

Capability Statement

Connecting global markets

2019


DP WORLD
Maputo

Creating the Future, **Now.**

01

Fast Facts

DP World is one of the
**LARGEST
MARINE
TERMINAL
OPERATORS**
in the world by
throughput

174,000+
TEU a day

DP World at a glance

DP World is a global marine terminals operator with a portfolio of more than **78 terminals** across six continents, including new developments underway in India, Africa, Europe and the Middle East.

Container handling is the company's core business with a focus on origin and destination cargo and faster growing emerging markets. DP World handle more than **174,000 containers/day**.

36,500 people  that's **130** countries

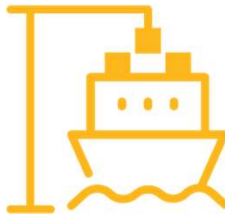
1,600 cranes 



DP World is one of the largest marine terminal operators in the world by throughput

Our Portfolio consists of **78** marine and inland terminals

We serve around **66,000** vessels/year



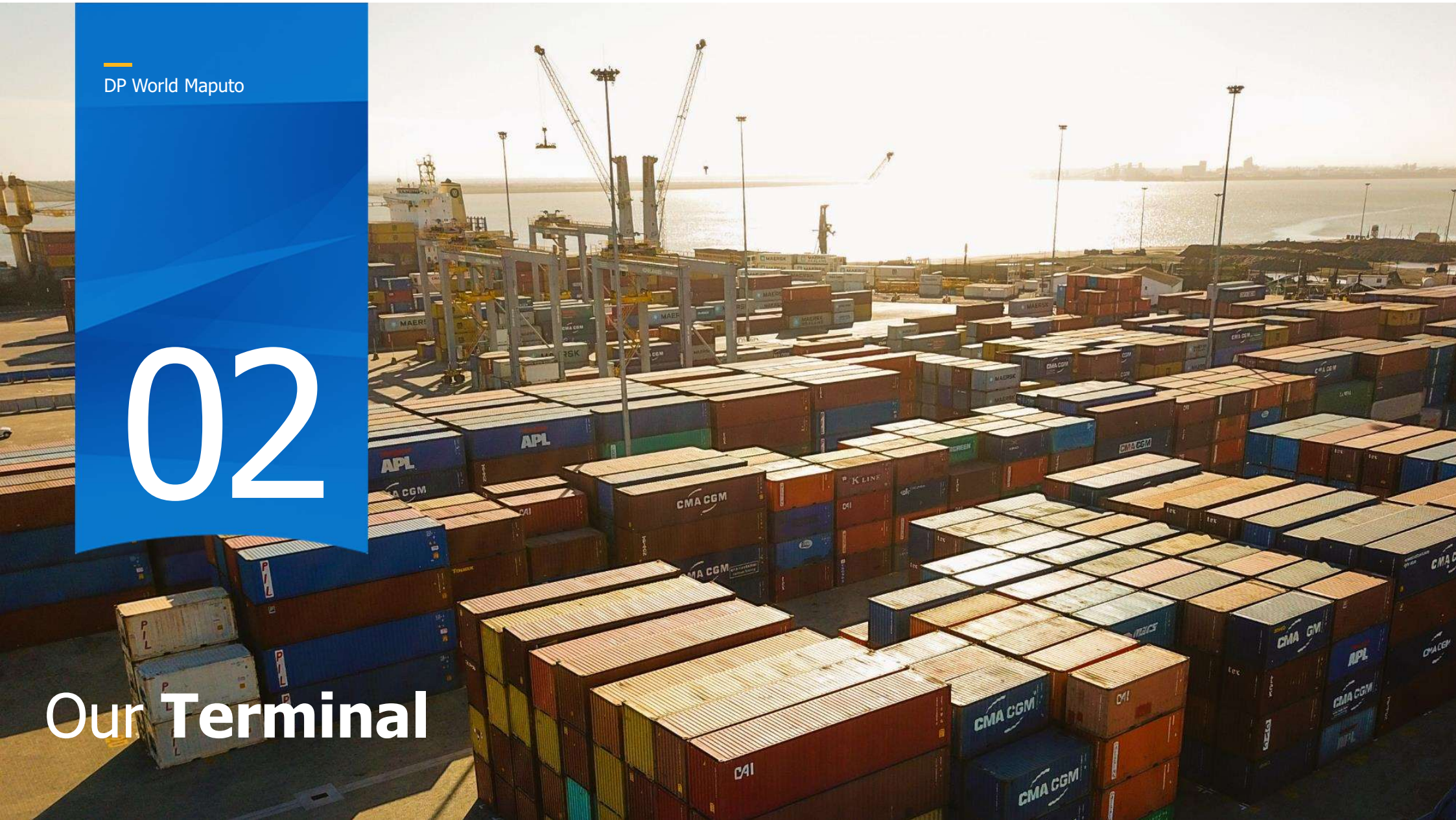
that's **180** vessels a day



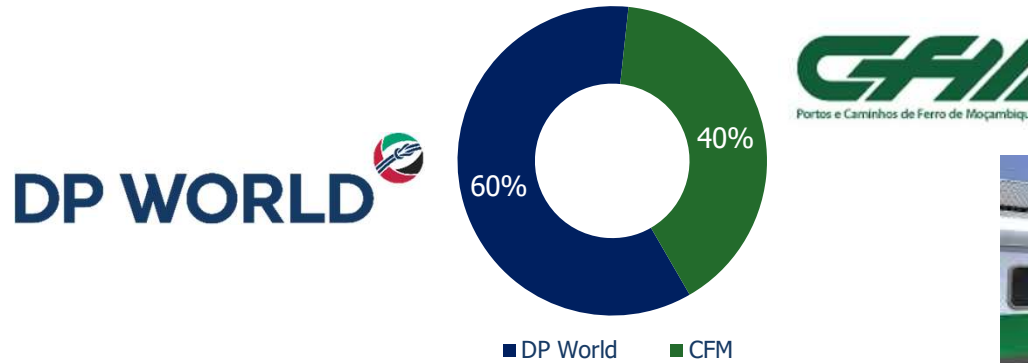
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Our Terminal



Shareholders



CFM is the parastatal authority that operates the railway system of Mozambique and its connected ports.



Aligned with Best Practices and security operation requirements

Terminal

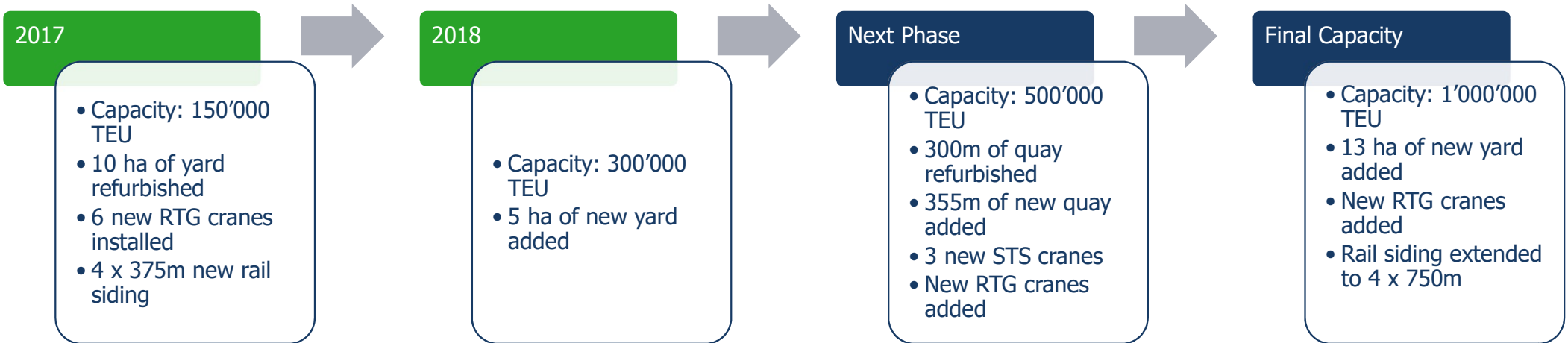
- 308m Berth
- 4 x 375m Rail Siding
- 12m c.d Draft
- 3 Mobile Harbour Cranes
- State-of-the-art RTG container terminal operation
- 196 Reefer plugs
- 300'000 TEU capacity



Performance

- ✓ Zero vessel waiting time
- ✓ Productivity 44-57 BMPH
- ✓ Truck Turn time 19 mins
- ✓ 24/7 operation
- ✓ Fixed Berthing Windows available

