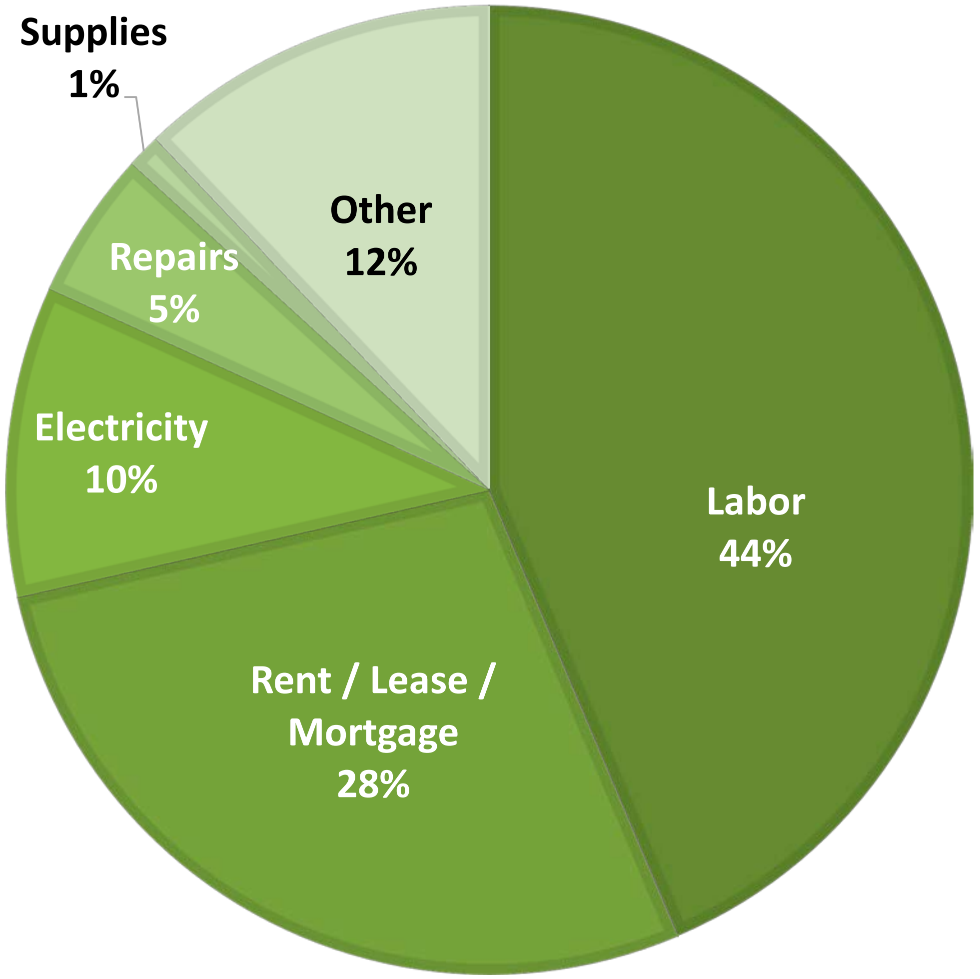
Source: 2018 GCCA Productivity and Benchmarking survey

Cold Chain Index

The Cold Chain Index was created to track the year-to-year growth rates of costs.

- Using mainly official sources of economic data.
- Why? Credible to all.
- Customized to the region (for labor) and state (for electricity).

The current release is the growth rate in expenses in the Q4-2018 compared with the Q4-2017



Agribusiness, Food, and Consumer Economics Research Center
at Texas A&M University

Source: 2019 Q2 GCCA Cold Chain Index; data from Productivity and Benchmarking survey

