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## **APM Terminals Opens New Facility in China**

**- Guangzhou South China Oceangate Container Terminal will serve booming South China trade**

### **4.2 million TEU terminal expands presence in high growth market**

Guangzhou, China – APM Terminals celebrated the grand opening of the Guangzhou South China Oceangate Container Terminal together with Guangzhou Port Group and COSCO Pacific.

Guangdong Governor Huang Huahua, Guangzhou Party Secretary Zhou Xiaodan and Guangzhou Mayor Zhang Guangning presided over the ceremony.

The new facility, located at Nansha Phase 2, is a 4.2 million TEU capacity container terminal designed to accommodate China's increasing global trade growth.

The Port of Guangzhou is uniquely positioned at the mouth of the Pearl River to serve the booming trade of Guangzhou, recognized as the economic engine of South China. Guangzhou's container throughput in 2006 was 6.6 million TEU, ranking fifth in mainland China and fifteen in the world.

Guangzhou South China Oceangate Container Terminal has a total quay length of 2,100 meters across six container berths, representing a total investment of USD 500 million. APM Terminals joined COSCO Pacific in the ownership, development and operations of the terminal, together with Guangzhou Port Group. APM Terminals' share in the Joint Venture is 20%.

During the ceremony, Mr. Tim Haas, Chief Operating Officer of APM Terminals Greater China Area, expressed appreciation to the Chinese Government, the Joint Venture partners and the terminal management for their efforts in opening the terminal and commented that "the terminal will provide customers with the best service in South China, and a new link to the APM Terminals' global terminal network".

Mr. Richard Nicholson, APM Terminals' Vice President for the Greater China Area, added "Our vision in the South China market is to invest in terminal capacity so our customers can grow with the trade, achieve better profitability and attain the speed, service and flexibility they need to compete and win in world markets. Guangzhou's remarkable economic growth makes this an exciting time for all of us living and working here. We are committed as a company, and as members of this community, to providing opportunities for personal and professional growth as well for all of our employees."

## **APM Terminals**

APM Terminals, with corporate headquarters in The Hague, Netherlands, is a leading, independent, global container terminal owner and operator of more than 45 terminals, serving about 60 container shipping lines around the world.

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## **Guangzhou Port Group**

The Port of Guangzhou is the most important port in South China servicing the booming trade of the Pearl River Delta. Total cargo throughput in 2006 was 300 million tons, ranked third in China and fifth in the world. It is a comprehensive port with cargo types ranging from containers, crude and product oil, coal, grain, chemical fertilizer, steel, iron ore, to automobiles etc.

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## **COSCO Pacific Limited**

The core businesses of COSCO Pacific Limited are container leasing, container terminal development and operation, and logistics services. Florense Container Holdings is the wholly owned subsidiary of COSCO Pacific for container leasing. COSCO Pacific is the 5<sup>th</sup> largest container terminal operating company in the world. It also owns 49% of COSCO Logistics Company Limited.

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## **Frequently-asked questions**

### 1. What was the timeline of development for Nansha Phase 2?

Nansha Phase 2, now known as Guangzhou Oceangate Container Terminal (GOCT), started construction in December 2004. The first two berths went into operation in December 2006 and the grand opening of the whole terminal with up to six berths across 2,100 meters of quay was held on 29 September 2007.

### 2. What other ports in China does APM Terminals operate?

APM Terminals has a wide coverage in the Greater China Area, including ports ranging from Dalian, Tianjin, Qingdao in the north, Shanghai and Xiamen in the East, and Guangzhou and Shenzhen in the South. In addition to our coverage in Mainland China, we also have two terminals in Kaohsiung, Taiwan.

### 3. Why is the Nansha Phase 2 facility so important?

The Port of Guangzhou is located at the heart of the Pearl River Delta. Within a radius of 100 km, Nansha Phase 2 covers the whole of West Pearl River Delta and a significant part of the East Pearl River Delta. Total port throughput of Guangzhou was 6.6 million TEU, ranked fifth in mainland China and fifteenth in the world. It is important that APM Terminals has a presence in Guangzhou to serve the booming trade in the area.

### 4. What is the history of APM Terminals port development in China?

Our first terminal investment dated back in 1994 with a minority share in Yantian International Container Terminal followed by a minority share in Dalian Container Terminal Limited in 1997. We have expanded our operations and terminal development steadily in China since then.

### 5. What eco-friendly equipment and other modern terminal handling equipment are used at the facility?

The terminal is equipped with auto-gate system using radio-frequency identification (RFID) technology. The terminal operating system and GPS system will largely reduce container husbandry at yard area, reducing RTG emissions and increasing the efficiency of yard operations. The terminal also installed an advanced sanitation system that eliminates water pollution. Nansha Phase 2 started the process of applying Sanitary Port Status to WHO in June 2007. It is one of the three pioneering ports in mainland China acquiring this status.

### 6. What are the terminal specifications?

Draft alongside:	15.5 meters
Draft of approach channel:	15.5 meters
STS cranes reach:	23 containers across
Refrigerated plugs:	4,968
Terminal area size:	223 hectares
Access for truckers:	12 inbound gates/6 outbound, and can be expanded to 12 outbound

### 7. What security technology is used at the terminal?

Closed circuit television (CCTV) system and the RFID access control system provide uncompromising security control for each of the containers in and out of the terminal.

8. How will this port help global supply chains?

The terminal will offer customers more routing options for South China trade which translates into greater flexibility for global supply chains. Furthermore, the terminal is located at Nansha which is the geographic center of the Pearl River Delta. Customers in West Pearl River Delta will save up to USD 130 of road haulage for each of the 40' containers if they choose Nansha as the port of entry/exit instead of Shenzhen and Hong Kong.

9. What are the top 10 ports in Greater China ranked by 2006 volume?

1. Hong Kong	23.2 million TEU
2. Shanghai	21.7 million
3. Shenzhen	18.5 million
4. Kaohsiung	9.8 million
5. Qingdao	7.7 million
6. Ningbo	7.1 million
7. Guangzhou	6.6 million
8. Tianjin	6.0 million
9. Xiamen	4.0 million
10. Dalian	3.2 million

Source: China Ports Yearbook 2006