Welcome to
EUROGATE Container Terminal Limassol Ltd.

AGENDA

1. Introduction: EUROGATE Container Terminal Limassol Ltd.

2. Operational Concept of EUROGATE Container Terminal Limassol Ltd.

   - Changed tasks and responsibilities for vessel operation
   - Adapted gate procedure
   - Interfaces to CTL: EDI (Electronic Data Interchange) / INFOGATE
   - Process and information flow for **import** containers
   - Process and information flow for **export** containers

3. Rate Agreement and Invoicing

4. Preparations for 29/01/2017

5. Q&A – Questions and Answers

Shareholders:

➢ EUROGATE International GmbH (60%)

➢ Interorient Navigation Company Ltd. (20%)

➢ East Med Holdings S.A. (20%)

The concession agreement with the Government of the Republic of Cyprus was signed 25th April 2016 in Nicosia

The term of the concession is 25 years plus an option for further 12 years

➢ Start of container terminal operations by

  EUROGATE Container Terminal Limassol Ltd. (CTL):

29/01/2017

➢ Container terminal area will be separated from Multipurpose Terminal

➢ CTL is ready for **24/7 quay side operations**

➢ Gate opening hours are Monday to Friday **from 7:00 a.m. to 6:00 p.m**.

New CTL layout

Gantry crane capacity:	4
Berth capacity:	340m + 320m
Yard capacity:	180,500 m²

In/Out Gate

Security Gate

Workshop

West Quay
2 gantry cranes

New Quay Wall
Operation starts end of 2018

South Quay
2 gantry cranes

CTL Port Activities: Terminal Services Portfolio

EUROGATE Container Terminal Limassol

Vessel operation	Truck operation	Storage Licensed by customs as temporary storage facility (90 days)	Reefer services

Discharging	Loading	Truck loading	Truck unloading	Dry cargo	Dangerous goods*	Reefer	Empty container	Power supply	Un-/Plugging; Monitoring

Handling charge per Rate Agreement

Demurrage tariff per Rate Agreement
3 storage days are free of charge

* IMDG Class 1 + 7 are not stored and only accepted for direct loading/delivery. No free storage days for DG.

Additional services, e. g.:
- ➤ Container IMDG labelling
- ➤ Inspection moves
- ➤ Re-stows on board

Introduction: Terminal Services Portfolio

CTL will take over all container handling for full and empty containers

➢ at landside (truck gate) delivering / receiving
➢ at quayside (vessel) loading / discharging / re-stowing

CTL provides storage service for all type of ISO containers with dry cargo, temperature-controlled/refrigerated cargo and dangerous & hazardous cargo (excl. explosive and radioactive cargo) and empty containers with 3 storage days free of charge.

CTL offers reefer service as there are provision of reefer plugs/power, plugging/unplugging and reefer monitoring service.

At the beginning certain add-on services will remain unchanged, by means

➢ lashing/unlashing on board vessels will remain at lines vendors or vessels
➢ container M&R services will remain at lines vendors

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Changed tasks & responsibilities for vessel operation

EUROGATE
Container Terminal
Limassol

Some former agents' tasks will move to CTL operations responsibility.

➢ Berth planning will be done by CTL through vessels announcements/coastal schedules by email/telephone on a daily basis, no more agents meetings will take place, but active communications is still appreciated

➢ Planning matters (stowage) will be handled by CTL staff, that means direct communications with the lines central planning departments or vessels command

➢ Operations are fully managed and dispatched by CTL staff, blue collar as well as white collar

➢ Managing of deployment of stevedores pursuant to Port Workers Law and according to the shift working program is performed by CTL

➢ Quay side recording activity will be managed by CTL

➢ In general containers should be on site 2hrs before starting load operation of the vessel