Terminal Development



2016/2017 at 150'000 TEU capacity



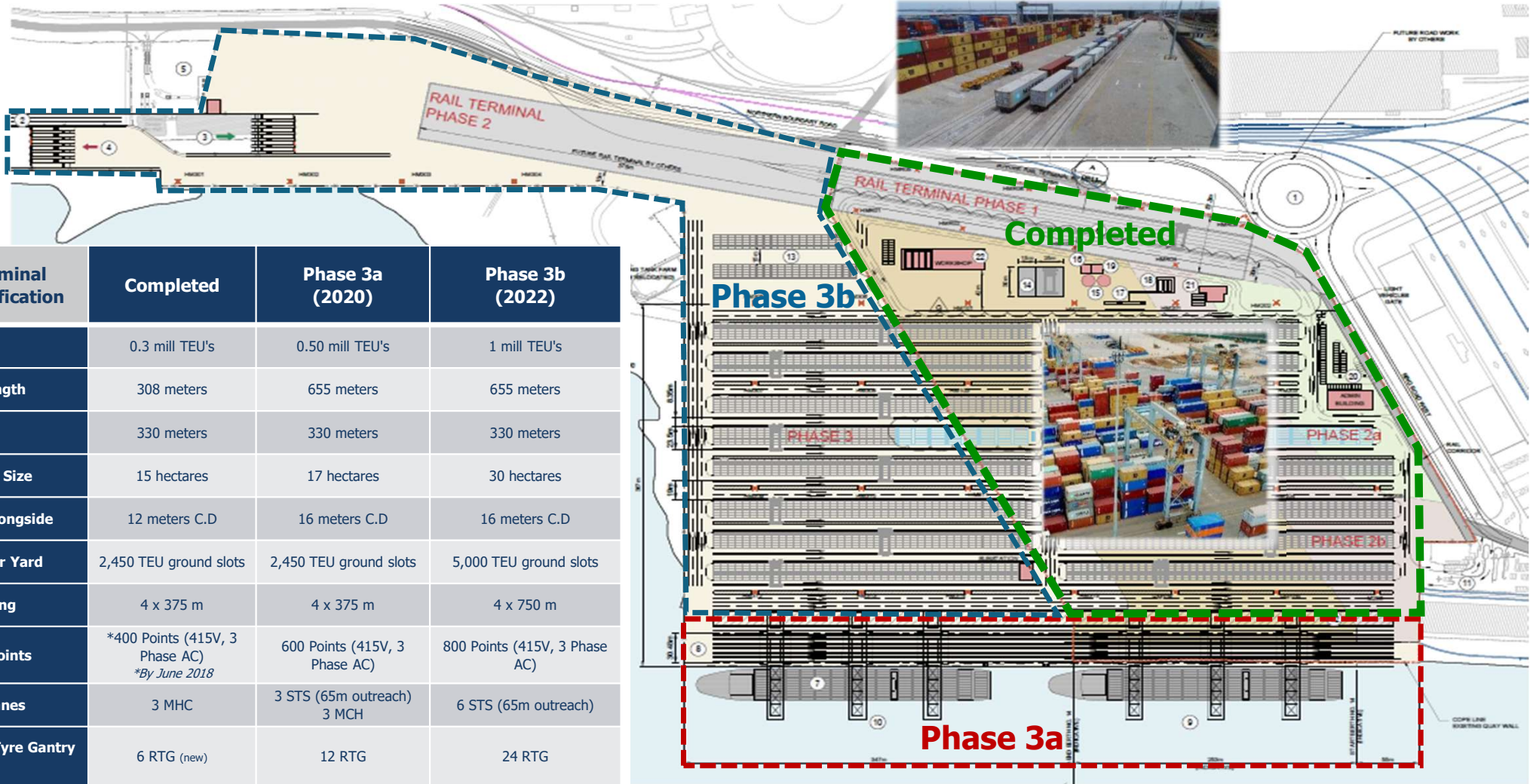
2018 at 300'000 TEU capacity

DP World's infrastructure development plan will continue to bring capacity in line to meet market demand

Capacity has already more than **doubled**. DP World can now suitably handle Transit Hinterland volumes










