

The Momentum of Cargo

Welcome!

- This session is being recorded
- Put your questions in the 'Chat'
- Only panelists' cameras and microphones will be on.
- We will ask you to take a poll near the end of the session. Please respond!





Introductions

PHILADELPHIA INTERNATIONAL AIRPORT
2021 BUSINESS OPPORTUNITY FORUM

Nonstop PHL

Your Panelists



Stephanie Wear



Dave Nisula



Eli Gregory



David Fiore



Philadelphia International Airport

Cargo Expansion

PHILADELPHIA INTERNATIONAL AIRPORT
2021 BUSINESS OPPORTUNITY FORUM

Nonstop PHL



Stephanie Wear
PHL
*Director of Air Service
Development & Cargo Services*



Dave Nisula
PHL
*Cargo Expansion Program
Manager*

Airport Cargo Mission

Increase cargo activity at PHL by identifying short term opportunities that drive cargo within the existing facilities while establishing relationships with key stakeholders.

Develop a long-term strategy for the expanded cargo facilities that increases revenue to the airport and benefits the economic development of the region.

PHL Will Become the Premier Cargo Airport on the East Coast with Three Focus Areas



Generate revenues
through increased
cargo activity

● REVENUE



Enhance the
reputation of PHL
as the airport of choice
for speed, efficiency,
& quality

● REPUTATION



Leverage
relationships with
stakeholders to
facilitate economic
development of the
region

● RELATIONSHIPS

2021 Priorities



Generate revenues
through increased
cargo activity

- Optimize the use of C2
- Implementation of an ACCS system at PHL
- Attract new airlines and operators
- Continue with development efforts for West Cargo



Enhance reputation of PHL
as airport of choice
for speed, efficiency,
& quality

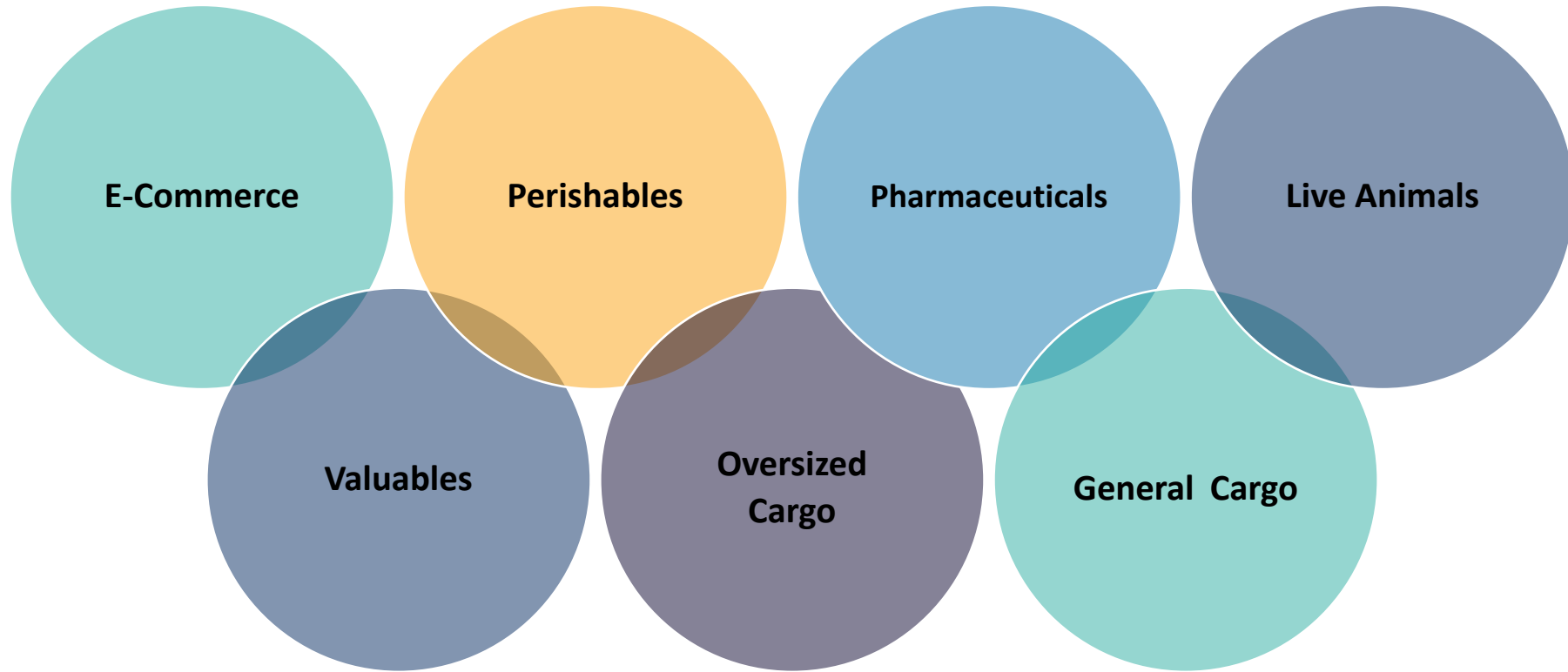
- Implement PHL Cargo Comms and Marketing Plan
- Increase earned media placements
- Participate in industry events and associations
- Create new cargo content and landing page on PHL website



