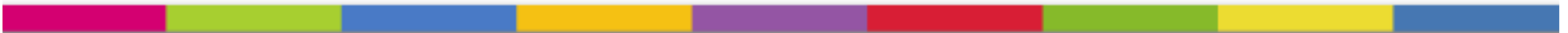
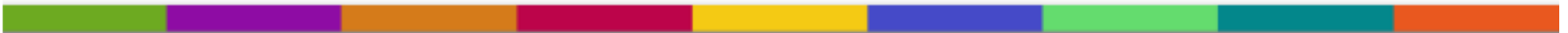


Converting Existing Terminals – How we make it work



Overview

- ☐ Why look at existing terminals?
- ☐ How Portek manages its concessions?
- ☐ Case Study- Bejaia Mediterranean Terminal (BMT)



Converting Existing Terminals

- Existing terminals are normally general cargo terminals built years ago with:
- Berths and yards designed for light loading of mobile equipment
- Not able to take wheel loading of container cranes and RTGs
- Often with warehouses next to quay



Converting Existing Terminals

Conversion involves strengthening of quay and yard so that quay side gantry cranes and yard RTGs can operate on the berth and yard respectively.

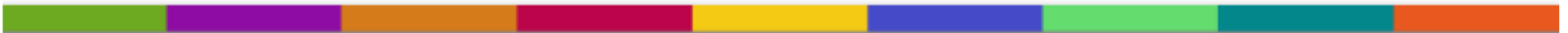
However the entire process of terminal conversion includes:

- Terminal planning
- Civil engineering works
- Equipment sourcing, modification, delivery and start up
- IT and communication systems
- Training and human resource development
- Marketing and hinterland logistics development



Why convert existing terminals?

- Cost effective:
 - ❑ Entire terminal of up to 500,000 TEU p.a. fully functional for a budget of under €30m
- Fast track:
 - ❑ 8 to 12 months for construction and equipment delivery as against upward of 3 years for Greenfield
- Allows existing cargo handling operation to continue, minimal disruption.
- Existing facilities (as against Greenfield sites) normally already have existing customer base
- Minimizes financial risks
 - ❑ Shorter gestation period to full operations
 - ❑ Enables existing revenue streams to continue
 - ❑ Full revenue stream accomplished in shortest possible time



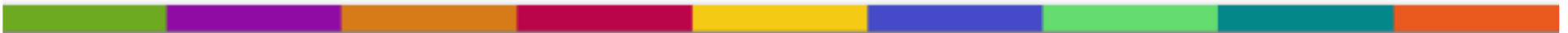
Current economic crisis makes Conversion even more compelling:

- Scarce capital and credit — investor risk appetite; project financing more difficult
- Slow or negative growth in traffic
- Slow down is a window of opportunity to improve and position terminal for future growth.



Existing Facilities not without its Disadvantages

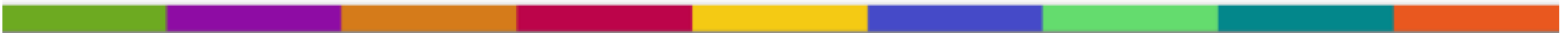
- Less flexibility in layout planning
- Existing equipment will usually require replacement
- Existing system require replacement or integration
- Challenges in changing mindset
 - ❑ Existing work practices
 - ❑ Legacy issues



Principal Financial Considerations

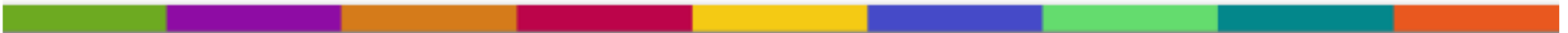
- Minimize capital outlay for any given set of operational requirements
- Securing efficient and adequate funding : Getting tougher these days!!
- Minimize payback period – through shortest delay in getting the terminal up and running.

**ALL THESE SHOULD LEAD TOWARDS
MAXIMISING THE PROJECT'S IRR**

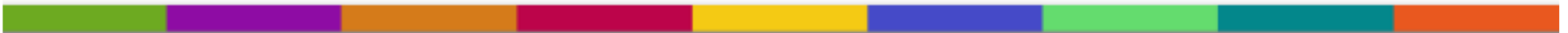


How Portek Manages its Concessions?

