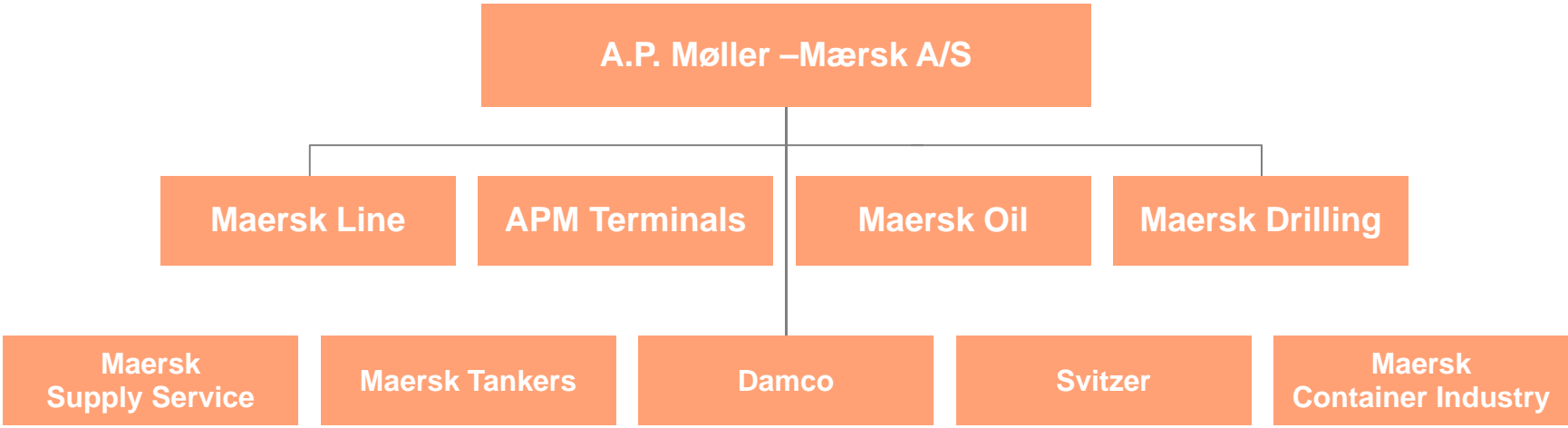




APM Terminals Nigeria

Our Group ownership structure



Nigeria Overview



Operate mainly in the shipping, logistics and terminal

Industries

Our core businesses:

