APM Terminals Poti
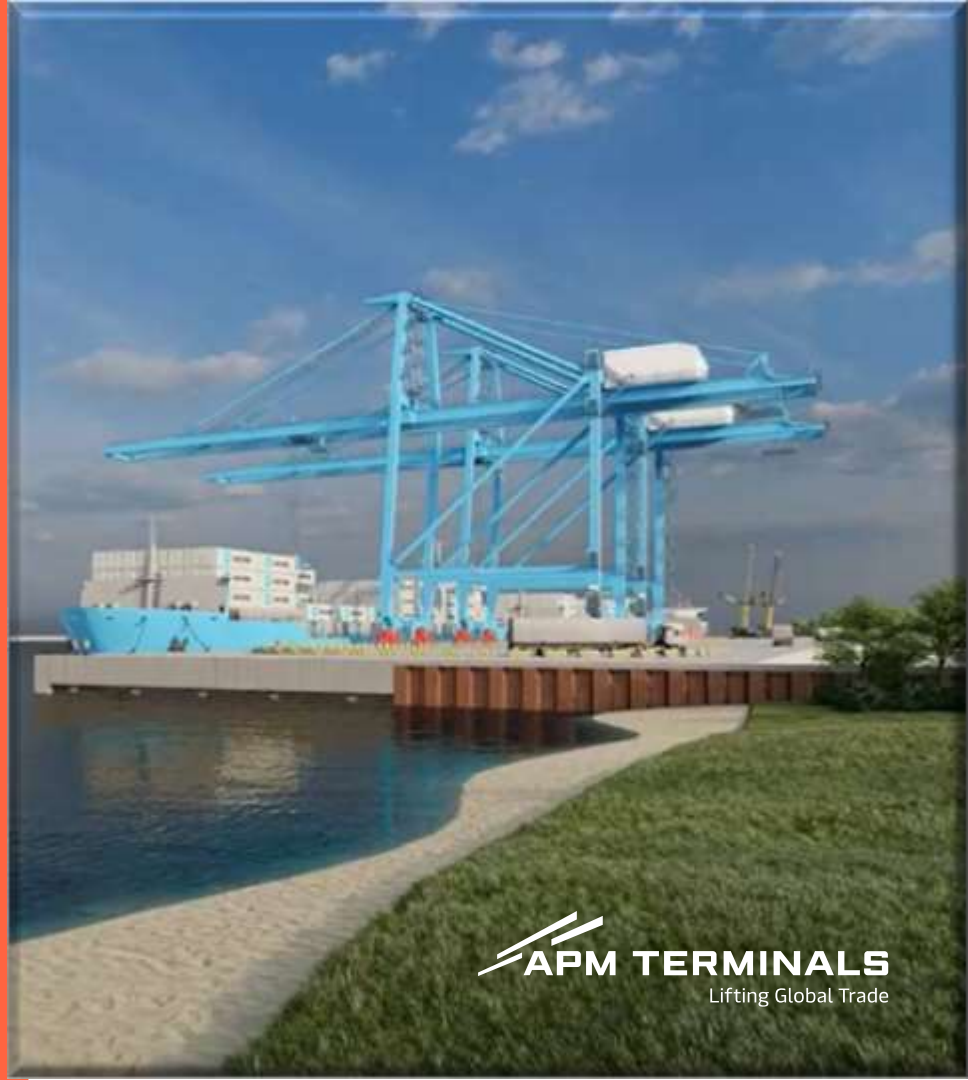
Poti Sea Port Expansion Plan: Challenges and Opportunities

Iain Rawlinson

6th April 2022

APM TERMINALS

Lifting Global Trade

Agenda

- APM Terminals Poti
  - present state
  - future development
- The Middle Corridor
- Challenges
- Digitalisation as a solution

