

AAPA Vancouver

June 8, 2006



“Managing the Risks – Making it Work”

Topics for today

- > APM Terminals
- > Development
 - > Global
 - > North America
- > Decision process and lessons learned



APM Terminals world map



APM Terminals world map

- > APMT has operations in more than 40 ports
- > APMT handled 24+ million TEU in 2005
- > A 17% growth over 2004



- > Employs 18,000 people
- > 14 current projects

APM Terminals in North America

- > Began operations in 1975 at Port Newark, NJ.
- > Largest marine terminal operator (16% market share).
- > 35% of 2005 volumes are not related to Maersk Line.
- > Current operations in 13 port areas across 10 states.



Substantial developments

- > APM Terminals is committed to sustained profitable growth.
- > Selected developments in 2005:
 - > Abidjan
 - > Itajai
 - > Gioia Tauro
 - > Apapa
 - > Tangier
 - > Mobile
 - > Yangshan
 - > Bahrain
 - > Dalian DB2 (went operational)

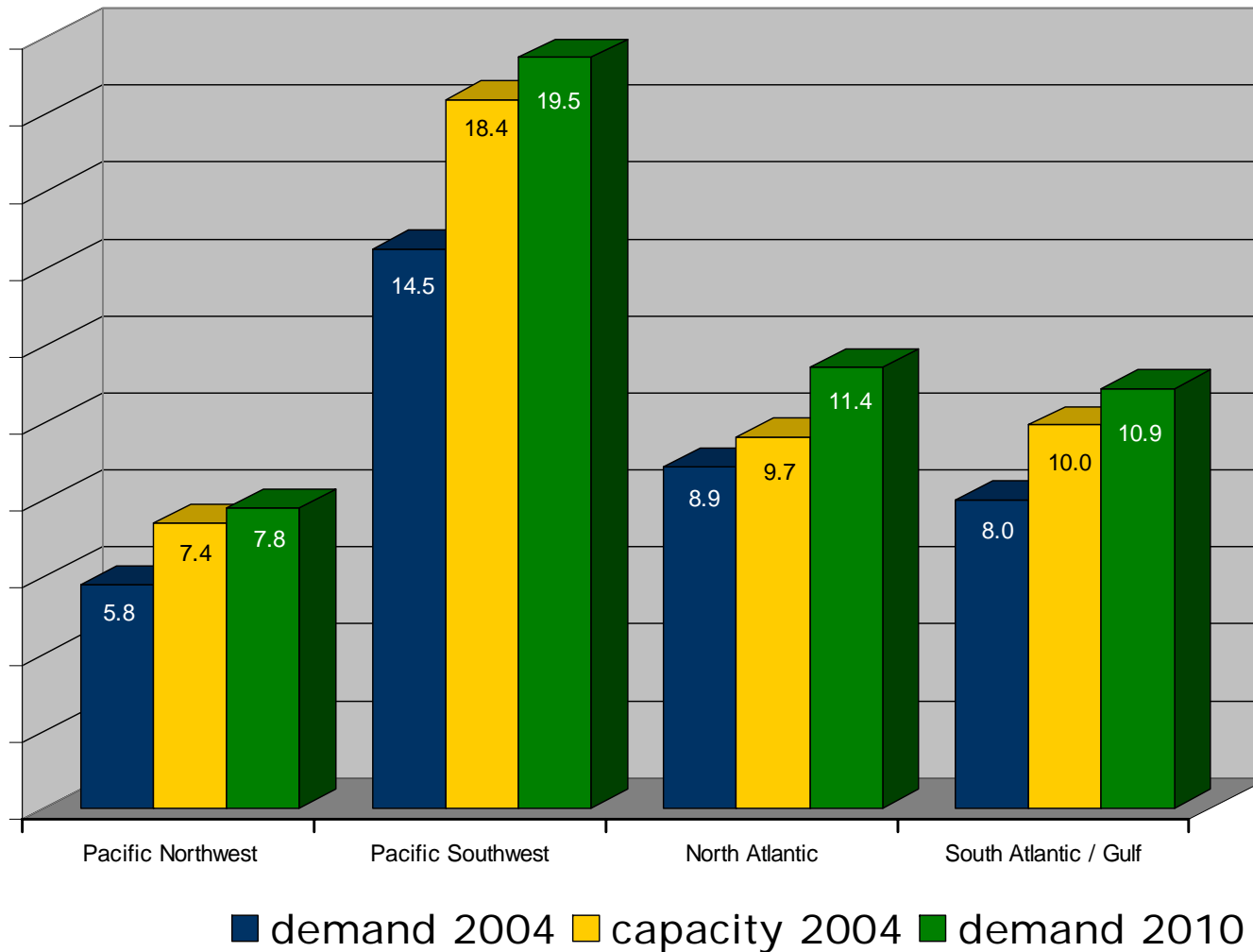


Development considerations

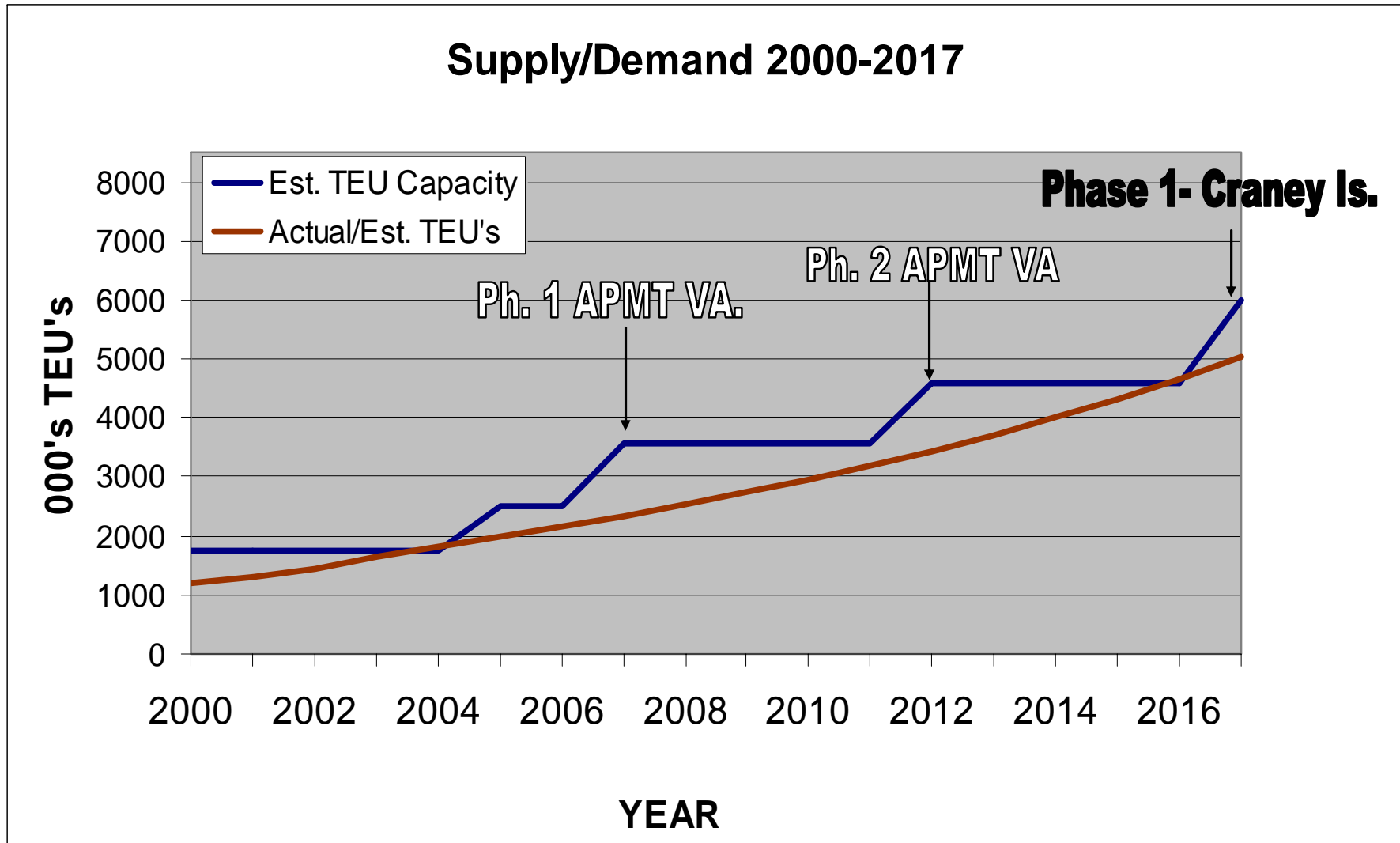
- > Capacity demand
 - > Markets
 - > Port infrastructure
- > Deployment/routing scenarios
 - > Current deployment
 - > Future expectation
 - > Vessel sizes
- > Navigational issues
- > Inland routing and capacity
- > Public – private financing
 - > Lease versus investments