- Phased development is key to reduce financial risks
- Upgrading existing facility and use of refurbished equipment minimizes CAPEX and shortens project start-up time
- Use of in-house Terminal Management System (TMS)
- Experienced management team, focus on training of local personnel with a view to putting in a local management team as soon as possible



Converting Existing Terminals

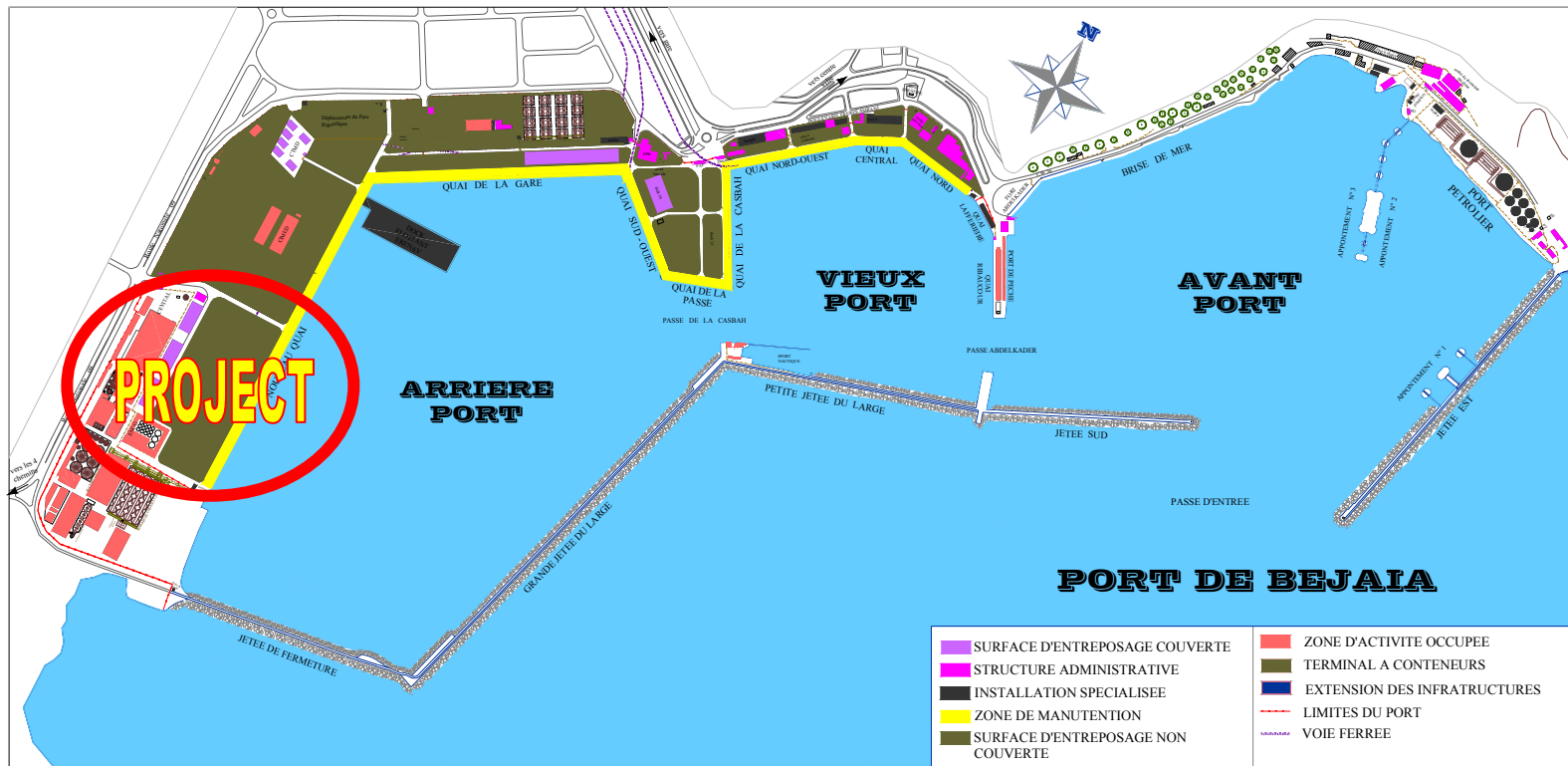


Port of Bejaia



The port is located 200 KM East of Algiers the capital of Algeria.

Port Layout



The project is located in the industrial part of the port. The port manages some 7 terminals amongst which the container terminal