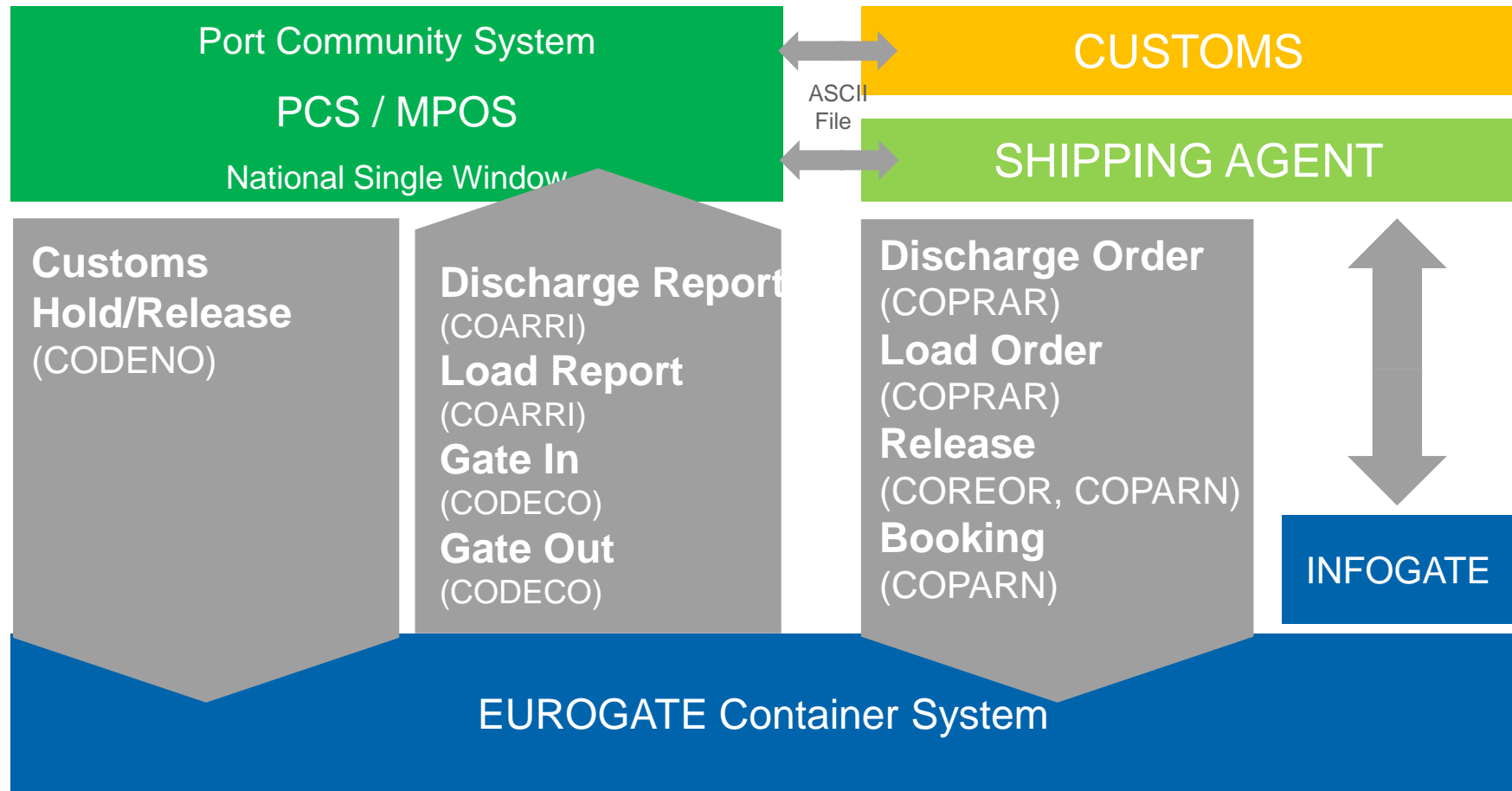➢ Containers with load order must be customs cleared for export

Adapted gate procedure

EUROGATE Container Terminal Limassol

Adapted gate procedure for fast proceeding and a minimum of paperwork

- ➢ CTL will have only one registration gate (one stop for trucker)

- ➢ Due to minimal paperwork at the registration gate the truckers will require either
    - ▪ Export / booking data when bringing export containers to CTL or
    - ▪ Release order number / PIN when picking up import containers or
    - ▪ Release order number / PIN when picking up empty containers

