

Press Release 29 December 2011

## **APM TERMINALS WINS LAZARO CARDENAS, MEXICO TERMINAL**

- **USD 900 million investment will strengthen infrastructure, transform economic and social development**
- **Closest port to Mexico City's 21 million population with rail connections**
- **Deepwater container port reshapes Mexico's congested Pacific port dynamics and attractiveness**
- **Only port on Mexico's Pacific coast with 16.5m depth and plans to dredge up to 18m.**
- **Logistics providers gain more opportunities for near-sourcing**
- **Natural location for Central America trans-shipment**
- **Future potential: US Gulf market**

**Lazaro Cardenas, Mexico** - The port authority of Lazaro Cardenas has announced APM Terminals as the winner of its deepwater container terminal bid (TEC2), designed to attract private investment and operational efficiencies to the port. The award represents a 32 year concession of a greenfield site for the design, financing, construction, operation and maintenance of a new container terminal at the port.

APM Terminals CEO Kim Fejfer said "We are honored to receive this award from the Port Authority to launch a new era in Mexican ports. Our vision is to make Mexico's infrastructure more competitive by investing USD 900 million that promises to create significant economic benefits nationwide to lift Mexican business and society through a stronger port. This new port will increase the country's international trade competitiveness, attract more foreign investment and reduce logistics costs through higher operational efficiency. In short: We simply believe strongly in the Mexico market."

Demographics-wise, Mexico has a population of 112 million with the purchasing power of a fast growing middle class. It has an extensive coastline, numerous manufacturing sites and offers near-sourcing benefits to logistics providers serving North America. As a port operator, APM Terminals will inject high reliability into supply chains through its operational excellence models. The new port is also a strategic fit into APM Terminals' broader Latin America strategy to create the port and inland solutions that lift the region.

Phase I consists of an investment over USD 300 million to build a 43 hectare container yard, 650 meter quay with two berths, an administration building, warehouse, gates and modern on-dock rail facilities to serve growing intermodal cargo volumes to Mexico City – one of the largest cities in the world, and cities to the north up to Monterrey. New container handling equipment will be purchased: 5 Super-Post-Panamax ship-to-shore gantry cranes with 23 wide reach and 17 Eco-RTG's (Rubber tire gantry cranes), a fleet of trucks and other specialized equipment. This first phase will be completed in 2015 and operations start Q1 2015.

The terminal will undergo phased expansion in accordance with provisions stipulated in the concession agreement and driven by commercial market demands. Once

construction of the final phase is completed, the terminal will have a total area of 102 hectares, with 1,485 meters of quay, 4 berths and water depth in the channel and alongside of 16.5 meters. Job-wise, 900 jobs will be generated during the construction phase and more than 550 jobs during the first phase of operation, excluding indirect jobs in the area.

The on-dock railyard is a key defining feature of the terminal in the market designed to allow shipping lines to pre-stow intermodal cargo for direct transfer to rail which is not an option presently offered at other terminals. The rail tracks will be parallel to the berth. Rail Mounted Gantry's (RMG's) will transport boxes from berth to rail. Future phases offer the potential of rail service to the US Gulf once rail capacity and infrastructure is in place for a border transfer by the rail provider.

APM Terminals has partnered with Mexico's largest, leading construction company, ICA, who will have a 5% share, designed to leverage ICA's expertise in construction and high standards with materials procurement in the Mexico market.

In Mexico, APM Terminals operates inland services in Ensenada, Lázaro Cárdenas and Manzanillo that focus on inland transportation and storage depots.

## **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 leading 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  
Pointe-Noire, Republic of the Congo  
Port Said East Phase II, Egypt  
Luanda, Angola  
Monrovia, Liberia

Expansion of terminal  
New terminal being built  
Expansion of terminal  
Expansion of terminal  
New project; implemented March 2011

#### **Europe**

Rotterdam, Netherlands  
Vado, Italy  
Wilhelmshaven, Germany  
Poti, Georgia  
Gothenburg, Sweden

New terminal being built  
New terminal being built  
New terminal being built  
New terminal project, implemented May 2011  
New terminal project

#### **Middle East**

Aqaba, Jordan

Expansion of terminal

#### **Latin America**

Santos, Brazil  
Moin, Costa Rica  
Callao, Peru  
Lazaro Cardenas, Mexico

New terminal being built  
New terminal being built  
New terminal project, including expansion  
New terminal project