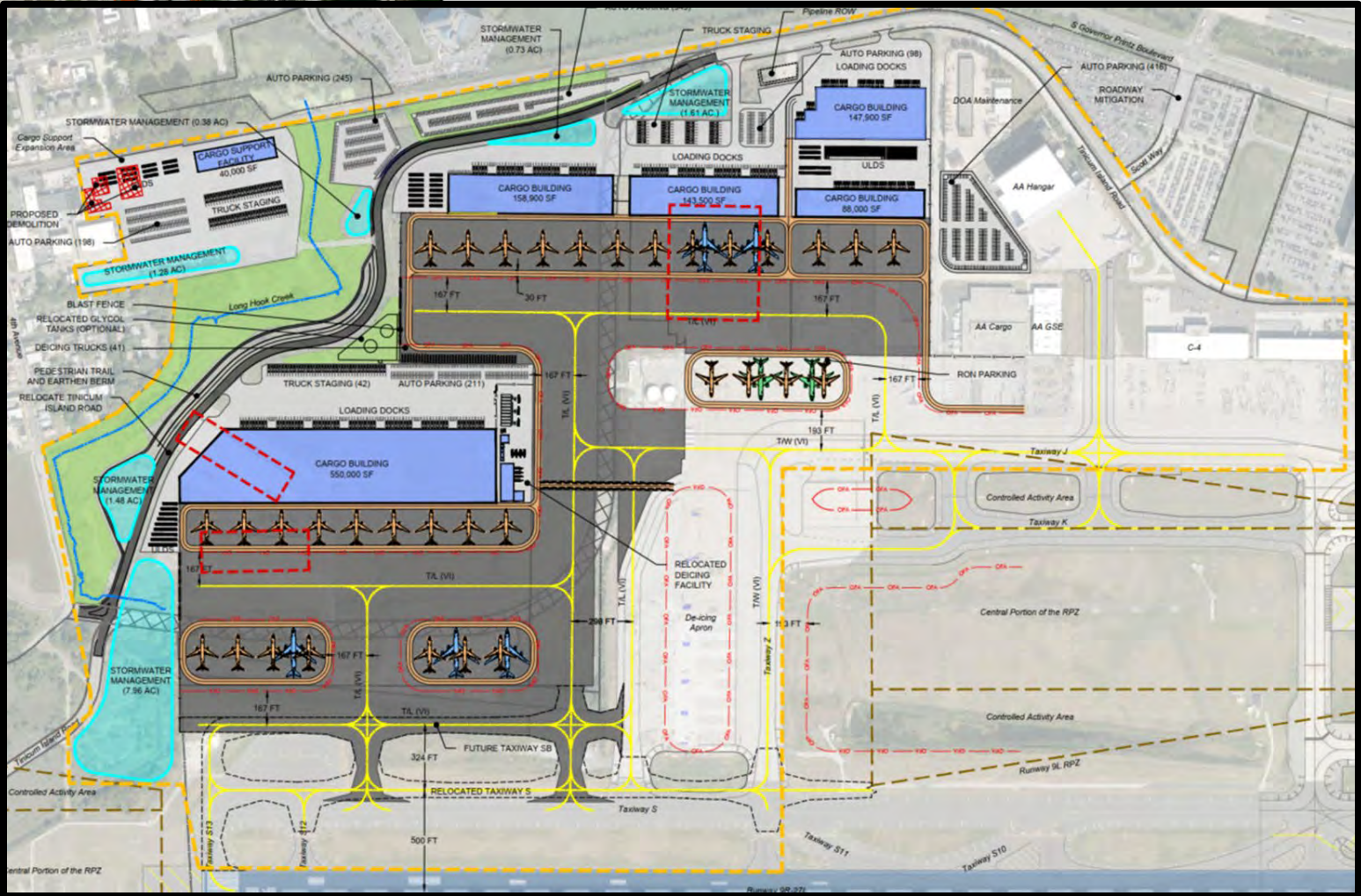
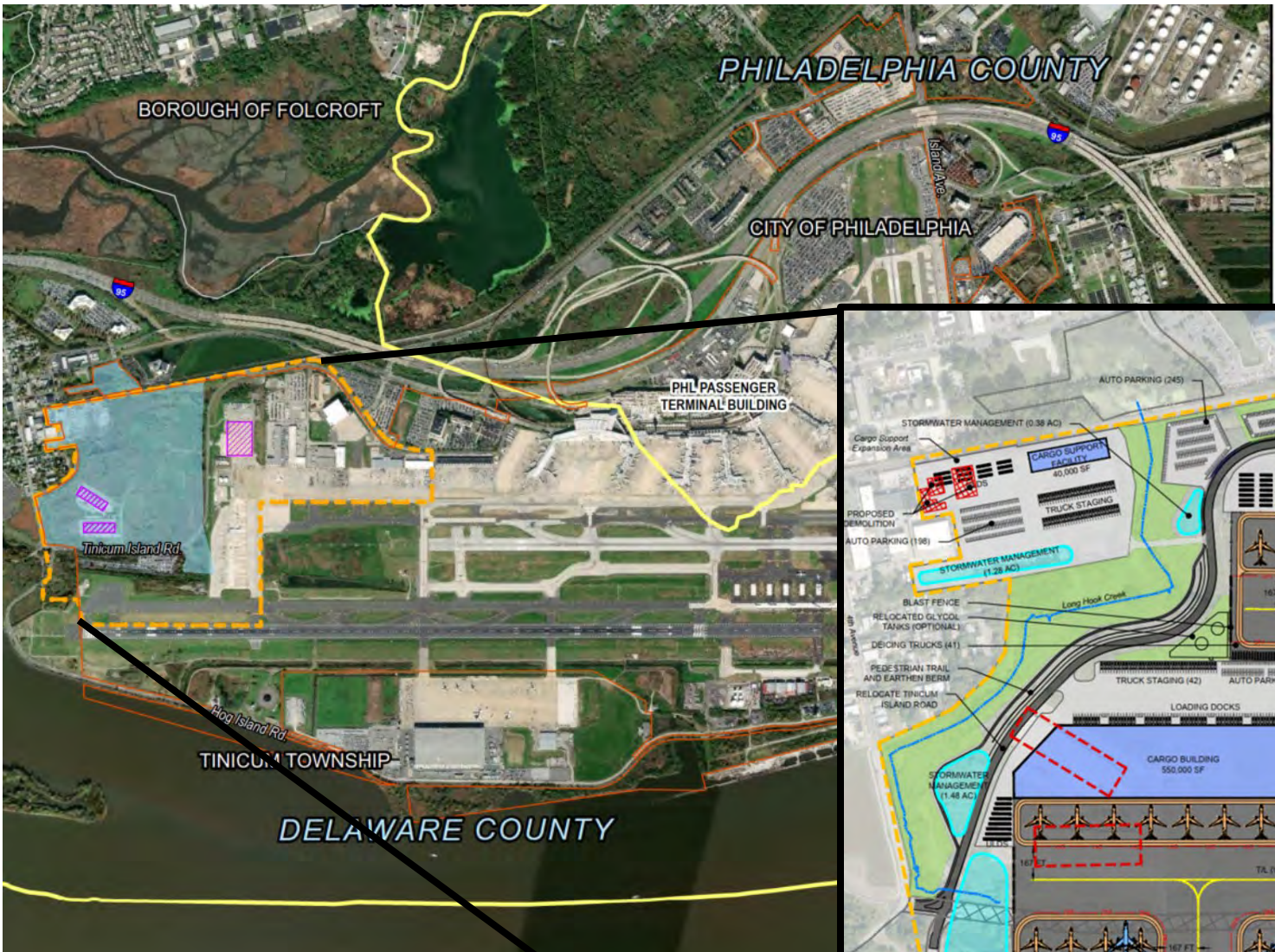
Leverage relationships with
stakeholders to facilitate
economic development of the
region