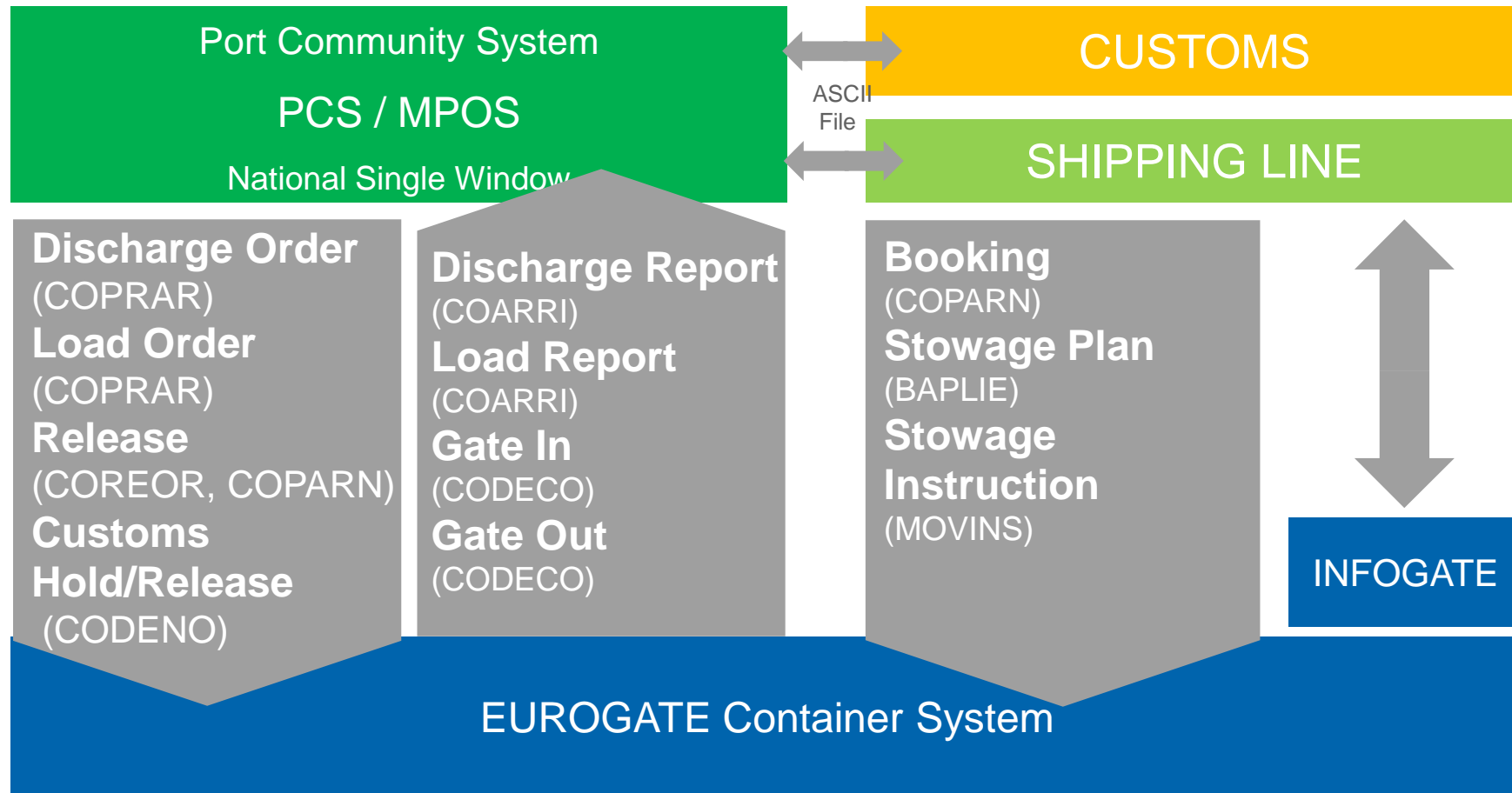   Relevant export / release data should be provided by shipping agents
    to trucker / forwarder and to CTL prior to truck arrival.

