

Press Release 11 October 2011

## **APM Terminals to manage Sweden's largest container terminal**

### **- USD 115 million investment planned for Port of Gothenburg's Skandia Container Terminal**

**The Hague, Netherlands and Gothenburg, Sweden** – Executives from the Port of Gothenburg and APM Terminals were on hand today for the concession signing ceremony for Sweden's Skandia Container Terminal. The decision reflects the port's review of APM Terminals' bid submitted on 7 September 2011 to manage the port for the next 25 years. APM Terminals will invest over USD 115 million in the first five years of operation to make the port more competitive as a North Europe freight hub for the Nordic markets. Most of the investment will target infrastructure improvements.

In the last two years, the Port of Gothenburg has prepared its Ro/Ro, car and container terminals for privatization by incorporating them as separate concession holders, believing that private ownership of these terminals will give a new impulse to investment, competitiveness and cargo volumes.

"This is a big day not only for Gothenburg but also for the whole of Swedish industry. With APM Terminals global network and expertise and a willingness to invest, the Port of Gothenburg will consolidate its role as the major international port in Sweden," states Sven Hulterström, Chairman of the Port of Gothenburg.

"We are delighted that APM Terminals has been selected for this important national container terminal by the leaders of the Port of Gothenburg. It underlines the value our port expertise delivers to governments and customers whose focus is on meeting their national and commercial objectives. Projects like this enable us to grow national and regional economies. It is our experience that for a public-private partnership to be successful, the skills and commitment of the government is crucial. Throughout the bid process, we have been impressed by the Gothenburg Port Authority's clarity of objectives and effective approach to achieve them. We will build on the port's current strengths of location and deep water, introducing our core expertise in world-class operational excellence and safety, improving productivity levels and developing new solutions that attract more business," stated Martin Poulsen, CEO of APM Terminals Europe Region, based in Rotterdam, The Netherlands.

The deal is subject to approval from the Swedish Competition Authorities. The planned transfer of management and operations would be first quarter 2012.

"Our vision is to continue strengthening Skandia Container Terminal's position as a key trade gateway in Sweden and an economic generator for the country. We are committed to establishing world-class port standards and infrastructure. We have the scale and

expertise to do this – and look forward to working with the Port of Gothenburg to make this a joint success”, added Mr. Poulsen.

### **About the Port of Gothenburg**

The Port of Gothenburg, including all the terminal operations, is owned by the City of Gothenburg. When the new corporate structure is in place, operations will be divided into a Port Authority and three terminal companies run by external operators. The external operators will be responsible for operations, i.e. the handling of goods at each terminal, whilst the Port Authority will act as landlord and assume responsibility for the infrastructure.

### **Port Facts (2010 figures)**

- 880,000 containers TEU
- 564,000 ro/ro units
- 233,000 new cars
- 1.68 million passengers
- 22.7 million tonnes of oil
- 43.8 million tonnes of goods
- 900 employees

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### **About APM Terminals**

**– providing the port and inland infrastructure to drive global commerce**

APM Terminals is taking a leading role in addressing the critical issues facing the transportation industry. With our customers and business partners, the company has designed the world's most comprehensive port and inland network to meet the shipping community's needs today, tomorrow and in the future. With more than 60 ports and 132 inland facilities in 63 countries – the goal is to offer the market more solutions than ever before to help companies and countries achieve their ambitions. Media can download high resolution photos and more information at [www.apmterminals.com](http://www.apmterminals.com)

### **2011 Port projects underway:**

#### **Asia**

Cai Mep, Vietnam  
Qingdao, China

New terminal; opened March 2011  
Expansion of terminal

**Africa**

Apapa, Nigeria	Expansion of terminal
Pointe-Noire, Republic of the Congo	New terminal being built
Port Said East Phase II, Egypt	Expansion of terminal
Luanda, Angola	Expansion of terminal
Monrovia, Liberia	New project; implemented March 2011

**Europe**

Rotterdam, Netherlands	New terminal being built
Vado, Italy	New terminal being built
Wilhelmshaven, Germany	New terminal being built
Poti, Georgia	New terminal project, implemented May 2011
Gothenburg, Sweden	New terminal project

