

**INVESTMENT
TEASER**

Ibom Deep Seaport

Gateway to West and Central Africa





Ibom Deep Sea Port → Gateway to West & Central Africa



The Ibom Deep Seaport is promoted by the Federal Government of Nigeria and the Akwa Ibom State. The IDSP is to be developed through a special purpose project development and management company (PDMC). Shareholding structure of the PDMC is 60% (Private Sector Investor); 20% (FGN); and 20% (AKSG).

IDSP → To Be Developed in the South East of Akwa Ibom State Adjacent to the Ibom Industrial City (IIC)



Compelling Investment Opportunity in West & Central African Transport

**Defined Market Opportunity
Benefiting from Macro Trends**
“What Makes the Ports Sector Attractive?”

Differentiated Project Concept
“What is IDSP’s Advantage?”

Scale and Performance
“Is IDSP’s Business Model Profitable and Create Value?”

Clear Growth & Expansion Outlook
“Where does IDSP Go From Here?”

Strong Leadership, Transaction Advisory Team
“Will the Transaction be Successfully Completed?”

Favorable Global Regional & Local Market Trends

World Class Port → State of the Art Equipment & Facilities

Ideally Located to Serve the West & Central African Region

Short Direct Access to the Deep Sea from Shoreline

Experienced Private Sector Led Project Delivery Team & Global Renowned Advisers



Only Port in the Region with Two-Way Access Channel

Exceptional and Tangible Expansion Prospects → 1,565 Hectares Allocated for Expansion

IBOM Deep Sea Port ***Gateway to West & Central Africa***

Integrated Development with IboM Industrial City

Attractive Financial Performance & Returns Profile

Blue-Chip Ports Developer & Operator Partnership

Within Designated Free Trade Zone → Tax & Capital Incentives

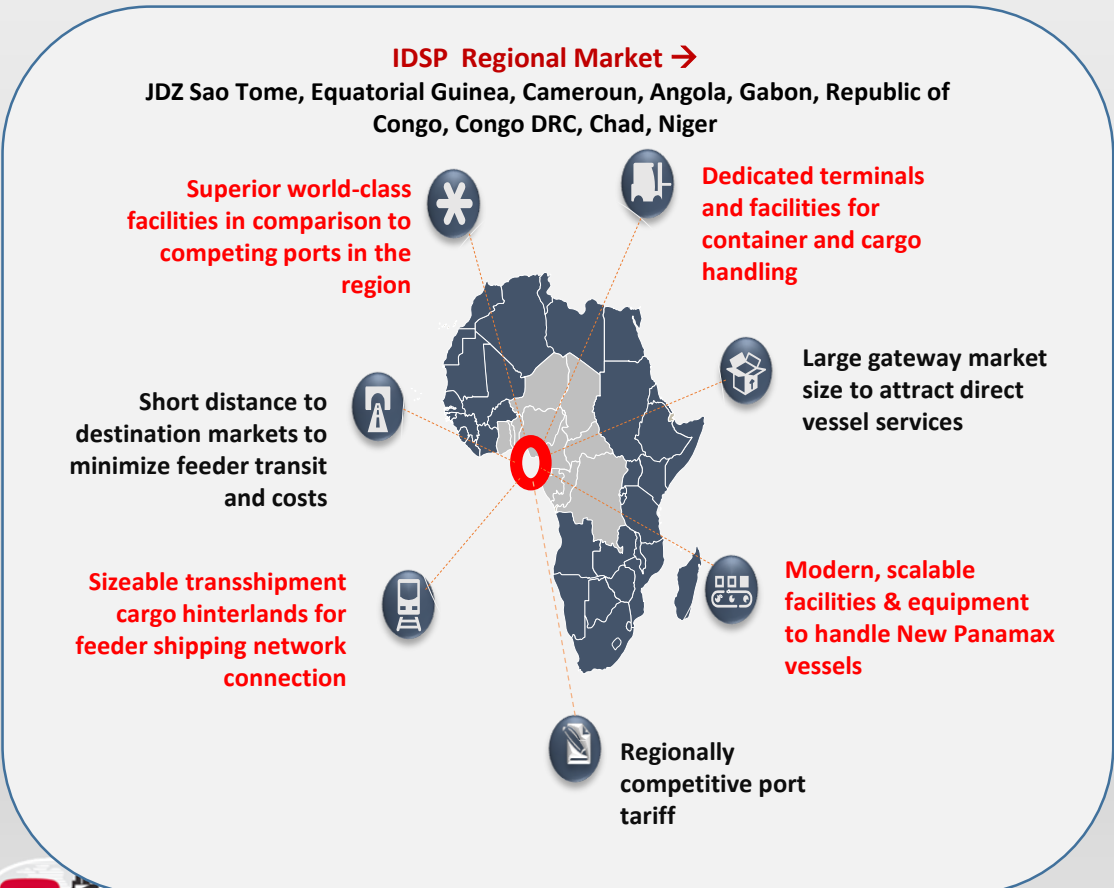
Multi-Modal Connectivity Ensures Unparalleled Port Access