- ➢ Import container will only be delivered in case of matching release information

- ➢ Only customs cleared import containers will be delivered

- ➢ All applicable charges at truck gate out will be invoiced subsequently.
    Payments during gate procedure are not possible.

Data flow to CTL

> Data flow between CTL, shipping agents, shipping Lines, Customs will be organized on basis international EDI standards or web applications supplied by CTL:

Booking	COPARN or INFOGATE
Release Order Full	COREOR or INFOGATE
Release Order Empty	COPARN or INFOGATE
Bay plan / Stowage plan	BAPLIE
Stow Instructions	MOVINS
Load order	COPRAR Load or PCS
Discharge Order	COPRAR Discharge or PCS

> Port Community System (PCS) will be used and supported actively

Interfaces (shipping agents)

EUROGATE
Container Terminal
Limassol

Port Community System

PCS / MPOS

National Single Window

CUSTOMS

ASCII File

SHIPPING AGENT

Customs Hold/Release
(CODENO)

Discharge Report
(COARRI)
Load Report
(COARRI)
Gate In
(CODECO)
Gate Out
(CODECO)

Discharge Order
(COPRAR)
Load Order
(COPRAR)
Release
(COREOR, COPARN)
Booking
(COPARN)

INFOGATE

EUROGATE Container System

Interfaces (vessel operators)

Port Community System

PCS / MPOS

National Single Window

CUSTOMS

ASCII File

SHIPPING LINE

Discharge Order
(COPRAR)
Load Order
(COPRAR)
Release
(COREOR, COPARN)
Customs Hold/Release
 (CODENO)

Discharge Report
(COARRI)
Load Report
(COARRI)
Gate In
(CODECO)
Gate Out
(CODECO)

Booking
(COPARN)
Stowage Plan
(BAPLIE)
Stowage Instruction
(MOVINS)

INFOGATE

EUROGATE Container System

Interfaces (INFOGATE web portal)

EUROGATE CTL provides INFOGATE as web portal for data exchange

SHIPPING AGENT OR SHIPPING LINE

Bookings
Releases

Container Reports
Gate In-/Out Reports
Load/Discharge Reports
Damage Reports
Dangerous Cargo Reports
Voyage Report