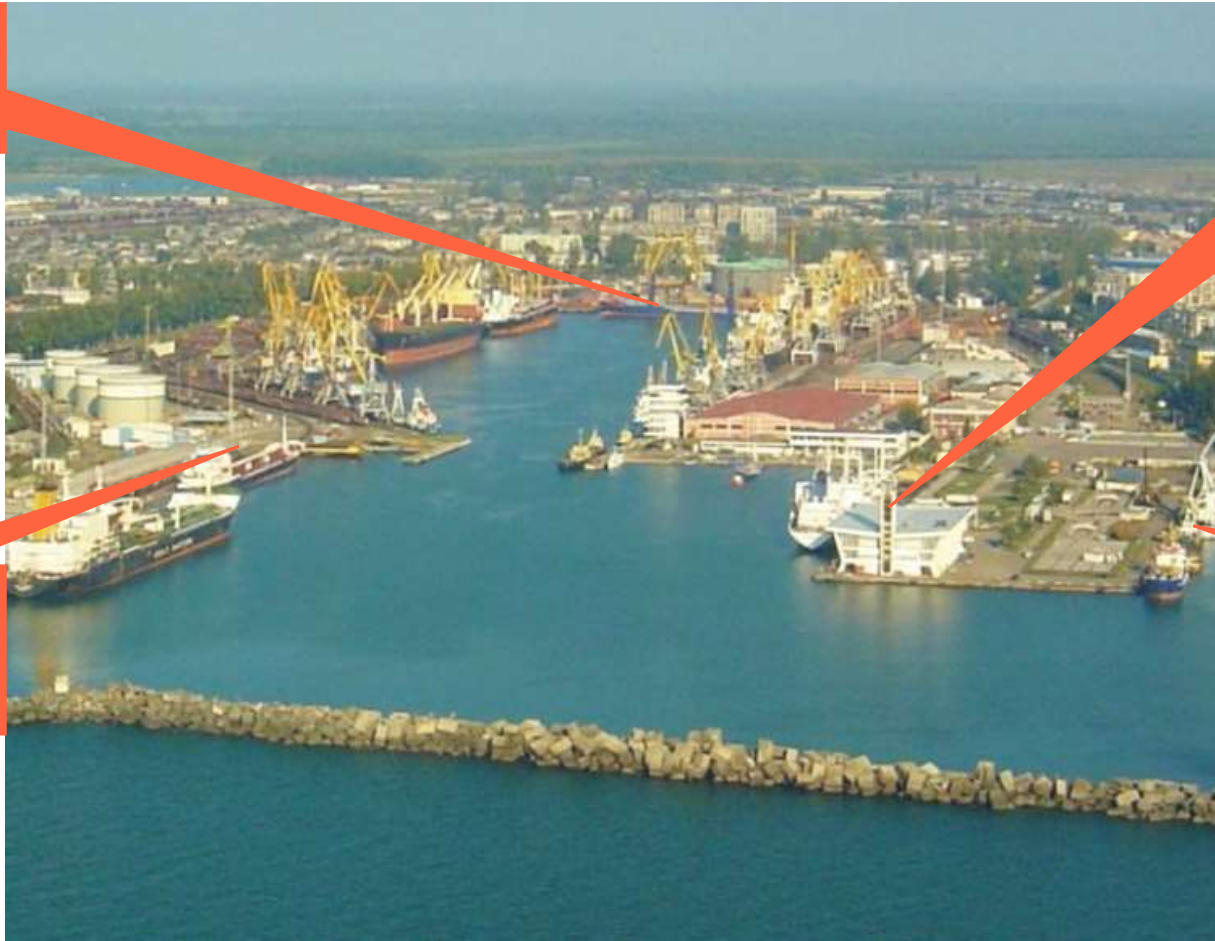# The Current Port Capacity

Berth 7
- LOA 180M
- Draft 8.2M

Berth 12
- LOA 150M
- Draft 6.5M

35 Ha land

900m Multipurpose Berths

6.5 - 12m Depth

5 Quay Cranes

550k TEU Container Capacity – 2021 Throughput: 330k TEU

1.7M MT Bulk Capacity – 2021 Throughput: 760k MT

Berth 2
- LOA 180M
- Draft 12M

Berth 14
- LOA 200M
- Draft 8.5M

APM TERMINALS
Lifting Global Trade

3

Classification: Internal

The Current Port Opportunities and Challenges