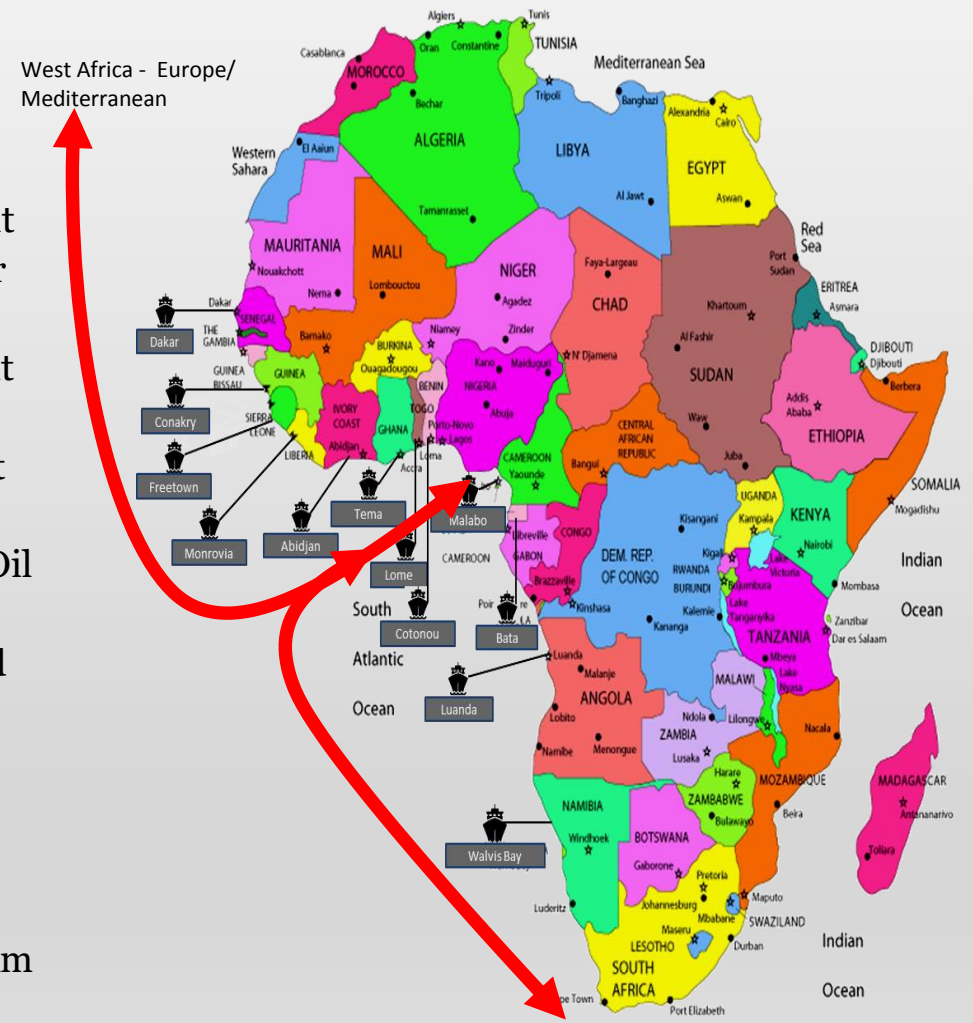
Compelling Investment Opportunity in West & Central Africa: Strategic Location



