

Press Release 28 February 2012

APM Terminals: Record results for 2011

- Strong pipeline of new ports sets stage for more growth

The Hague, Netherlands - APM Terminals, the Hague-based global port operator, yesterday reported record breaking annual results for 2011. A revenue growth of 10% year- on-year and an EBITDA of USD 1,059 mio. makes APM Terminals' result for 2011 "the strongest ever", according to CEO Kim Fejfer.

Net operating profit after tax was USD 649 mio. Profits of USD 793 mio. in 2010 were heavily influenced by extraordinary items incl. divestment gains. The profit in 2011 before gains and special items was USD 611 mio., 24% higher than the previous year.

Even better: The return on invested capital – ROIC, often described by APM Terminals' top exec as the most important single key figure for the port operator – reached 13.1%.

This is a significant leap in profitability from 2010 where the return percentage was 10.4% when corrected for divestment gains and special items.

"This shows that APM Terminals is tracking well towards our long term goal of being the best and most profitable global port operator in the world. Profitability is our license to grow," stated Mr. Fejfer in a comment on the annual results.

And growth is key for the independent port and inland services operator. Most industry analysts forecast a large need for additional port capacity over the next decade, and Mr. Fejfer is eager to secure the lion's share of global growth opportunities.

"If there were such a thing as a "market share" for expansion, we believe that APM Terminals would be the #1 global port operator in 2011 in that category. We committed more than 3 billion USD to infrastructure development and facility expansion in 2011 and expect to do something similar in 2012," added Fejfer.

During 2011, APM Terminals secured 5 new locations as a result of the company's active portfolio development efforts: Poti in Georgia, Moin in Costa Rica, Callao in Peru, Gothenburg in Sweden and Lazaro Cardenas in Mexico. These complement the project pipeline of Santos, Brazil; Rotterdam, Netherlands; Wilhelmshaven, Germany and Vado, Italy. APM Terminals has recently also announced upcoming investments in Izmir, Turkey.

The total amount of containers handled – weighted with ownership share – increased by 8% on a like-for-like basis and reached 33.5 mio. TEU.

"And yes - gaining market share is also a long-term ambition for us, but we are only interested in sustainable and profitable growth, not just growth for its own sake," says Fejfer, who also hopes to offer customers a more stable service level during 2012:

"We are very humble about the fact that although financial performance went well some of our customers' experience has been more mixed as operations in container terminals in North Africa and the Middle East were negatively influenced by unrest related to the Arab Spring during 2011."

APM Terminals is part of the global shipping and energy conglomerate A.P. Moller-Maersk, and the customer base consists of more than 60 shipping lines. Volumes from customers outside the ownership sphere increased by 11% year-on-year and now constitute 46 % of volumes handled.

"2011 was also the year where we developed and implemented a new corporate visual identity to enhance the APM Terminals brand as a truly independent company. We will continue to diversify our client portfolio in the upcoming years," added Mr. Fejfer.

Highlights:

- Number of containers handled increased by 7% compared to 2010. On a like-for-like basis, volumes increased by 8%.
- Revenue of USD 4.7bn was 10% above the level of 2010.
- The customer portfolio was further expanded and share of volumes from customers outside the ownership sphere increased to 46% (44%).
- Net operating profit after tax was USD 649m.
- Profit, excluding sales gains and impairment losses, etc. was USD 611m, 24% higher than in 2010.
- Cash flow from operating activities was USD 912m (USD 845m).
- Return on invested capital (ROIC) reached 13.1% (16.0% and 10.4% excluding divestment gains and other special items).

CEO interviews: Available upon request via erik.eisenberg@apmterminals.com

Photos: apmterminalsphotos.com

Video footage (B-roll):

<http://www.apmtvideonews.com/content/open.asp?ID=0871161.86309697m0i94u61.43>

About APM Terminals

– providing the port and inland infrastructure to lift global trade

APM Terminals' Global Terminal Network of ports and inland services provide the necessary infrastructure and support for the increasing growth of international trade, 90% of which travels by sea. International commerce is an economic growth engine, creating jobs, lifting economies and helping to improve people's lives around the world.

