



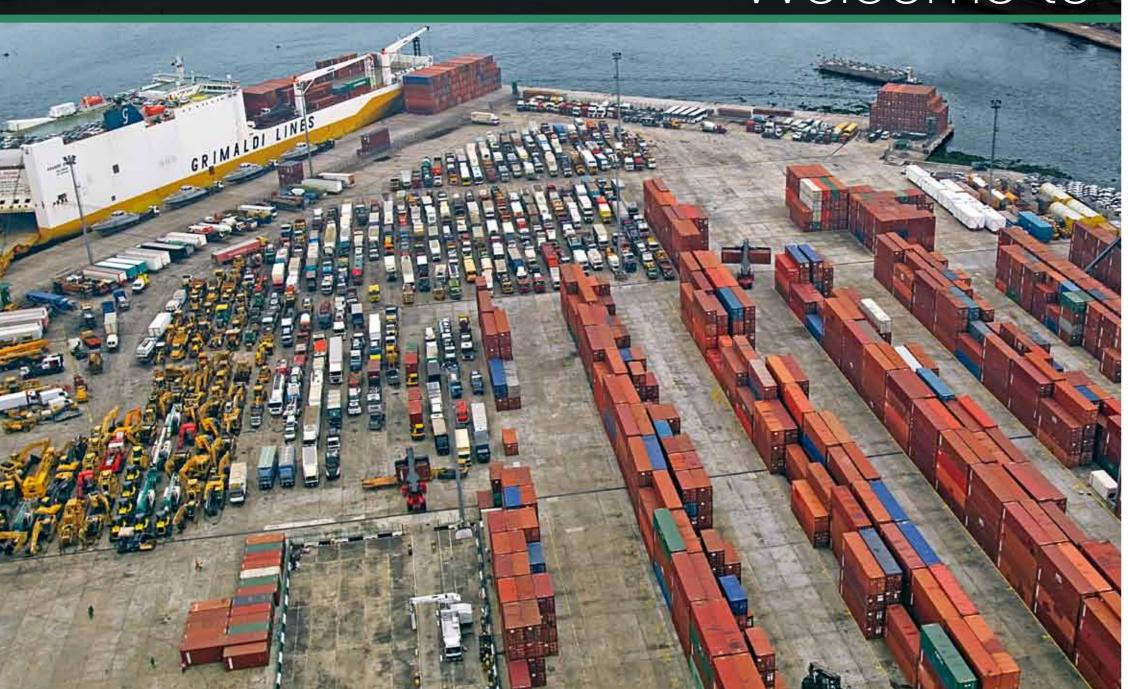
## **Our Mission**

To provide our customers with marine terminal services of outstanding quality and unparalleled efficiency.

We lead in Roll-on / Roll-off.



## Welcome to Multiservices Ltd



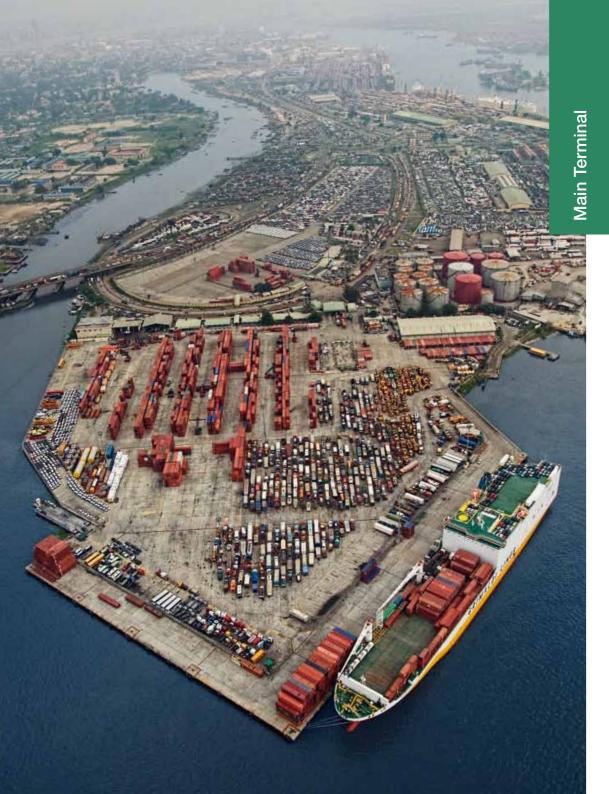
### Where we come from

Ports & Terminal Multiservices Ltd (PTML) is one of the leading dedicated Ro/Ro Terminals in West Africa. The company was registered in 2003 by Grimaldi Lines to respond to the initial invitation of the Nigerian Port Authorities to participate in the development of Port Facilities in Nigeria.