Challenges

Limited Draft

Yard Restrictions

No common regional platform for data interchange

Opportunities

Fast, transparent Customs processes

Appetite for investment

Port Expansion Plan

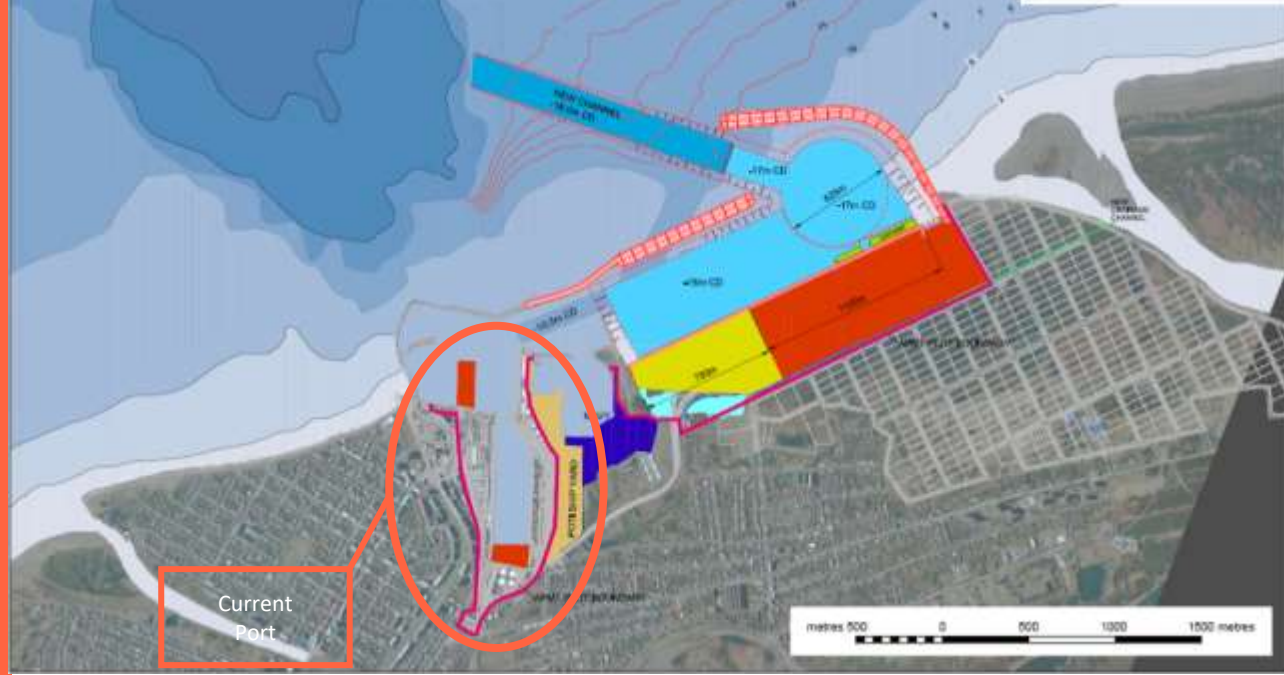4

APM TERMINALS
Lifting Global Trade
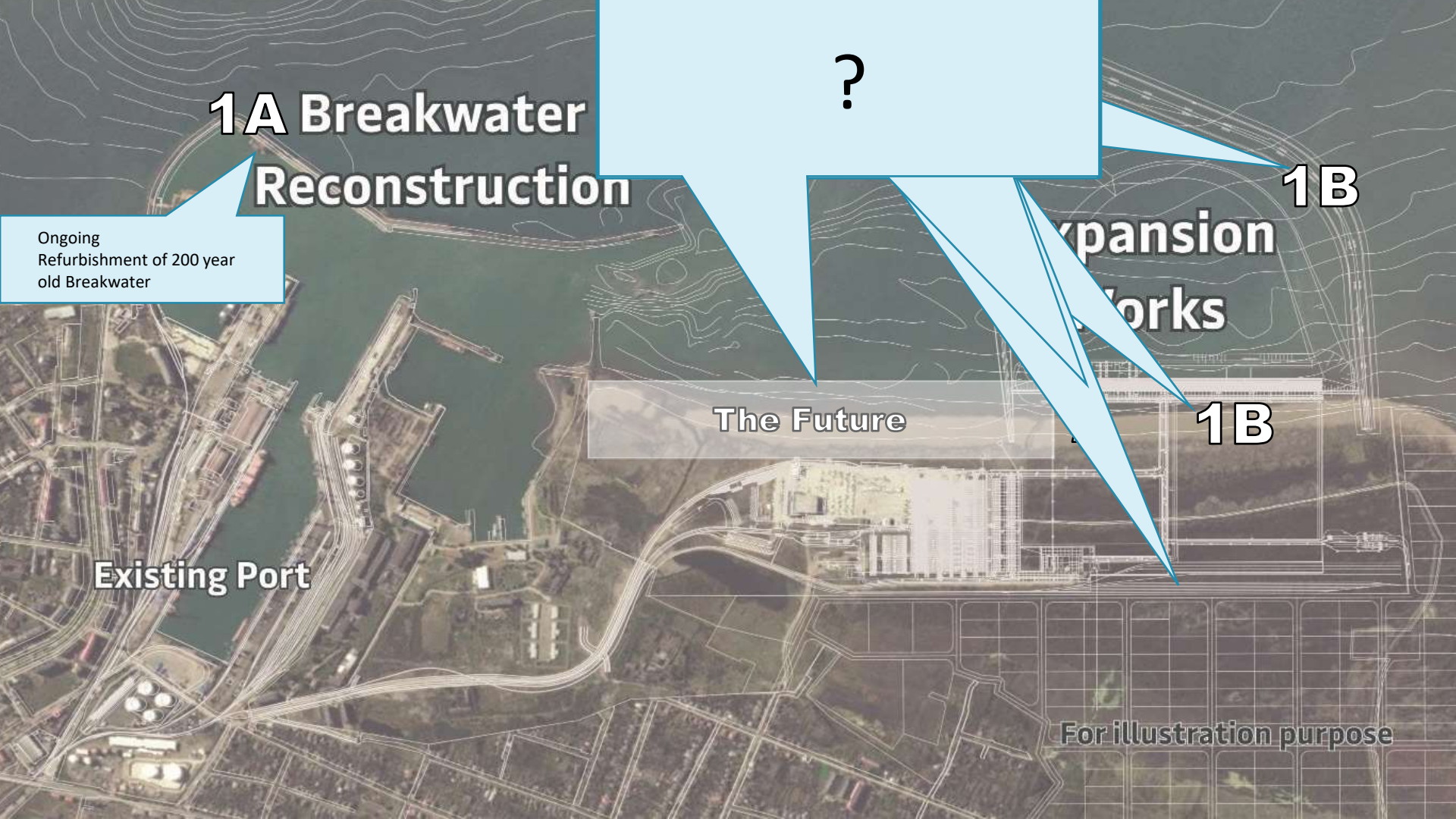
Poti Expansion Plan

Phase 1: go-live Q4 2024

Phase 2: go-live Q4 2026

Current Port

Current Port

35 Ha land

900m Multipurpose Berths

8.5m Depth

5 Quay Cranes

550k TEU Container Capacity – 2021 Throughput: 330k TEU

1.7M MT Bulk Capacity – 2021 Throughput: 760k MT

750 Employees

Bulk cargo handling capacity 24MT

Surplus capacity in bulk containers 1M MT

Future Port – USD 300m Investment (all phases)

100 Ha land

1600m Multipurpose Berths

15m Depth

8 Quay Cranes

1.1M TEU Container Capacity

5M MT Bulk Capacity

900 Employees

APM TERMINALS
Lifting Global Trade

The Middle Corridor

Where is it, and what does it mean for us?