Capacity review

Demand / Supply Summary - TEU Millions

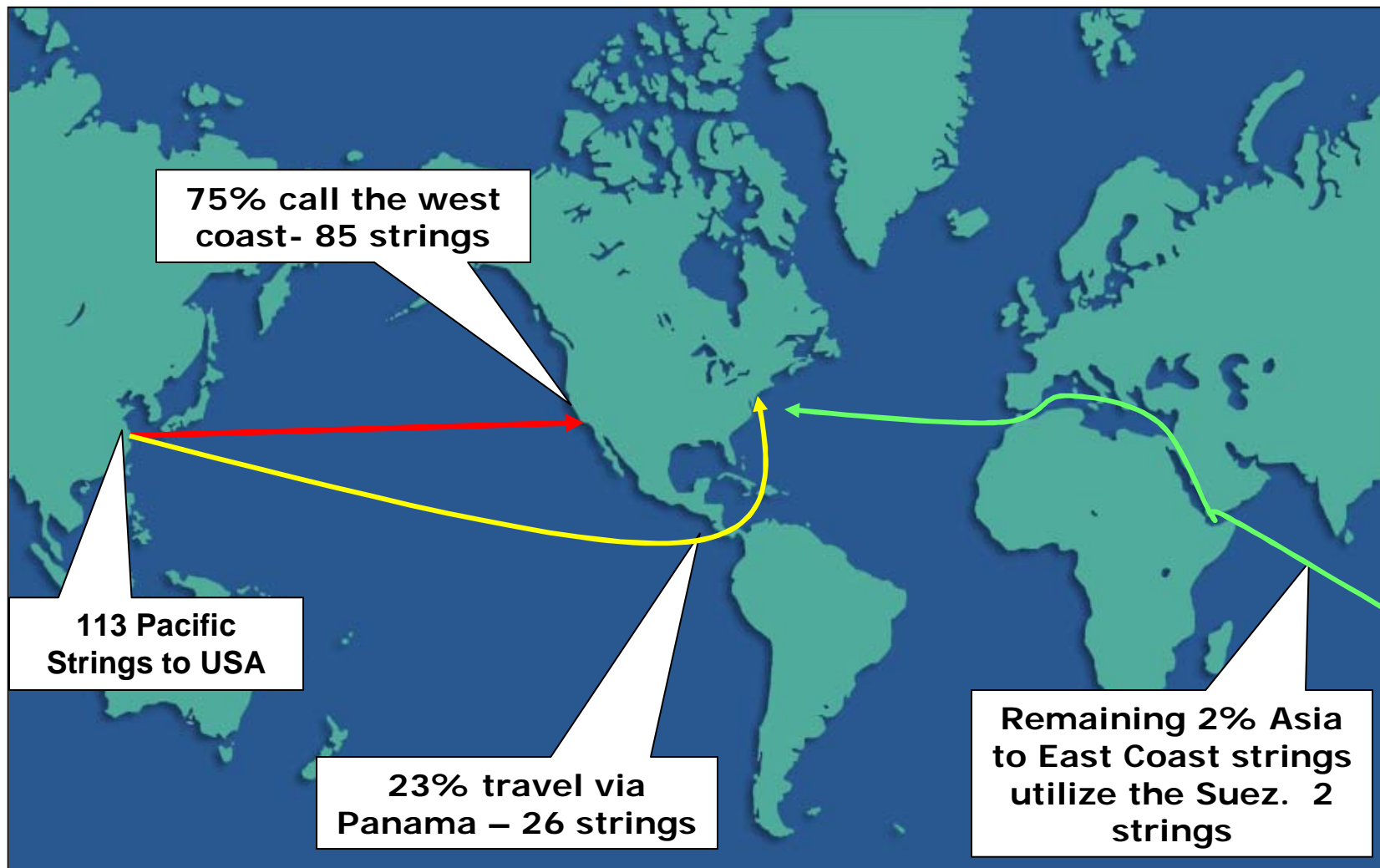


Hampton Roads – capacity review



*8% volume growth assumed

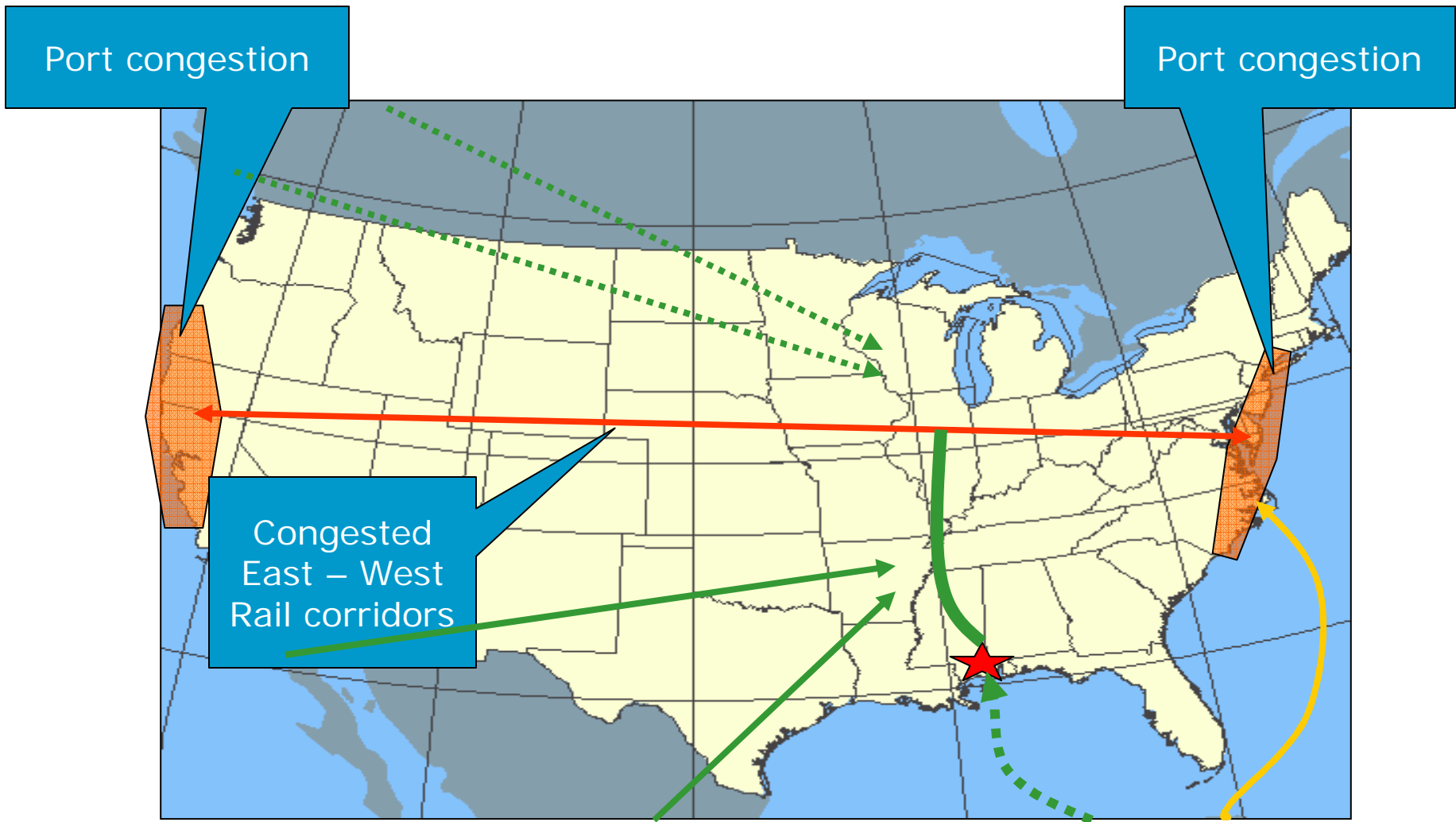
Deployment: All-water shipping routes from Asia to the East Coast



Navigation

- > Deep water access
 - > Current number of ports with 50 ft of water limited
 - > Safe navigation of vessels inside the port
 - > Channel width and turning areas
- > Future vessel types
 - > Increasing vessel size will increase demands on ports
 - > 10,000+ TEU vessels
- > Dredging concerns
 - > Are ports and developed areas ready to accommodate draft requirements?
 - > Ports need proactive work to accommodate these long-term projects
- > Environmental challenges

Inland and intermodal evaluations



Norfolk, VA – privately financed



APMT Virginia facts

- > First fully private owned terminal in North America
- > 2 million TEU capacity
- > 4,000 ft berth
- > 50+ ft of water
- > Highly automated terminal
- > On-dock rail facility
- > Wide market access
- > Good inland connections
- > Excellent labor relations
- > Supportive Local and State Governments
- > USD 450 million investment
- > Operational July 2007



Mobile, AL – public/private partnership



Mobile facts

- > Joint investments by ASPA and APMT/CMA CGM
- > Operated by APMT
- > 2,000 ft berth
- > 45 ft of water
- > Phased build-out, 100 & 40 acres
- > Approximately 800,000 TEU capacity
- > Excellent road and rail access
- > Good inland market coverage
- > Supportive Local and State Government
- > USD 200 million investment
- > Operational end 2007



Lessons learned

- > Involvement in infrastructure
 - > Decision process, speed, rising expenses
- > Volumes and markets
 - > Forecasting and market knowledge
- > Private operations versus public
 - > Strong public support required
 - > Private financing can assist in reducing cost and increasing effectiveness
- > Environment
 - > Growing concerns and hurdles
 - > New ports in “new” locations
 - > Connecting infrastructure

Thank you.