Acknowledging the necessity to expand terminal areas in Lagos rather then relying on the existing over-stretched port facilities, Grimaldi Lines, through its Special Purpose Vehicle – PTML – proposed the development of a completely new terminal in a totally neglected and underutilized area of Tin Can Island.

PTML is the first new terminal built in Lagos, since the completion of Tin Can Island Port Complex in 1977.



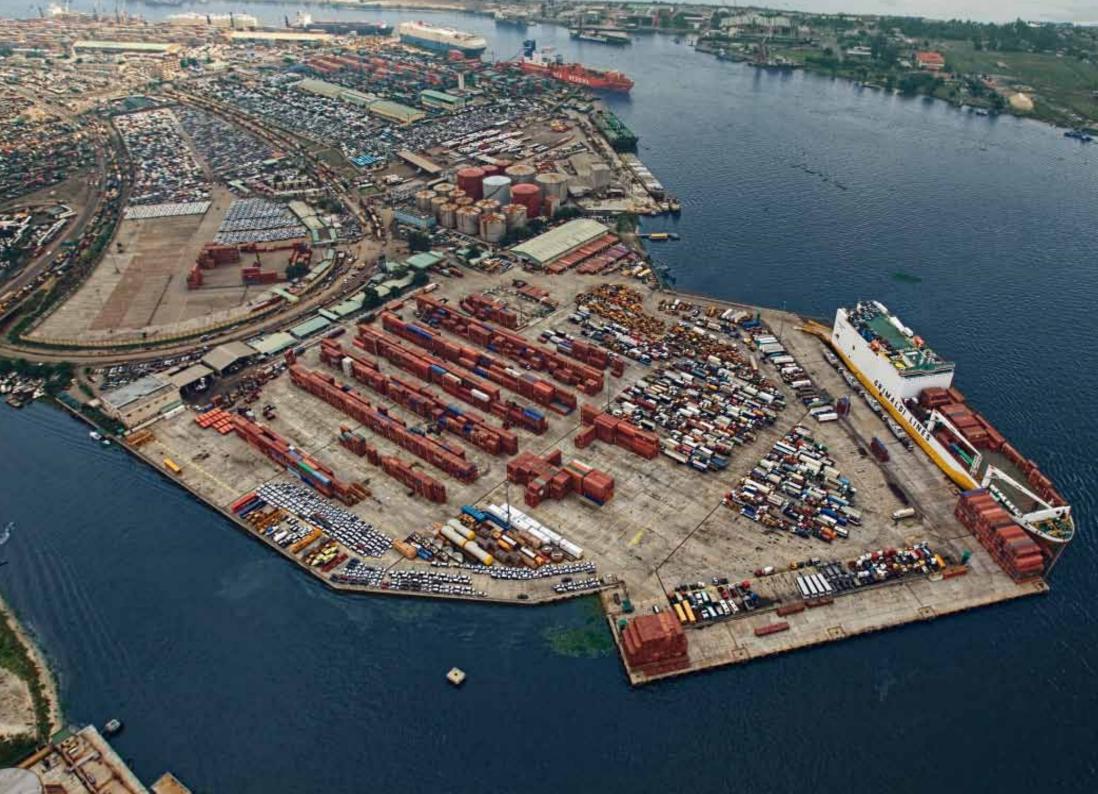


In February 2005 Grimaldi Lines through its subsidiary PTML signed an agreement with the Federal Government of Nigeria to Build, Operate and Transfer (BOT) a new terminal in Lagos.

Under the BOT agreement – the first of this kind signed by the Federal Government in the maritime sector – Grimaldi assumed the obligation to build the new infrastructure at its own cost, to manage it for 25 years, to pay royalties to the Nigerian Port Authority and to return it at the end of the concession to the Federal Government.