- Consolidate the PACC and PHL Cargo Advisory Board
- Create industry specific working groups
- Increase stakeholder engagement with local community
- Outreach to freight forwarders, other airports and regional logistics companies

Niche Market: Focus Segments



New Cargo Facilities Expansion



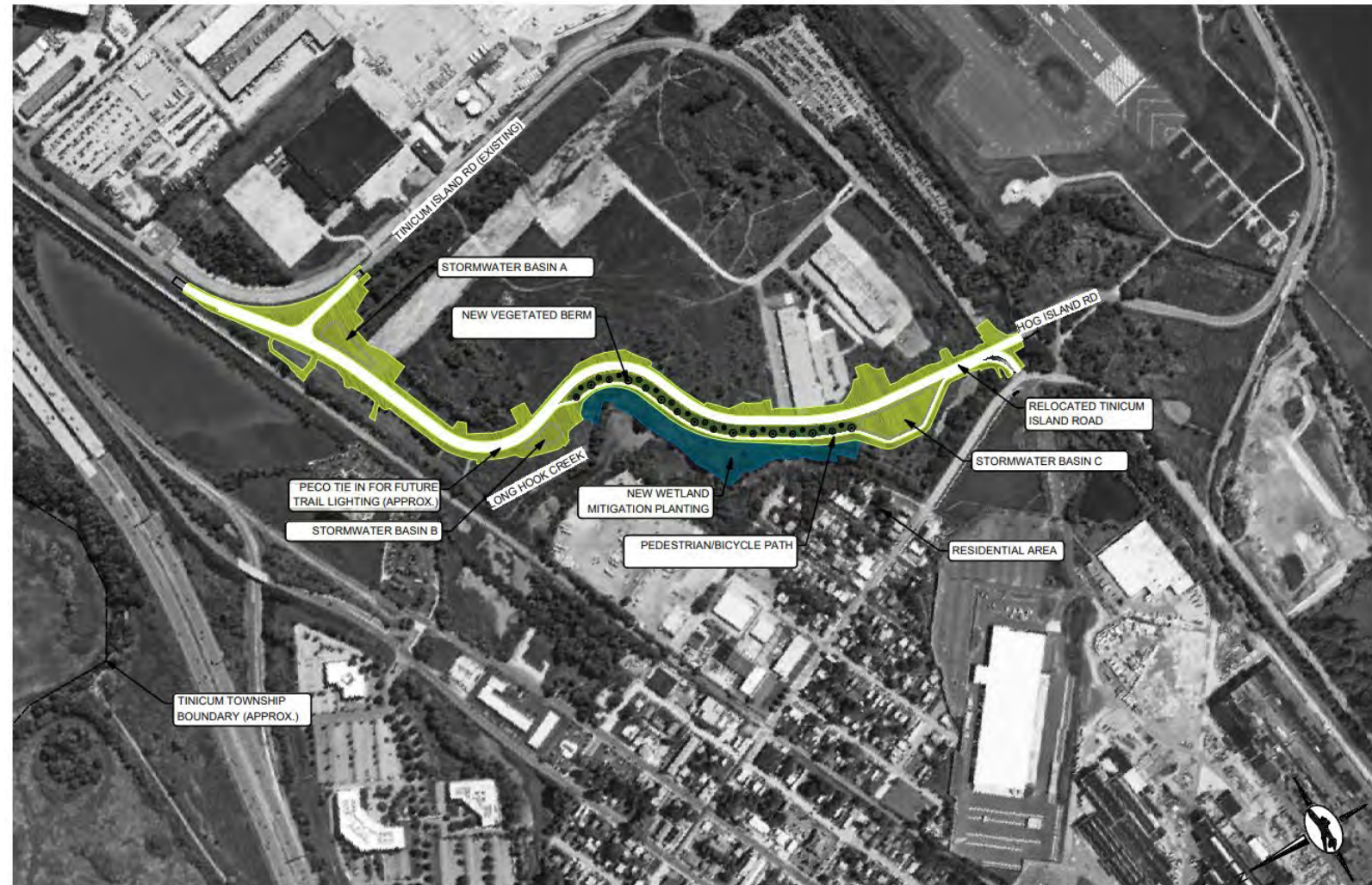
Enabling Project - Tinicum Island Road Relocation