General cargo berth before conversion



Container Yard before Conversion

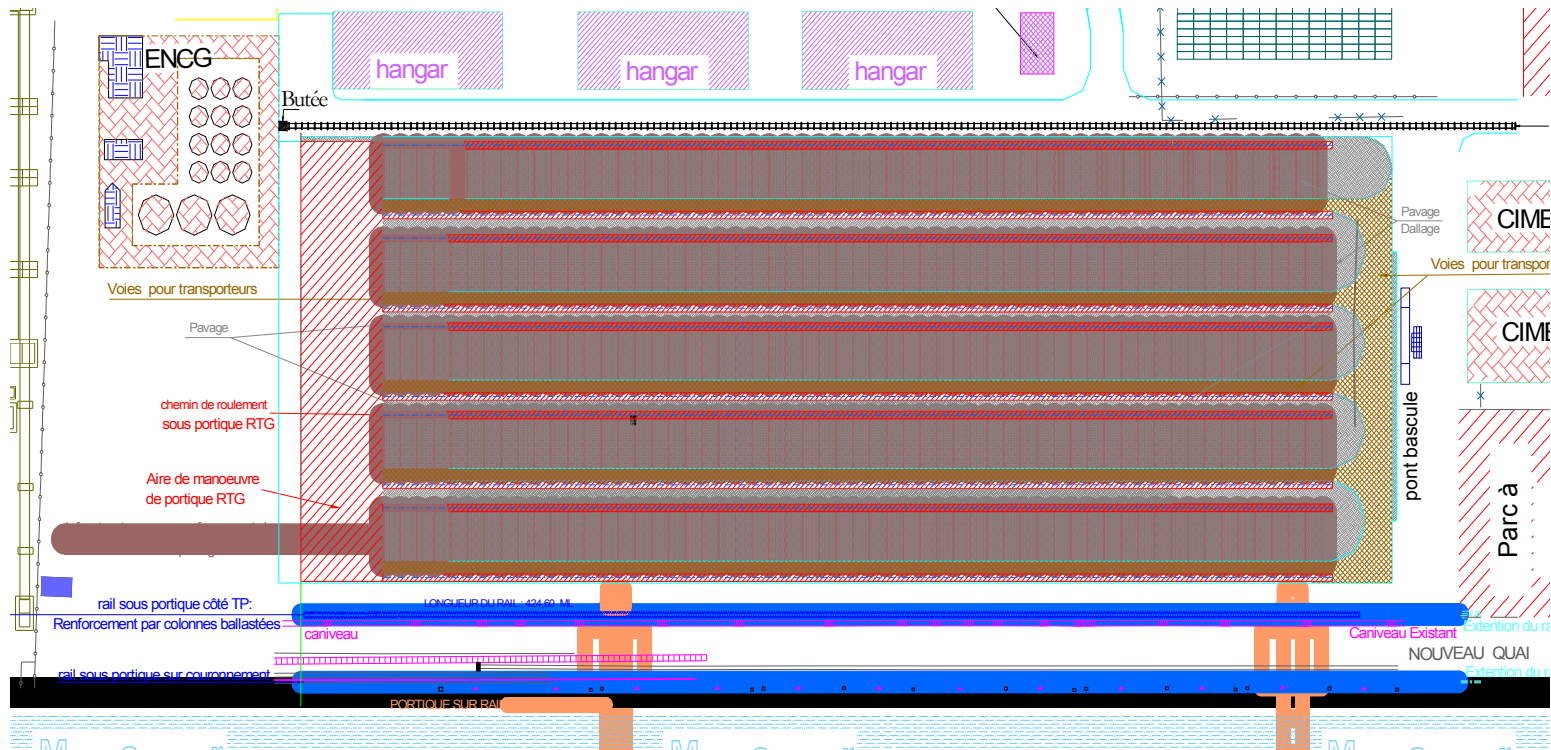
Reach stacker operation in haphazard manner. Poor infrastructure



Terminal Planning



New Terminal Layout



5 RTG Blocks and 500 m quay with 2 Quay Cranes

Project Starts

Work starts on the yard and at the quay side, in parallel and by phases to shorten the project cycle allowing simultaneous port operation



