



Lifting Global TradeSM

APM TERMINALS





APM Terminals

Best terminal infrastructure in Latin América.

Infrastructure

APM Terminals Lázaro Cárdenas | Best terminal infrastructure in Latin América.

Infrastructure.

First semi-automated and most technological advanced container terminal in México. The terminal offers the most efficient on-dock rail facility and provides a reliable and fast gateway connection to inland facilities and supply chain partners.

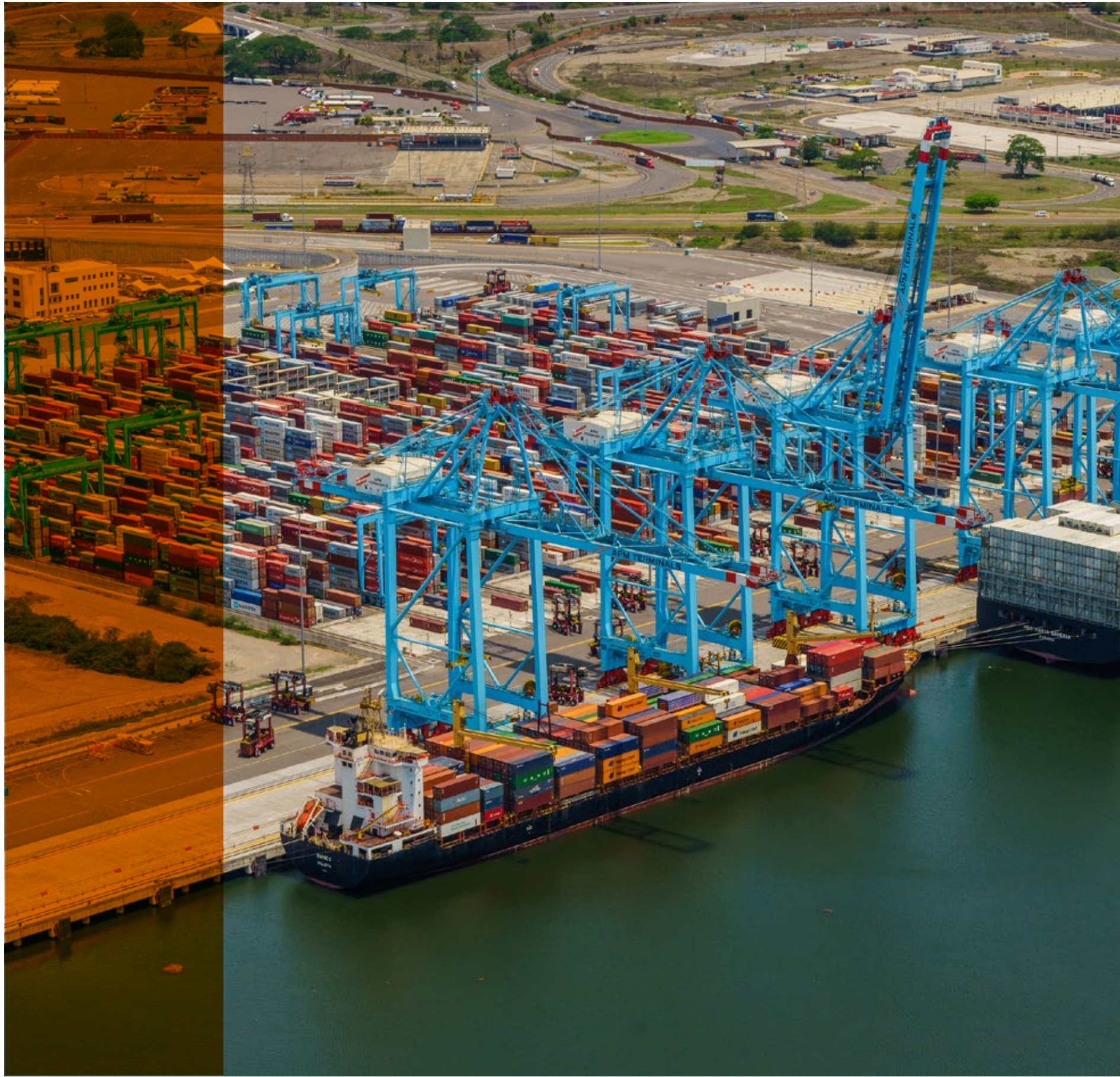
Located at the deepest port in México, port with world class infrastructure with navigation

areas up to 18 meters of depth. Lázaro Cárdenas operates with the largest customs facility in México: over 60 positions for cargo clearance process:

- a. 43 hectares for impo cargo.
- b. 5 hectares expo cargo.

APM Terminals infrastructure phases

| | First phase | Finished project |
|-------------------------|--------------------|------------------------|
| Berth length | 750 m | 1,485 m |
| Area | 49 ha | 102 ha |
| Capacity | 1.2 million | 4.1 million |
| Max depth | -16.5 m | -18 m |
| STS Cranes | 7 STS | 15 STS |
| Gate Lanes | 5 | 10 |
| Start Operations | 2017 | Based on volume |