We have one goal: to be the best port operator in the world. Our core expertise is the design, construction, management and operation of ports, terminals and inland services. With world headquarters in The Hague, Netherlands, APM Terminals is the world's leading port and inland operator with 55 operating port facilities in 36 countries and providing Inland Services operations in over 150 locations in 46 countries. www.apmterminals.com

2012 Port projects underway:

Asia

Qingdao, China Expansion of terminal

Africa

Apapa, Nigeria Expansion of terminal
Pointe-Noire, Republic of the Congo New terminal being built
Port Said East Phase II, Egypt Expansion of terminal
Luanda, Angola Expansion of terminal
Monrovia, Liberia New project; implemented February 2011

Europe

Rotterdam, Netherlands New terminal being built
Vado, Italy New terminal being built
Wilhelmshaven, Germany New terminal being built
Poti, Georgia New terminal project, implemented May 2011
Gothenburg, Sweden New terminal project implemented Jan 2012
Izmir, Turkey New terminal project

Middle East

Aqaba, Jordan Expansion of terminal

Latin America

Santos, Brazil New terminal being built
Moin, Costa Rica New terminal being built
Callao, Peru New terminal project, including expansion
Lazaro Cardenas, Mexico New terminal project

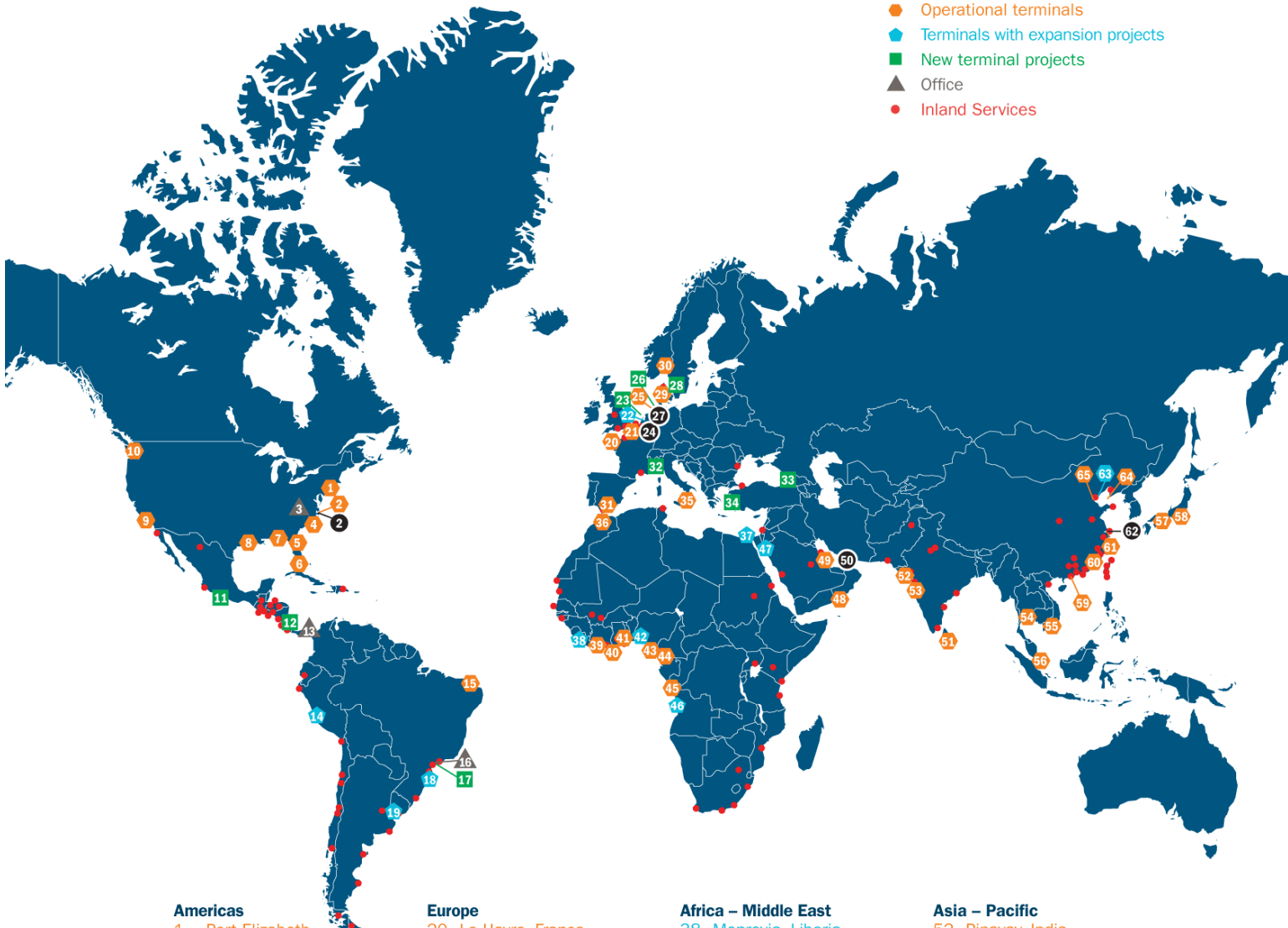
Media Contact:

Erik Eisenberg, Head of Communications
APM Terminals
The Hague, Netherlands
+31-70-304-3180 (office)
+31-61-089-1229 (cell)
Erik.Eisenberg@apmterminals.com

Global port and inland network

Key colors

- Head Offices
- Operational terminals
- Terminals with expansion projects
- New terminal projects
- ▲ Office
- Inland Services



Americas

- 1 Port Elizabeth, New Jersey, USA
- 2 Americas Regional Office Portsmouth, Virginia, USA
- 3 Portsmouth, Virginia USA (Leased to VA Port Authority)
- 4 Charlotte, North Carolina, USA
- 5 Charleston, South Carolina, USA
- 6 Jacksonville, Florida, USA
- 7 Miami, Florida, USA
- 8 Mobile, Alabama, USA
- 9 Houston, Texas, USA
- 10 Los Angeles, California, USA
- 11 Tacoma, Washington, USA
- 12 Lazaro Cardenas, Mexico
- 13 Moin, Costa Rica
- 14 Panama City, Panama
- 15 Callao, Peru
- 16 Pecem, Brazil
- 17 São Paulo, Brazil
- 18 Santos, Brazil
- 19 Itajai, Brazil
- 19 Buenos Aires, Argentina

Europe

- 20 Le Havre, France
- 21 Zeebrugge, Belgium
- 22 Rotterdam, Netherlands
- 23 Maasvlakte II, Netherlands
- 24 Europe Regional Office Rotterdam, Netherlands
- 25 Bremerhaven, Germany
- 26 Wilhelmshaven, Germany
- 27 World headquarters, The Hague, Netherlands
- 28 Gothenburg, Sweden
- 29 Aarhus, Denmark
- 30 Oslo, Norway
- 31 Algeciras, Spain
- 32 Vado, Italy
- 33 Poti, Georgia
- 34 Izmir, Turkey
- 35 Gioia Tauro, Italy
- 36 Tangier, Morocco
- 37 Port Said (SCCT), Egypt

Africa - Middle East

- 38 Monrovia, Liberia
- 39 Abidjan, Ivory Coast
- 40 Tema, Ghana
- 41 Cotonou, Benin
- 42 Apapa, Nigeria
- 43 Onne, Nigeria
- 44 Douala, Cameroon
- 45 Pointe Noire, Congo
- 46 Luanda, Angola
- 47 Aqaba, Jordan
- 48 Salalah, Oman
- 49 Bahrain, Bahrain
- 50 Africa, Middle East Regional Office, Dubai, UAE
- 51 Colombo, Sri Lanka

Asia - Pacific

- 52 Pipavav, India
- 53 Mumbai, India
- 54 Laem Chabang, Thailand (2 terminals: LCB1 and LMCT)
- 55 Cai Mep, Vietnam
- 56 Tanjung Pelepas, Malaysia
- 57 Kobe, Japan
- 58 Yokohama, Japan
- 59 Guangzhou, China
- 60 Xiamen, China
- 61 Shanghai, China
- 62 Asia Pacific Regional Office, Shanghai, China
- 63 Qingdao, China (3 terminals: QQCT, QQCTU and QQCTN)
- 64 Dalian, China (2 terminals: DCT and DPCT)
- 65 Tianjin, China