

Fact Sheet

Q2 2018

Lifting Global Trade

At APM Terminals, our aim is to be port services and container terminal solution provider of choice to our customers.

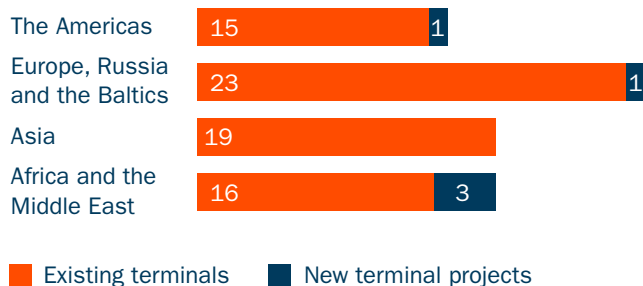
We take a continuous improvement approach to operations and service delivery in order to provide the most efficiency to customers' supply chains.

We invest in and optimize our portfolio to be in the locations where consumers need us most.

We are a part of A.P. Moller-Maersk, the world's largest integrator of container and ports logistics.

Diversified Global Portfolio

Number of terminals



Equity weighted throughout

(Million TEU)	2017	2016
The Americas	6.4	6.4
Europe, Russia and the Baltics	12.7	11.8
Asia	13.6	12.5
Africa and the Middle East	7.0	6.6
Total	39.7	37.3

Portfolio At-a-Glance

39.7m

TEU*

60

Shipping lines served

74

Operating port facilities
5 new port projects
10 port facility expansions

117

Inland Services operations

22,000

Employees in 58 countries

Source data: 2017 Annual Report

* TEU is a container traffic term and is measured in Twenty-Foot Equivalent Units "TEUs", reflecting the standard sizes of shipping containers: 8'6" high, 8' wide and either 20', 40' or 45' feet in length. A standard 40' shipping container commonly seen loaded onto a chassis and being pulled by a truck on the highway would thus represent two TEUs, with the largest container ships now able to carry as many as 21,413 TEUs, equal to 10,700 truck-sized containers

New Port Projects

Project	Opening		Investment (USD bn)
Vado, Italy	2020	50 year concession (new deepwater terminal)	0.4
Moin, Costa Rica	2019	32 year concession (new deepwater terminal)	1.0
MedPort Tangier, Morocco	2019	30 year concession (new deepwater terminal)	0.9
Tema, Ghana	2019	35 year concession (new deepwater terminal)	1.0
Cote d'Ivoire (TC2), Abidjan, Ivory Coast	2020	20 year concession (new deepwater terminal)	0.4

Total 3.7

1st Q 2018 Key Figures (USD Million)

USD Million	2018	Q1 2017	Full year 2017
Revenue	911	824	3,481
Profit/loss before deprecation, amortisation and impairment losses, etc. (EBITDA)	196	139	639
EBITDA margin	22%	17%	18%
Gross capital expenditure, excl. acquisitions and divestments (capex)	-101	-196	-704
Operational and financial metrics			
Terminal volumes - EqW (moves in m)	4.0	3.7	15.6
Terminal revenue per move - EqW (USD per move)	209	203	203
Terminal unit cost per move - EqW (USD per move)	170	164	167
Result from joint ventures and associated companies (USD m)	54	34	-78
No. of operational tug jobs (HT) ('000)	33	31	123
Annualised EBITDA per tug (TT) (USD in '000)	747	635	755

Source: Maersk group Interim Report 1st Quarter 2018, page 18

Equity-Weighted Volume, Terminals

Million moves	Q1 2018	Q1 2017	Growth %
Americas	1.0	0.9	15.4%
Europe, Russia and Baltics	0.8	0.7	11.9%
Asia	1.7	1.7	2.8%
Africa and Middle East	0.5	0.4	18.0%
Total	4.0	3.7	9.3%

The increase in equity-weighted consolidated volume was due to strong volumes in Latin Americas and Europe. Maersk group Interim Report 1st Quarter 2019, page 18.

Financially Consolidated Volume, Terminals

Million moves	Q1 2018	Q1 2017	Growth %
Americas	1.0	0.9	13.2%
Europe, Russia and Baltics	0.7	0.6	7.7%
Asia	0.5	0.5	9.4%
Africa and Middle East	0.5	0.4	19.5%
Total	2.7	2.4	11.9%

The increase in financial consolidated volume was due to strong volumes in Latin Americas and Europe. Maersk group Interim Report 1st Quarter 2019, page 18.