- **Components**

- Relocated roadway
- Stormwater basins
- New wetland mitigation planting
- New vegetated berm with walking trail

- **Schedule:**

- Advertise CM/CI 4Q/2021 via PIDC
- Advertise Contractor Bid Package January 2022 via PIDC
- NTP Spring 2022



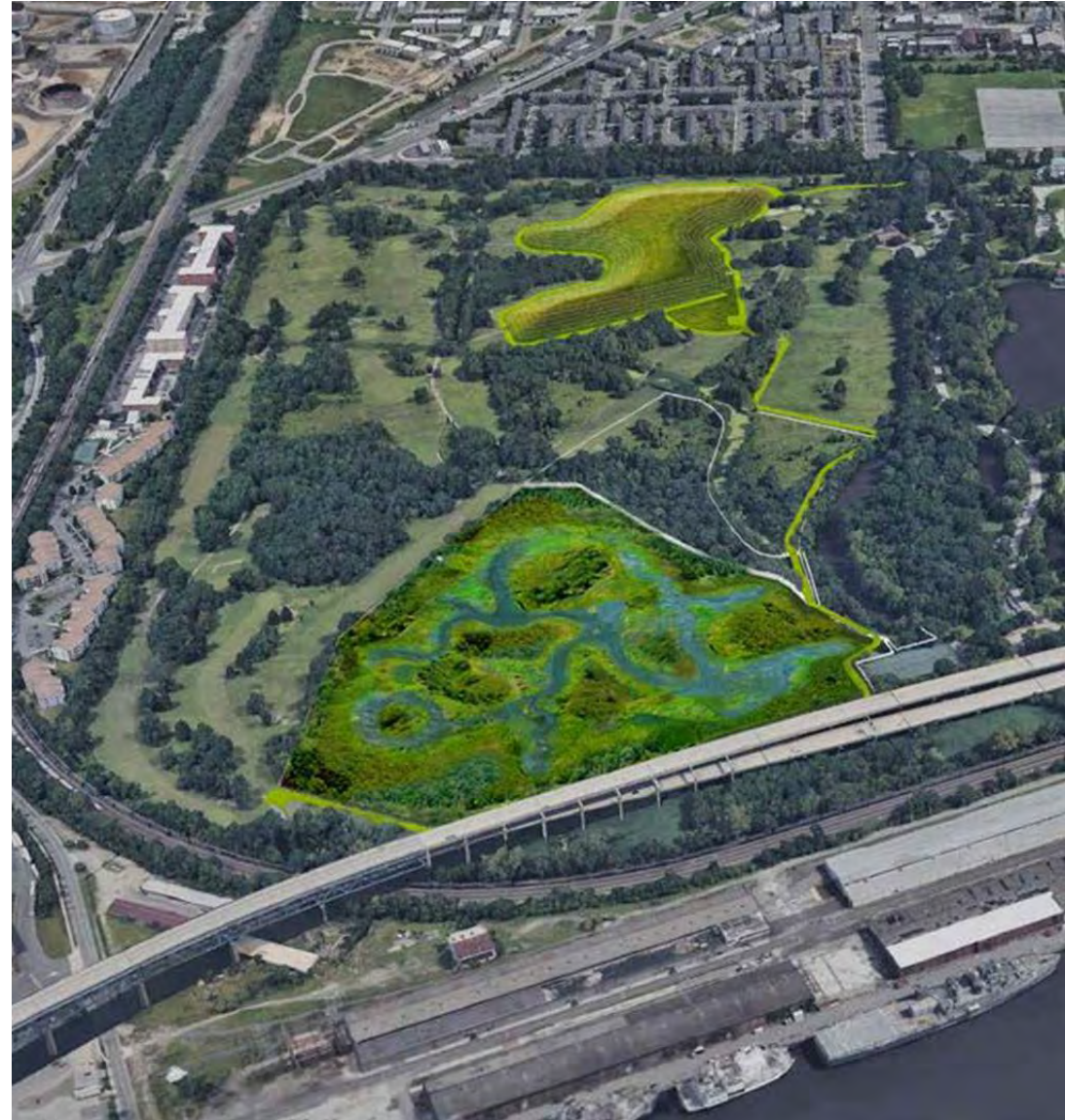
Enabling Project - FDR Park Wetlands Mitigation Project

