

APM Terminals



APM Terminals by the Numbers

- 69 countries
- 22,000 employees
- 76 Operating Port and Terminal Interests
- 5 new port projects in development
- 103 inland services operations
- \$4.17 billion revenue in 2016
- 37.3 million TEUS (weighted by equity share) containers handled in 2016
- 697 million TEUs * size of global container market in 2016

(*Source: Drewry Shipping Consultants 2016 - estimate)

APM Terminals is part of the Transport & Logistics unit of the Maersk Group

Maersk Group Copenhagen, Denmark

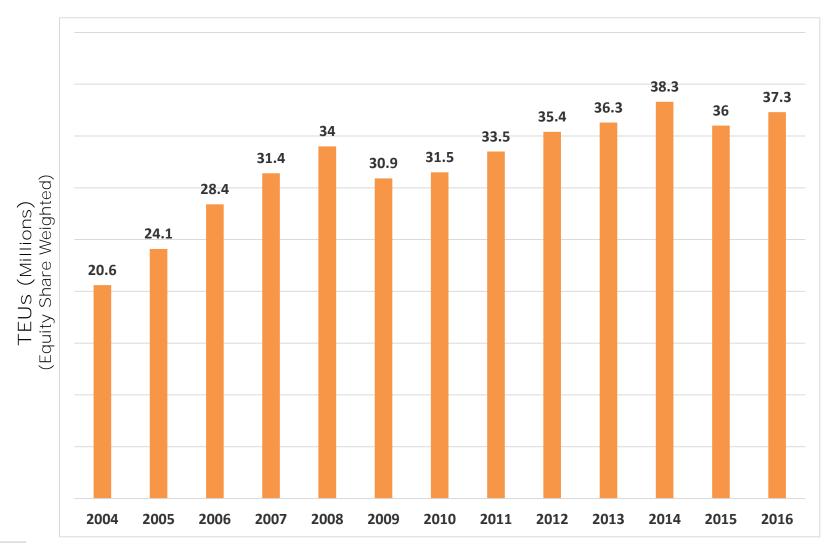
- 2016 Revenue: \$35.4b USD (Transport & Logistics; Energy)
- 88,000 employees in 130 countries.

APM Terminals The Hague, Netherlands

- 2016 Revenue: \$4.17b USD
- 2016 container volume: 37.3m TEUs (Container Volumes weighted by equity share)
- 22,000 employees, 69 countries



APM Terminals' container throughput: 2004-2016



Our port facilities: A balanced global network serving all major markets



Safety

Fatal 5 program



SAFETY for Life

Take Care of Today

Actively Prepare for Tomorrow

Reduce Operational Risk

Demonstrate constant care

Leadership and Culture

Accountability through empowerment

Technology and Innovation

Striving for higher standards

Strengthen Our Capability

Building the right team

Governance & Assurance

We use quality data and continuously validate / verify to drive improvement

- Safety integrated in daily activity and change processes
- Risks are identified, understood and actively managed



- Everyone being engaged in Safety activity
- Managers, supervisors acting as Safety Leaders
- Introducing Safety in the design of infrastructure
- Innovating to reduce risks
- Training employees and Leaders to be Safety competent
- Improving trough sharing and learning
- Engaging Contractors actively in our Safety Journey

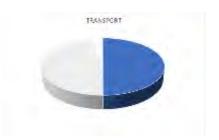


Origin

2014 - a terrible year 10 FATALITIES

A review of the most serious incidents and fatalities occurred in our organization in 2014 and previous years highlighted that mostly of them are related to these 5 areas:

- Transport
- Working at height
- Suspended Loads
- Stored Energy
- Control of contractors





We have lots of heavy equipment and vehicles moving around our operations continuously

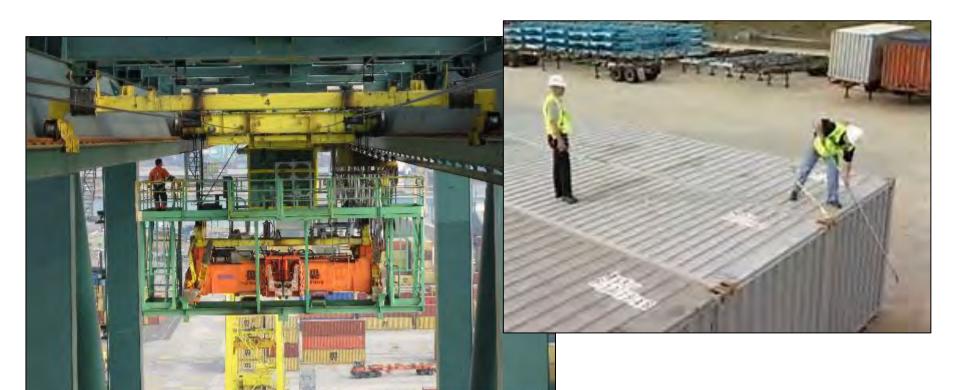








By default a lot of our work takes place at height







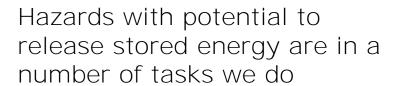
Loading, unloading and moving containers, materials and goods are daily activities