**Middle East**

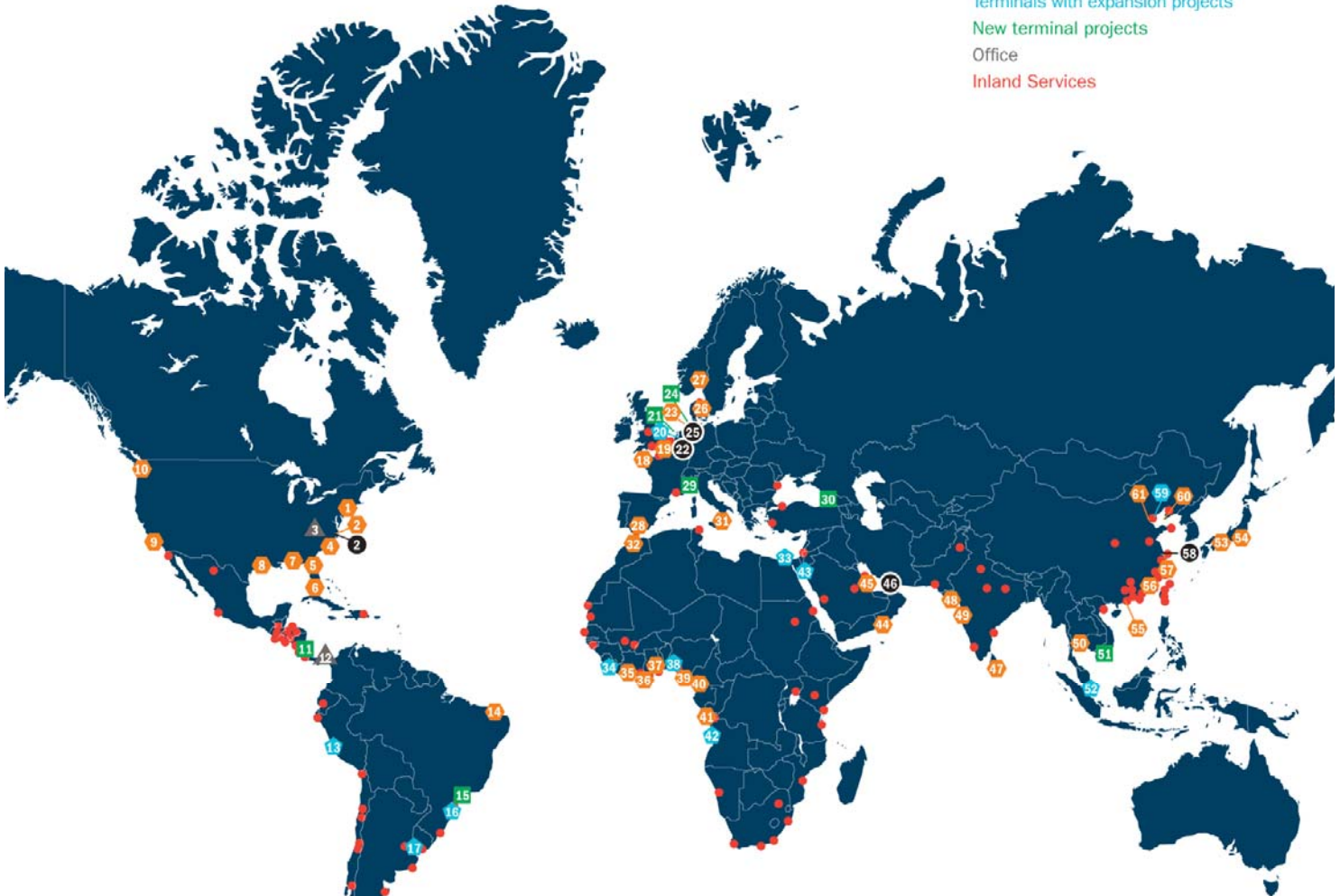
Aqaba, Jordan	Expansion of terminal
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**Latin America**

Santos, Brazil	New terminal being built
Moin, Costa Rica	New terminal being built
Callao, Peru	New terminal project, including expansion

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**Key colors**

- Head Offices
- Operational terminals
- Terminals with expansion projects
- New terminal projects
- Office
- Inland Services

**Americas**

- 1 Port Elizabeth, New Jersey, USA
- 2 Americas Regional Office Portsmouth, Virginia, USA
- 2 Portsmouth, Virginia USA (Leased to VA Port Authority)
- 3 Charlotte, North Carolina, USA
- 4 Charleston, South Carolina, USA
- 5 Jacksonville, Florida, USA
- 6 Miami, Florida, USA
- 7 Mobile, Alabama, USA
- 8 Houston, Texas, USA
- 9 Los Angeles, California, USA
- 10 Tacoma, Washington, USA
- 11 Moin, Costa Rica
- 12 Panama City, Panama
- 13 Callao, Peru
- 14 Pecem, Brazil
- 15 Santos, Brazil
- 16 Itajai, Brazil
- 17 Buenos Aires, Argentina

**Europe**

- 18 Le Havre, France
- 19 Zeebrugge, Belgium
- 20 Rotterdam, Netherlands
- 21 Maasvlakte II, Netherlands
- 22 Europe Regional Office Rotterdam, Netherlands
- 23 Bremerhaven, Germany
- 24 Wilhelmshaven, Germany
- 25 World headquarters, The Hague, Netherlands
- 26 Aarhus, Denmark
- 27 Oslo, Norway
- 28 Algeciras, Spain
- 29 Vado, Italy
- 30 Poti, Georgia
- 31 Gioia Tauro, Italy
- 32 Tangier, Morocco
- 33 Port Said (SCCT), Egypt

**Africa – Middle East**

- 34 Monrovia, Liberia
- 35 Abidjan, Ivory Coast
- 36 Tema, Ghana
- 37 Cotonou, Benin
- 38 Apapa, Nigeria
- 39 Onne, Nigeria
- 40 Douala, Cameroon
- 41 Pointe Noire, Congo
- 42 Luanda, Angola
- 43 Aqaba, Jordan
- 44 Salalah, Oman
- 45 Bahrain, Bahrain
- 46 Africa, Middle East Regional Office, Dubai, UAE
- 47 Colombo, Sri Lanka

**Asia – Pacific**

- 48 Pipavav, India
- 49 Mumbai, India
- 50 Laem Chabang, Thailand (2 terminals: LCB1 and LMCT)
- 51 Cai Mep, Vietnam
- 52 Tanjung Pelepas, Malaysia
- 53 Kobe, Japan
- 54 Yokohama, Japan
- 55 Guangzhou, China
- 56 Xiamen, China
- 57 Shanghai, China
- 58 Asia Pacific Regional Office, Shanghai, China
- 59 Qingdao, China (3 terminals: QQCT, QQCTU and QQCTN)
- 60 Dalian, China (2 terminals: DCT and DPCT)
- 61 Tianjin, China (2 terminals: TACT and TECT)