- **Components:**

- 45 Acres developed for maximum Wetlands Mitigation Creation/Enhancement.
 - ✓ Includes Up to approximately 30 acres of Tidal Wetlands
- Excavation of up to 400,000 cubic yard of soil
- Creation of Soil Hill North of Tidal Wetlands
- Stormwater Improvements, including two structures with tide gates installed, removal of existing tide cate and replacement with Trash Rack in the Navy Reserve basin.

- **Schedule:**

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Aviation Facilities Co.

PHILADELPHIA INTERNATIONAL AIRPORT
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Eli Gregory
AFCO

*Head of Airport Investment
and Development*



The preferred airport real estate development partner

AFCO is a leader in on-airport facility investment, development, financing, leasing and management with unparalleled financial capacity and decades of delivering value to airports, airlines, and aviation related businesses.



Established leader in airport development

UNPARALLELED TRACK RECORD IN AIRPORT INFRASTRUCTURE INVESTMENT & DEVELOPMENT



\$2 billion in development experience among AFCO and its principals



29 years of operating history focused on aviation



\$4 billion of transportation infrastructure capital deployed by our owners providing unparalleled access to equity capital

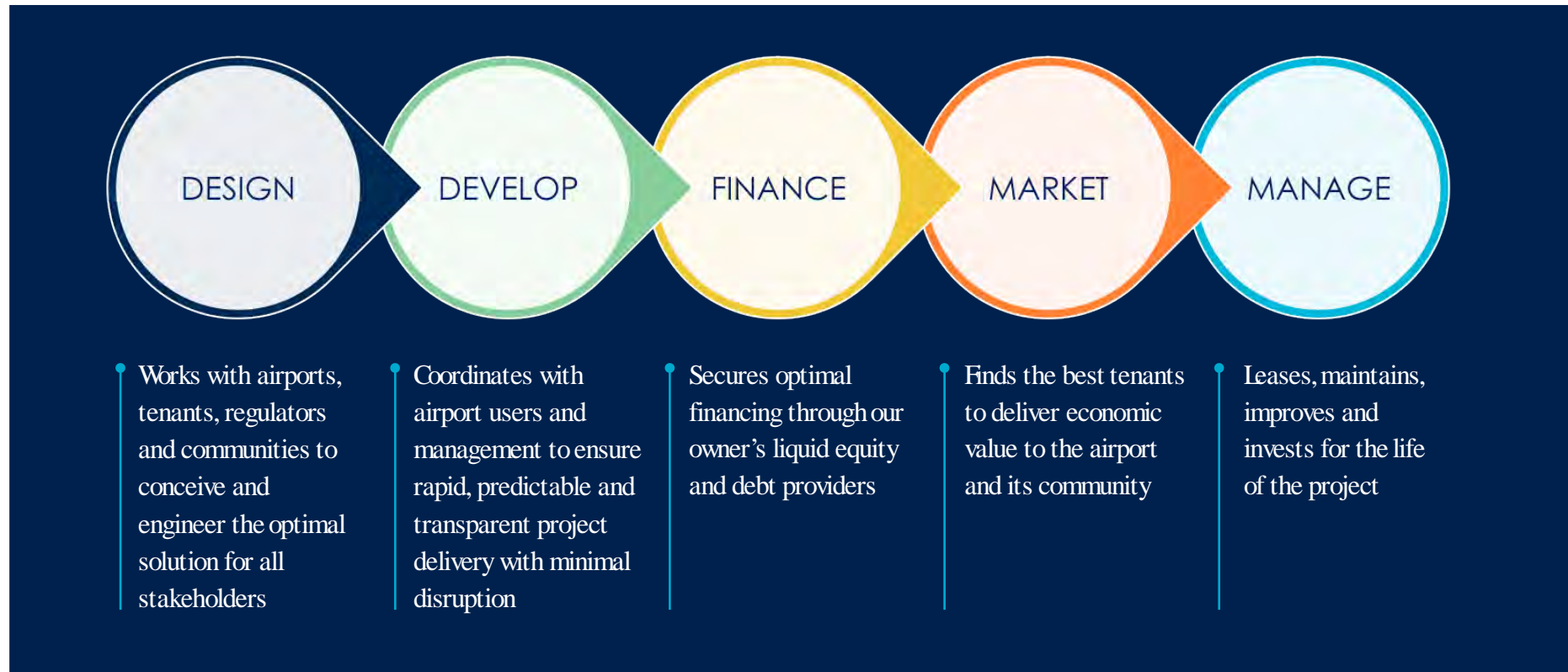


Long-term partnerships with airports, enhancing relationships with their users and communities