The first phase of the Terminal – which entailed the construction of a new 220mt berth, the paving of 220,000 sqm and the provision of all necessary infrastructure – was commissioned after only 16 months, in August 2006 by the then President of Nigeria, Chief Olusegun Obasanjo, GCFR.

The second phase – which included the construction of a second 200mt berth and the reclamation of additional 40,000 sqm of terminal area, was completed one year later.



By the end of 2008 in anticipation of the expected growth of traffic, PTML acquired an under-developed water front area located about 2 nautical miles from the main terminal, on the strategic Apapa – Oshodi Expressway.

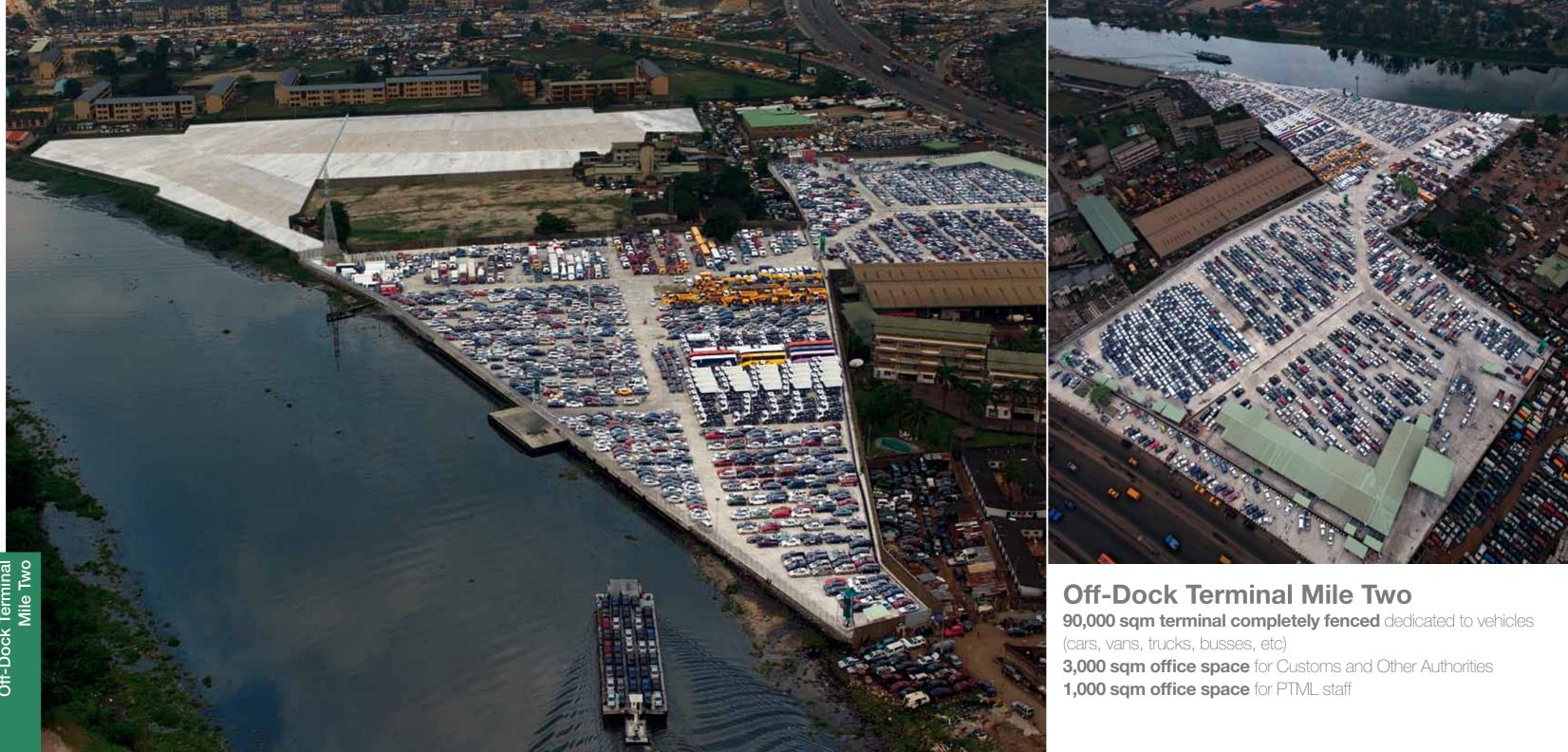
The area was developed in less than a year in a completely new 50,000 sqm off-dock terminal dedicated to ro-ro cargo transferred from the main terminal using an environmentally friendly barge, thus reducing the congestion around the Tin Can Island Port Complex.