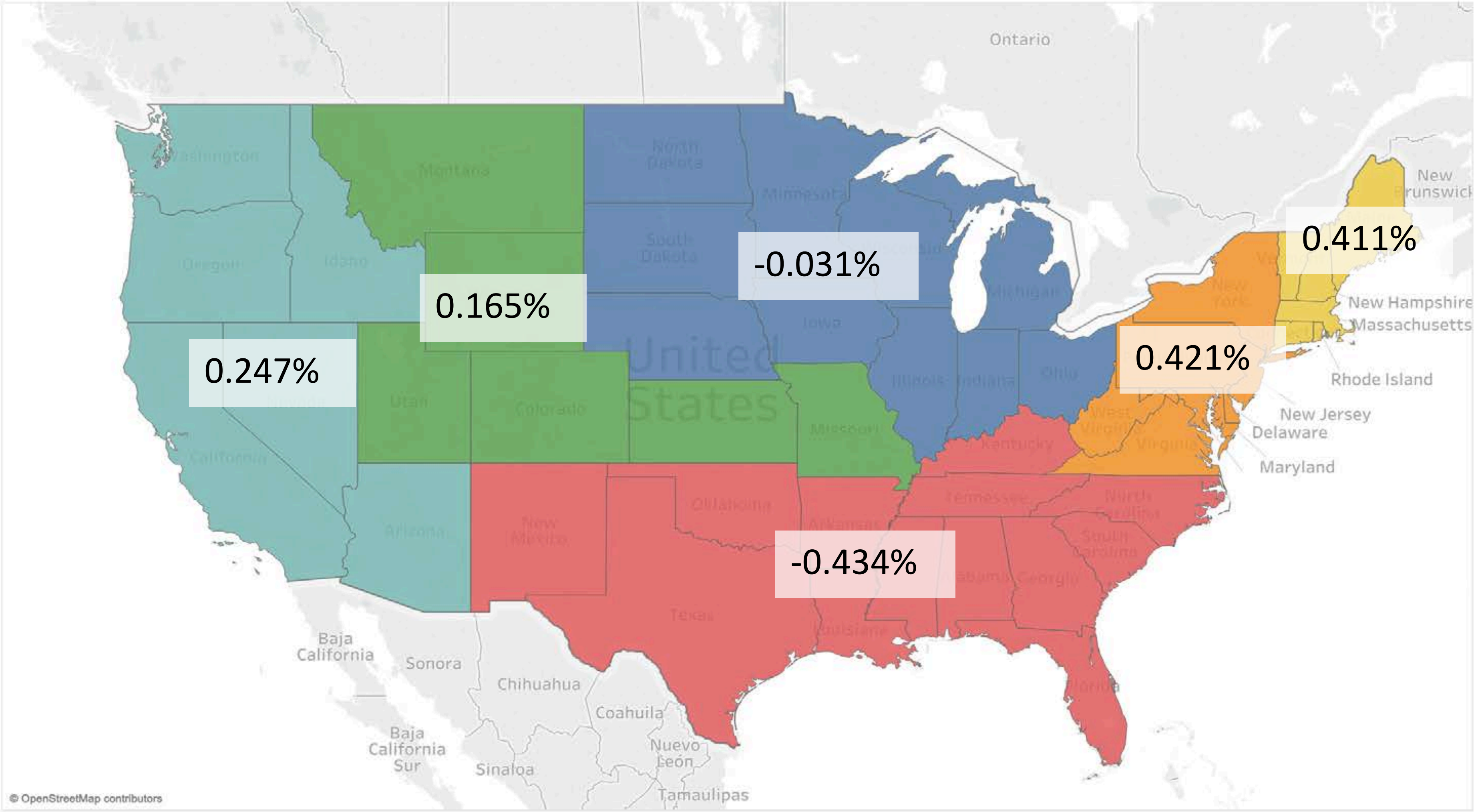
Cold Chain Index Template

					Comparison to Same Quarter, Previous Year	
				Cost Shares	Premium for Your Location	Annual total cost increase for the quarter, by item
	Select region		Labor	44%	0.25%	3.74%
STEP 1	West_Region		Electric	10%	4.98%	6.17%
			Rent	28%	13.40%	17.56%
	Select state		Supplies	1%		2.49%
STEP 2	Washington		Maintenance	5%		2.24%
			Other	12%		2.49%
	Select metro area					
STEP 3	Seattle					

	Total Cost Increase, in Percent, for Q4 2018 relative to Q4 2017—Customized		7.59%	Compare to USA baseline	3.24%
STEP 4	Enter the rates you charge now:		100		
	Proposed Rate to Cover Cost Increase	Q4 2018	107.59		