- 1: Maersk Line
- 2: APM Terminals
- 3: Damco

Our strengths as a group are also applicable in Nigeria



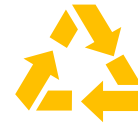
Global reach



Financial strength



Our employees

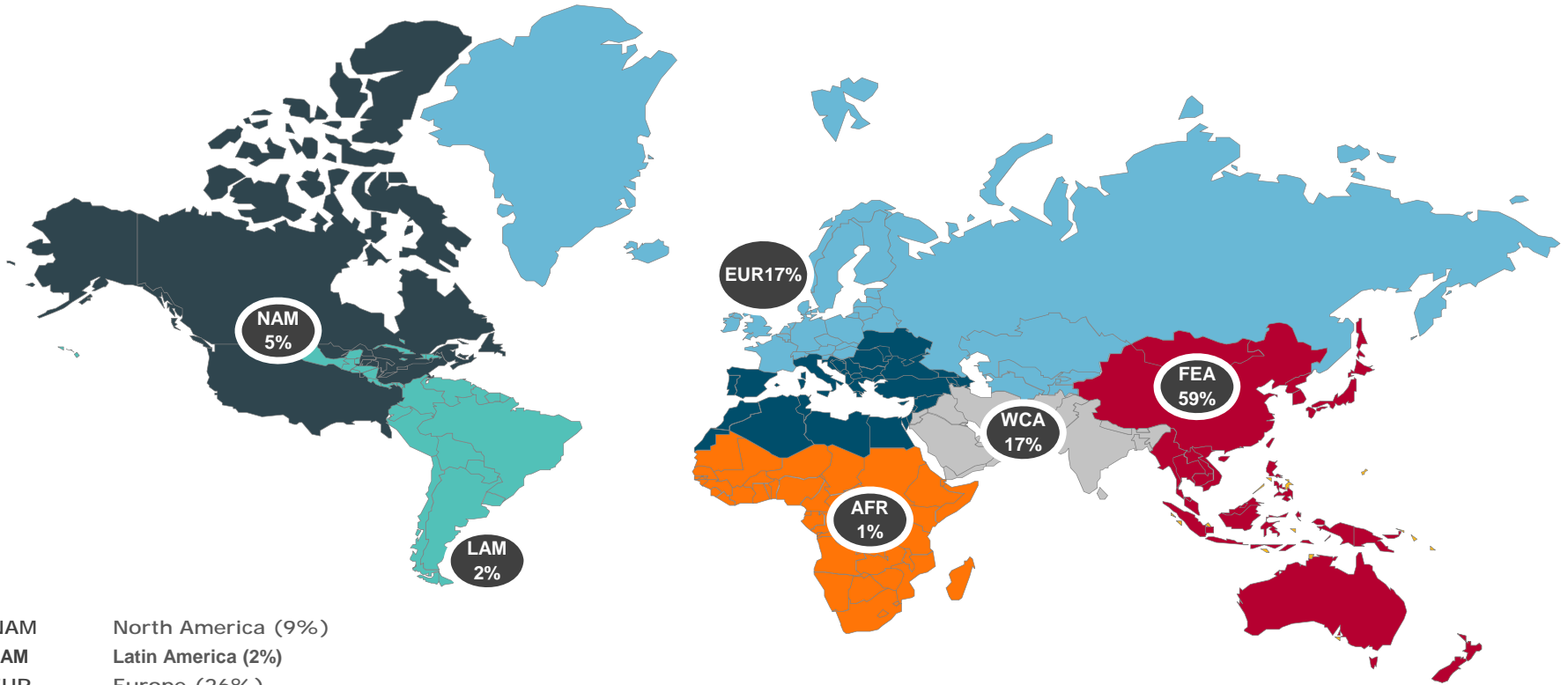


Sustainability



Drive to innovate

Import Sourcing to Nigeria



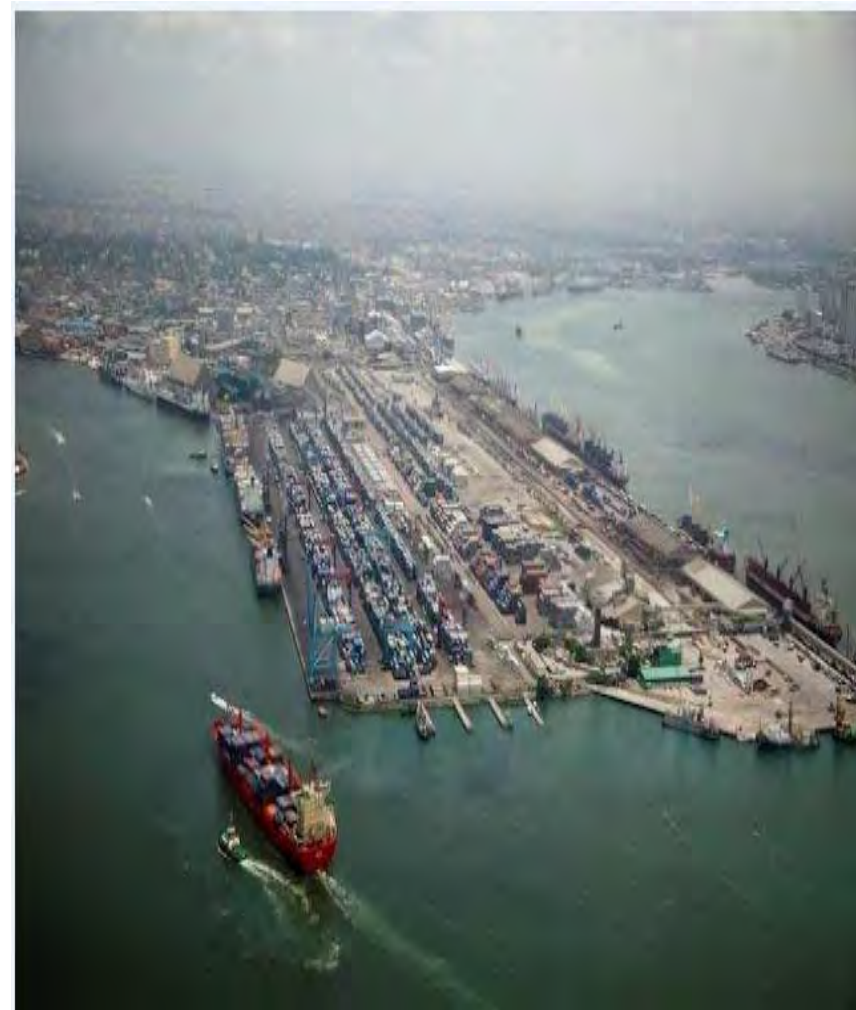
NAM	North America (9%)
LAM	Latin America (2%)
EUR	Europe (26%)
AFR	Africa (3%)
WCA	West and Central Asia (12%)
FEA	Far East (49%)

