



= Confidential =

APMM Group & Latin America

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Latin America - 8 largest + Costa Rica

	Populat. 2011	GDP 2008	GDP 2012	GDP / Capita 2008	GDP / Capita 2012	GDP 2010	GDP 2011	GDP 2012	Inflation 2012	Trade Balance 2011	Trade Balance 2012	Foreign Trade % of GDP 2011	Current Account 2011	Current Account 2012	Public Debt % of GDP 2012	Foreign Debt 2012	Foreign Reserves 2012	Exchange Rate 2008	Exchange Rate 2012	Oil Prod. 2012	Oil Cons. 2012
	mi	USD bi	USD bi	USD p.a.	USD p.a.	% var.	% var.	% var.	% p.a.	USD bi	USD bi	%	USD bi	USD bi	%	USD bi	USD bi	/USD	/USD	'000 BPD	'000 BPD
Argentina	41	329	488	8,024	11,902	9.2	8.9	2.1	10.3	13	16	30	0	1	43	130	43	3.14	4.54	610	610
Brazil	195	1,653	2,295	8,477	11,769	7.6	2.7	1.5	5.4	30	18	21	(52)	(61)	55	405	383	2.34	2.01	2,200	2,200
Chile	17	180	269	10,588	15,824	6.1	6.0	5.2	2.3	11	8	61	(3)	(10)	10	102	43	629	487	10	330
Colombia	48	244	368	5,083	7,667	4.0	5.9	4.4	2.9	5	5	32	(10)	(12)	40	76	34	2,244	1,803	1,000	250
Costa Rica	5	30	45	6,000	9,000	4.7	4.2	4.4	5.5	(5)	(5)	62	(2)	(3)	48	10	5	556	505	0	50
Ecuador	15	54	73	3,600	4,867	3.3	8.0	4.6	5.7	0	(1)	67	0	(1)	23	20	3	1.00	1.00	510	230
Mexico	115	1,094	1,201	9,513	10,443	5.6	3.9	3.9	3.7	(1)	(2)	64	(11)	(8)	35	218	142	13.54	13.18	2,550	2,200
Peru	31	127	195	4,097	6,290	8.8	6.9	5.8	3.5	9	6	46	(3)	(5)	18	39	61	3.14	2.58	160	190
Venezuela	30	316	402	10,533	13,400	(1.5)	4.2	5.0	19.0	46	41	38	27	21	49	64	25	2.15	4.29	2.1/2.5	770
Total	497	4,027	5,336	8,103	10,736	-	-	-	-	108	86	-	(54)	(78)	-	1,064	739	-	-	9,340	6,830
China	1,340	5,850	5,850	3,400	4,400	9.1	10.1	9.2	0.6	250	193	-	300	270	-		2,650	6.9	6.6	4,070	9,055
India	1,210	1,600	1,600	1,100	1,300	6.8	8.5	8.1	8.4	(85)	(121)	-	(36)	(44)	-	273	265	48.6	45.6	825	3,320
Russia	140	1,470	1,470	11,900	10,500	(7.9)	4.0	4.3	9.9	112	147	-	50	70	-	456	458	30.5	30.8	10,270	3,200



MAERSK

Present Areas of Lasting Activity

	Argentina	Bahamas	Brazil	Chile	Colombia	Costa Rica	Dominican	Ecuador	Mexico	Panama	Peru	Puerto Rico	Trinidad	Uruguay	Venezuela
APM Terminals	★		★			★			★		★				
APMT/Inland Services	★		★	★	★	★	★	★	★		★			★	
Cabotage Shipping			★												
Container Production				★											
Container Lines Services	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★
DAMCO Logistics Services	★		★	★	★	★	★	★	★	★	★				
Danbor/H2S Service			★												
Drilling Service															★
Exploration and Production			★												
FPSO Services			★												
Offshore vessel Services			★												
Procurement (Fuel)			★						★						
Procurement (Ships)			★	★											
Tanker Services			★												★
Towage and Salvage Services	★	★	★	★			★		★	★	★	★	★		
Training/Education			★												