Today PTML is Nigeria's most important port for Ro-Ro freight Traffic and a major container and project cargo port facility.

As the sole terminal called in Lagos by Grimaldi Lines, PTML is the gateway to All Four Corners of the Atlantic with weekly sailings from North Europe and the Mediterranean, United States and Canada, South America and West Africa. Providing superior services, PTML represents the preferred corridor to Nigeria of the world's most important car-carrier operators from Far East.

As a leading dedicated terminal operator with a talented work force and state-ofthe-art facilities specifically designed to serve the Ro-Ro Trade, PTML is uniquely positioned to offer the most efficient services to Nigerian Importers and Exporters.

> Ter Mile Off-Dock



## Main Terminal

## 90,000 sqm terminal completely fenced

dedicated to containers, ro/ro and general cargo;

## 450 mt quay wall, 2 berths, draft of 11.5 mt;

**3,500 sqm warehouse** for general and project cargo;

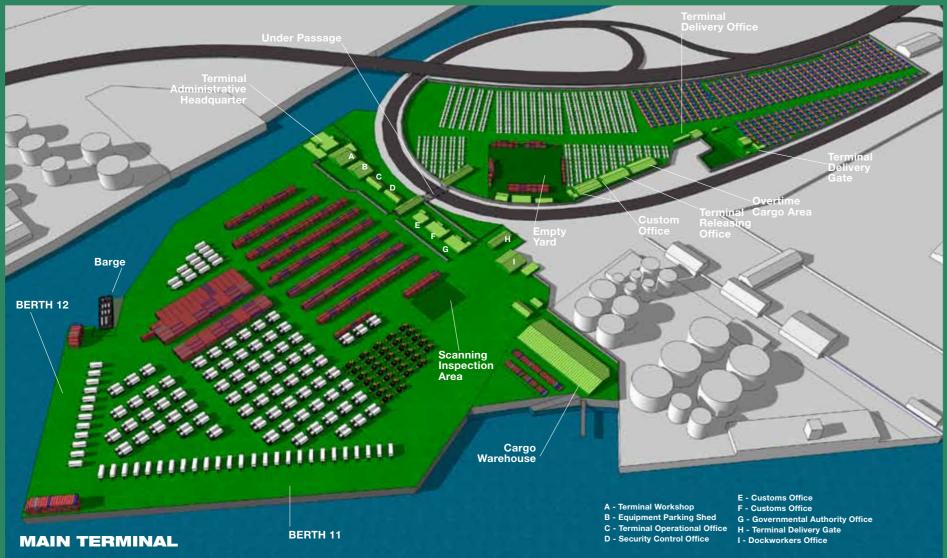
**3,000 sqm office space** for Customs and other Authorities;

2,000 sqm office space for PTML staff;

500 sqm workshop; 500 sqm Plant Parking Shed.



## The PTML Overview



# of two Areas



## We are Innovating the Nigeria Port Industry



### **Follow Us**

As a world class facility aiming at ensuring the fastest delivery time in the industry and in line with the highest environmental and security standards, PTML has committed significant investment in new state of the art equipment.

To cope with the tremendous cargo volumes growth recorded in the first five years of operations, PTML has adopted the most efficient cargo handling processes, employing cutting edge technology and equipment, to achieve optimal utilization of terminal area and the fastest delivery of the cargo.



PTML is regarded as an innovator in the Nigerian Terminal Industry, having successfully developed and enhanced ro/ro and container terminal capacity and efficiency by designing and implementing dedicated IT solutions which have allowed the Nigerian importers and exporters to better manage their supply chain.

