



International
Container Terminal
Services, Inc.

12th Intermodal Africa Lagos 2014

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CEO Africa

International Container Terminal Services Inc

Excellence Uncontained

ICTSI's global portfolio

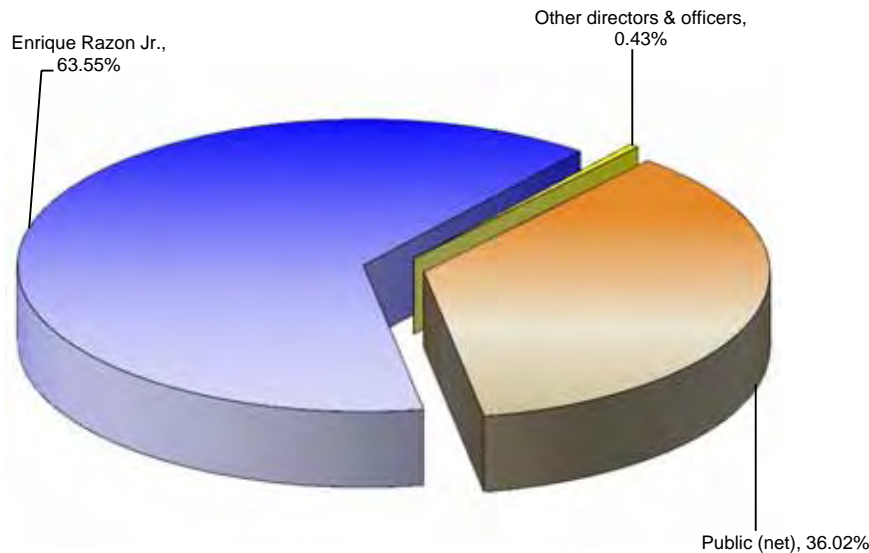


ICTSI geared for and ready for growth



- Ownership structure facilitates agility
- Public ownership ensures corporate governance

Highly successful international expansion ICTSI manages 28 terminals/projects in 20 countries



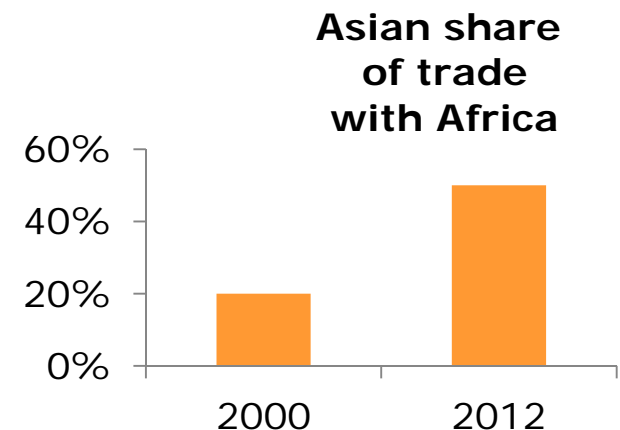
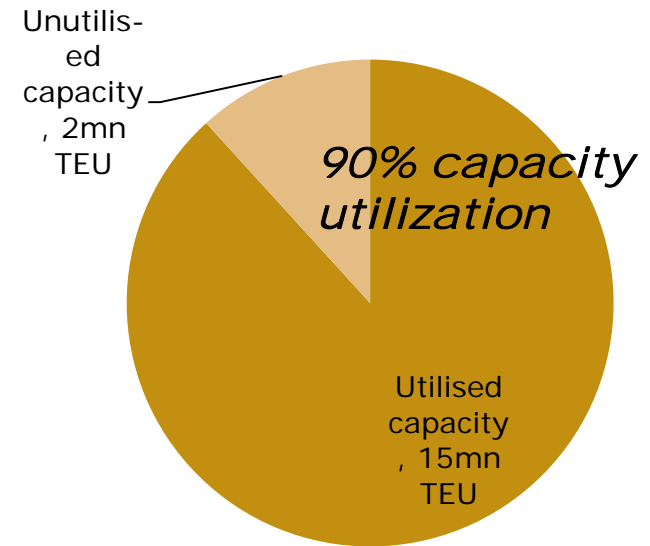
Unique strategy focused on