The APMM Group Container Business brands in Brazil



Maersk Line and Safmarine in Brazil

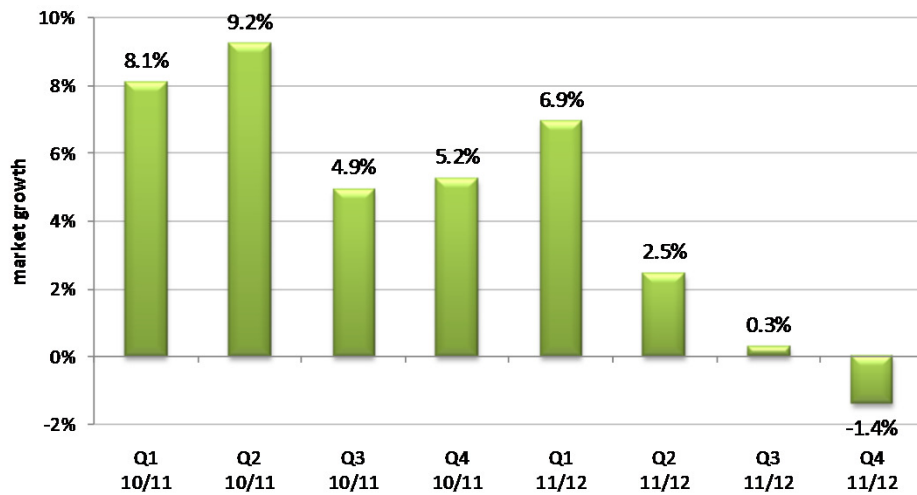


FACT BOX

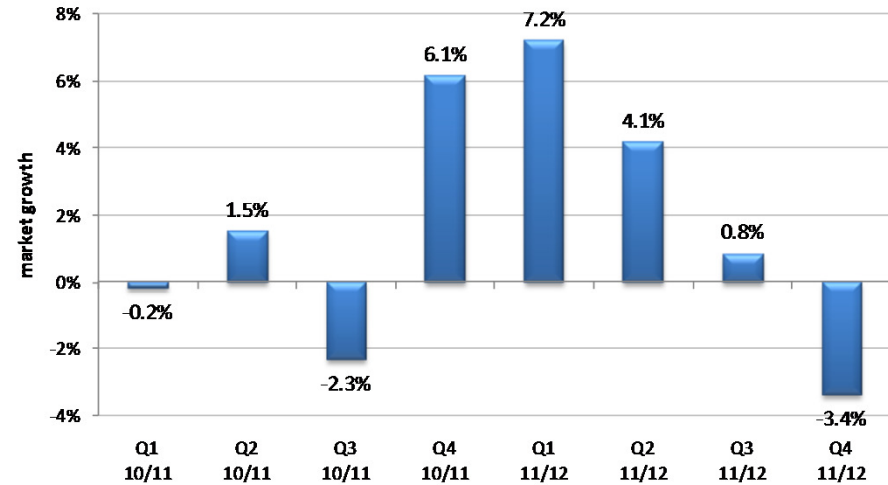
- 220 employees
- Freight turnover >1.1bn USD
- 14% Market Share (3rd)
- Market leader on reefer exports
- Operating the largest vessels in the coast (8000 TEU)
- 6 dedicated strings to/from Brazil – Europe, Asia, Middle East, Americas
- Key differentiators are:
 - Reliability
 - ease of business
 - global coverage and scale

Container trade indicates a difficult environment....