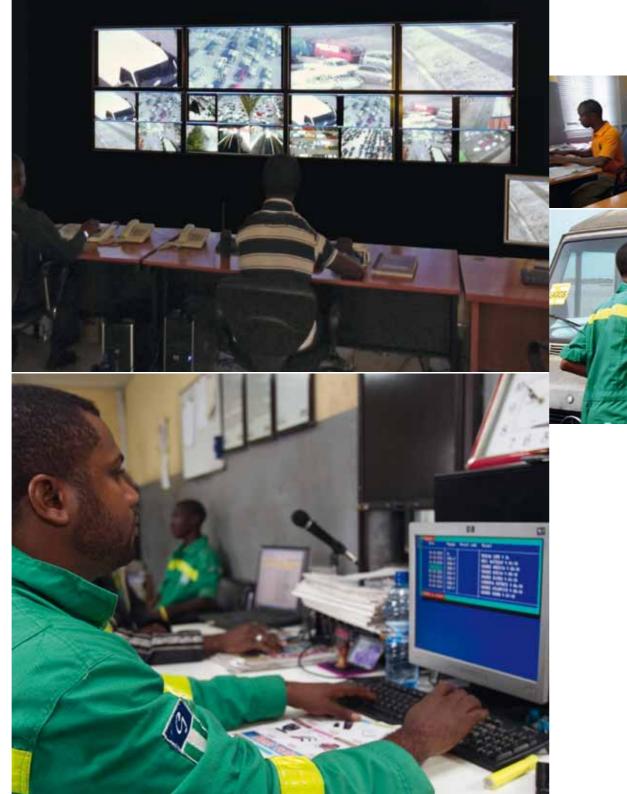
That's why at PTML cargo dwell time is the lowest in the industry and importers are able to collect their cargo within a satisfactory timeframe.

Infrastructure investment in cargo handling facilities remains key to maintain the competitive edge and it is in this vein that PTML developed an additional site in order to be able to handle the expected and forecast growth in the ro/ro throughput.

Commissioned by the end of 2009 the new terminal located on the strategic Oshodi Expressway axis and two nautical miles from PTML main terminal, Mile 2 Off-dock terminal represent the most innovative and creative solution to the lingering problem of congestion in the Lagosian Ports. Expanding the terminal area by developing a separate infrastructure where cargo is transferred using an environmental friendly barge and delivered at no extra cost to the importers, was a completely new concept in Nigeria.

The importers do not have to come anymore to the congested Tin Can Island area to take their vehicles.

Importers can arrange all their customs formalities, inspection, collect and pay their terminal and agencies invoices and take delivery of their vehicles directly at the Mile 2 off-dock site.





## **One-Stop-Shop**

We have a dedicated Customs Command and a Shipping Agent conveniently located within terminal premises and connected electronically to our delivery system, thus making the releasing and delivery process of the cargo simple and fast.





## **Our Staff**

A major economic force within the Nigerian port industry, PTML has a staff strength of over 500 permanent highly trained employees. Through its dedicated suppliers an additional 1,000 workers are supported by the activities of the terminal. Investment in education and training is imperative at PTML.

We know that only the combination of a highly trained and motivated labor force and the most modern handling techniques ensures the high productivity and excellent service for which our terminal is known and valued.



Our future as a world class service company is built on our ability to attract, motivate, empower and retain talented and committed people. We take our responsibility as employers very seriously. As well as focusing on providing a safe and secure working environment, we invest heavily in training and education.

Since the beginning PTML has implemented and constantly updated its own training system, specifically directed towards meeting the particular requirements of an international organization.







## Multipurpose Port in Lagos



### We lead in Ro/Ro

It is no accident that PTML is the number one Roll-on / Roll-off port in Nigeria. Ro/Ro cargo requires special care - and we make it our business to move it with the lowest damage rate possible. PTML treats its autos with white gloves service, literally.

Each vehicle receives the utmost care - from the ship to the delivery to the consignee. Through a customized bar code scanning system, we're able to capture detailed information about every vehicle moving through our terminal and the drivers who handle them, thereby tracking inventory and reducing damages.

Specifically designed to operate Ro/Ro ships and handling more than 100,000 vehicles per year, PTML is synonymous with Ro/Ro Operations. With highly secured areas dedicated only to vehicles, the terminal is the leading facility in Nigeria for the handling of cars, vans, trucks and busses.



PTML has a total of over 120,000 sqm of parking area at its disposal, 80,000 sqm in the Satellite Terminal dedicated to cars and vans, 40,000 sqm the main Terminal. Additional 50,000 sqm are available in the strategically located, off-dock facility at Mile 2 area (about 2.2 nautical mile from the main terminal), where vehicles are transferred by barge.