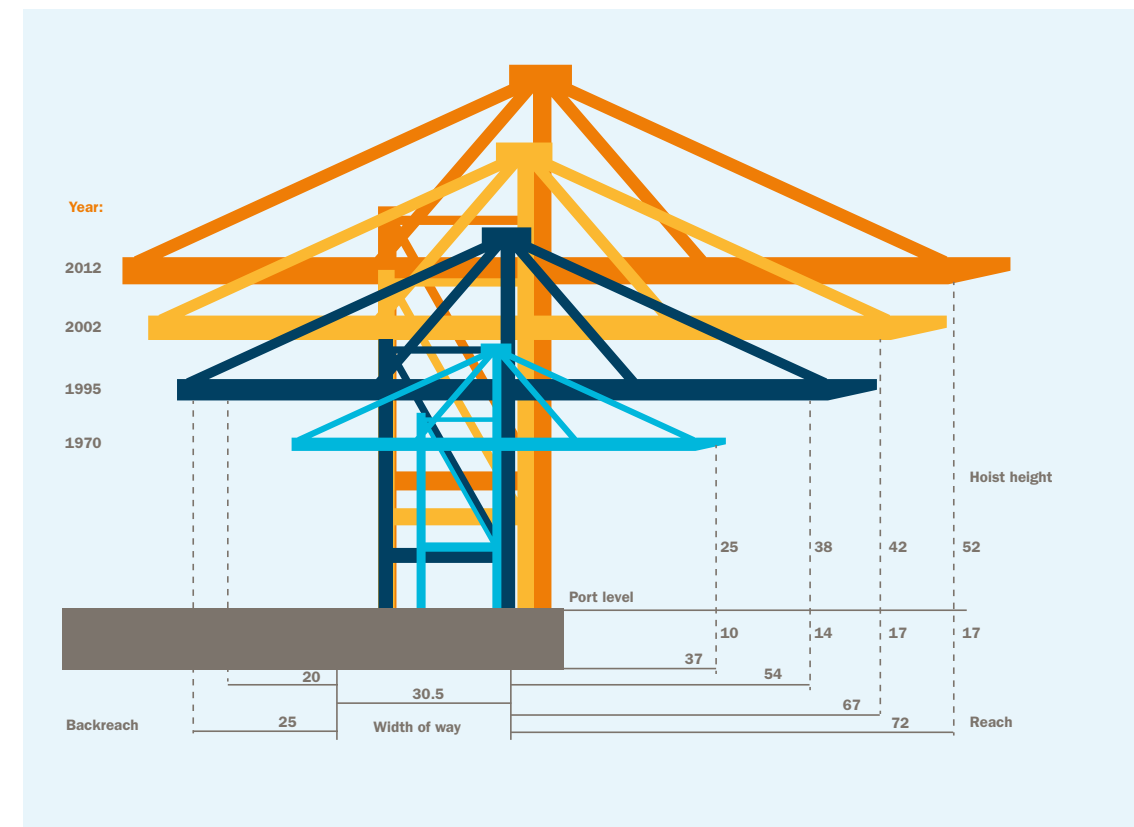




Cranes.

APM Terminals operates in Lázaro Cárdenas with the biggest STS cranes on its category in Latin América able to operate Triple E vessels (economy scale, energy efficient and environmental improve vessels).

Cranes reach up to 72 meters on-board tier.
 The APM Terminals STS cranes are able to lift a 2x40 on tandem mode.
 Capacity to lift 100 tons on hook for general cargo.



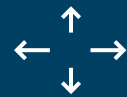


Terminal by numbers



7

STS Cranes.



49

Hectares.



342

Reefer connections.



1.2

Million TEUs Capacity.



16.5

Depth meters.



3,500

Kilometer or On-dock rail (meters of track).



2

Dedicated berths, covering 750 meters with no water, draft or bridge restrictions.



5

In/5 out Gate lanes.

Fact check: Lázaro Cárdenas by numbers.



1

Fastest on-dock intermodal rail access with highly secured daily unit trains to Mexico City - save up to 5 days.



2

Automated yard and gate providing high productivity, truck turn time and global standards in Mexico.



3

Direct gateway to inland depot with > 250 distribution centers in a radius of 20 kms.



4

Offering warehousing fumigation, stuffing & destuffing with strategic logistics partners.



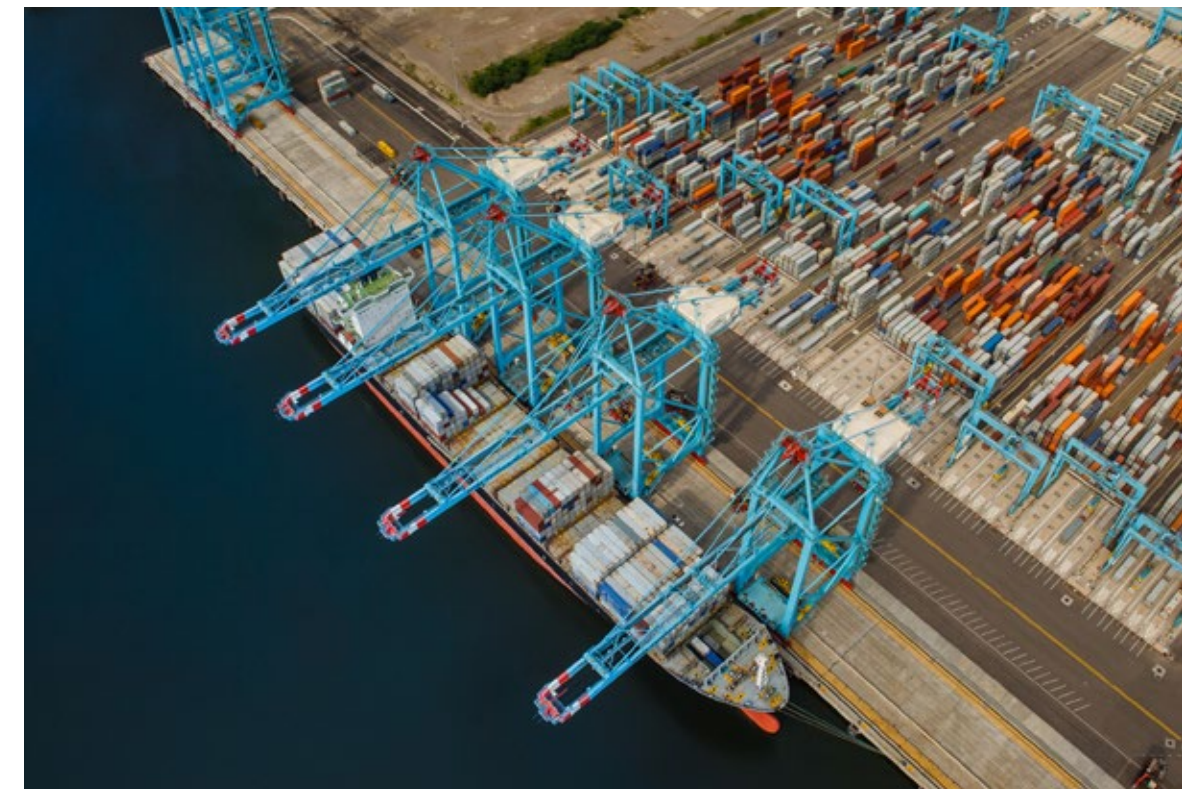
5

Same day customs inspection ensuring efficient movement of cargo.