Complete development solution

AFCO DELIVERS DEVELOPMENT SOLUTIONS FROM DESIGN TO LEASING TO FACILITIES MANAGEMENT



AFCO coordinates among all stakeholders through the entire development process and delivers value for the life of the facility to airport ownership and tenants



Extensive Airport Relationships

LONG-TERM PARTNERSHIPS BUILT THROUGH \$2BN OF DEVELOPMENT BY AFCO AND ITS PRINCIPALS

U.S. AIRPORTS WITH ASSETS DEVELOPED OR MANAGED BY AFCO AND ITS LEADERSHIP



Cargo C2 Building at PHL

PHL AND AFCO PARTNERING TO ATTRACT NEW CARGO OPERATORS TO THE AIRPORT



FedEx



Nonstop PHL

PHILADELPHIA INTERNATIONAL AIRPORT
2021 BUSINESS OPPORTUNITY FORUM



David Fiore
FedEx
*Sr. Airport Relations &
Development Representative*



Powering global connections

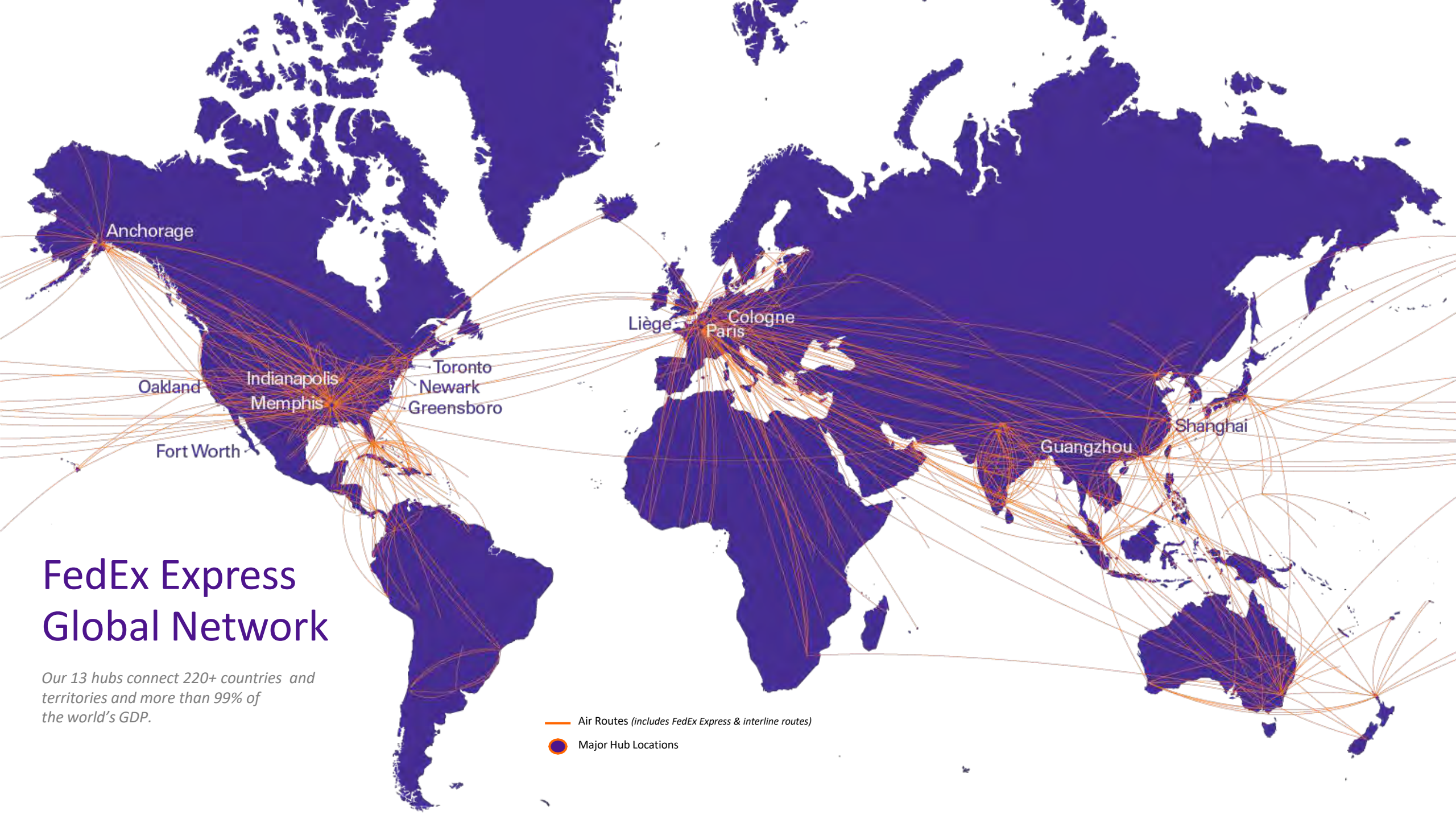
Partners with the City of Philadelphia Serving PHL International Airport & the Greater Region

We connect people and possibilities around the world.