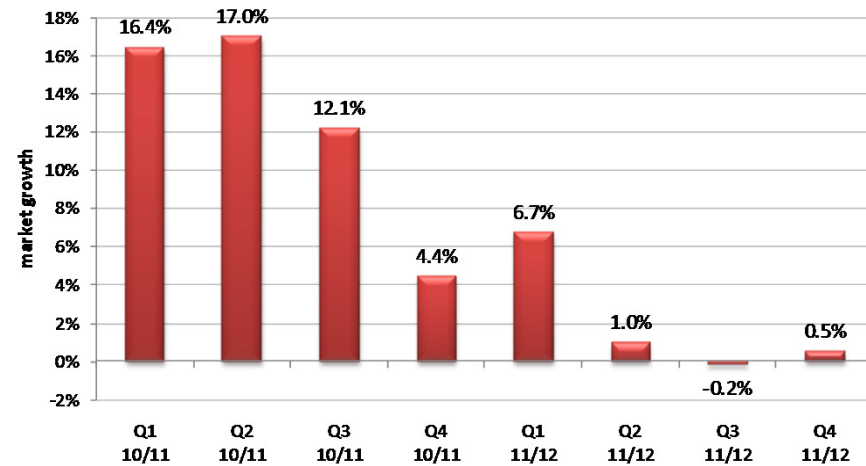
Total - Export + Import



Total Export



Total Import



Brazil's container export to Denmark in 2012....

Market Share

Carrier	201112	201201	201202	201203	201204	201205	201206	201207	201208	201209	201210	201211	201212	Last 12 Months
CMA-CGM	19.3%	13.3%	29.7%	22.3%	22.5%	37.8%	57.1%	23.0%	13.5%	19.1%	14.6%	12.6%	25.9%	24.4%
MSC	9.6%	6.6%	29.7%	25.9%	5.2%	17.5%	4.7%	25.7%	29.1%	22.3%	45.0%	34.5%	33.9%	23.3%
HAMBURG-SUD	28.0%	32.8%	2.2%	16.6%	9.4%	16.6%	11.4%	20.4%	27.9%	20.5%	15.5%	24.9%	6.9%	16.6%
SAFMARINE	17.5%	10.0%	6.1%	11.6%	8.8%	9.1%	9.4%	16.8%	8.6%	12.9%	14.6%	5.4%	20.8%	11.1%
MAERSK LINE	6.3%	16.6%	17.2%	5.0%	12.5%	8.1%	3.5%	8.9%	9.8%	20.9%	7.8%	10.0%	5.8%	10.5%
OTHERS	19.3%	20.7%	15.1%	18.6%	41.6%	10.9%	13.8%	5.2%	11.1%	4.3%	2.6%	12.6%	6.6%	14.1%
MAERSK + SAFMARINE	23.8%	26.6%	23.3%	16.6%	21.3%	17.2%	13.0%	25.7%	18.4%	33.8%	22.3%	15.3%	26.6%	21.5%

Volume in FFE

Carrier	201112	201201	201202	201203	201204	201205	201206	201207	201208	201209	201210	201211	201212	Last 12 Months
CMA-CGM	32	16	42	34	37	61	73	22	17	27	23	17	36	401
MSC	16	8	42	39	9	28	6	25	36	31	70	45	47	383
HAMBURG-SUD	47	40	3	25	16	27	15	20	34	29	24	33	10	272
SAFMARINE	29	12	9	18	15	15	12	16	11	18	23	7	29	182
MAERSK LINE	11	20	24	8	21	13	5	9	12	29	12	13	8	172
OTHERS	32	25	21	28	69	18	18	5	14	6	4	17	9	232
MAERSK + SAFMARINE	40	32	33	25	35	28	17	25	23	47	35	20	37	354
TOTAL	166	121	140	151	165	160	127	96	122	139	155	131	137	1,641

Brazil's container import from Denmark in 2012....