Customers we serve

Shipping Lines:

Maersk Line, MSC, NYK, MOL, Hapag-Lloyd, CMA CGM



Competitive advantages

Why APM Terminals?

APM Terminals Lazaro Cardenas as a logistic hub for Central and South America, representing the highest operational performance and a technological advanced facility for shipping lines and cargo owners (include transshipment cargo), with direct connectivity to México's main markets and the US Gulf.

I. Benefits of Lázaro Cárdenas.

Fastest on dock-intermodal rail access with highly secured unit trains to México City save up to 5 days.

Automated yard and gate providing high productivity, truck turn times and global standards in México.

Direct gateway to inland depot in México City with more than 250 distribution centers in a radio of 20 kilometers.

Offering warehousing, fumigation, stuffing & destuffing with strategic logistics partners.

Same day customs inspection ensuring efficient movement of cargo.

Alternative transshipment destination with growth capacity.

II. Connectivity.

Strategic geographic location within the main maritime trade routes of the pacific coast in Asia and America.

Linking Asia to North America gulf coast with a streamline process for cross-border rail to USA.

Ability to build a full train within the intermodal yard, own equipment. No dependency on third party. Direct rail connectivity to key destinations through Kansas City Southern México from terminal premises.

III. Productivity.

Capacity to operate 2 of the biggest vessels that serves Asia-México services call simultaneously.

Consistent high levels of productivity.

Two dedicated rail mounted gantry cranes strategically placed resulting in higher than market average rail productivity.

Gate in/ out productivity above average - Up to 50 minutes full truck cycle (port gate arrival to terminal out). Logistics Services specialized area to trucks provide by the port authority

IV. Customs.

Expedited customs clearance process, 60% less time compared to Manzanillo.

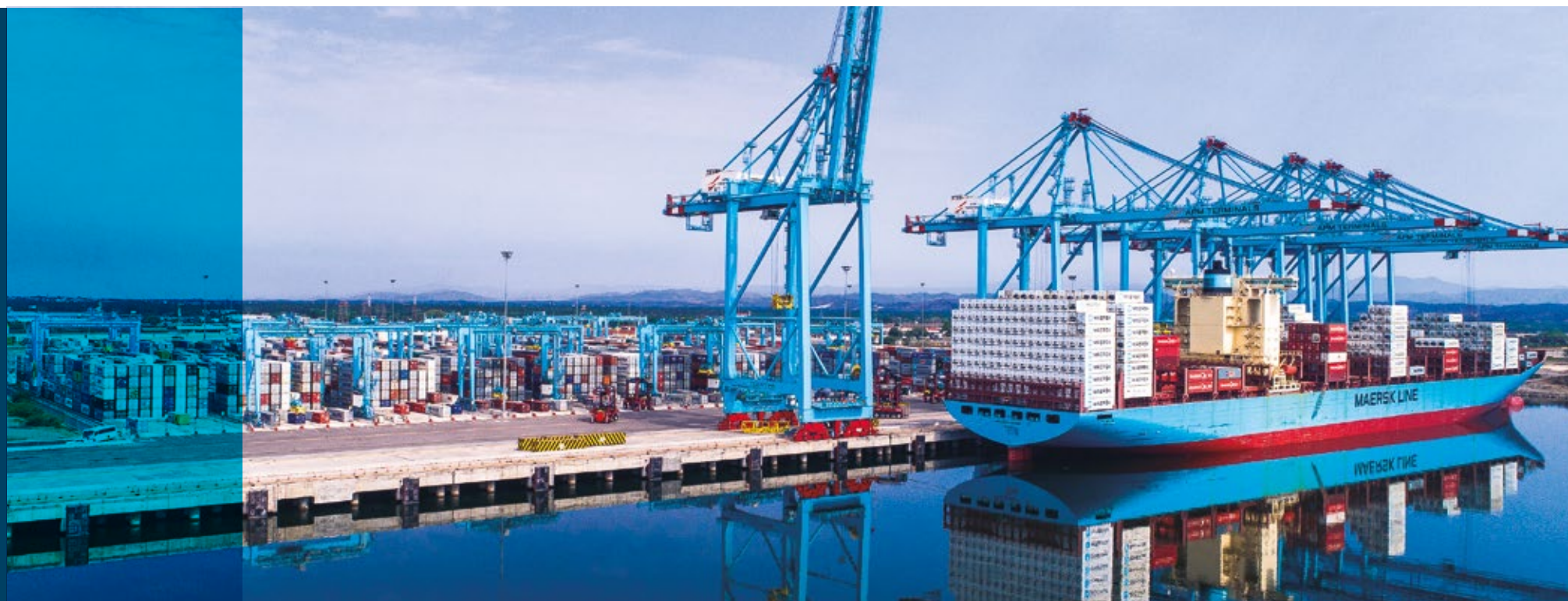
V. Railroad.

Rail direct services bound to main consumption centers in the country: México City and Bajío region (Querétaro and San Luis Potosí) and Monterrey.

Direct route from Lazaro Cardenas to Houston, Memphis and Dallas via rail.

99.98% moves without a security claim.