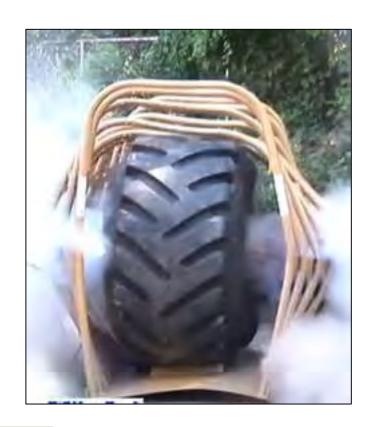
















TRANSPORT



WORKING AT HEIGHTS



SUSPENDED LOADS



STORED ENERGY

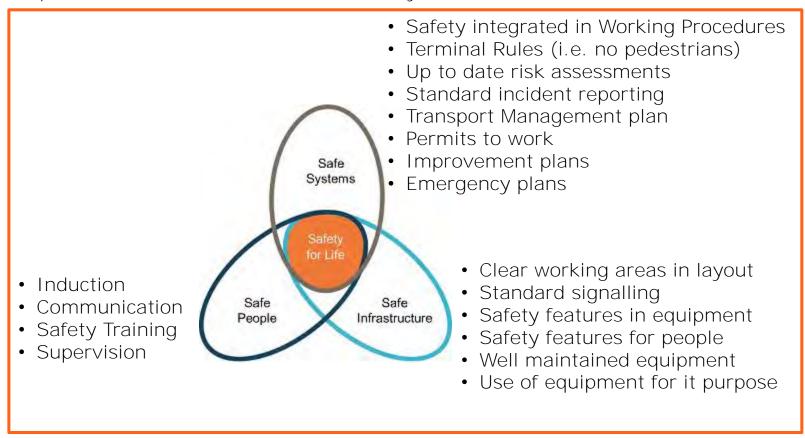


We employ contractors to carry out most of our highest risk tasks



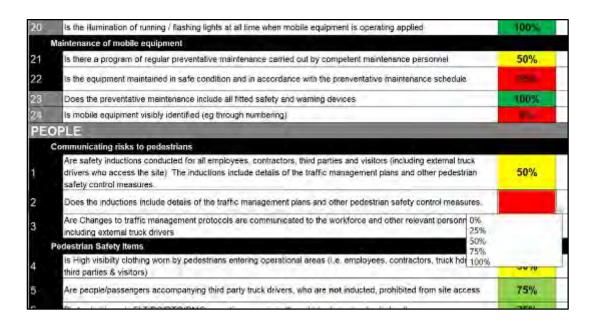
Vision - Set of Requirements

To reduce risks caused by these F5, APM Terminals has defined a set of Global Requirements based on the vision of Safety Excellence



<u>Assessment</u>

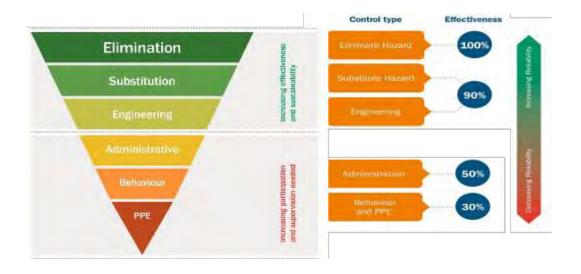
In a yearly basis, the compliance with these Global Minimum Requirements are assessed in each terminal resulting in a final score in each Fatal 5.



- Assessment done by local management team
- Assessment in some terminals is audited

Improvement plan

According scores and priorities, a plan is put together applying the hierarchy of Control.



 Plan champions are always members of Management team



Objectives

- Monitor Safety progress of each Terminal
 - Activity instead of results
 - · Steady progress instead an up & down
- To know Safety level of each terminal
 - To identify where to focus on HIGH priorities
- Reduce risks in terminals > Eliminate FATALITIES and severe incidents



Thank You!!



www.apmterminals.com











