APM TERMINALS Lifting Global Trade

Press Release – May 24, 2012

APM Terminals offers Virginia billion dollar port deal

Global port operator will hand over property in return for long-term partnership to take on Hampton Roads operations

PORTSMOUTH, Va. – APM Terminals of Portsmouth, Va., has submitted a proposal to the Commonwealth of Virginia for a strategic partnership with the Port of Virginia.

APM Terminals is offering to be responsible for the operation of all Port of Virginia facilities in Hampton Roads and related inland locations. APM Terminals will bring efficient operations through global knowledge, experience and management expertise in order to optimize the flow of cargo through the Commonwealth. Operation of the Port of Virginia by APM Terminals will result in an efficient, integrated and modern complex.

Under the terms of the proposal, APM Terminals will transfer ownership of its facility in Portsmouth to the Commonwealth of Virginia. The total financial value to the Commonwealth over the term of the partnership is estimated to be between $3 and $4 billion (in today's dollars) through initial payments, fixed concession payments, revenue sharing, capital investments, and tax benefits, transferring market risk from the Commonwealth to the private sector.

APM Terminals is committed to Hampton Roads through its significant investments and is a trusted partner to ports worldwide. APM Terminals successfully designed, built, and implemented the leading U.S terminal, one of the largest public port investments in U.S. history, right here in Portsmouth.

"We are excited about this potential next step in our relationship with the Commonwealth of Virginia and the Virginia Port Authority," said Eric Sisco, APM Terminals Americas Region President. "Our proposal provides for the lowest cost, long term solution for future growth at this time of a stabilizing economy and the eventual expansion of global commerce."

The proposal submitted under the guidelines of the Virginia Public-Private Transportation Act will undergo a detailed review in the coming months. The 50 page document has been submitted to the Commonwealth of Virginia's Office of Transportation Public-Private Partnerships and can be obtained by going to: http://www.vappta.org/projects.asp

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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 62 port facilities in 36 countries and providing Inland Services operations in over 150 locations in 46 countries.

www.apmterminals.com
Photos: www.apmterminalsphotos.com
Multimedia: www.apmtvideonews.com

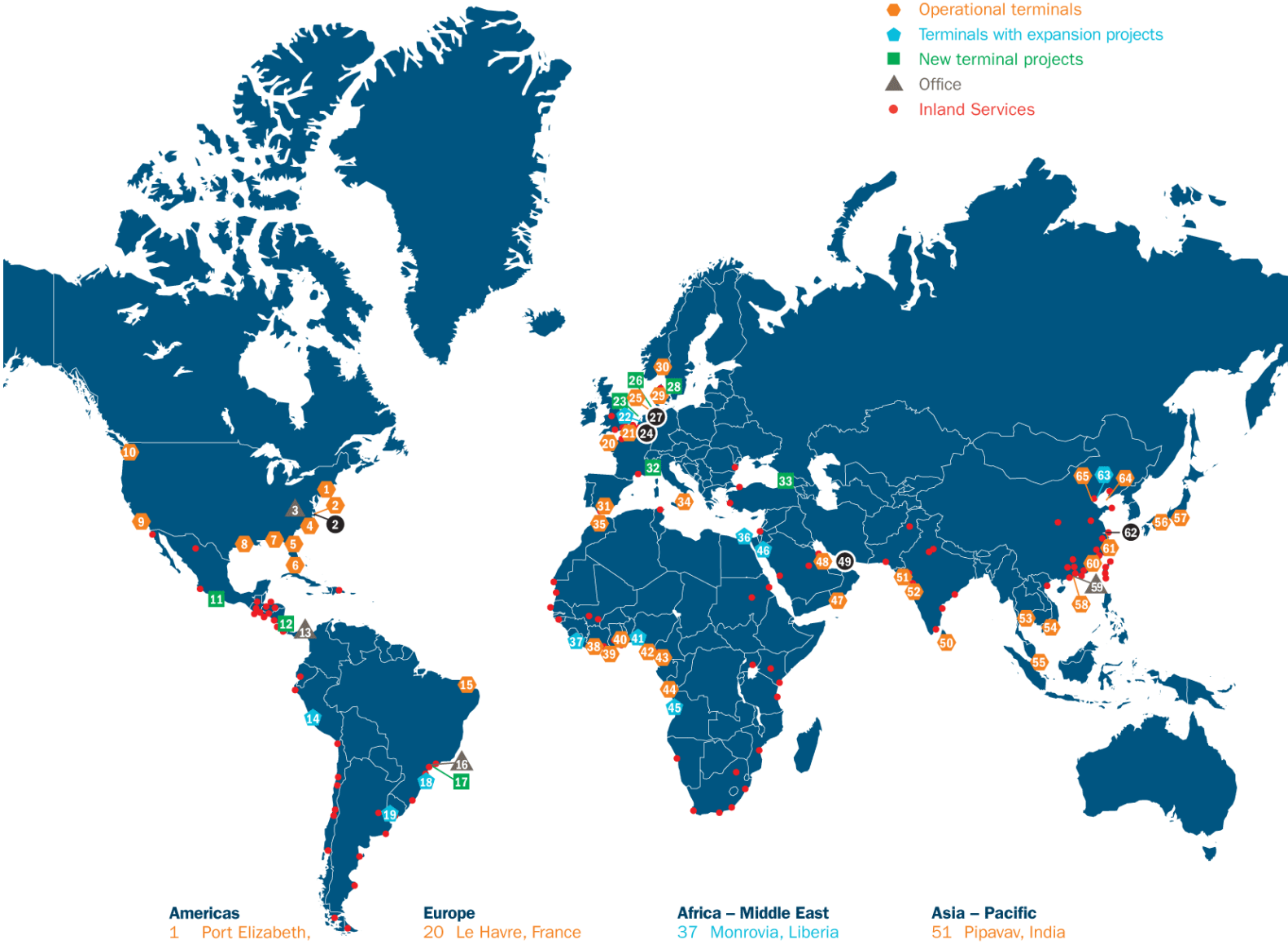
2012 Port projects underway:

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	Implemented February 2011
Europe	Rotterdam, Netherlands	New terminal being built
	Vado, Italy	New terminal being built
	Wilhelmshaven, Germany	New terminal being built
	Poti, Georgia	Implemented May 2011
	Gothenburg, Sweden	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 and expansion
	Lazaro Cardenas, Mexico	New terminal project

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
2 Portsmouth, Virginia USA (Leased to VA Port Authority)
3 Charlotte, North Carolina, USA
4 Charleston, South Carolina, USA
5 Jacksonville, Florida, USA
6 Miami, Florida, USA
7 Mobile, Alabama, USA
8 Houston, Texas, USA
9 Los Angeles, California, USA
10 Tacoma, Washington, USA
11 Lazaro Cardenas, Mexico
12 Moin, Costa Rica
13 Panama City, Panama
14 Callao, Peru
15 Pecem, Brazil
16 São Paulo, Brazil
17 Santos, Brazil
18 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 Gioia Tauro, Italy
35 Tangier, Morocco
36 Port Said (SCCT), Egypt

Africa – Middle East

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

Asia – Pacific

51 Pipavav, India
52 Mumbai, India
53 Laem Chabang, Thailand (2 terminals: LCB1 and LMCT)
54 Cai Mep, Vietnam
55 Tanjung Pelepas, Malaysia
56 Kobe, Japan
57 Yokohama, Japan
58 Guangzhou, China
59 Hong Kong
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