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APM Terminals Acquires 50% of New Terminal in Santos

Terminal Investment Limited and APM Terminals to jointly manage new terminal in Santos

Santos, Brazil – APM Terminals will, subject to regulatory approval, acquire 50% of the shares in Brasil Terminal Portuario (BTP), a new container terminal being built in Santos, Brazil. APM Terminals and Terminal Investment Limited reached agreement to jointly manage the terminal.

BTP is currently developing the facility that is expected to be fully operational by mid 2013. The new container facility will feature 15 meter water depth and a capacity of 2.2 million TEU when fully built out, to serve Brazil's future ambitions through a world-class port capable of handling the next generation of vessels for the trade.

"In Brazil, one of the world's fastest-growing markets, port modernization represents a huge opportunity, stated Kim Fejfer, CEO of APM Terminals calling "the new agreement is an important step in offering our customers better access to Brazil markets". Vikram Sharma, CEO of Terminal Investment Limited added "this agreement will benefit Brazilian shippers by making Santos more competitive in world markets".

The Port of Santos serves the state of Sao Paulo and its hinterland. Roughly 50% of Brazil's GDP is generated in the areas served by the port of Santos and more than 25% of Brazil's trade passes through the port.

APM Terminals today operates in the Brazilian ports of Pecem and Itajai, and offers its customers inland services and depots.

Terminal Investment Limited today operates the terminal of Portonave in Navegantes, Brazil.

Ends

Q&A

1. What is the timeline for the project?

BTP is currently in the developing phase and the construction works have started this year. The terminal is expected to be completely constructed and fully operational by mid 2013 with initial operations starting in 2012.

2. How much did APM Terminals spend to acquire a 50% share in the TIL project?

APM Terminals has made a substantial investment but for commercial and competitive reasons, this figure is not made public.

3. Why did TIL sell 50% of its shares in the project to APM Terminals?

In the terminal industry, it is common to work in consortia or partnerships, and APM Terminals brings experience from its global portfolio to the project, both in terms of developing as well as operating the terminal. This will benefit the terminal, the Port of Santos and all its customers; shipping lines and shippers.

4. In what other terminals does APM Terminals and TIL share activities in?

This is the first joint project for TIL and APM Terminals.

5. Does the BTP terminal have an anchor client?

MSC is expected to be the anchor client, and is also planning to move volume from other locations to Santos. Various shipping lines have shown an interest in BTP, but BTP cannot reveal details related to contracts and negotiations with prospective clients.

6. What's the economic impact of the new port?

The new terminal will create jobs by attracting more shipping line activity and improving supply chain efficiency and scale.

7. What will the terminal offer - that is not offered in today's market?

Compared to other terminals in the Port of Santos, BTP will offer three berths with deep water allowing the next generation of vessels that require a water depth of 12-14 meters to be handled up to the highest efficiency standards. In addition, BTP will provide sufficient capacity so that its customers can manage their supply-chain more efficiently.

8. How will BTP compete against other ports in the region?

BTP will, as one of the first terminals in Latin America, be able to efficiently handle the next generation of vessels that are expected to be deployed on the trades to/from Latin America. This could potentially attract additional transshipment business to the Port of Santos, broadening Santos' network, and BTP is ready to accommodate this.

9. Is the Santos Port Authority supportive of the deal?

Yes, the port authority (CODESP) is supportive.

Artist impression of BTP



Artistic rendering of project.



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About APM Terminals

- Providing the port infrastructure to drive global commerce

APM Terminals operates a Global Terminal Network of 50 terminals with 18,000 employees in 34 countries that provide the port infrastructure essential to international transportation and global economic growth. 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 information at www.apmterminals.com

About TIL

Terminal Investment Limited (TIL) is a global terminal operator with interests in 15 countries across 5 continents, including the terminal of Portonave in Navegantes, Brazil. TIL's subsidiary BTP holds the concession to build and operate a container terminal in the Port of Santos. TIL has a unique relationship agreement with MSC whereby MSC has agreed to move its volumes through terminals established by TIL.

www.tilgroup.com