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
Your Panelists

Stephanie Wear  
Dave Nisula  
Eli Gregory  
David Fiore
Philadelphia International Airport
Cargo Expansion
Stephanie Wear  
PHL  
Director of Air Service Development & Cargo Services

Dave Nisula  
PHL  
Cargo Expansion Program Manager
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

- **Revenue**: Generate revenues through increased cargo activity
- **Reputation**: Enhance the reputation of PHL as the airport of choice for speed, efficiency, & quality
- **Relationships**: Leverage relationships with stakeholders to facilitate economic development of the region

*Nonstop PHL*
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

- E-Commerce
- Perishables
- Pharmaceuticals
- Live Animals
- Valuables
- Oversized Cargo
- General Cargo
Enabling Project - Tinicum Island Road Relocation

• Components
  o Relocated roadway
  o Stormwater basins
  o New wetland mitigation planting
  o New vegetated berm with walking trail

• Schedule:
  o Advertise CM/CI 4Q/2021 via PIDC
  o Advertise Contractor Bid Package January 2022 via PIDC
  o 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 gate and replacement with Trash Rack in the Navy Reserve basin.

- **Schedule:**
  - Advertise CM/CI 4Q/2021 via PIDC
  - Advertise Contractor Bid Package January 2022 via PIDC
  - NTP Spring 2022
Eli Gregory
AFCO
Head of Airport Investment and Development
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 their users and communities
Complete development solution

AFCO DELIVERS DEVELOPMENT SOLUTIONS FROM DESIGN TO LEASING TO FACILITIES MANAGEMENT

- **Design**
  - Works with airports, tenants, regulators and communities to conceive and engineer the optimal solution for all stakeholders

- **Develop**
  - Coordinates with airport users and management to ensure rapid, predictable and transparent project delivery with minimal disruption

- **Finance**
  - Secures optimal financing through our owner’s liquid equity and debt providers

- **Market**
  - Finds the best tenants to deliver economic value to the airport and its community

- **Manage**
  - Leases, maintains, improves and invests for the life of the project

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 $2 BN 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
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.

Air Routes (includes FedEx Express & interline routes)

Major Hub Locations
In PA-5 & Pennsylvania

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<th>In PA-5</th>
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Our portfolio of services

FedEx Express
The largest express transportation company in the world.

FedEx Ground
Cost-effective business and residential package shipping.

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

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

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

FedEx Office
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
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
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
FedEx is consistently named among the world’s most valuable and admired brands.

**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/
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.