FedEx Express Global Network

Our 13 hubs connect 220+ countries and territories and more than 99% of the world's GDP.



In PA-5 & Pennsylvania



	In PA-5	In Pennsylvania	FedEx in America
Employees	845	16,240	375,194
Facilities	9	196	5,648
Small Business Exporters	223	3,922	133,170
Medium Business Exporters	20	622	15,864
Large Business Exporters	17	280	6,669

Our portfolio of services



The largest express transportation company in the world.



Cost-effective business and residential package shipping.



Priority and economy less-than-truckload (LTL) freight shipping.



Marketing, sales, IT and customer service solutions for customers.



Global transportation, supply chain, trade/customs and e-commerce solutions.



Print and copy services, shipping pickup and delivery, and same-day courier service.



FedEx Express

connects the world with time-definite air- ground services. The world's largest cargo airline and express transportation company covers every U.S. street address and services more than 220 countries and territories. Our global network provides time-sensitive, air- ground express service through more than 650 airports worldwide.

>650

Airports

>285K

Team members

684

Aircraft*

>87K

Motorized vehicles

>6.5M

Packages moved
(Avg. daily vol.**)

>29M

Pounds of freight moved
(Avg. daily vol.**)

Numbers include TNT Networks

*Gross available aircraft includes parked

**Avg. Daily Vol. information for fiscal 2021

Priority Earth

Our most important delivery yet is to the address we all share



As a company that connects 99% of the world's GDP, we're taking bold steps to help the only home—and place of business—we've got. We're working to deliver a more sustainable future. Priority Earth is our initiative to get there and includes a goal of carbon neutral operations by 2040. We're designating more than \$2 billion of initial investment in vehicle electrification, sustainable practices, and carbon sequestration. This is our most important delivery yet because it's to the address we all share.

Learn more at [fedex.com/sustainability](https://www.fedex.com/sustainability)

Diversity, equity and inclusion

"At FedEx, our workforce is as diverse as the world we serve, and we believe that everyone deserves respect. Embracing diversity is not just the right thing to do; we also have proven that it fosters innovation and makes us a more competitive company. It's also about fostering acceptance, promoting anti-biases, and encouraging a more inclusive society. These values are core to who we are and how we operate."

-Chairman and CEO Fred Smith and President & COO Raj Subramaniam



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FORTUNE

No. 16 among “World’s Most Admired Companies”

Time

One of the “Time 100 Most Influential Companies”

Newsweek Magazine

America’s Best Customer Service 2021 - #1 for Shipping and Delivery Services

Forbes

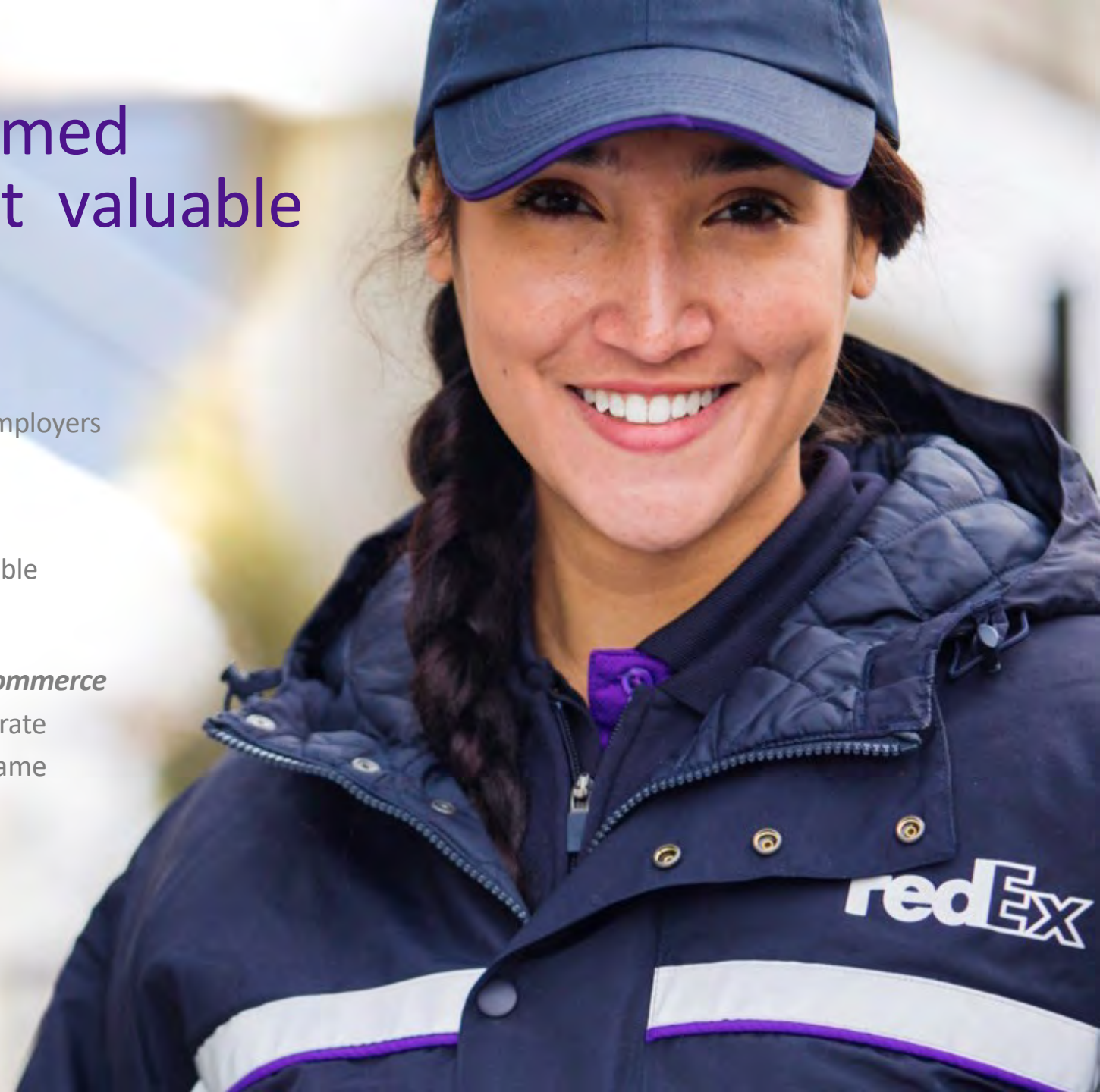
One of the “Best Employers for Diversity”