INFOGATE

EUROGATE Container System
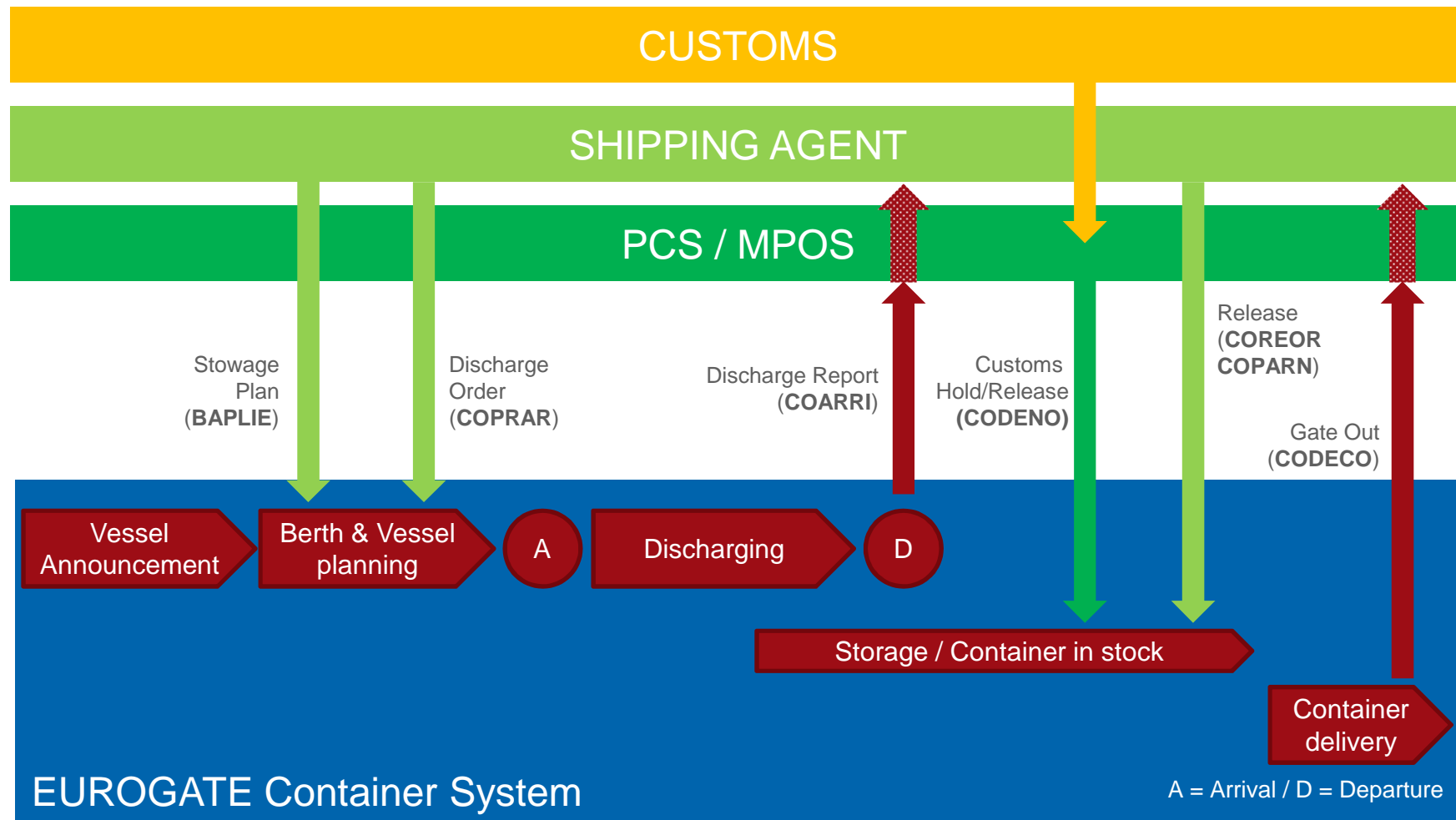
Import / Transhipment

FOR DISCHARGING FROM VESSEL

➢ **Bay plan**

- Stowage plan of container on board (discharge and remain on board)
- Sent by shipping line / central planner via EDI (BAPLIE)
- Container stow location, POD

➢ **Discharge order**

- Order for container discharge
- Sent by shipping agent via EDI (COPRAR) or PCS
- Detailed information like ISO code, Dangerous Goods Declaration, OOG, Reefer, special handling codes, POD, Load Vessel

Import / Transhipment

FOR TRUCK LOADING (only import)

➢ **Release Order (full/empty)**

- Mandatory Gate Out Order / Delivery order prior to truck arrival
- Sent by shipping agent via EDI (COPARN,COREOR) or INFOGATE
- Release of each full / empty container for delivery along with a release order reference number / PIN (pick up legitimation for trucker)
- Empty container can be released by container number or attribute

