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APM Terminals Introduces Crane & Engineering Services

- Based in Shanghai, CES provides independent consulting services for Crane Engineering, Quality Assurance, Commissioning and Procurement Project Management**

Shanghai, China – APM Terminals Crane & Engineering Services (“CES”), following the lead of its parent company in business development strategy, has been introduced as an independent service provider with the mission to serve customers outside of the A.P. Moller-Maersk Group. In this capacity CES can offer Port Authorities and container terminal operators with a specialized area of expertise and project management skills in the design, procurement and installation of STS cranes, RTG cranes and other heavy terminal equipment.

Founded as a separate business unit with APM Terminals in February 2009, the 25-person team operates out of Shanghai, where an office was opened in 2006 to coordinate business and engineering initiatives with Shanghai Zhenhua Heavy Industries (ZPMC), the world’s largest manufacturer of port cranes. CES also maintains offices in Germany and The Netherlands.

The procurement and performance of terminal handling equipment is a critical success factor for any port that has significant consequences to productivity and financial results if not managed properly. Port leaders are increasingly looking at terminal cranes as a way to improve operational excellence and cost savings for their liner customers in today’s tough operating environment.

“The purchase and installation of terminal cranes represents a large investment in port development and upgrading” notes CES Managing Director Halfdan Ross, adding “and any advantage in negotiating and designing can pay off for years in both direct and indirect benefits to the purchaser - a single post-Panamax STS can cost anywhere from USD 6-12 million and take one year to build and deliver from the manufacturer. That ties up a lot of capital”.

The CES team has responsibility for crane engineering, procurement and project management for the APM Terminals Global Terminal Network, which has over the past five years seen the purchase and installation of 139 STS cranes, including the largest Super Post-Panamax capability, with a 22-container reach, and 268 Rubber-Tired Gantry Cranes (RTGs) and Rail-Mounted Gantry Cranes (RMC) world-wide.

- Ends -

About APM Terminals

– providing the port infrastructure to drive global commerce

APM Terminals operates a Global Terminal Network of 50 terminals with 19,000 employees in 34 countries that provide the port infrastructure essential to international transportation and global economic growth. The company is the independent port operator of the A.P. Moller-Maersk Group. The liner shipping industry, served by APM Terminals and other operators, carries \$4.6 trillion worth of international trade - approximately one third of the total value of global commerce.

The company works closely with the international shipping community and national governments to reduce costs, deliver operational excellence and improve market access worldwide. Access to modern marine infrastructure drives local, regional and international market competitiveness and economic development. In 2007, the global shipping industry provided 4.2 million jobs worldwide, representing compensation of \$27.2 billion, and accounted for \$29.4 billion in capital investment, generating \$183.3 billion to global GDP, according to a recent study commissioned by the World Shipping Council.

For logistics professionals, the Global Terminal Network plays an important role in supply chain management with location, capacity, flexibility and efficiency clearly linked to supply chain success and port-centric logistics.

Media can download photos, videos and more information at www.apmterminals.com

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