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Young Brothers Cargo Volumes Flat for First Quarter of 2017
Agricultural shipments drop 3.2 percent driven by loss of Maui volumes

HONOLULU (May 31, 2017) –Young Brothers, Limited announced today that intrastate cargo volumes between Honolulu and six neighbor island ports were essentially flat for the first quarter of 2017, up only 0.2 percent compared to the same period of 2016.

“The first quarter ended with a modest increase in shipments at most of our ports,” said Roy Catalani, vice president of Young Brothers. “Young Brothers’ smallest port, Lāna‘i, was the only one to see a decrease, down 26.2 percent for the quarter, due to continuing reduction in construction activity. Excluding Lāna‘i, cargo volumes were up at all other ports a collective 1.4 percent for the first quarter.”

For the first three months of 2017, the other five neighbor island ports all experienced gains in cargo volume: Kahului, up 0.7 percent; Hilo, up 3.2 percent; Kawaihae, up 0.9%; Nāwiliwili, up 1.5 percent; and Moloka‘i, up 0.8 percent.

Hilo was the port with the largest year over year increase. This gain was largely due to more shipment. Other than Lāna‘i, construction-related cargo volumes were up at other ports in the first three months of the year, most notably at the port of Kahului. Automobile shipments were up slightly for the first quarter, due to the strength of shipping activity by a second-hand automobile dealer; in contrast, shipments by rental car companies were weaker than this time last year. Shipments by beverage companies were lower statewide, whereas cargo volumes from the waste and recycling sector continued to increase following a prolonged period of low recyclable materials prices.

Shipping volumes for the first quarter of 2017 are shown by port in Appendix 1.

Agricultural Cargo Volume Down in First Quarter of the Year

Agricultural sector volumes were down 3.2 percent, primarily driven by sharply lower shipments originating from the port of Kahului. Maui's last refinery stopped producing sugar, which was used in manufacturing local beverages. Modest volume increases of agricultural products from the ports of Honolulu, Kawaihae, and Nāwiliwili were not enough to offset this large loss of Kahului volumes.

Agricultural shipments from Honolulu were up 4.1 percent; Kawaihae up 5.4 percent; Nāwiliwili up 14.9 percent; and Moloka'i up 3.5 percent. Conversely, volumes were down 34.2 percent on Maui; and down 1.0 percent in Hilo.

Agricultural volume includes only cargo that qualifies for the company's island agricultural product discount of 30 to 35 percent, which applies to locally grown agricultural products. Agricultural cargo volumes for the first quarter of 2017 are shown by port of origin in Appendix 2.

About the Young Brothers Quarterly Cargo Volume Report

Young Brothers' quarterly intrastate shipping volumes reflect only cargo shipments that originate and terminate within Hawai'i. The Young Brothers Quarterly Cargo Volume Report was initiated in 2012.

About Young Brothers

Young Brothers, Limited, with approximately 360 employees across the state, has served Hawai'i since 1900. Young Brothers is a publicly regulated water carrier providing 12 weekly port calls from Honolulu to the state's neighbor island ports, including Hilo, Kawaihae, Kahului, Kaunapau, Kaunakakai and Nāwiliwili. For more information visit www.youngbrothershawaii.com.

Appendix 1
 Young Brothers, Limited
 Neighbor Island Intrastate Cargo Volume — First Quarter 2017

| Container/Platform Equivalents (CPEs) Between Honolulu and Neighbor Island Ports | | | |
|---|---------|---------|----------------|
| | Q1 2017 | Q1 2016 | Percent Change |
| All Ports | 31,577 | 31,512 | 0.2% |
| Kahului, Maui | 11,023 | 10,945 | 0.7% |
| Inbound | 8,239 | 8,366 | -1.5% |
| Outbound | 2,784 | 2,579 | 8.0% |
| Hilo, Hawai'i | 8,405 | 8,147 | 3.2% |
| Inbound | 6,089 | 5,986 | 1.7% |
| Outbound | 2,316 | 2,161 | 7.2% |
| Kawaihae, Hawai'i | 5,223 | 5,179 | 0.9% |
| Inbound | 3,924 | 3,874 | 1.3% |
| Outbound | 1,299 | 1,304 | -0.4% |
| Nāwiliwili, Kaua'i | 6,578 | 6,483 | 1.5% |
| Inbound | 4,958 | 5,029 | -1.4% |
| Outbound | 1,620 | 1,454 | 11.4% |
| Kaunakakai, Moloka'i | 1,455 | 1,443 | 0.8% |
| Inbound | 1,133 | 1,101 | 2.9% |
| Outbound | 322 | 342 | -5.9% |
| Kaumalapau, Lāna'i | 1,042 | 1,413 | -26.2% |
| Inbound | 819 | 1,005 | -18.5% |
| Outbound | 224 | 408 | -45.2% |

NOTE: The "All Ports" category reflects every unique cargo item transported by Young Brothers. In contrast, the sum of individual ports is greater than the amount of unique shipments in the "All Ports" total. This is because transshipment cargo volumes (i.e., cargo that originates on a neighbor island, is transshipped at YB's Honolulu hub and terminates at another neighbor island port) are attributed to the neighbor island origin port as "outbound" cargo and the neighbor island destination port as "inbound" cargo. Transshipped cargo makes up a relatively small percentage of total cargo volume.

Appendix 2
 Young Brothers, Limited
 Agricultural Cargo Volume by Island and Port — First Quarter 2017

| Outbound Agricultural Cargo (CPEs) | | | |
|------------------------------------|---------|---------|----------------|
| | Q1 2017 | Q1 2016 | Percent Change |
| All Islands | 1,687 | 1,742 | -3.2% |
| O'ahu (Honolulu) | 470 | 451 | 4.1% |
| Maui (Kahului) | 181 | 275 | -34.2% |
| Hawai'i Island | 858 | 849 | 1.0% |
| Hilo | 580 | 586 | -1.0% |
| Kawaihae | 278 | 264 | 5.4% |
| Nāwiliwili, Kaua'i | 61 | 53 | 14.9% |
| Kaunakakai, Moloka'i | 118 | 114 | 3.5% |
| Kaumalapau, Lāna'i | - | - | 0.0% |

NOTE: Agricultural cargo volumes represent all regulated Young Brothers cargo that qualified for the 30% to 35% "Island Product" discount. In contrast to total cargo volumes in Appendix 1, agricultural cargo volumes are categorized only by the port from which they originated, meaning the island on which the agricultural product was grown.

Note regarding CPE unit of measurement: Young Brothers measures its cargo in units called "container/platform equivalents" (CPE), which allow a comparison of cargo volumes across different sizes of containers and other non-standardized cargo types.