APM Terminals Lázaro Cárdenas facility has the capacity to build an entirely 3 kilometers rail in his own tracks.





Railroad police and canine units work closely with local and state law enforcement, U.S. Customs and the Department of Homeland Security.

Extensive network of full-time and contract agents; canine units; guard points; guards on trains; patrol vehicles; and a 24/7 security desk and communications hub.

VACIS scanning system at the Laredo/Nuevo Laredo gateway and the Port of Lazaro Cardenas.

High-speed digital imaging system and monitoring of train cars along the route using the rail inspection portals.

Documenting the condition of the freight and its seals upon delivery.

KCSR and KCSM are certified and validated in the Customs-Trade Partnership Against Terrorism (C-TPAT)

VI. Inspections.

Same day customs inspections upon of discharge.

VII. Security.

Higher security in Michoacán state railroad, versus rail operations in Puebla, Veracruz and Colima, related to cargo rail robbery incidences. In México, the annual robbery incidence has experimented a 5% decrease compared to 2017.

Customs-Trade Partnership Against Terrorism (C-TPAT) and ISPS certified.

Cargo transfer from vessel to rail is handled securely within our terminal using ondock rail capability.

Upon departure from APMT Lazaro Cardenas, the unit train will proceed directly and without stops to the US border crossing at Laredo, Texas, and then to Kendleton (Houston).

On arrival in Houston, cargo will be unloaded from the train in compliance with C-TPAT protocols.

VII. Gate productivity.

Gate in/ out productivity above average - Up to 50 minutes full truck cycle (port gate arrival to terminal out). Logistics Services specialized area to trucks provide by the port authority.

IX. Operational efficiency.

Highly skilled labor force. Automation reduces impact of union factors.

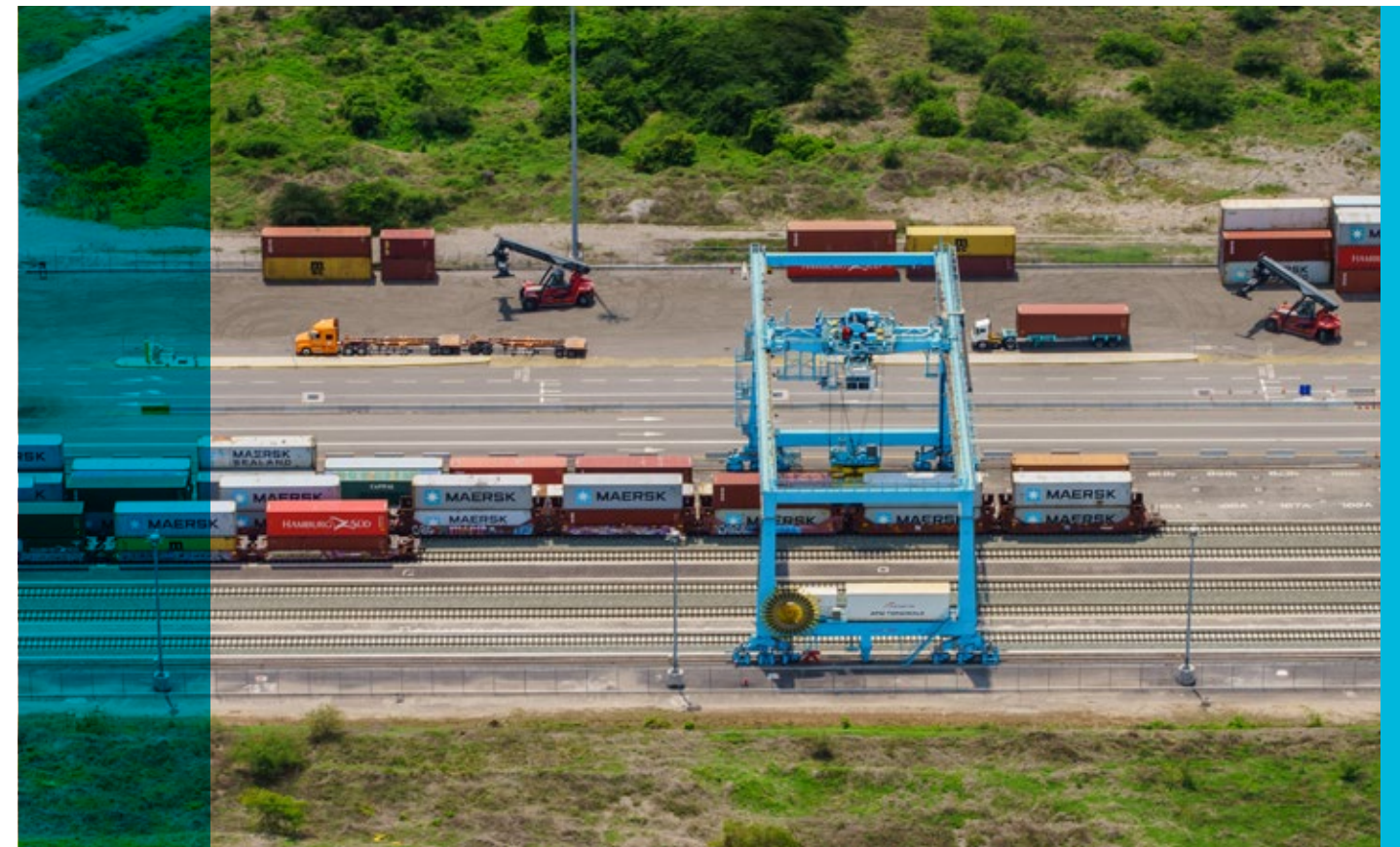
Automated container yard – highest level of security, including OCR throughout the facility.

Fully automated gate, efficient processes and increase level of safety.

Faster Truck Turn Times (TTT) compared to competition.

Five intermodal tracks (2 RGCs), at a productivity level of 45 mph. Unique port terminal in México capable of structuring a full train within its premises (same day turnaround).