Forbes

“World’s Most Valuable Brands”

U.S. Chamber of Commerce

Foundation “Corporate Citizenship Hall of Fame Inductee”





FedEx. Where now meets next.

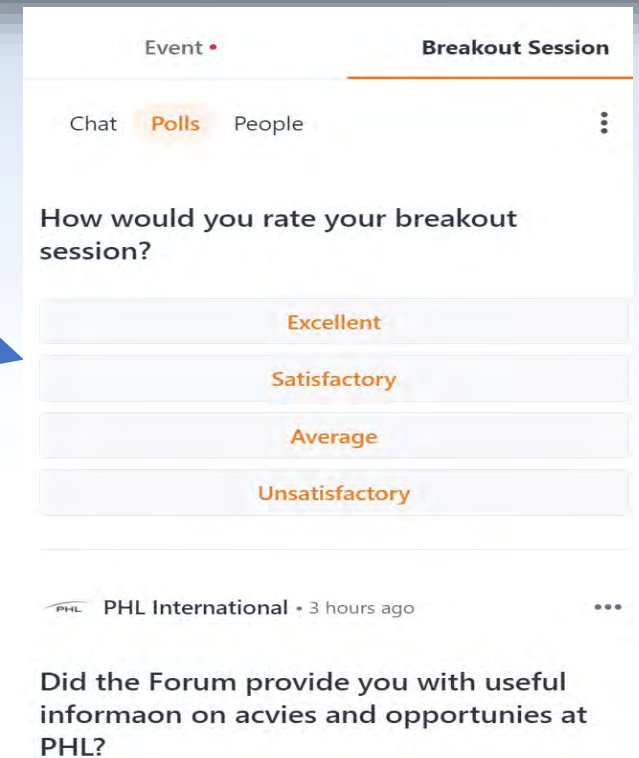
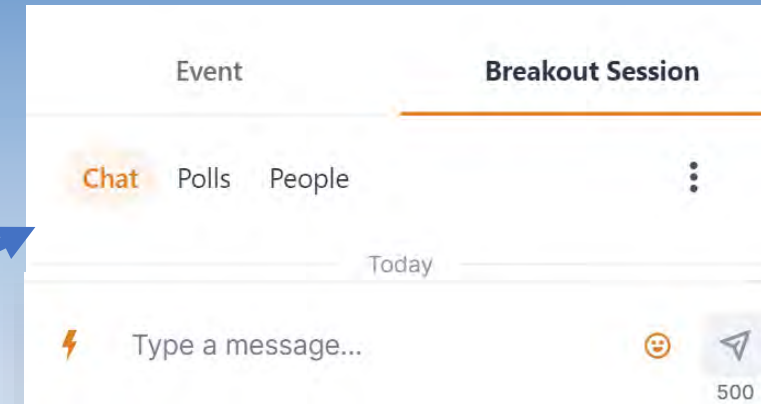
VISIT

<https://careers.fedex.com/fedex/>

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Questions and Answers

- Questions and Answers
 - On the Breakout Sessions tab, put your questions in the 'Chat'
- Polling
 - Please click into the Poll tab and answer 3 short questions



Thank You!

- When instructed, click the link on the left of your screen for the Main Ballroom
- Answer “Yes” to Leave and return to the Ballroom, where PHL’s Management Team will be answering questions.