### **Premium Container Services**

With an annual throughput of over 100,000 TEUs, PTML continues to invest significantly in container handling equipment and innovative solutions to guarantee the fastest delivery time obtainable in the Nigerian Port Industry.

Immediately after discharge the containers are transferred to the stacking area within the port premises and are available for inspection and delivery within 24 hours from discharge. On presentation of the Terminal Delivery Order the containers are loaded on truck within 1 hour.









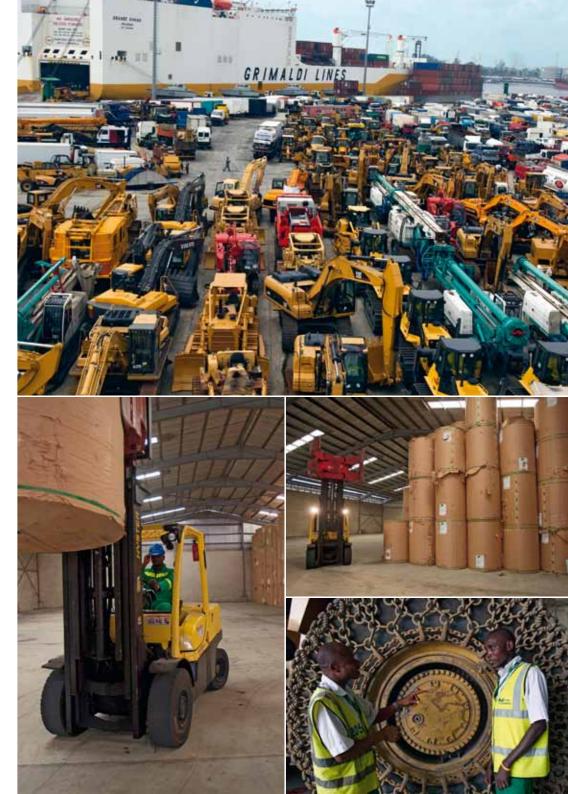
### **Project and General Cargo**

Although PTML is renowned for being a Ro/Ro Port and a premium container terminal, no other facility in Lagos is better suited to provide Nigerian importers and exporters with the equipment and the expertise to handle all cargo which due to size, weight and configuration cannot be containerized (like heavy duty construction equipment, heavy lifts, brewery tanks, boats, helicopters, etc).

The port's first-class labor force delivers the best care and goes the extra mile to deliver superior handling for all types of cargo moving through our terminal. We set the standard for providing the expertise in handling niche cargo.

PTML is also providing first class services to the major Nigerian Importers of paper reels and hard board, handling more than 70,000 tons per year of paper products. Providing quality handling services, we are offering added value and customer dedicated solutions for this kind of product.

With a fully dedicated 3,500 sqm warehouse and a fleet of new forklift equipments specifically designed and equipped to handle paper reels, PTML has not recorded any claim on the products handled since commencement of operations.