#### **Contacts:**

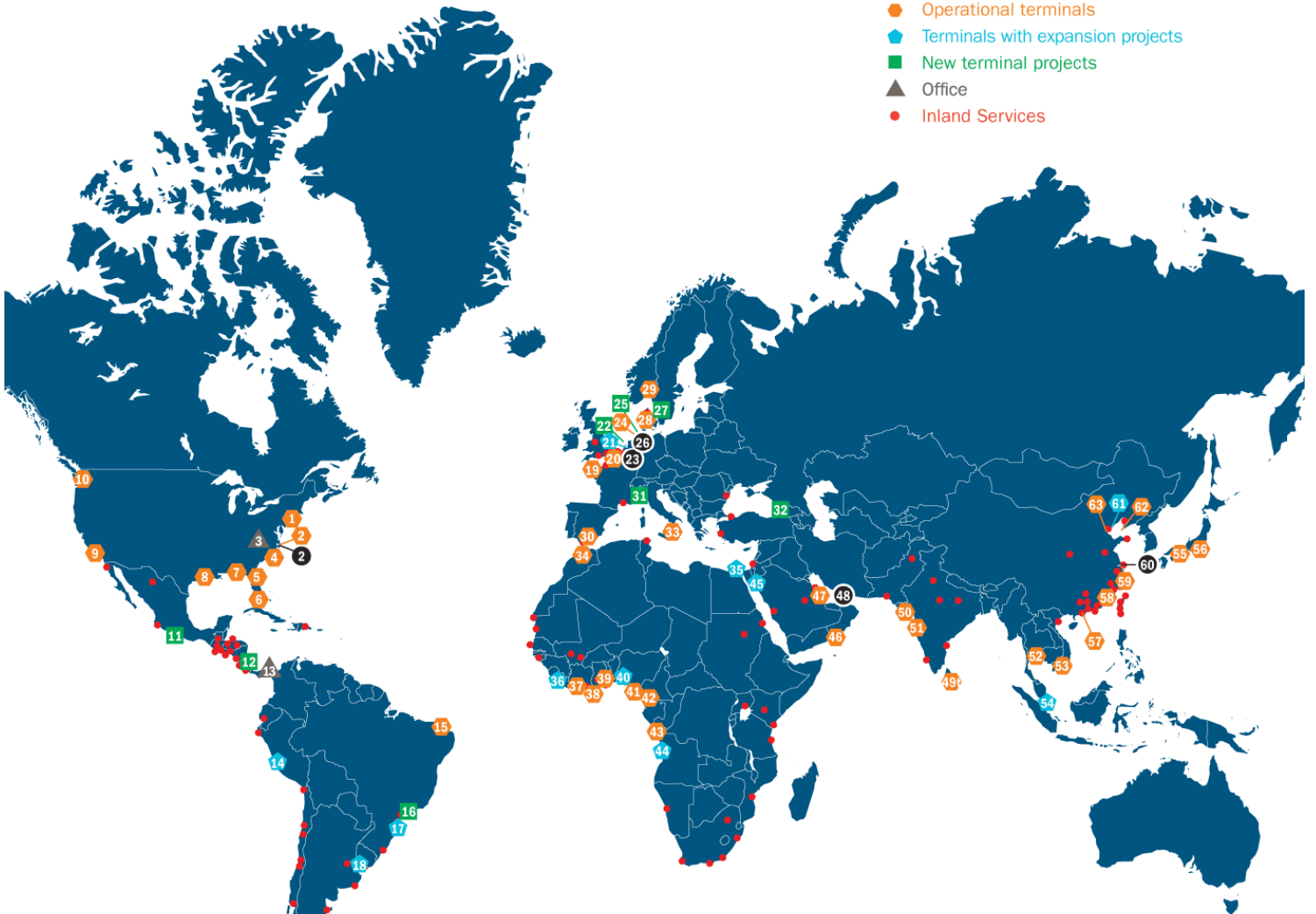
Tom Boyd, Director, External Communications  
APM Terminals  
The Hague, Netherlands  
+31-70-304-2181  
[Thomas.H.Boyd@apmterminals.com](mailto:Thomas.H.Boyd@apmterminals.com)

#### **For Spanish language media:**

Manuel Garmilla, Senior Director, Terminal Engineering  
APM Terminals  
Charlotte, North Carolina USA  
Cell: +1 704 408 8005 (based in Mexico City time zone)  
[Manuel.Garmilla@apmterminals.com](mailto:Manuel.Garmilla@apmterminals.com)

**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 Lazaro Cardenas, Mexico
- 12 Moin, Costa Rica
- 13 Panama City, Panama
- 14 Callao, Peru
- 15 Pecem, Brazil

**Europe**

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

**Africa – Middle East**

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

**Asia – Pacific**

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