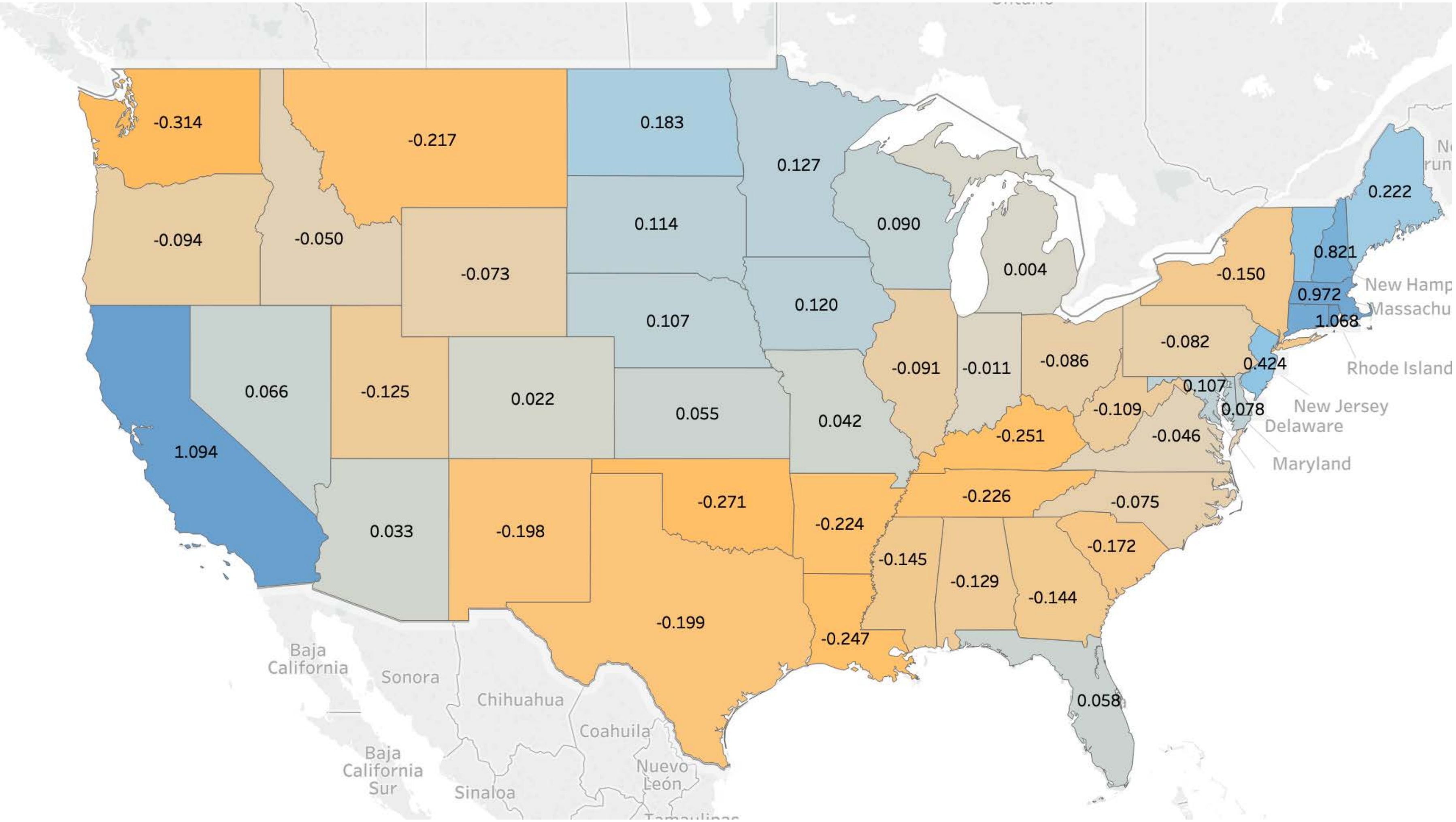
Source: GCCA Cold Chain Index; data from Productivity and Benchmarking survey

Labor Cost Variations Q4



Source: 2019 Q2 GCCA Cold Chain Index; data from Productivity and Benchmarking survey

Electric Cost Premium Q4



Source: 2019 Q2 GCCA Cold Chain Index; data from Productivity and Benchmarking survey

Expenses for refrigerated warehouses rose by **3.24%** from 2017Q4 to 2018Q4 (natl. average)

National baseline	Q4 17-18	Q3 17-18	Q2 17-18	Q1 17-18
Labor	3.492%	3.800%	3.539%	3.636%
Electric	1.189%	-0.138%	0.000%	2.410%
Rent	4.161%	2.763%	3.552%	3.801%
Supplies	2.493%	2.671%	2.114%	2.019%
Maintainance	2.243%	2.763%	3.552%	3.801%
Other	2.493%	2.671%	2.114%	2.019%