Terminals by Region

Americas

USA	
New York/NJ	APM Terminals Elizabeth
Miami	South Florida Container Terminal (SFCT)
Mobile	APM Terminals Mobile
Los Angeles	APM Terminals Pier 400
Argentina	
Buenos Aires	Terminales 4 S.A
Brazil	
Paranaguá	Terminal de Contêineres de Paranaguá
Pecém	APM Terminals Pecém
Santos	Brasil Terminal Portuário (BTP)
Itajaí	APM Terminals Itajaí
Itapoá	Porto Itapoá

Colombia

Buenaventura	Sociedad Portuaria Terminal de Contenedores de Buenaventura (TCBUEN)
Cartagena	Cartagena Container Terminal Operator S.A.S.
Guatemala	
Quetzal	APM Terminals Quetzal
Mexico	
Lázaro Cardenás	APM Terminals Lázaro Cardenás TEC2
Puerto Progreso	APM Terminals Yucatán
Peru	
Callao	APM Terminals Callao

Terminals by Region (continued)

Africa

Angola

Luanda	Sociedade Gestora de Terminais, S.A (Sogester Terminal)
Namibe	Sogester Namibe

Benin

Cotonou	Coman S.A.
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Cameroon

Douala	Douala International Container Terminal (DIT)
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Conga

Pointe-Noire	Congo Terminal S.A.
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Egypt

Port Sand	Suez Canal Container Terminal (SCCT)
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Ghana

Tema	Meridian Port Services
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Europe

Denmark

Aarhus	APM Terminals - Aarhus A/S
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France

Fos	Seayard Terminal
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Georgia

Poti	APM Terminals Poti
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Germany

Bremerhaven	North Sea Terminal Bremerhaven (NTB)
Wilhelmshaven	Container Terminal Wilhelmshaven (CTW)

Italy

Vado	Vado Reefer Terminal
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Netherlands

Rotterdam	APM Terminals Rotterdam
Rotterdam	APM Terminals Rotterdam Maasvlakte II

Spain

Algeciras	APM Terminals Algeciras
Barcelona	APM Terminals Barcelona
Castellón	APM Terminals Castellón
Gijón	APM Terminals Gijón
Valencia	APM Terminals Valencia

Sweden

Gothenburg	APM Terminals Gothenburg
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Turkey

Izmir	APM Terminals Izmir
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Russia and Baltics

Estonia

Tallin	VEOS Oil Terminal
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Finland

Helsinki	Multi-Link Terminals-Helsinki (Vuosaari)
Kotka	Multi-Link Terminals-Kotka

Russia

St. Petersburg	First Container Terminal
St. Petersburg	Moby Dik Container Terminal
St. Petersburg	Petrolsport
St. Petersburg	Ust-Luga Container Terminal
Vostochny	Vostochnaya Stevedoring Company

Guinea

Conakry	Conakry Terminal
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Ivory Coast

Abidjan	Abidjan Terminal
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Liberia

Monrovia	APM Terminals Liberia
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Morocco

Tangier	APM Terminals Tangier
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Nigeria

Apapa	APM Terminals Apapa
Onne	West Africa Container Terminal

Middle East

Bahrain

	APM Terminals Bahrain
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Jordan

Aqaba	Aqaba Container Terminal (ACT)
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Oman

Salalah	Salalah Port Services
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Asia

China

Guangzhou	Guangzhou South China Oceangate Container Terminal (GOCT)
Shanghai	Shanghai East Container Terminal (SECT)
Qingdao	Qingdao Port Dongjiakou Multi-Purpose Terminal
Qingdao	Qingdao Qianwan Container Terminal (QQCT)
Qingdao	Qingdao Qianwan United Container Terminal (QQCTU)
Qingdao	Qingdao New Qianwan Container Terminal (QQCTN)
Qingdao	Qingdao Qianwan United A Container Terminal (QQCTUA)
Tianjin	Tianjin Port Alliance International Container Terminal (TACT)
Tianjin	Tianjin Port Eurasia International Container Terminal (TECT)
Xiamen	Xiamen Songyu Container Terminal

India

Mumbai	APM Terminals Mumbai
Pipavav	APM Terminals Pipavav

Japan

Kobe	APM Terminals Kobe
Yokohama	APM Terminals Yokohama

Malaysia

Tanjung Pelepas	Port of Tanjung Pelepas (PTP)
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Sri Lanka

Colombo	South Asia Gateway Terminal (SAGT)
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Thailand

Laem Chabang	LCB Container Terminal 1 Ltd.
Laem Chabang	LCMT Company Ltd

Vietnam

Cai Mep	Cai Mep International Terminal (CMIT)
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Inland Services by Country