Independent landside and waterside operations, increasing control and productivity levels.



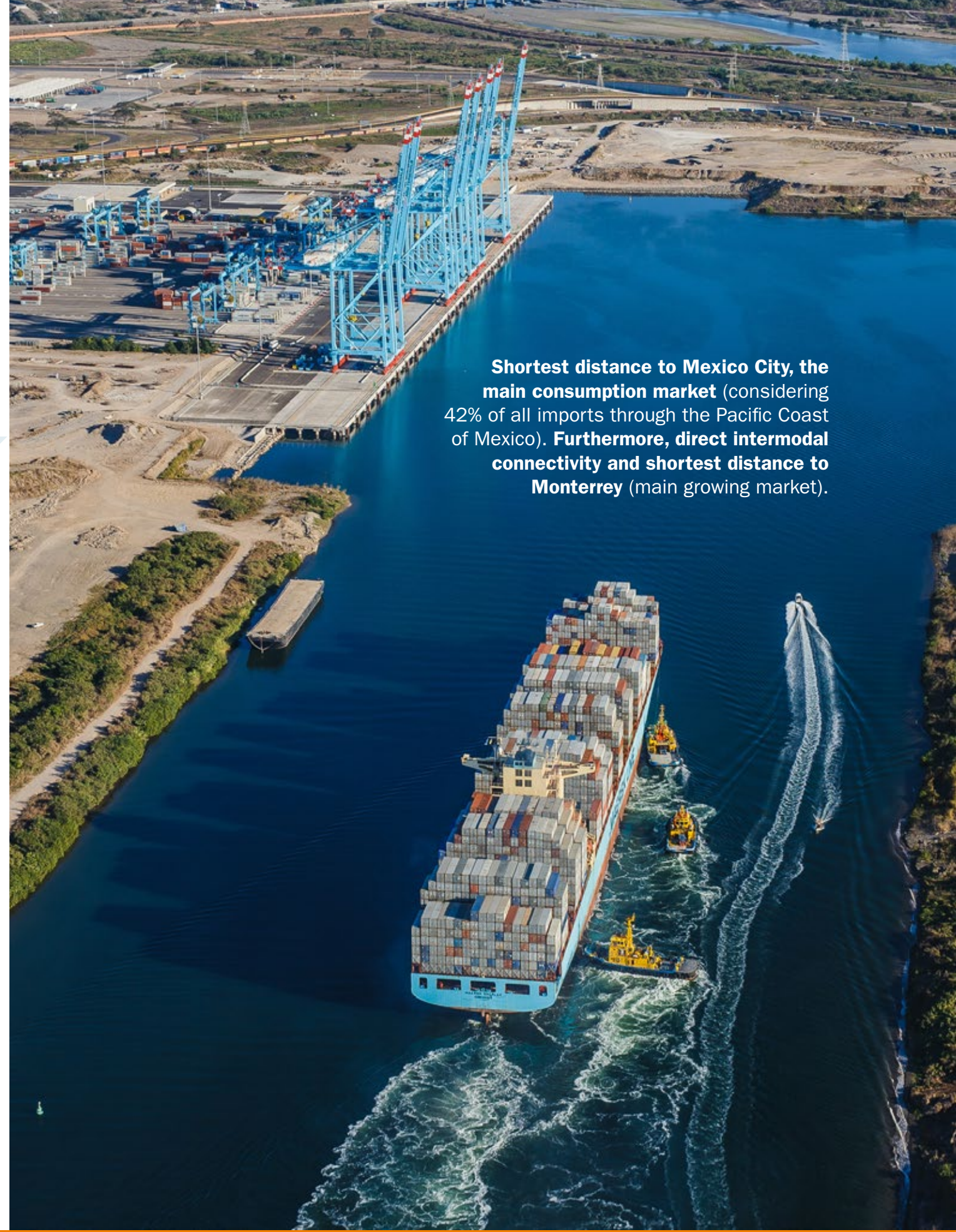
Connectivity

Map of the terminal.



Primary industrial centers / by organization and industry

| | First phase | Finished project |
|---------------------|------------------------|------------------|
| Automotive industry | Quay length 750 m | 1,485 m |
| Electronics | Terminal area 49 ha | 102 ha |
| Home appliances | Depth 16.5 m | 18 m |
| Life sciences | Capacity 1.2 mill. TEU | 4.1 mill. TEU |
| Aerospace | STS 7 | 15 |
| | Railstacks 5 | 10 |
| | Operations start 2016 | Based on volume |



Shortest distance to Mexico City, the main consumption market (considering 42% of all imports through the Pacific Coast of Mexico). **Furthermore, direct intermodal connectivity and shortest distance to Monterrey** (main growing market).

APM Terminals services

Services at APM Terminals.

