

Welcome
to APM Terminals



 **APM TERMINALS**
Lifting Global Trade

Who we are

APM Terminals is a world class terminal operator present in 75 key locations around the globe.

We serve shipping line and landside customers and ensure safe and uninterrupted supply chains. We take pride in our strong ties with the local communities where we operate.

With the safety of our people always at the forefront of how we run our business, we develop new products and services that support our customers and create new ways of working that improve our operational performance and increase productivity.

Powered by new technologies, we embrace digitisation to shape the future of port and terminal logistics and enable future growth.

We continue to invest in and develop new facilities, either individually or with our partners, to further strengthen our footprint in relevant markets and to lift global trade.



APM Terminals in numbers

- Headquarters: The Hague, The Netherlands
- Revenue 2020: USD 3.2 billion
- EBITDA 2020: USD 989 million

32,000+

Vessel calls in 2020

42

countries

75

operating terminals & ports

11.5

Million moves in 2020

1

new facility in development in the Ivory Coast

22,000

Employees around the world

Financial performance Q2 2021



Revenue
USD 969m



EBITDA
USD 370m

Regional volume, Terminals¹

Million moves	Q2 2021	Q2 2020	Growth (%)
North America	0.8	0.6	29.3
Latin America	0.6	0.5	19.8
Europe, Russia and the Baltics	0.7	0.6	19.1
Asia	0.6	0.4	59.5
Africa and Middle East	0.5	0.5	-2.7
Total	3.2	2.6	23.8

*1 Financially consolidated

Regional EBITDA margin, Terminals¹

Percentage	Q2 2021	Q2 2020
North America	30	23
Latin America	51	40
Europe, Russia and the Baltics	30	28
Asia	34	15
Africa and Middle East	47	20
Total	38	26

*1 Financially consolidated

Our way of doing business

Time Honoured Values



Constant Care



Humbleness



Uprightness



Our Employees



Our Name



Our solutions customized to your needs



Marine Services

Competitive rates, flexibility and efficiency at the berth



Value Added Services

Port-centric yard services tailored to local logistics needs



Gate Services

Easy to use products with accurate information for supply chain partners



Data Services

Better forecasting and planning with data services

Our leadership team



Morten H. Engelstoft
Chief Executive Officer



Keith Svendsen
Chief Operating Officer



Katja Otten
Chief Financial Officer



Jonathan R. Goldner
Chief Commercial Officer



Sander Hubbers
Head of
HR & Employee Relations




Gavin Laybourne
Chief Information
Technology Officer



Martijn van Dongen
Head of
Corporate Development

Our locations
around
the world



Our locations
around
the world

Regional Spotlight: North America

5 Terminals

Headquartered in Charlotte, NC

Commercially controlled terminals by numbers (2019):

1700+ vessel calls

6.9 million TEU capacity

4400+ employees

● 4 Terminals with majority share

● 1 Terminal with minority share



Regional Spotlight: Latin America

11 Terminals

Headquartered in Panama City

Commercially controlled terminals by numbers (2019):

3300+ vessel calls

9.7 million TEU capacity

4300+ employees

● 9 Terminals with majority share

● 2 Terminals with minority share



Regional Spotlight: Europe

23 Terminals

Headquartered in Rotterdam

Commercially controlled terminals by numbers (2019):

4000+ vessel calls

8.3 million TEU capacity

2500+ employees

- 10 Terminals with majority share
- 10 Terminals with minority share
- 3 Transshipment terminals



Regional Spotlight: Africa & Middle East

18 Terminals

Headquartered in Dubai

Commercially controlled terminals by numbers (2019):

1700+ vessel calls

5 million TEU capacity

4900+ employees

● 10 Terminals with majority share

● 5 Terminals with minority share

● 3 Transshipment terminals



Regional Spotlight:

Asia

18 Terminals

Headquartered in Hong Kong

Commercially controlled terminals by numbers (2019):

3200+ vessel calls

7.2 million TEU capacity

4300+ employees

- 2 Terminals with majority share
- 15 Terminals with minority share
- 1 Transshipment terminal



Regional Spotlight: Transshipment terminals

7 Terminals

Headquartered in Rotterdam

Transshipment terminals by numbers (2019):

20000+ vessel calls

37.5 million TEU capacity

10300+ employees

● 7 Transshipment terminals



Marine Services

We care about our customers. Every day our teams are dedicated to provide world-class terminal operations for our customers.

We deliver this through:



Operational expertise guided by reliable, efficient and consistent service levels.