➢ **Customs Release**

- Required prior to truck arrival on gate

Import / Transhipment

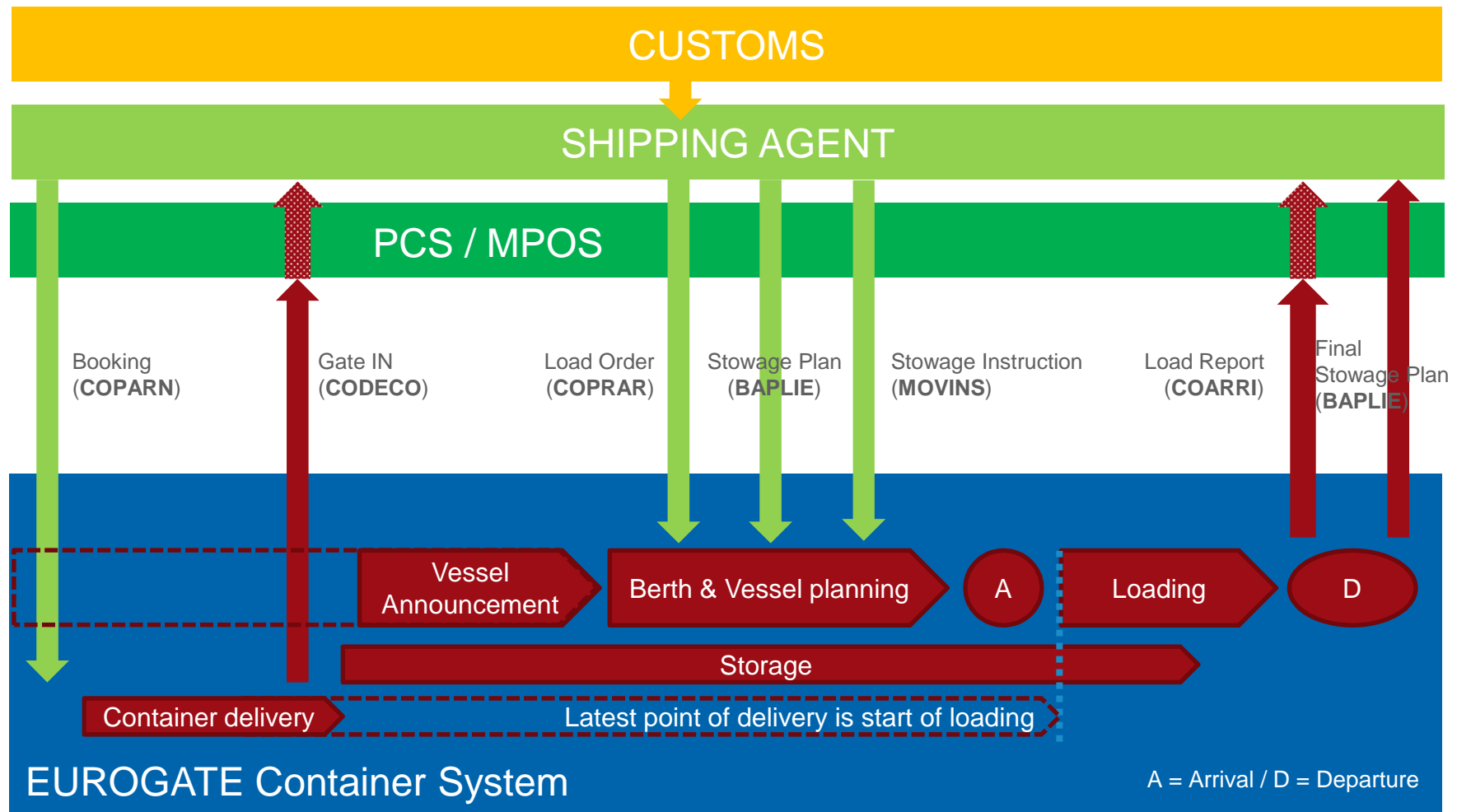**FOR DISCHARGING OF VESSEL**

➢ **Discharge report**

- lists all discharged containers
- Provided to shipping agent either via
  - EDI (COARRI) or Mail (Excel, PDF, CSV) or
  - INFOGATE

FOR TRUCK DELIVERY

➢ **Gate Out Notification (only import)**

- Lists all container delivered through gate
- Provided to shipping agent via
  - EDI (CODECO) or Mail (Excel, PDF, CSV) or
  - INFOGATE

Process overview and information flow **Export**

EUROGATE Container Terminal Limassol

CUSTOMS

SHIPPING AGENT

PCS / MPOS

Booking (**COPARN**)	Gate IN (**CODECO**)	Load Order (**COPRAR**)	Stowage Plan (**BAPLIE**)	Stowage Instruction (**MOVINS**)	Load Report (**COARRI**)	Final Stowage Plan (**BAPLIE**)