APM TERMINALS Lifting Global Trade.

What is the Middle Corridor?

Its origins are the connection between China and Europe as part of the historical Silk Route

APM TERMINALS
Lifting Global Trade

With its origins in China

APM TERMINALS
Lifting Global Trade

But now a new market opens up across Central Asia

And the historical route gains new life across the Caspian Sea

APM TERMINALS
Lifting Global Trade

And the Caucasus

To its natural Black Sea hub

To connect to Europe and beyond

CONNECTING THE **CAUCASUS** AND **CENTRAL ASIA** TO THE WORLD

APM TERMINALS
Lifting Global Trade

Digitalisation and Tradelens

THE TRADELENS ECOSYSTEM

The foundation of TradeLens is its global supply-chain ecosystem. TradeLens is already working with over 175 organizations to expedite decision making and improve supply chain efficiency.

Shippers And Cargo Owners

Beneficial cargo owners (BCOs) at the heart of the supply chain are looking to increase the reliability of their supply-chain, respond quickly and with agility to changes in customer demand, and enable cross-organizational automation.

3PLs and Freight Forwarders

Third-party logistics providers (3PLs) handling their customers' cargo want to advance their digital strategy, gain immediate back-office efficiencies, and position their business as a trusted partner to their regional and global customers.

Intermodal Operators

Train, drayage and barge operators are looking for trustworthy visibility and document management tools to help make informed decisions and let them focus on efficient asset planning and building value-added services for customers.

Customs and Government Authorities

Authorities and agents in charge of the import and export of goods want powerful new tools to help them digitize the customs clearance data and document workflows, improve risk management, and increase transparency.

Ports and Terminals

Port and terminal operators are seeking ways to increase the efficiency of yard planning, improve communications around customs-release and connect to an extended port community.

Ocean Carriers

Carriers around the world are looking to gain efficiency and improve asset utilization in order to deliver better customer service and offer competitive rates on every shipment.

Financial Services Providers

Financial services providers, including insurance companies, want to automate laborious manual verification processes, increase transparency, simplify compliance and streamline financial settlements.

APM TERMINALS
Lifting Global Trade

THE TRADELENS PLATFORM

Powered by IBM Cloud and IBM Blockchain, the TradeLens Platform provides every entity involved in global trade with the digital tools to share information and collaborate securely. Unlike open, anonymous blockchains like those used for cryptocurrencies, on the TradeLens blockchain, members are known based on cryptographic identities and "trust anchors" operate blockchain nodes.

To date, TradeLens ecosystem members have securely published over 2.2 billion shipment events and 20 million documents to the TradeLens Platform, helping to reduce friction and simplify the process of trade.

Permissioned data

At the heart of the platform is a sophisticated permissions-based system that allows parties to view, edit and use data.

Blockchain-enabled

Unlike open, anonymous blockchains like those used for cryptocurrencies, on the TradeLens blockchain, members are "Trust Anchors" and known to the network based on cryptographic identities.

Standards-based

TradeLens is a neutral platform that is available to any party to a shipment, anywhere in the world. TradeLens is committed to standards and interoperability: The platform uses a data model and access control scheme aligned with UN/CEFACT.

Enterprise security

The TradeLens platform has been developed with comprehensive security measures in place to prevent intrusion and other threats. The TradeLens platform is accredited with the ISO27001 IT security certification.

Open APIs

TradeLens integrates with users' in-house systems via non-proprietary, publicly available APIs that are designed for ease of set-up and use. Reduce EDI maintenance costs with a family of open-standard APIs for real-time data transfer between supply chain partners.