Inside the terminal



Charge, discharge and transport of containers



Dry cargo services



90 preivos Positions under roof



Electronic platform to perform online process



Commercial platform App Q1 2017

Services in collaboration with our business partners



Preivos under roof



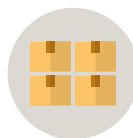
Consolidation and deconsolidation



Reefer cargo services



Labeling



Palletizing



Storage



Fumigation

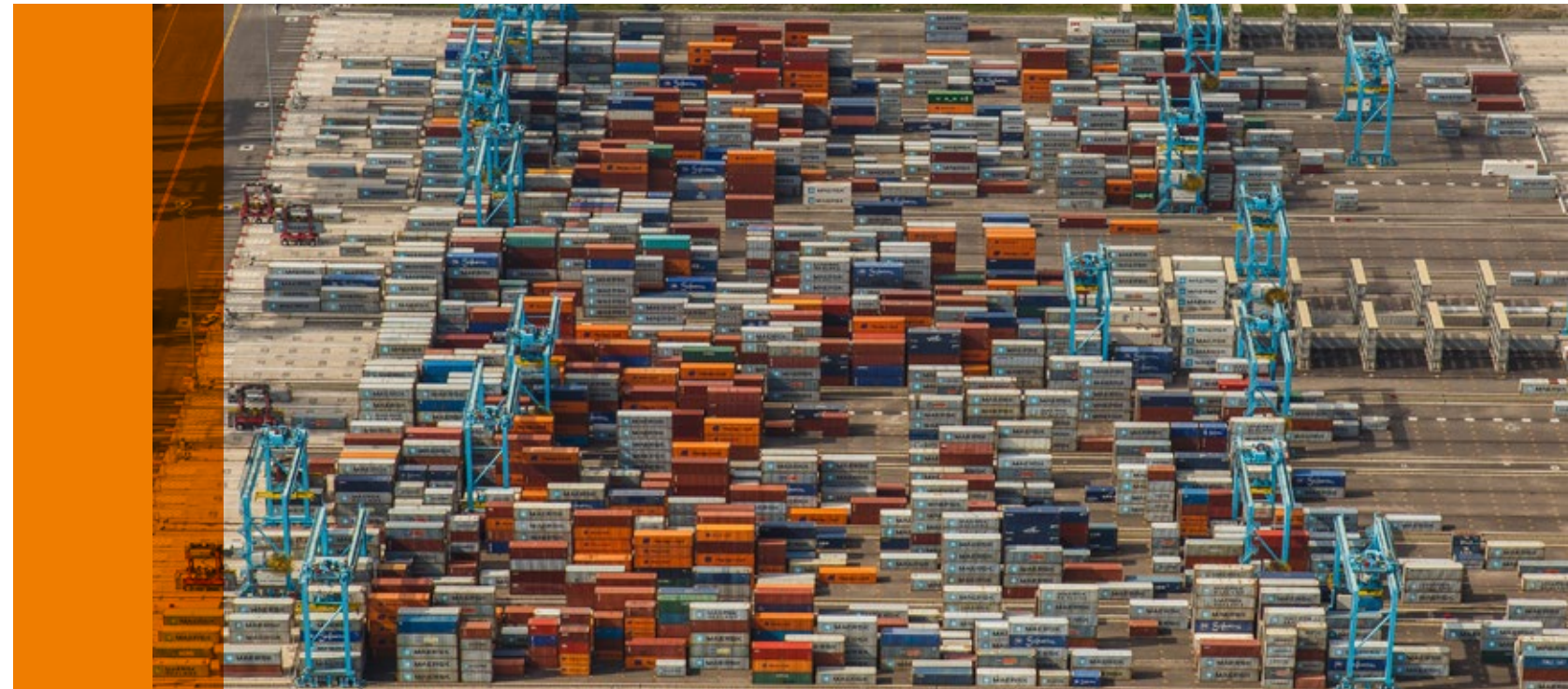
Strategic partnership: Through our strategic partnership, APM Terminals is able to provide customers with a variety of cargo services:

LC Logistics GPS.

- Container transfer services.
- Textile and apparel services.
- Warehousing of freight as per Mexican customs law (bonded area)
- Container unloading and stuffing services (import & export) – cross docking.
- Including blocking and bracing, labeling and palletizing.
- Pick and pack.
- Cargo fumigation (non SAGARPA / SENASICA cargo).
- Over the road and rail transportation (ALL IN services).
- Warehouses and Fiscal Deposits in Monterrey, Nuevo León (including cross dock and distribution services)

UTTSA.

- Three refrigerated chambers comprising an area of 750 square meters.
- 20 bays for inspection of reefer containers.
- Phytosanitary inspection for reefer cargo.
- Security and cargo monitoring 24/7.
- 40 reefer plugs.
- Container unloading and stuffing services (import & Export) – storage of reefer cargo.
- Fumigation.



1. Terminal Weighing (VGM).

I. Brief description.

Container weighing & VGM Certificate is integrated in Terminal Operations. It is accurate and very easy to obtain. Our cranes send weight directly to the operational system which reports directly to the shipper.

Seamless and straightforward process for VGM/IMO SOLAS compliance. Eleven (11) landside automated cranes retrofitted and available to provide the service.

II. Benefits.

Integrated in Terminal Operations System.

Calibrated, accurate and constant preventive maintenance provided to the equipment.

2. Shuttle Carrier Delivery Zone | VIP Zone.

I. Brief description.

Strategic area in the terminal where the containers interchange (between shuttle carriers and external trucks) offers a streamline process with the shortest possible truck turn time available in the market. Fast lane process.

Adds flexibility and efficiency to our gate import deliveries focused improving customer's experience (Just in Time industry highly utilizes this service).

II. Benefits.

The external trucks will use an express lane since the registering at the pre-gate stage of the Port Authority and will be attended at a segregated zone at the yard.

Reduce truck turn times due to VIP/ Fast Lane process.

III. Requirements.

Notify the terminal regarding critical or priority delivery 24 hours before the pickup.

3. APMT Inland Services Lázaro Cárdenas.

I. Brief description.

The off-dock terminal offers services in a territorial extension of 7 Ha for maneuvers of full and empty containers, within a specialized team for the refrigerated container maintenance and PTI's.

By positioning the units in this area, shipping lines can position units on a 24 x 7 operation, offering an extended gate service and optimizing truck turn times for empty units as no need to enter the port premises and pass different authorities processes.