Vessel Announcement

Berth & Vessel planning

A

Loading

D

Storage

Container delivery

Latest point of delivery is start of loading

EUROGATE Container System

A = Arrival / D = Departure

Export / Transhipment

- ➤ **Booking**, prior to container arrival (because of stowage on yard)
    - ▪ Order either (1) for Gate In for export or (2) for transhipment
    - ▪ Sent by shipping agent via EDI (COPARN) or INFOGATE
    - ▪ ISO Code, POD, Vessel of loading, Dangerous Goods Declaration, OOG, Reefer
    - ▪ Bookings are possible with or without container number
    - ▪ Booking No. should be presented by the forwarder / trucker at Gate IN

- ➤ **Load order**, prior to vessel planning
    - ▪ Order for container loading (**all** full ones)
    - ▪ Sent by shipping agent via EDI (COPRAR) or PCS
    - ▪ Mandatory: ISO Code, POD, Vessel of Loading, Dangerous Goods Declaration, OOG, Reefer, Verified Gross Mass (transmitted weight=VGM)
    - ▪ Load order has to arrive in time (_generally_ 24hrs prior operation start)
    - ▪ Only customs cleared container in load order

Export / Transhipment

FOR LOADING OF VESSEL

➢ **Release Order** to load empty containers

   ▪ Mandatory release order for empty container

   ▪ Order by container number or by amount and container attribute set

   ▪ Container attributes: ISO Code, Owner, Damage status, other as agreed

➢ **Stowage instruction**

   ▪ Contains stowage instructions and fixed stow locations

   ▪ Sent by shipping line / central planner via EDI (MOVINS)

Export / Transhipment

FOR LOADING OF VESSEL

➢ **Stowage plan**

- Final stowage plan of vessel after end of loading
- Sent to shipping agent / central planner via EDI (BAPLIE)
- Contains stow locations and details of loaded containers and remain on board (ROB)

➢ **Load report**

- Contains the list of all loaded containers
- Provided to shipping agent either via
  - EDI (COARRI) or Mail (Excel, PDF, CSV) or
  - INFOGATE

Export / Transhipment

➢ **Gate In Notification**

- ▪ Lists all container delivered through gate
- ▪ Sent to shipping agent via
  - ▪ EDI (CODECO) or Mail (Excel, PDF, CSV) or
  - ▪ INFOGATE

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Rate Agreement and Invoicing: General information

EUROGATE Container Terminal Limassol

- ➢ CTL will perform their Port Activities under **General Terms and Conditions.**

- ➢ Charges (handling, storage of full and empty containers, other) will be set out in a **Rate Agreement.**

- ➢ All charges will be invoiced via the shipping agents.

- ➢ Invoices will be issued after the respective service has been rendered.

- ➢ Invoices must be settled via bank transfers.

- ➢ Cash and cheque payments will be discontinued as of Takeover Date 29/01/2017.

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Preparations for 29/01/2017

- ➢ We appreciate to receive your questions. Please send your questions to
  - info@eurogate-limassol.eu

- ➢ If you are interested in our web application INFOGATE you can get a first impression here (in English language)
  - INFOGATE (http://www.eurogate.eu/eportal/)

- ➢ You are welcome to visit our website for further and general information
  - www.eurogate-limassol.eu

Please check regularly the FAQ section to stay informed.

Next steps

November 2016

- CTL preparatory works for transition continue.
- Finalisation of Rate Agreement and General Terms and Conditions

December 2016

- Early December: Publishing of **Rate Agreements** and **General Terms and Conditions** for the EUROGATE Container Terminal Limassol Ltd.

January 2017

- User of INFOGATE can be registered.
- Support for customers and INFOGATE user is available.
- Terminal operations start for preparation of initial operations immediately after Takeover. Interfaces are available.

START OF CTL OPERATION ON **29.01.2017**

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Future perspectives / Challenges

- We want to be a reliable, co-operative and neutral partner for all parties!

- We intend to invest in new handling equipment within the next years!

- We want to implement international EDI standards!

- We are sure to give positive impact on local business and growing volumes!

- **We are looking forward to a strong partnership with all of you!!!**

Thank you !

EUROGATE – MOVING THE GLOBAL ECONOMY

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