Terminal Capacity Development



Terminal Specification	Completed	Phase 3a (2020)	Phase 3b (2022)
Capacity	0.3 mill TEU's	0.50 mill TEU's	1 mill TEU's
Quay Length	308 meters	655 meters	655 meters
Max LOA	330 meters	330 meters	330 meters
Terminal Size	15 hectares	17 hectares	30 hectares
Depth Alongside	12 meters C.D	16 meters C.D	16 meters C.D
Container Yard	2,450 TEU ground slots	2,450 TEU ground slots	5,000 TEU ground slots
Rail Siding	4 x 375 m	4 x 375 m	4 x 750 m
Reefer Points	*400 Points (415V, 3 Phase AC) *By June 2018	600 Points (415V, 3 Phase AC)	800 Points (415V, 3 Phase AC)
Quay Cranes	3 MHC	3 STS (65m outreach) 3 MCH	6 STS (65m outreach)
Rubber Tyre Gantry Cranes	6 RTG (new)	12 RTG	24 RTG



Our Current Services

Shipping Line	Route
	<p>Joint weekly service with CMA: MAPUTO → BEIRA → NACALA → PORT LOUIS → SINGAPORE → TANJUNG PELEPAS → PORT REUNION → MAPUTO</p>
	<p>Joint weekly service with MAERSK: MAPUTO → BEIRA → NACALA → PORT LOUIS → SINGAPORE → TANJUNG PELEPAS → PORT REUNION → MAPUTO</p>
	<p>Weekly service MAPUTO → BEIRA → NACALA → PORT KELANG → SINGAPORE → PORT LOUIS → REUNION → TAMATAVE → MAPUTO</p>
	<p>East Africa Service DURBAN → MAPUTO → BEIRA → MOMBASA → DAR ES SALAAM → NACALA → BEIRA</p> <p>Middle East/ India Service MAPUTO → MOMBASA ► MOMBASA → MUNDRA → ABU DHABI → JEBEL ALI</p>
	<p>15 day Rotation GENOA → SALERNO → JEDDAH → DJIBOUTI → MOMBASA → DAR ES SALAAM → DURBAN → MAPUTO</p>
	<p>Fortnightly Feeder MAPUTO → BEIRA → DURBAN → PORT ELIZABETH → CAPE TOWN → LUDERITZ → WALVIS BAY → NAMIBE → CAPE TOWN → DURBAN → MAPUTO</p>
	<p>Mozambique/Europe Service MAPUTO ⇌ EUROPE (ROTTERDAM, HAMBURG, IMMINGHAM, ANTWERP, LEIXOES) MAPUTO → CAPE TOWN ⇌ USA</p>