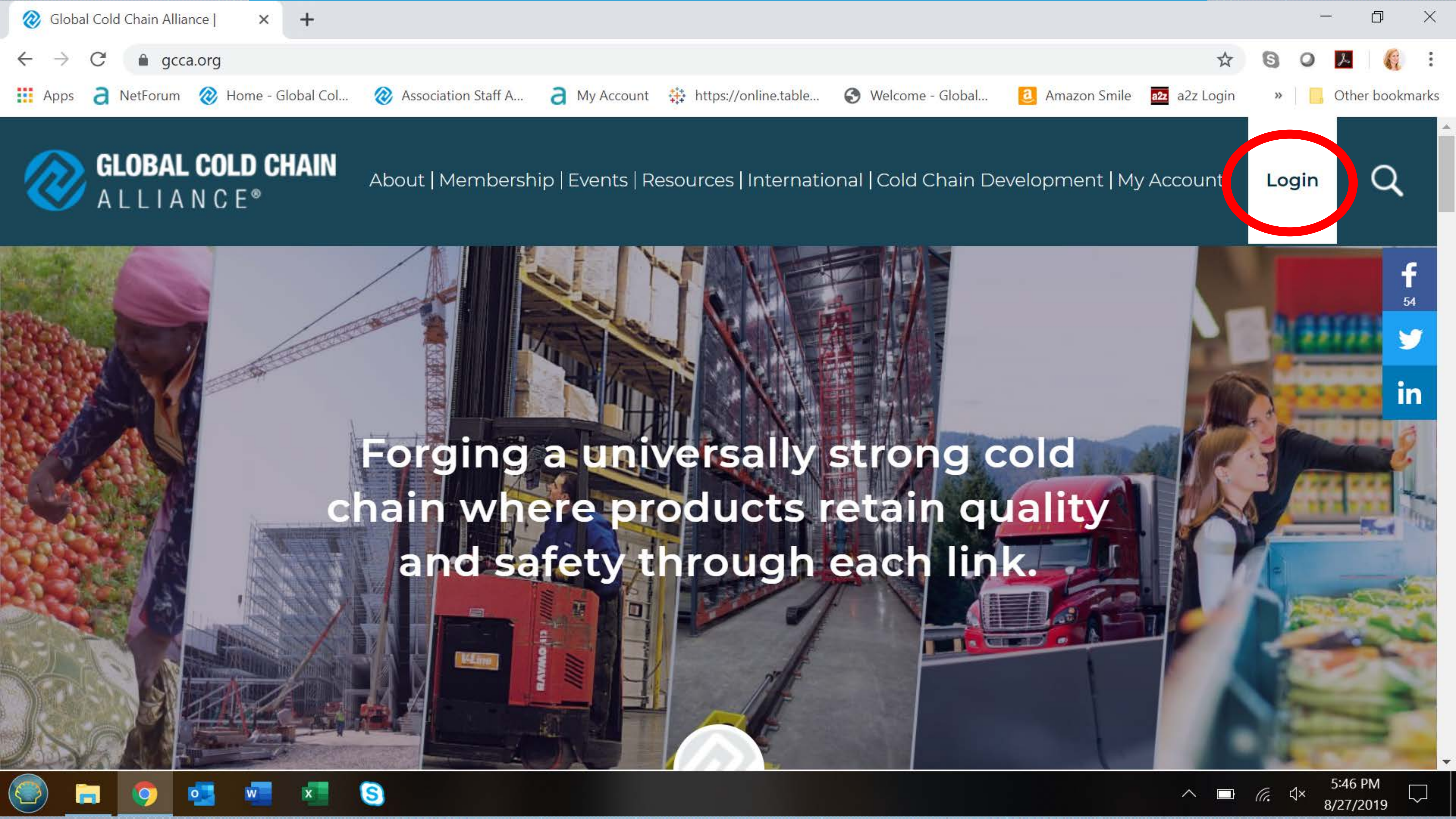
National Average: 2018 Q4 vs 2017 Q4

Source: 2019 Q2 GCCA Cold Chain Index; data from Productivity and Benchmarking survey

Data Sources

- **Labor:** U.S. Bureau of Labor Statistics Employment Cost Index (ECI) for the private industry workers in the “Transportation and Warehousing" industry. Includes all worker classifications, wages and benefits.
- **Energy:** The U.S. Energy Information Administration Electric Power Prices, by state. The series is a retail electricity price for industrial customers.
- **Rent/Lease/Mortgage:** The growth rate for occupancy cost was approximated with an inflation factor for new warehouse construction.
    - A surcharge for rental rate growth in selected high-cost markets was based on the 2018 Industrial-Logistics Prime Rents report by CBRE Group.
- **Repair & Maintenance:** PPI for Nonresidential building maintenance & repair, not seasonally adjusted.
- **Supplies** and the **“other”** category were represented with the Producer Price index for core goods final demand (excluding food and energy), not seasonally adjusted.

Source: GCCA Cold Chain Index; data from Productivity and Benchmarking survey


Global Cold Chain Alliance |
gcca.org
Apps
NetForum
Home - Global Col...
Association Staff A...
My Account
https://online.table...
Welcome - Global...
Amazon Smile
a2z Login
Other bookmarks
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Login
54
Forging a universally strong cold chain where products retain quality and safety through each link.
5:46 PM
8/27/2019

Login Required

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Apps | NetForum | Home - Global Col... | Association Staff A... | My Account | https://online.table... | Welcome - Global... | Amazon Smile | a2z Login | » | Other bookmarks

LOGIN OR CREATE AN ACCOUNT

Please login or create an account.

Login

Email: paul@aboxford.com.au

Password: •••••••••

Remember me

Uncheck if on a public computer

Login

Forgot your password?

Create an account

If you do not already have a login, please create an account with the link above.

6:01 PM
8/27/2019

Thank You!

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