II. Benefits.

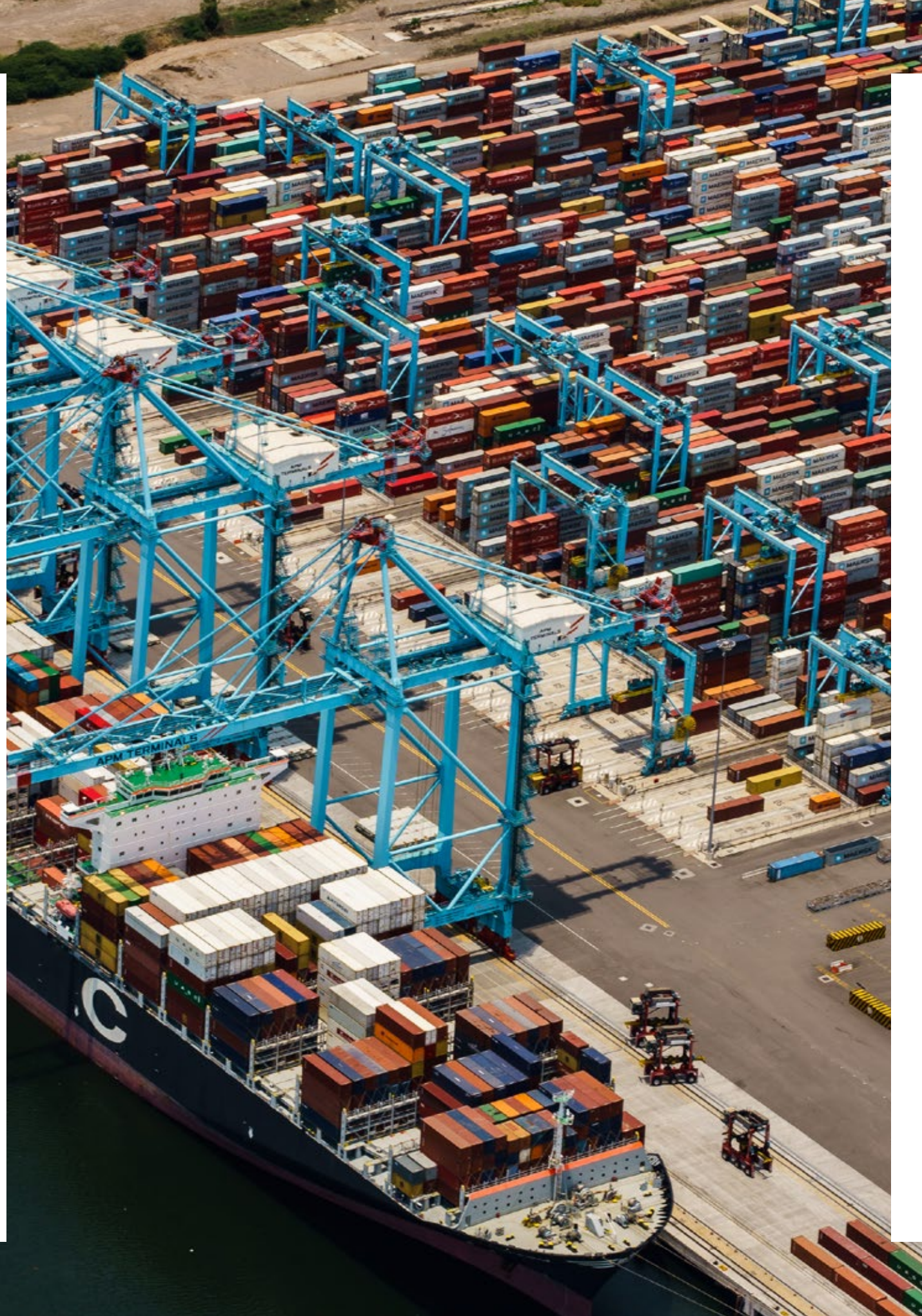
- 24 x 7 operation.
- Strategic location outside port, no need to enter port premises (customs) to exit cargo.
- Qualified service for the refrigerated cargo:
 - EMR (Equipment maintenance and repair).
 - PTI (Pre-trip inspection).
- Reefer plugs available.

4. Rail Customs and Clearance Facility within Port Terminal only to serve rail cargo).

I. Brief description.

APM Terminals has its own rail customs inspection facility, that simplifies the rail cargo customs inspection process by reducing time and streamlining processes within the supply chain.

The facility counts with 34 dedicated positions for the authority to perform the cargo container inspection for rail cargo in a clearance process.



II. Benefits.

Best logistic option for the rail cargo inspection, no need to exit the unit to carry an inspection at the customs authority facility. Considerably simplifies the customs clearance process.

III. Requirements.

All containers submitted to a cargo clearance process, must be positioned in less than 2 hours by APM Terminals in order to assure a clear customs process.

5. Previos Inspections (Customs House Brokers Inspections).

I. Brief description.

This type of inspection is a practice applied by customers or importers through their authorized customs house broker that takes place before being subjected to a customs authority regime.

It validates the cargo documentation versus the physical merchandise to verify that price, quantity and quality of the goods is according to the bill of landing. All of the previous, with aim of preventing any penalties or similar from the customs authorities.

II. Benefits.

- Reduce legal risk on the supply chain, which might result on holds to the unit at the port terminal.
- Confirm that merchandise packaging and quality products are those previously agreed with the suppliers.
- Verify compliance with the applicable non-tariff regulations and restrictions for each type of merchandise according to the General Import and Export Taxes regulation.
- Validate the goods inventory (quantity or pieces) according to the entry summary (pedimento).



Lázaro Cárdenas Terminal Operation hours.

- Gates: 24/7.
- Impo cargo.
 - Monday to Friday | 7:00 hours to 18:00 hours.
 - Saturday | 7:00 hours to 13:00 hours.
- Expo cargo. 24/7.
- Empty storage. 24/7.
- Request of service on the Commercial Platform:
 - From 8:30 to 17:30 hours. Monday to Friday
 - From 9:00 to 13:00 hours. Saturday

III. Requirements.

Bill of landing for cargo clearance.

Request of an appointment for the cargo inspection on the Commercial Platform – LIFT México. All Customs House Brokers in Lazaro Cardenas have been trained on the platform and have the required access to execute the request.

6. On-dock Rail infrastructure and superstructure.

I. Brief description.

Direct rail connectivity to main consumption markets, including but not limited to México City, Salinas Victoria in Monterrey, San Luis Potosí and other key inland locations.