**Additional Direct Services being developed*

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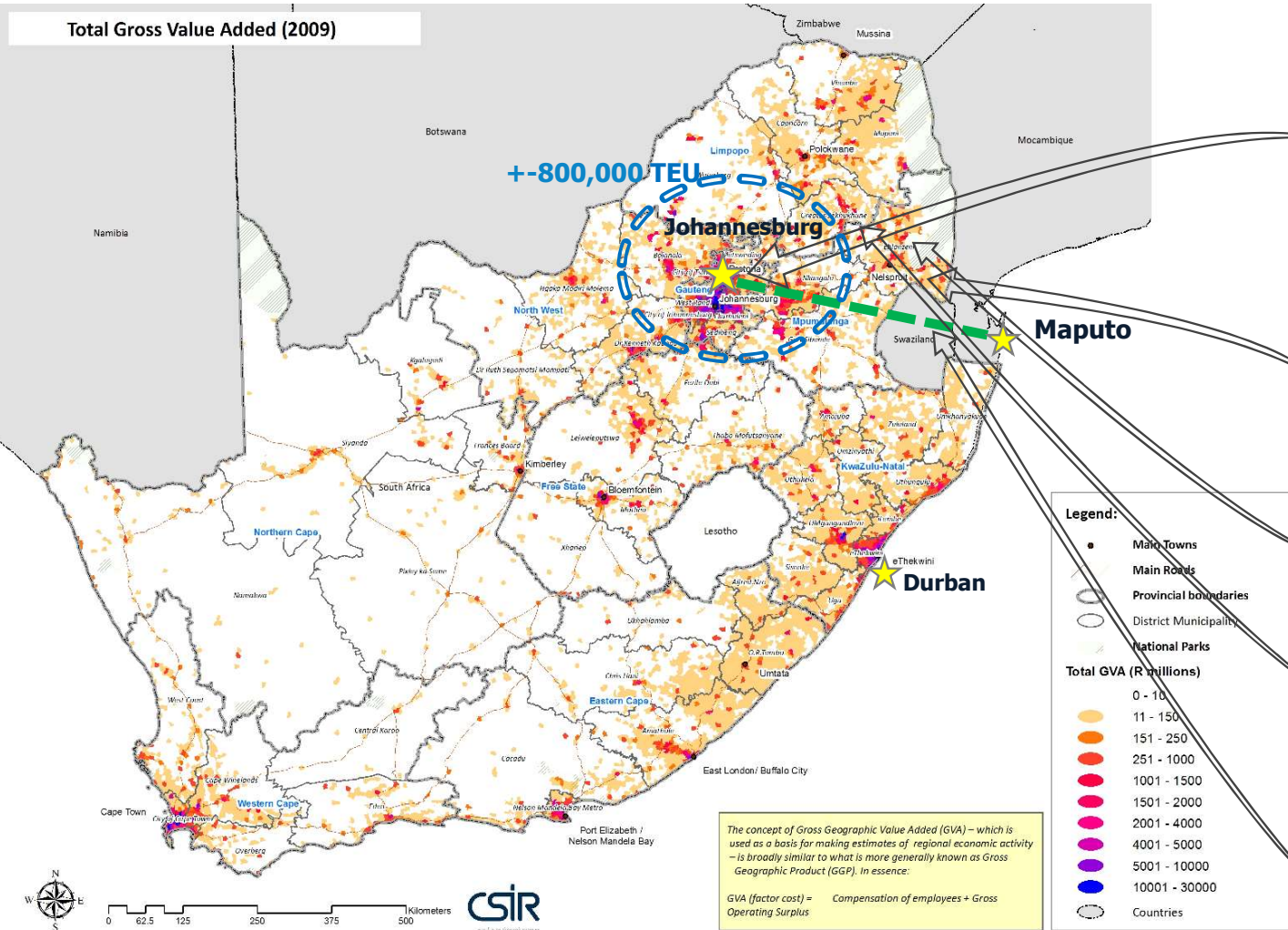
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The Market



Transit Market Potential

Total Gross Value Added (2009)



Cargo	Potential Volume	Destination n/Origin	Hinterland Distance
Laden Imports + Empty Evacuation: <i>Johannesburg, South Africa</i>	+500,000 TEU (per year)	Laden Origin: 65% Middle East/Far East 20% Europe 15% Other	581 km from Maputo (rail) 741 km from Durban (rail)
Containerized Mineral Exports: <i>Steelpoort, South Africa</i>	+100,000 TEU (per year)	Destination: Middle East/Far East	369 km from Maputo (road) 731 km from Durban (road)
Citrus Reefer Exports: <i>Mpumalanga & Limpopo, South Africa</i>	+38,000 FEU (Season: March to October)	Destination: 60% Europe 35% Middle East/Far East 5% Other	214 km from Maputo (road) 575 km from Durban (road)
Timber Exports: <i>Mpumalanga & Limpopo, South Africa</i>	+10,000 FEU (per year)	Destination: Middle East/Far East	420 km from Maputo (road) 557 km from Durban (road)
Laden Imports + Empty Evacuation: <i>Swaziland</i>	+50,000 TEU (per year)	Laden Origin: 15,000 TEU from Europe 35,000 TEU from Middle East/Far East	228 km from Maputo (rail) 544 km from Durban (rail)

Market: Hinterland markets in South Africa, Swaziland, Zimbabwe with a potential of 1.2 mill TEU geographically close to Maputo.