- Acquiring underperforming small/mid-sized ports and terminals turning them into leading facilities
- Building new modern gateway terminals

African market new trends



- Trade surge on key corridors; accelerated need for port capacity
- Trade lanes polarizing to Asia, China
- Most terminals privatized since 4-12 years; enough examples of success
- Gradual emergence of sophisticated, green field and private ports
- Significant total supply chain savings and efficiency gains
- Efficiency through moving the supply chain out of the congested city



Lekki will change African trade/supply



- Potential Africa service map 2017 onwards
- Major transshipment in largest markets
- Significant slot cost reduction
- Lower freight rates and higher efficiency
- More competition

8,000 – 10,000 TEU vessels

..... Key Main Services from Asia
..... Regional feeder routes

Lekki future proof infrastructure



Project characteristics

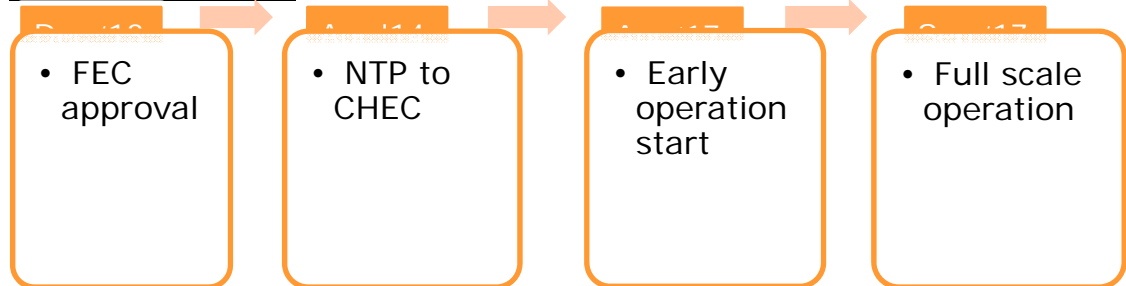
- Quay Length 1200 m
- Depth 16 m Max
- Yard 66 ha
- Capacity 2,5 mill TEU
- Modern gate facilities

- Equipment
 - Post Panamax 9 (14 max)
 - RTGs 31 (48 max)

Project status

- Concession and permits ✓
- Land secured ✓
- FEC approval ✓
- Construction contract ✓

Project timeline



Lekki is well connected to its markets



- 6 lane expressway connectivity to Lagos city via the Lekki-Epe Expressway
- Existing alternative roads around the lagoon to the wider Lagos market
- Committed expansion of key connecting roads by the authorities
- Working with authorities for a wider road network master plan
- Most importantly significant better than today's access and waiting time

Lekki, Nigeria – WIIF YOU !



- Nigeria already warrants big ships, Lekki will provide the needed deep water and efficiency
- High standard infrastructure saving time and “hassle” for liners as well as traders/importers
- Will provide a solid alternative to the congested Lagos port system
- Regional hub for cargo distribution along the West Africa coast
- Situated within a Manufacturing and Logistics Free zone hub

Lekki represents an optimum PPP

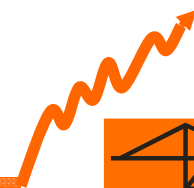
- Pivoted around a master plan view
- Takes port activity and trucks out of the city
- Committed modern facility
- Government has upside as shareholder; control as regulator
- Project not end; only means (FTZ)
- Focus on creating competition
- Transparency as tender won in an international transparent bid



Signing of sub-concession between ICTSI & Tolaram



Signing of EPC contract between Tolaram and CHEC



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Thank you !

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