## **Dedicated Terminal Facility**

No Berthing Delay

No Terminal congestion

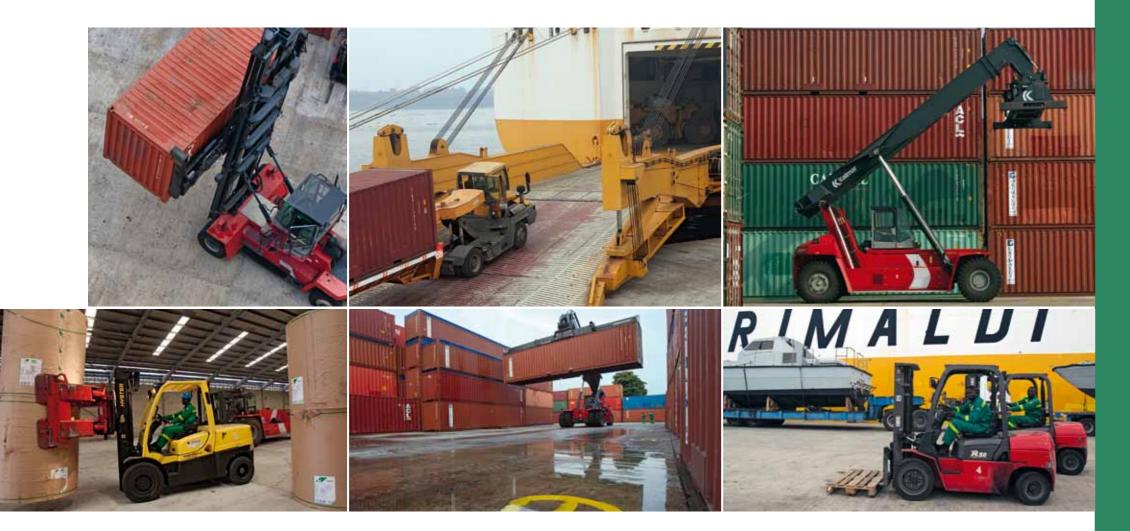
Immediate delivery

Brand New Terminal Equipment

Newly built port in compliance with ISPS Code

No Transfer of containers to Off-Dock Terminal

Dedicated independent ro/ro off-dock bonded terminal connected via barge.



## The Equipment 10 units > 45 tons Reach Stacker

- **1 unit** > 33 tons Handler Low Mast
- **4 units** > Empty Handler Kalmar
- **3 units** > Terminal Tractors 4 x 2
- **5 units** > Ro/Ro Heavy DutyTractors
- 6 units > Heavy Duty Trailers

8 units > 5 tons forklift **4 units** > 2.5 tons forklift **5 units** > Towing machine **2 barges >** 40 x 25mt 10,000 tons 3 barge tugs.



## The Security

Security is a baseline service we offer our customers. Whether our customers entrust us with cargo loaded in containers worth millions of dollars or with their personal second hand 5 years old cars, we have the responsibility to protect their valuable goods and to deliver their consignments in the same way we received them.

But as well as a responsibility to our customers, we have a responsibility to our staff and the communities in which we operate, and we need to safeguard our assets as well. We take those responsibilities seriously and we are committed to maintaining top quality security services.

Our facilities are securely fenced, lighted, patrolled and monitored 24 hours via CCTV. We have dedicated strategic security resources focused on implementation of our Port Facility Security Plan and we rely only on Recognized Security Organizations to strengthen our security staff.

PTML works closely with all relevant securities Authorities in Nigeria to examine security risks and to design and implement a coherent and comprehensive suite of information security controls to address those risks and threats. The Nigerian Presidentail Implementation Committee on Maritime Safety and Security (PICOMSS) has certified that PTML is compliant with the provisions of the International Code for the Security of Ships and Port Facilities (ISPS Code).



## Environmental Management Policy

### **Improve the Quality**

PTML is committed to managing resources and conducting Port developments and operations in an environmentally responsible manner. We are focused on improving the quality of life and minimize the impacts of terminal developments and operations on the environment and surrounding communities through the continuous improvement of our environmental performance.

PTML Environmental Protection Plan promotes sustainability, employs best available technology to avoid or reduce environmental impacts, protect the community, the staff and all stakeholders from any harmful environmental impact of Port operations.





Bypassing the congested road facilities around the port area, the use of barge to transfer cargo has had a positive impact on the traffic around the port, both reducing the volume of cargo transferred using the existing road facilities and reducing the number of vehicles and individuals entering the congested port area to take delivery of their cargo.

## Why PTML?

Streamlined Releasing process > Dedicated Resident Customs unit connected on line to PTML electronic releasing system (ASYCUDA ++ compliant, SGD online, no physical interaction with customs officers) > One stop shop (TDO issued directly by the shipping agencies within the port premises) > 24 / 7 operations.

Multi-purpose Port > Availability of Container, Ro/Ro, Project Cargo, LCL facilities as opposed to existing pure Container / Conventional Terminal > Only Ro/Ro facility in Lagos, with equipment and areas specifically dedicated to vehicles, high and heavy equipment and project cargo > Capacity to handle all cargo discharged (no off-dock terminal, block stacking, etc.).

**Competitive Tariffs Structure > Lower storage and demurrage costs (reduced clearing times)** > Lower Handling Charges > No additional charge for vehicles transferred to off-dock facility.





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## PTML **PORTS & TERMINAL MULTISERVICES LTD** Grimaldi Group

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