Yard Reinforcement Work



Container Yard Construction

Nov 04 to June 05



Continuing Terminal Operation



RTG blocks progressively completed



RTGs Arriving



Container yard ready for Operation



Ground Strengthening of Landside rail Foundation



Ground Strengthening using Vibro Gravel Columns



Two Quay Cranes under Modification and Refurbishment



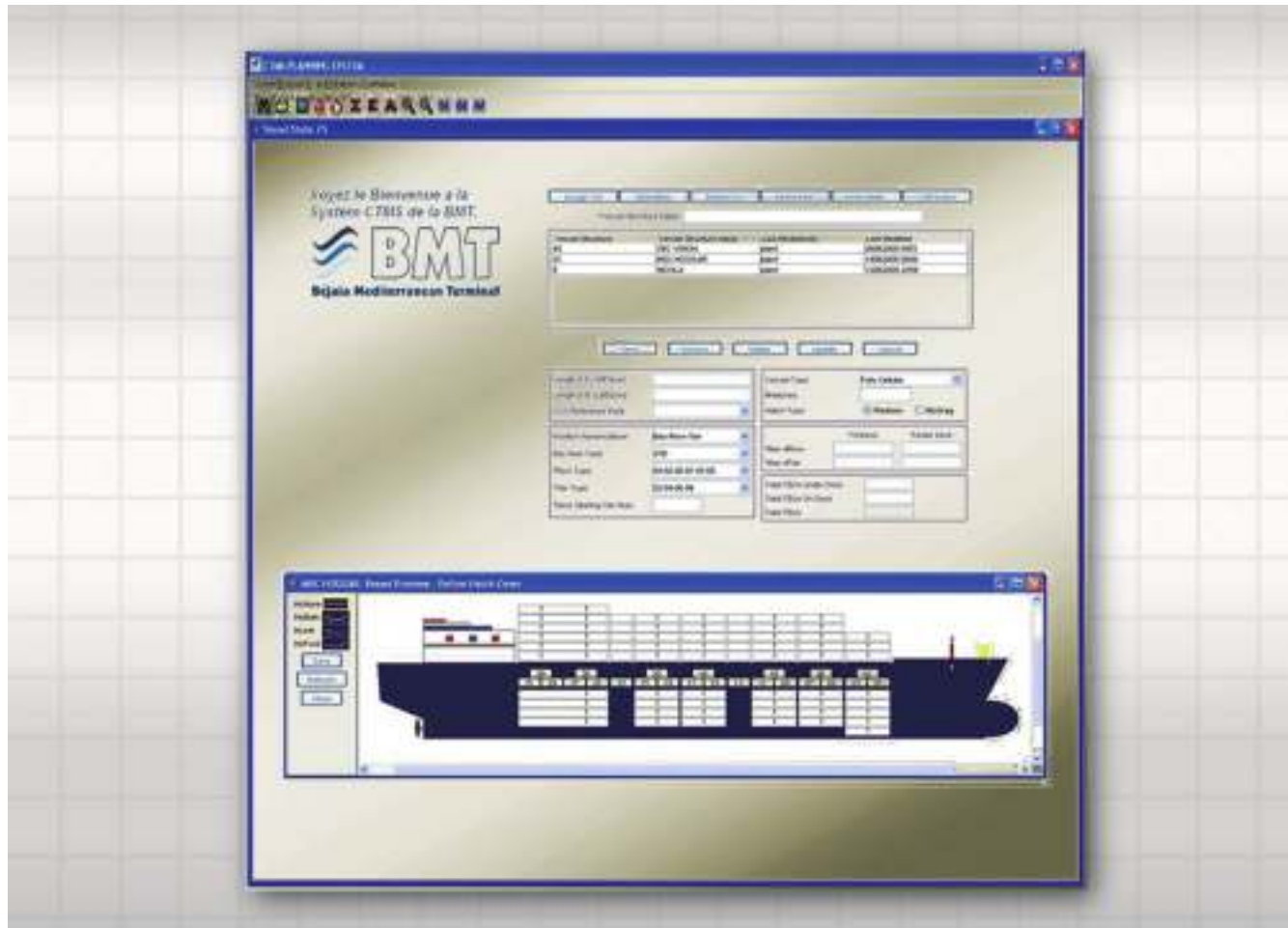
2 Quay Cranes Delivered to Bejaia



Arrival and Unloading of Quay Cranes at Bejaia



CTMS – Backbone of Terminal Operation



Changing People's Lives, For a Brighter Future

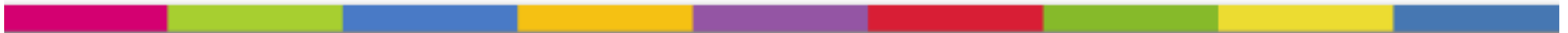


Container Terminal in Full Operation



PORTEK: Terminal Development and Management

- Portek is an Operator of 7 small and medium sized ports in developing countries.
 - ❑ Bejaia Mediterranean Terminal, Algeria
 - ❑ Valletta Gateway Terminals, Malta
 - ❑ Terminal 009, Jakarta
 - ❑ Terminal 300, Jakarta
 - ❑ Banten Multipurpose Terminal, Java
 - ❑ Port D'Owendo, Libreville, Gabon
 - ❑ Port Gentil, Gabon



PORTEK: Provider of Port Equipment Engineering Service

- Crane Relocation
 - ❑ 1988 to present - moved more than 200 cranes

- Crane Modification
 - ❑ 1988 to present - modified more than 100 cranes

- Crane Modernization (Drive Retrofit, PLC etc)
 - ❑ 1993 to present - upgraded more than 150 cranes



PORTEK: Provider of IT & Automation Solutions

- Container Terminal Management Software (CTMS)
- Terminal Planning & Simulation
- Radio Terminal Data System (RDTS)
- Position Determination System (PDS) & Auto Steering



Portek's TSUM Program – Terminal Start Up and Management Program

[TSUM - Brochure](#)



Thank You