Argentina		
Inland Services Argentina S.A.	Mendoza Puerto Deseado Puerto Madryn San Antonio Este Ushuaia	
Belgium		
Star Container Services N.V.	Antwerp Athus	
Brazil		
APM Terminals Servicos Retroportuarios Ltda	Itajai Itapoa Paranagua	
Cameroon		
APM Terminals Cameroun S.A.	Douala	
Chile		
Container Operators S.A.	Arica Iquique Puerto Montt Punta Arenas San Antonio San Vicente Santiago	
Container Operators S.A.	San Antonio San Antonio	
Contopsa Inland Terminals SpA Bridge Intermodal Transport S.A.		
China		
Dalian Jilong Brigantine Container Services Co. Ltd. Brigantine Services Limited Inland Services (Hong Kong) Limited Smart Brigantine Container Services Co., Ltd. Shanghai Brigantine De Well Container Services Co. Ltd. Brigantine Services (Shenzhen) Co. Ltd. Tianjin Brigantine Goldlion Container Services Co. Ltd.	Dalian Hong Kong Hong Kong Qingdao Shanghai Shenzhen Tianjin	
Costa Rica		
Rada S.A.	Puerto Caldera Puerto Limon San Jose	
Ecuador		
OPERADORA DEL PACIFICO S.A.	Guayaquil	
France		
Star Container France S.A.S	Fos sur Mer Le Havre Lyon	
Germany		
Addicks & Kreye Container Service GmbH & Co. KG	Bremerhaven	
Ghana		
APM Terminals Ghana Limited	Tema (3 depots)	
India		
India Private Ltd	Chennai Mumbai Pipavav Pune Tuticorin	
Star Track Terminals Pvt. Ltd.	Delhi	
Ivory Coast		
APM Terminals Cote d'Ivoire SA	Abidjan San Pedro	
Pacoci S.A.	Abidjan	
Japan		
Nanshin K.K.	Kobe	
Jordan		
Soraqia Gateway	Amman Aqaba	
Logistics Services Village Company	Aqaba	
Kenya		
Great Lakes Ports Ltd APM Terminals Kenya Limited	Mombasa Mombasa	
Malaysia		
Pelepas Terminal Inland Services Sdn. Bhd.	Tanjung Pelepas	
Mali		
APM Terminals Mali SA		Bamako
Mauritania		
APM Terminals Mauritanie S.A		Nouadhibou Nouakchott
Mexico		
Maersk Tenedora Mexico S.A. de C.V.		Cuautitlan Lázaro Cárdenas
Namibia		
APM Terminals Namibia (Pty) Ltd.		Walvis Bay
Netherlands		
Star Container Services B.V.		Rotterdam
Nigeria		
APM Terminals Kano Limited Lilypond Container Depot Nigeria Ltd.		Kano Lagos
Peru		
APM Terminals Inland Services S.A.		Cajamarquilla Callao Chao Paita Sullana Villa el Salvador
Romania		
APM Terminals Romania SRL		Bucharest Constanza
Russia		
Yanino Logistics Park 000 Logistika-Terminal CJSC Container Service 000		St. Petersburg St. Petersburg St. Petersburg
Saudi Arabia		
Kanoo Terminal Services Ltd.		Dammam Dubai Jeddah Jubail Riyadh
Senegal		
APM Terminals Senegal S.A.		Dakar Ziguinchor
South Africa		
Roadwing (Proprietary) Limited		Cape Town Durban Johannesburg Port Elizabeth Pretoria
APM Terminals IS Cape Town (Pty) Ltd. APM Terminals IS Durban (Pty) Ltd. APM Terminals IS Johannesburg (Pty) Ltd. Southern Africa Transport Investments (Pty.) Ltd.		Cape Town Durban Johannesburg Port Elizabeth
Spain		
APM Terminals Railway Transport Barcelona APM Terminals Railway Transport Valencia Star Container Spain SA tmZ Services S.L.		Barcelona Valencia Algeciras Zaragoza
Taiwan		
Brigantine Services (Taiwan) Co., Ltd.		Taiwan
Tanzania		
APM Terminals Tanzania Limited		Dar Es Salaam
Thailand		
Siam Shoreline Services Ltd.		Bangkok
Tunisia		
Star Container Tunisie SARL Star Container Trade Tunisie		Tunis Tunis
UAE		
KTS Gulf General Land Transport Services LLC		Dubai
Uganda		
APM Terminals Uganda Limited		Kampala
Uruguay		
Montevideo Port Services S.A.		Montevideo