APM Terminals Apapa

- We are the Largest and best equipped terminal in Nigeria and west Africa.
- We Handle 46% of Lagos container imports.
- We are a Multi-user facility currently having 10 shipping lines calling
- We have invested over 220 Million USD on equipment, infrastructural, development, process automation, local employee training and safety.
- We are fully ISPS compliant.

Key figures - Nigeria

Employees:	964
Number of offices:	2 – Apapa, LillyPond
Volume in 2013	615,000TEUs
Number of Vessel calls	9 per week
No of Berths/Quay Length	4/1005m



APM Terminals Apapa – Brief History

- We had a 25 years concession agreement with Nigerian Government in 2006.
- We have a throughput capacity of 1,000,000 TEU – 2014
- APM Terminals currently has 964 staff.
- Dwell time of import has dropped by almost half
- We are the first container terminal to introduce RTGs operations in Nigeria.



Situation at take-over

- Vessel waiting time up to 30 days!
- No Yard markings
- Yard area waterlogged and filled with debris
- General poor condition of equipment
- Buildings within the terminal obstructing consolidated stacking and reducing capacity
- High Pedestrian traffic within the yard
- High incidences of pilferage and container loss
- Yard area occupied by moveable assets and sitting tenants



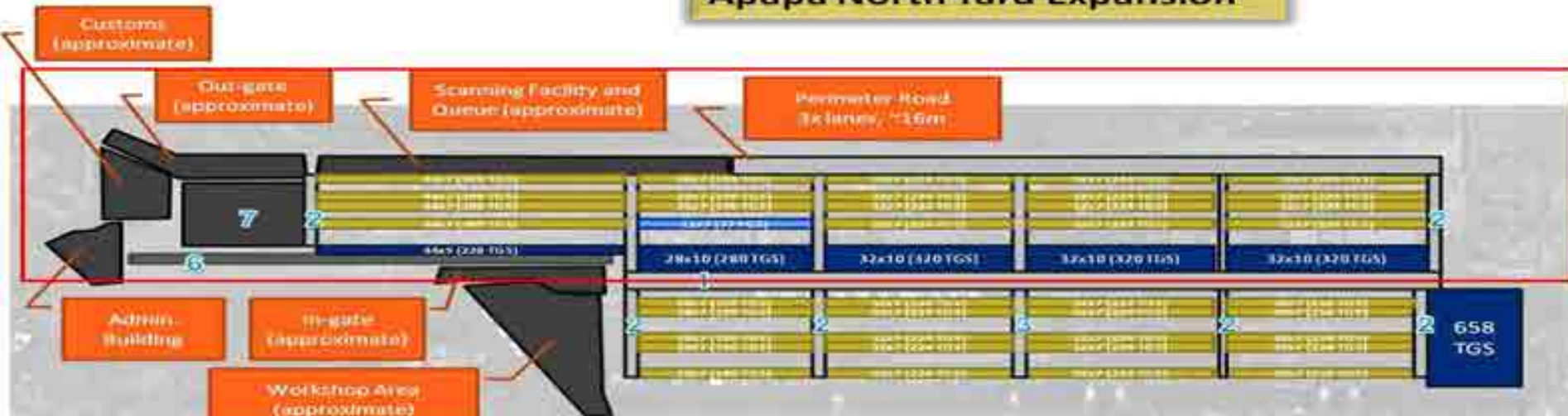
Situation today

- Average Berth productivity: 30 moves per hour
- Average crane productivity: 15 moves per hour
- Average Monthly throughput: 50,000 TEUs
- Average vessel waiting time: Less than 1 day
- Throughput capacity: 1,000,000 TEUs in 2014
- Average Import container dwell time: 18 days



Ongoing Terminal Expansion Project 2012-2016

Apapa North Yard Expansion



The terminal business plan and redevelopment project was approved November 2011 by the APMM Board. It involves re-development of about 22 ha on the north side of the terminal yard for RTG deployment and an increase in terminal capacity to 1.2M TEU

Major CAPEX items over five years include:

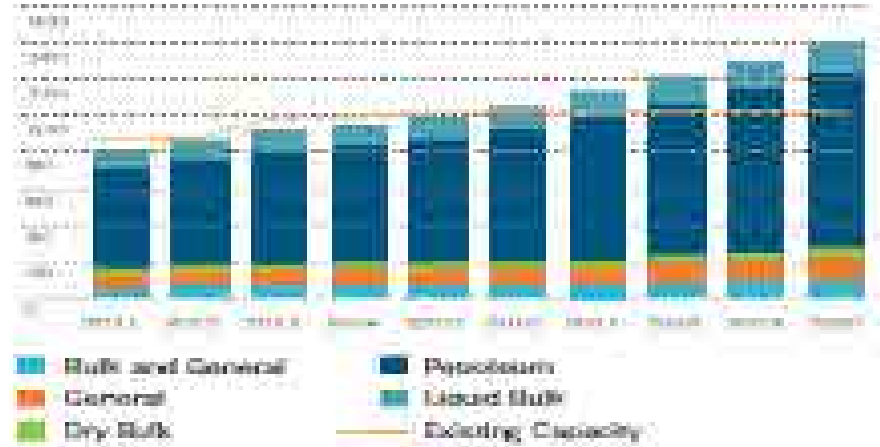
- Paving of terminal yard
- Demolition of the Dangote and Sunshine Oil (sitting tenant areas)
- New employee amenities and customer service buildings
- 10 x RTG, 3 x Empty Handlers and 60 terminal tractors
- 3 x MHC
- New Customs physical inspection system using racking and yard cranes - World First!

Addressing the Supply / Demand Imbalance

Current Utilization levels support need for new multipurpose Port c.2017

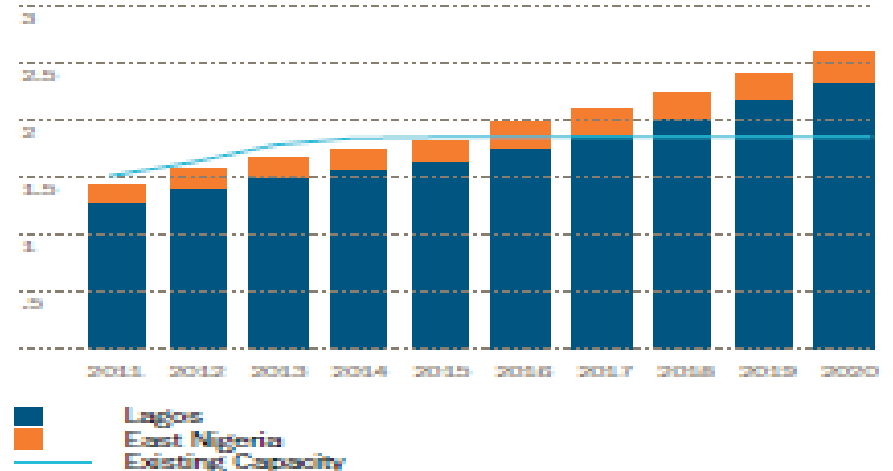


Nigerian Non-Containerized Throughput (million metric tons)