Market Share

Carrier	201112	201201	201202	201203	201204	201205	201206	201207	201208	201209	201210	201211	201212	Last 12 Months
HAMBURG-SUD	41.8%	30.5%	19.0%	12.7%	14.8%	32.1%	38.5%	35.0%	26.4%	39.6%	30.2%	33.6%	41.7%	29.8%
MAERSK LINE	15.1%	23.9%	13.8%	16.7%	22.6%	18.1%	14.0%	17.9%	18.4%	17.3%	14.8%	11.4%	11.4%	16.4%
SAFMARINE	3.8%	3.8%	3.4%	23.9%	12.1%	11.1%	9.1%	12.9%	7.5%	1.2%	18.8%	18.9%	17.9%	12.1%
CMA-CGM	2.5%	5.0%	8.9%	16.0%	17.1%	10.7%	11.4%	3.9%	10.9%	16.9%	10.2%	7.6%	10.3%	10.4%
HAPAG LLOYD	7.2%	18.9%	10.1%	15.7%	12.8%	10.7%	5.1%	8.1%	8.4%	12.9%	6.3%	6.3%	6.8%	9.7%
OTHERS	29.6%	17.9%	44.8%	15.0%	20.6%	17.3%	21.9%	22.1%	28.4%	12.2%	19.7%	22.2%	11.9%	21.6%
MAERSK + SAFMARINE	18.9%	27.7%	17.2%	40.5%	34.6%	29.2%	23.1%	30.8%	25.9%	18.4%	33.6%	30.3%	29.3%	28.5%

Volume in FFE

Carrier	201112	201201	201202	201203	201204	201205	201206	201207	201208	201209	201210	201211	201212	Last 12 Months
HAMBURG-SUD	67	49	31	20	19	39	68	63	58	51	65	67	77	604
MAERSK LINE	24	38	23	26	29	22	25	32	40	22	32	23	21	332
SAFMARINE	6	6	6	37	16	14	16	23	17	2	41	38	33	245
CMA-CGM	4	8	15	25	22	13	20	7	24	22	22	15	19	211
HAPAG LLOYD	12	30	17	24	17	13	9	15	19	17	14	13	13	197
OTHERS	47	29	73	23	26	21	39	40	63	16	43	44	22	437
MAERSK + SAFMARINE	30	44	28	62	45	36	41	55	57	24	73	60	54	577
TOTAL	159	159	163	153	128	122	176	179	220	128	216	198	185	2,025

**Thank you for
your time!**



3 March, 2013

The Business, Growth and
Export Committee



APM Terminals – Latin America & Brazil Ports and Infrastructure

Lifting Global Trade.

APM TERMINALS

APMT in Latin America



- Strong commitment to invest
- Three major projects ongoing
- Doubling the port portfolio by 2016
- APMT presence in 12 countries

APMT in Brazil



PECEM

1



Terminal Facts

Ceará Terminal Operator (CTO)
Capacity: 300,000 TEUs
APM Terminals' Share: 100%

ITAJAI

2



Terminal Facts

Terminal de Containers do Vale do Itajai S/A (Teconvi)
Capacity: 750,000 TEUs
APM Terminals' Share: 100%

SANTOS

3



Terminal Facts

Brasil Terminal Portuario (BTP)
Capacity at completion: 2.2 million TEUs
Share: 50% - JV Partner is Terminal Investment Limited (TIL)

INLAND SERVICES

4



Five locations

Itajai, Itapoa, Paranagua, Rio Grande, and Santos



Be prepared for doing Business in Brazil



- Highly complex environment
- The World Bank ranks Brazil 127 out of 183 countries in 'ease of doing business'
- Rules and legislations are many; high barriers and hidden costs
- Protectionism and high taxes
- Historical lack of a clear regulation that encourages private investment

Infrastructure business in Brazil



- Great opportunities
- Bottlenecks in the highway and rail access to ports
- Ports are underdeveloped by global standards
- Reorganization of the ports' legal and regulatory structure
- Public investments of some USD 25 billion



Three simple reasons for investing in Santos



- Largest port in South America
- 25% of Brazil's trade goes through Santos
- Highly congested and lacks capacity

Facts about the Santos Project



- Remediation USD 150 million; excess of 1 million ton of soil
- Area 490,000 m²
- Quay length 1,108 meters
- 8 ship-to-shore cranes; expansion to 12
- Static capacity 34,600 / 20' containers

The logo graphic consists of three parallel, slanted orange lines of varying lengths, pointing upwards and to the right.

Lifting Global Trade™

APM TERMINALS