APM TERMINALS
Lifting Global Trade

THE TRADELENS ECOSYSTEM TODAY

AUTHORITIES

Working with authorities from 10+ countries to deliver better information sharing, less manual paperwork, and easier connections to national single window platforms

CARRIERS

Partnerships with >15 global ocean carriers representing data on 60% of global container shipping volume

INTERMODAL + RAIL

Maximizing the value of logistics firms (3PL and Intermodal) by improving collaboration via open global standards around commercial, documentary, and operational elements

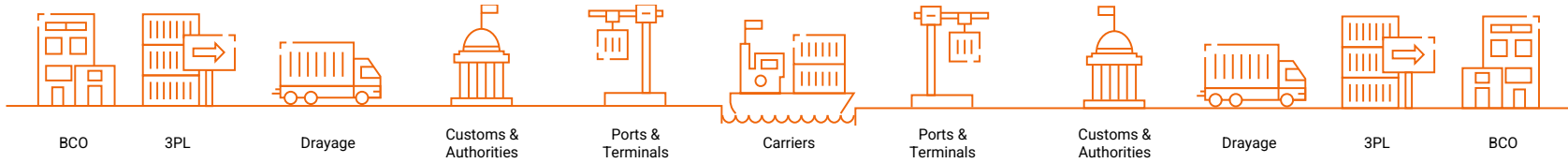## PORTS AND TERMINALS

+ Coverage across 6 continents

+ Data from up to 600 ports and terminals captured by existing TradeLens members

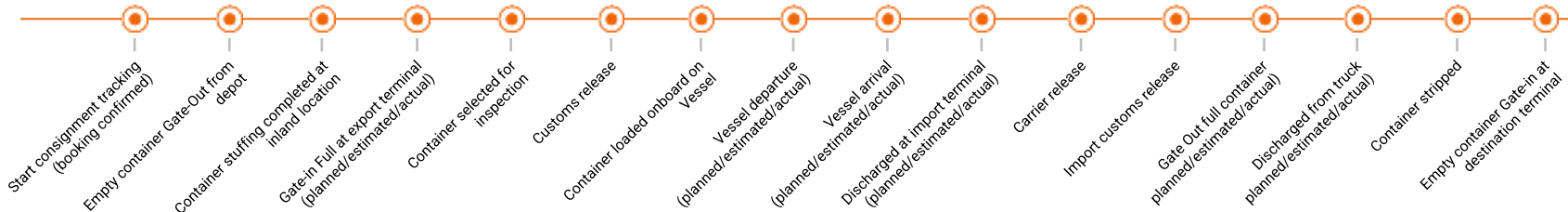+ 180+ ports and terminals directly integrated in to TradeLens

● Ports and terminals directly integrated with TradeLens

● Ports and terminals contributing data to TradeLens

APM TERMINALS
Lifting Global Trade

Classification: Internal

BCO 3PL Drayage Customs & Authorities Ports & Terminals Carriers Ports & Terminals Customs & Authorities Drayage 3PL BCO

SHIPPING EVENT AND SHIPMENT DATA*

- Start consignment tracking (booking confirmed)
- Empty container Gate-Out from depot
- Container stuffing completed at inland location
- Gate-in Full at export terminal (planned/estimated/actual)
- Container selected for inspection
- Customs release
- Container loaded onboard on Vessel
- Vessel departure (planned/estimated/actual)
- Vessel arrival (planned/estimated/actual)
- Discharged at import terminal (planned/estimated/actual)
- Carrier release
- Import customs release
- Gate Out full container planned/estimated/actual)
- Discharged from truck planned/estimated/actual)
- Container stripped
- Empty container Gate-in at destination terminal

STRUCTURED AND UNSTRUCTURED DOCUMENTS*

| Packing List | Original Bill of Lading | Non-Negotiable Bill of Lading | Advance Declaration | Pre-Paid Invoice | Certificate of Origin | Shipping Instructions | Importer Security Filing | Cargo Specific Certificate | Customs Clearance | Commercial Invoice | Export Documentation | Import Documentation |

TRADELENS BLOCKCHAIN BUSINESS NETWORK

* Note: representative sample only of the data on the platform

APM TERMINALS

Lifting Global Trade

Iain Rawlinson
Chief Commercial Officer
APM Terminals Poti
iain.rawlinson@apmterminals.com