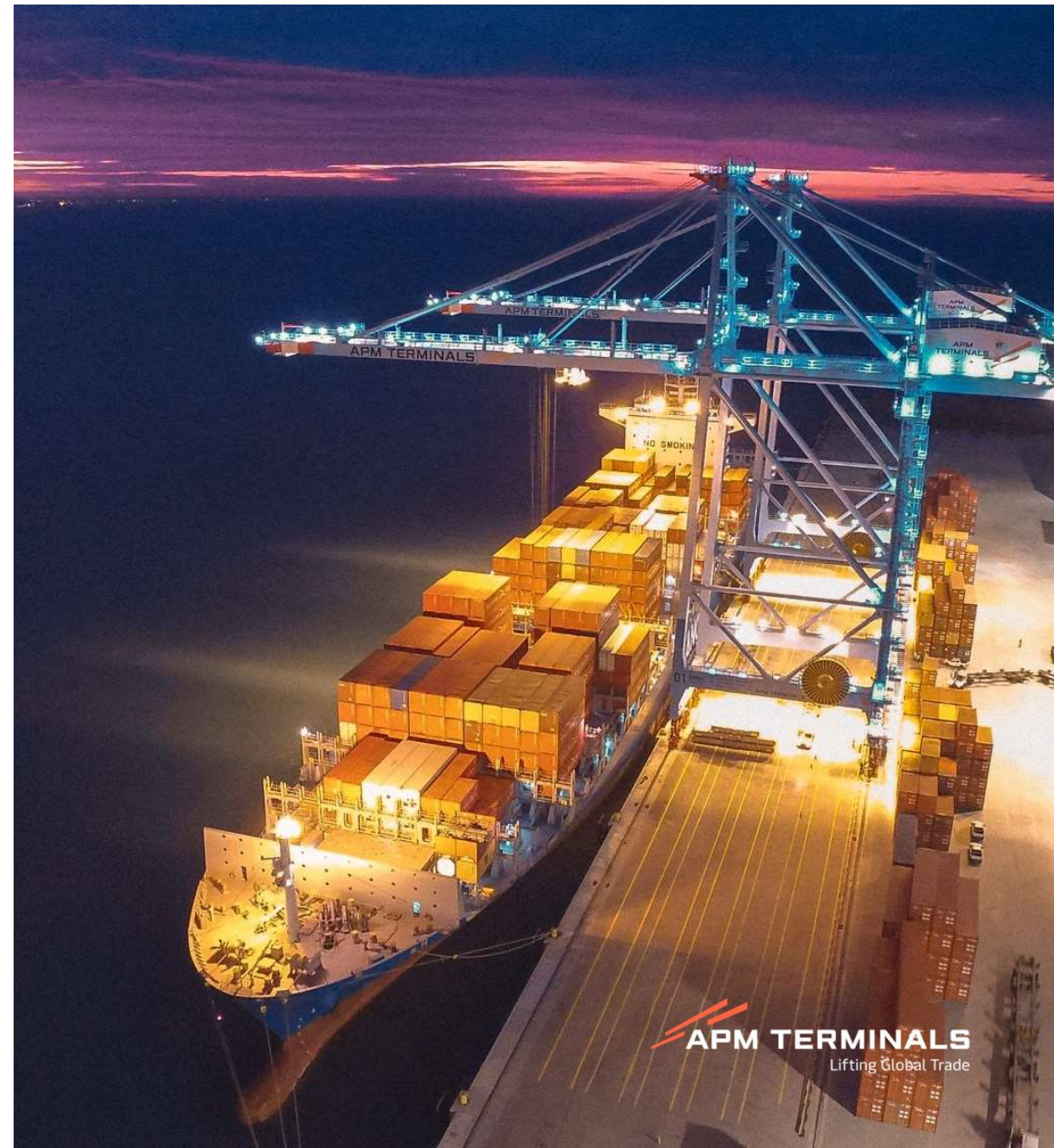
Safe handling of dry and reefer containers, out-of-gauge cargo and other specialised shipments.



Continuous investment in equipment, automation and training of our people.



Pro-active, transparent and collaborative partnerships with all shipping lines.



Value Added Services

We understand that our customers' needs go beyond lifting containers. That is why we not only operate in water but also offer value added services on land.

Benefits of choosing APM Terminals value added services (VAS):



Unique range of services tailored to local environments.



Optimise supply chains with single point of contact for services, such as storage, repairs, stuffing, weighing and much more.



Reduce complexity, costs and handovers by providing port centric logistics services.



Connecting intermodal hinterland transportation to bring containers where our customers need them.



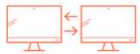
Gate Services

We constantly search for solutions to reduce and optimise time spend at our terminals. This ensures that picking up and delivering containers becomes a smooth ride.

Many of our terminals offer fast and consistent gate services through:



Cutting-edge automated gate technologies.



Digital solutions for visibility and predictability.



Truck appointment systems.



Priority access through fast lanes, early or late gate arrival.



24/7 Gate access and operations.



Data Services & API Store

Our APIs connect our customers' systems directly to our terminal operating system. This not only supports customers with better forecasting, but is also the quickest and most cost-effective way to stay ahead of your competition.

Here is why our data services create time and cost savings:



Up-to-date and accurate information about container status, vessel schedule, import and export data.



Automatic data transfer reduces human error or outdated information.



Large volumes of data are handled without manual intervention or need for additional resources.



One time set up and maintained and managed by us.



Our customers

We enable our customers to compete in world markets and ultimately, grow their business.



Simplified digital solutions

With our broad range of digital solutions you have more control of your cargo, whenever and wherever you need it.

By registering on apmterminals.com you can:

- View real time vessel information
- Track and follow containers
- Book and pay for logistics services
- Receive accurate notifications

We are constantly deploying new digital features to give our customers speed, predictability, visibility and flexibility to improve competitiveness.



Our Culture of Safety

Safety means everything to us and to our customers



We protect:



Human lives



The environment



Your assets

- Safety is at the heart of what we do. We care for the health and safety of our people and our planet and pride ourselves on being an industry leader in safety performance.
- In addition to protecting our workforce, effectively managing safety risks supports our reputation, improves financial returns, strengthens stakeholder confidence, and increases our competitive advantage.
- These standards assist all managers in delivering on our expectations to protect: our people, our property and equipment, our customers and their cargo, our business partners, and the community. They form part of an overall safety management framework for our facilities to align their local safety processes.

