

# Kim Fejfer, APM Terminals CEO speech at APM Terminals Maasvlakte II Rotterdam official opening ceremony April 24, 2015

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Your Majesty, Your Excellencies, Ladies and Gentlemen!

Good afternoon,

It is with a lot of pride that I stand here today and welcome you all to the opening of APM Terminals Maasvlakte II. And I would like to extend an especially warm welcome to His Majesty the King Willem-Alexander.

APM Terminals is a global and leading Ports Company with activities in 63 countries and 100% owned by the A.P. Moller-Maersk Group out of Copenhagen, Denmark. APM Terminals is globally headquartered in The Netherlands and it has been like that since 2004.

We are very proud to call The Netherlands our home - a country that has allowed APM Terminals to grow as an international company. Your Majesty's presence here today only reaffirms this pride.

And today we have yet another thing to be proud of. We together brought to life what began as a vision of how the port of the future should look like: Today we inaugurate the world's most innovative and technology-advanced container terminal.

It has certainly been an amazing journey to get to where we are. In 2006, we signed a concession agreement with the Port of Rotterdam to transform a giant plot of sea and sand into our vision.

The project really began with listening to our customers – the shipping lines. We recognized that we would have to revolutionise terminal operations to cater for the changes in the container shipping industry.

So we developed what probably will become the most productive – and safe -terminal in the world– through separating man from machine, as we say.

With this terminal, a new chapter in the international history of container terminals is written, as we demonstrate that safety, efficiency, sustainability, and world economic trade *can* go hand-in-hand.

Let me just share with you some impressive facts about our new flagship:

- The terminal is built on a piece of reclaimed land equivalent to 105 football fields
- The terminal can handle 2.7 million twenty foot containers pr. year. This is roughly 52,000 containers per week. If these 52,000 containers were lined up, this would equal the distance from here to Paris and back again.
- The automation of the operation means that the same people who would normally work in a hazardous environment, will do the same job - not manually - but remotely using machines while located in a safe office environment.
- The terminal is a totally emission-free operation. All the terminal's power requirements are ultimately provided by wind generated electricity.

APM Terminals MVII builds on our strong experience from APM Terminals' MVI, an award winning terminal and recognized for being the most productive terminal in Europe. So our presence at MV1 has really laid the foundations for us to continue to expand within the port.

With two distinctly different, but superior and winning facilities - each in their own right – it should come as no surprise that we can now call Port of Rotterdam our flagship location.

But the development of the most advanced container terminal in the world is not just about sand, quay walls and cranes. At the end of the day it is about people. It is about team work, cooperation, leadership and passion.

So let me express my sincere gratitude and thanks to some of the people and parties involved in getting us to where we are today:

I would like to thank:

- The representatives of the government of the Netherlands for your interest in and support for APM Terminals.
- All authorities we work with at all levels - be it state, region or local - for good cooperation, for business friendly and international approach with a keen interest in the shipping world
- The Port of Rotterdam for its brave and bold vision for Maasvlakte 2 and the continued development of Europe's most important seaport and gateway.
- All contractors, engineers, architects that helped and supported us in constructing the terminal.
- And to our own employees and managers well lead by Managing Director Frank Tazelaar for dedication, hard work and loyalty that has put both us in a leading position when it comes to productivity and technology.

So, today we celebrate an important milestone in the history of APM Terminals – and in the history of The Netherlands. A project of this size does not come about overnight, but believe me the really hard work actually only starts now. Much still needs to be achieved before this project is completed in 2035.

So, thanks to all involved for a successful completion of the construction phase – well done - and we are looking forward to the next phase. And thanks to all here today for joining us for the celebration of APM Terminals MV2.

*I am very proud – well done.*

*Ik ben trots - goed gedaan.*