II. Benefits.

Daily services connecting through all Kansas City Southern México intermodal network.

Capacity for four full trains per day, depending on Kansas City Southern México equipment allocation.

Buffer area with a capacity of 600 TEUs to assure expedite process.

Direct connectivity to APM Terminals intermodal facility in Mexico City, reducing lead times by almost five days.

III. Requirements.

Coordination with shipping lines and rail operator (Kansas City Southern).

7. Cross Border.

I. Brief description.

Unitary train with direct service from Lazaro Cardenas to Houston, Memphis and Dallas Competitive transit times against all water route and USWC.



APM Terminals Cuautitlán Izcalli.

- Connected by rail with all major ports in México, and the U.S. rail network.
- Gateway to over 250 Distribution Centers (DCs) in a radius of 20 kilometers.
- Acces to México's biggest consumer market:
 - Over 20 million people.
 - 26% of Mexico's GDP
- Saves shipping lines, freight forwarders and BCOs.



Terminal characteristics

- Operating surface of 10 HA.
- Annual capacity of 132,000 TEUs.
- 1,250m of internal rail track and 2,00m of siding outside.
- Reception capacity of 75 rail modules (150 FFEs), per service.



FAQs

Cuautitlan Izcalli Intermodal Terminal

An ideal choice for Mexican companies



Operational area of 10 hectares



1,250 meters of internal railway and 2,00 meters of siding outside



24/7 Operations



Annual capacity of 132,000 TEUs



Capacity to receive 75 train modules (150 FFEs) for service



Real-time Information (TOS: Terminal Operating System)



1. What specifically makes APM Terminals the best solution for my supply chain?

APM Terminals is the first semi-automated facility in Latin America. It is the most advanced container terminal in México.

An automated yard and gate providing high and reliable productivity levels and security standards. The terminal offers efficient on-dock rail services and provides a reliable and fast connectivity to main inland facilities and supply chain partners.

Train services run on a daily basis to APM Terminals intermodal facility in México City, assuring shorter lead

times and positioning the cargo within the main consumption market (more than 250 distribution centers within a radio of 20 kilometers). The terminal also offers a cross border product to the United States Gulf Coast markets (Houston, Dallas, Memphis).

2. What are the major differences between the port of Lazaro Cardenas and other ports in the Pacific Coast of México?

The port of Lazaro Cardenas has the highest growth potential within the Pacific Coast, the best business opportunities and the most technologically advanced infrastructure in the country.

Following are its competitive advantages:

- a. Strategic geographic location within the main maritime trade routes of the pacific coast between Asia and América.
- b. Shortest distance to México City, the main consumption market (considering 42% of all imports through the Pacific Coast of México). Furthermore, direct intermodal connectivity and shortest distance to Monterrey (main growing market) and cross border potential due the Kansas City Southern rail connectivity with the gulf coast of United States.
- a. Deepest port in México with navigation areas up to 18 meters of depth.
- c. Expedite customs process. Two to three days lower lead time in comparison to the port of Manzanillo. Lazaro has the most advanced and optimized customs infrastructure in the country – with a capacity to carry same day inspections to 100% of all import volumes. Same date cargo release is an option in Lazaro Cardenas, while not on other locations. The previous results in lower to no additional storage fees.
- d. On dock rail and own infrastructure to structure a full train within our own premises. No other facility in México have such infrastructure thus a direct operational advantage reducing lead times and dependency on third parties.

3. What is the current capacity and expect short to medium term growth of the facility?

APM Terminals have a current capacity of 1.2 million TEUs (first stage). Total investment in the terminal of Lázaro Cárdenas will be over USD\$900M, aimed to provide a sustainable growth with the most technological advance operation in the region.

| | First phase | Finished project |
|------------------|-------------|------------------|
| Berth length | 750 m | 1,485 m |
| Area | 49 ha | 102 ha |
| Capacity | 1.2 million | 4.1 million |
| Max depth | -16.5 m | -18 m |
| STS Cranes | 7 STS | 15 STS |
| Gate Lanes | 5 | 10 |
| Start Operations | 2017 | Based on volume |

In addition, APM Terminals also operated an off-dock terminal in Lázaro Cárdenas that that offers empty depot handling and EMR services in a territorial extension of 7 Ha. It also offers special services for reefer units (including EMR).

4. What capacity does the port terminal has to serve the market in the US Gulf (Houston, Memphis and Dallas)? Is there a sustainable weekly service?

APM Terminals can operate 3 trains of 2.4 Km (200 Cntrs) each on daily basis. At the launch of the cross-border train product, we have the commitment to offer one weekly service. The frequency can be adjusted up to 4 times a week.

APM Terminals provides the support on the customs processes, aligning these to assure an expedite transfer from vessel discharge to loading on

the intermodal yard and final delivery in Houston. The cross border trains will utilize the new Joint Unified Cargo Processing facility in Laredo, which will support on decreasing the amount of inspections from customs and time to provide resolutions from both customs authorities.

Overall transit time is faster than all water routing and also in comparison to the USWC gateways.

5. Are there enough customs house brokers in Lázaro to cover our requirements?

Lázaro Cárdenas have over 100 customs house brokers (CHBs), to a great extent the same CHBs that are located in Manzanillo. This allows main importers and exporters to easily switch their operation from one port to the other.

6. How can APM Terminals support the rate of response to strikes either on the rail connection or road infrastructure to the main consumption markets?

APM Terminals closely works along with Kansas City Southern México and the Trucking Association in Lázaro Cárdenas on contingency plans, not only supporting Kansas City with a priority on the overall operations, but based on the high productivity within the intermodal yard we are able to catch up to delays in a prompt manner.

Truck convoys with additional security are also structured within the facility. Allowing a flow of cargo to the main consumption markets and the utilization of APM Terminals intermodal facility in México City as a bull pen.





APM Terminals Lazaro Cardenas

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