Connectivity – Distances

DISTANCES

Road	JHB	Witbank	Lydenburg	Steelpoort	Polokwane	Nelspruit	Phalaborwa	Mbabane
Maputo	561 ✓	420 ✓	299 ✓	369 ✓	680 ✓	214 ✓	412 ✓	216 ✓
Durban	567	557	680	731	788	575	768	542

Rail	Maputo	Durban	Richards Bay
City Deep (SA)	581 ✓	741	647
Witbank (SA)	437 ✓	819	627
Polokwane (SA)	550 ✓	935	802
Gweru (Zimbabwe)	967 ✓	1764	1684
Bulawayo (Zimbabwe)	1083 ✓	1880	1800
Matsapha (Swaziland)	228 ✓	544	371

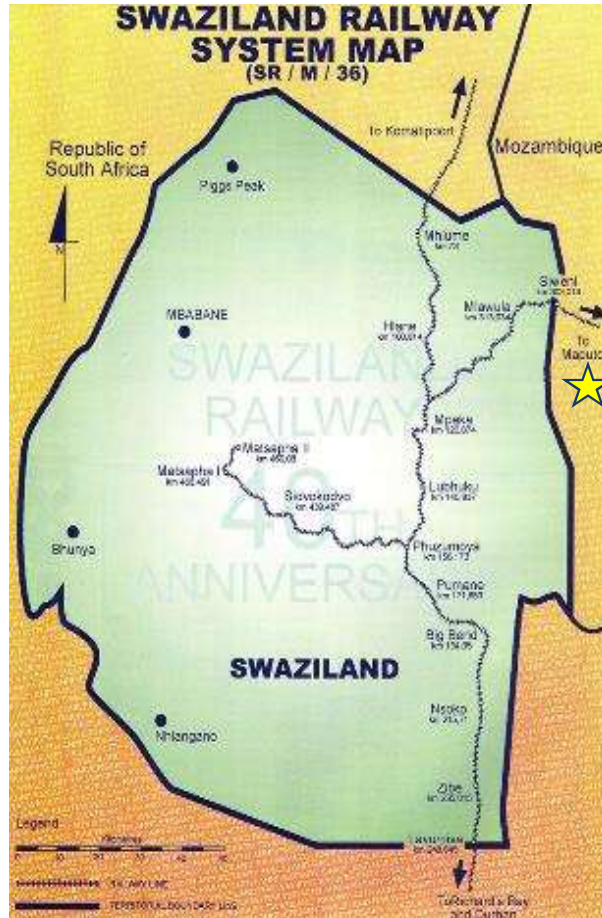


Maputo is geographically **closer** to the hinterlands of Johannesburg and Swaziland versus Durban port.

Offering shippers/consignees a better alternative with vastly **lower overall transit times**

Connectivity – Road & Rail

Rail Network to South Africa / Swaziland / Zimbabwe / Zambia (through Zimbabwe)



Maputo is ideally connected to South Africa, Swaziland & Zimbabwe by **Road and Rail**





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Value Proposition

Value Proposition

Cost Saving

- Terminal cost savings
↳ 40' import +/- \$230
less vs Durban
- 10 days free storage
(export)
- 7 days free storage
(import)

Reliability

- Zero vessel waiting
time → no vessel
delays
- No congestion
- Terminal truck turn
time 18-25 mins
- Consistent high crane
productivity

Transit Time

- Direct vessel to rail
discharge → No inter-
terminal transfer
required
- Rail 160km closer to
JHB vs DUR-JHB
- Road is same distance
to JHB vs from DUR

Private Terminal Operator

- Flexibility to develop
tailored solutions
- Always available key
touch point
- Global best practices

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05

**Supply Chain
Opportunities**



Supply Chain Opportunities

Growth of the Maputo Corridor demands development of various Intermodal suppliers

1. New Shipping Services
2. Trucking Companies
3. Container Depots
4. Container stuffing/de-stuffing facilities
5. Distribution Centres
6. Cold Stores/Temperature controlled warehouses
7. Corridor Agencies
8. Logistics Parks & Free Zones