- Though volatile, container throughput in Nigeria is expected to grow at an average annual rate of 8 - 10% during the next ten years, with growth in East Nigeria being somewhat higher
- Considering current growth rates, the majority of existing facilities will be short of capacity during the same period

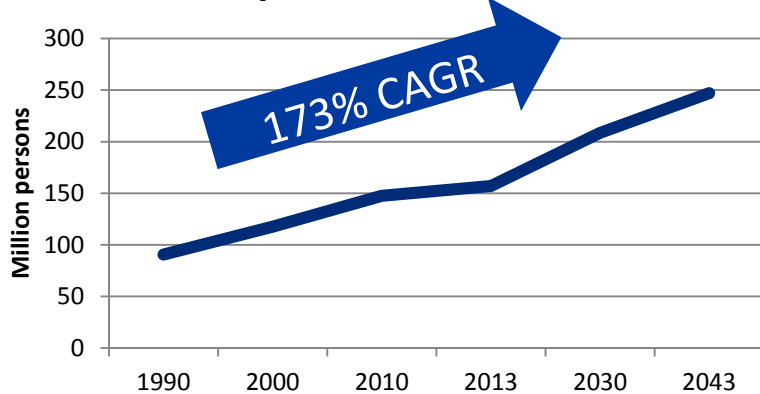
Nigerian Container Throughput (million TEU)



Restricted Hinterland access

Rising Population must be met with proper infrastructure planning

Population Levels

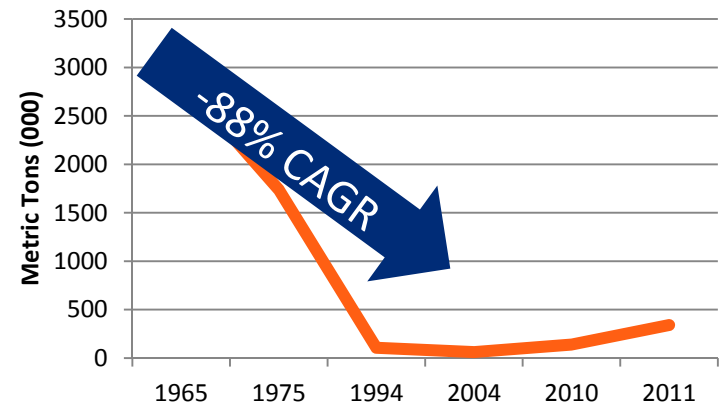


Source: IHS Global Insight

- Thirty years from now, Nigeria will have close to 250 million people living in country
- This will create additional burden on the major city centers and increase pressure on its roads and rail network
- Significant planning and investment must be made to prepare



Cargo Transit by Rail



Source: Nigeria Railways Corporation

Meeting the Country's Infrastructure Deficit

Developing the Badagry Port & Free Zone

A Superior Concept

- State of the art port
- Container Terminal
- Bulk Terminal
- O/G Supply Services
- Oil Refinery
- Rail and road intermodal connections
- Financially sound consortium with proven experience developing Greenfields
- Operational start up in 2018

A Superior Concept

- Extensive pre-marketing to Oil & Gas companies, shipping lines and other major industrialists
- Lasting replacement for congested metro-Lagos area
- Superior hinterland connectivity
- Immediate cooperation with Free Trade Zone

Backed by a Nigeria based Execution Team

- An experienced and capable engineering, construction and operating team with a proven track record
- Locally based, integrated team from day 1
- On the ground, ready and capable to mobilize construction immediately



Providing Sustained Financial Benefits

- 'Ripple effect' of new jobs and industries created
- Establishing Lagos as business and service center for West Africa
- Training and development of indigenous workers
- Increased efficiency and savings passed on to local importers and exporters

THANK YOU



APM TERMINALS

www.apmterminals.com