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DP WORLD
Komatipoort

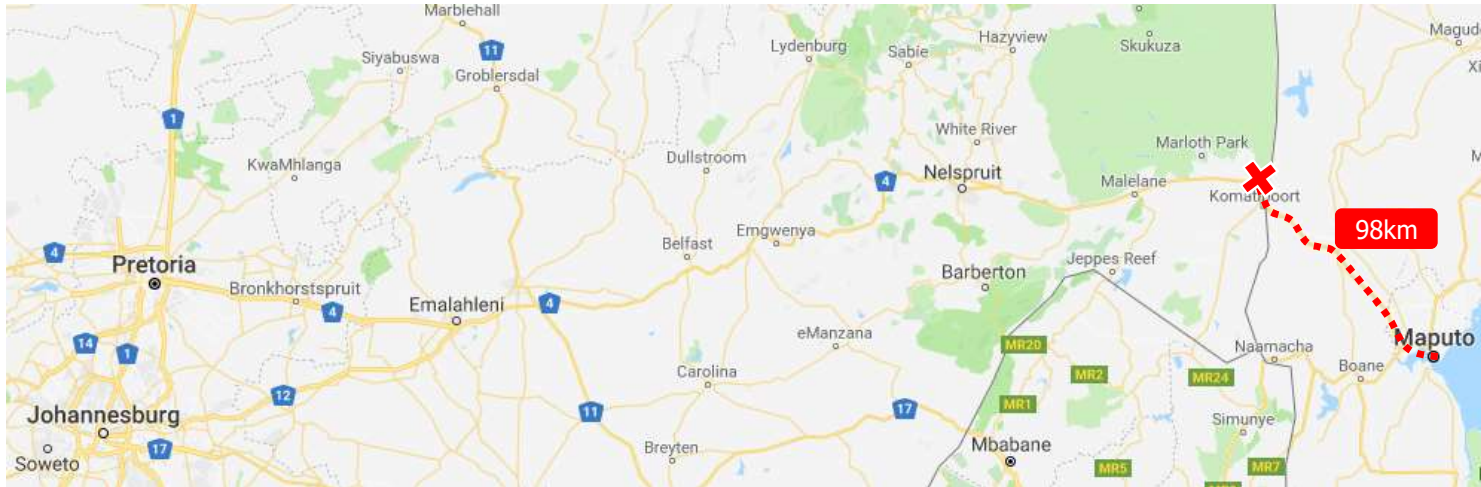


DP World Komatipoort ICD

**Depot to start operations March 2019*

Location:

- Next door to SARS inside 'Kilometre 7' (SA truck border post)



- 18'000 m² Depot
- 1'000 m² Warehouse
- 2 Reach Stackers
- 3 Fork Lifts



ICD Capabilities:

- ✓ Warehouse
- ✓ Customs/Border Police exams/inspections
- ✓ Empty Container Depot
- ✓ Cargo cross docking
- ✓ Export packing
- ✓ Bonded Depot

Transport Modes:

- ROAD
- RAIL to Komatipoort siding, DP World can then arrange discharge and transfer operations to the ICD



South Africa Volumes

Opportunities:

IMPORTS

1) RSA Imports final clearance

- a) Container is cleared from DP World Komatipoort bonded depot as per usual procedures
- b) Full Container is then transported directly to customer door OR possible to destuff container and cross dock at DP World Komatipoort
- c) Empty container turn in depot

EXPORTS

1) Empty container collection point for regional export packing

- a) Timber
- b) Chrome
- c) Citrus
- d) Paper/Pulp
- e) Macadamia Nuts
- f) Steel
- g) Bananas

2) Cargo can be cross docked and packed into containers at the ICD



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Maputo Intermodal
Container Depot
MICD



Service Offering - Maputo Intermodal Container Depot



Minerals Packing



Cargo Packing



Warehousing



Container Depot



Facility - Maputo Intermodal Container Depot



Maputo Intermodal Container Depot (MICD)

We offer a wide variety of container related services

1. Handling, storage and warehousing of export and import cargo

- 200 000 t of mineral products outside storage per annum
- 120 000 t of general cargo warehouse storage per annum

2. Handling and storage of full and empty containers.

- Empty 20' containers will mainly be stored for the packing of cargoes
- Full containers will be transported to DP World into stack for shipping after packing

3. Packing and un-packing of containers.

- This operation will be done according to client specifications and needs

4. Washing of containers

- Containers will only be washed if requested by Shipping Lines to meet client needs

5. Container repairs

- Only minor repairs, no structural

Capacity

Warehouse	8'000 m ²
Empty Container Yard	2'500 TEU
Full Container Yard	300
Bulk Packing Slab	8'000 m ²

Security

Access Control	Full Access
Security Staff	24/7
Perimeter	Perimeter fence control
Fence	3m high / 8mm thick steel
Alarms	Electric fence with alarms



Thank you

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