- Greenfield site in a licensed Free Trade Zone
- Adjacent to the Ikom Industrial City (IIC) that is being developed in parallel



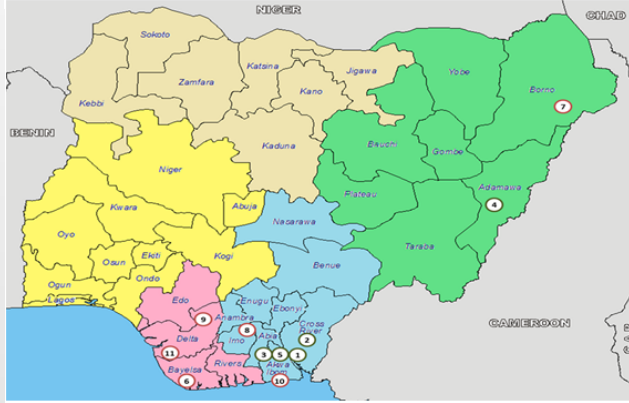
- Phased development
- Substantial land for future expansion
- Existing power plant and the industrial development in Ikot Abasi
- Close proximity to Oil and Gas assets of IOCs, Uyo, Eket and Oron
- Dug-out port designed for New Panamax Class Container Vessels
- Quay length of 7.4 km



IBOM Deep Sea Port (IDSP)



Compelling Investment Opportunity in West & Central African Transport



IDSP Primary Hinterland / Market

Population Size: 29.3 million (21% of Nigeria)
Cum. Real GRDP 2015: 12.7 Trillion Naira (19% of Nigeria)

IDSP Secondary Hinterland / Market

Population Size: 22.1 million (16% of Nigeria)
Cum. Real GRDP 2015: 2.5 Trillion Naira (4% of Nigeria)

Port Onne Hinterland / Market*

Population Size: 17.6 million (13% of Nigeria)
Cum. Real GRDP 2015: 19.9 Trillion Naira (29% of Nigeria)



Potential IDSP Hinterland / Market

Population Size
69.1 million (49% of Nigeria)
Cum. Real GRDP 2015
35.2 Trillion Naira (52% of Nigeria)

Source: Access Bank Nigeria

* Huge potential to serve as IDSP Secondary Hinterland
GRDP = Gross Regional Domestic Product

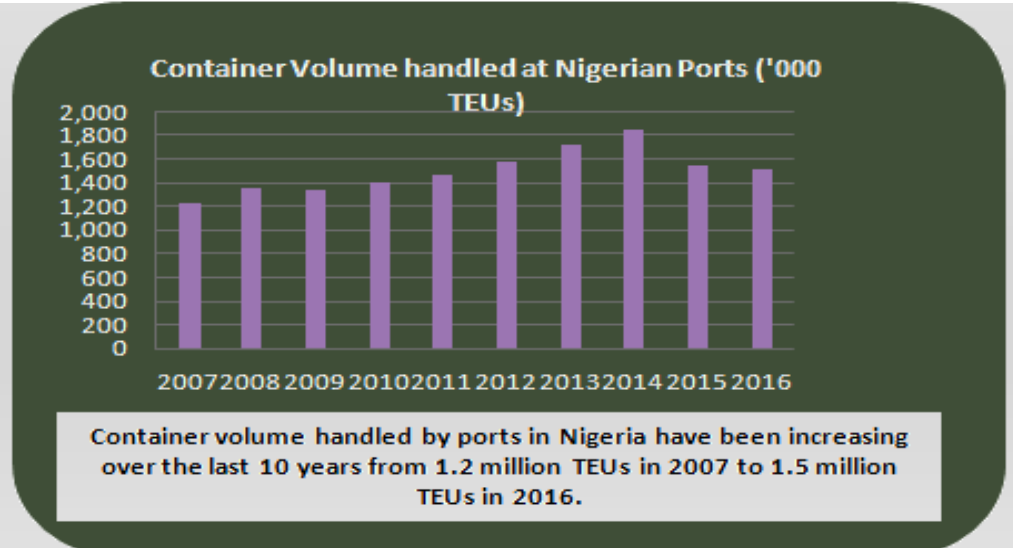
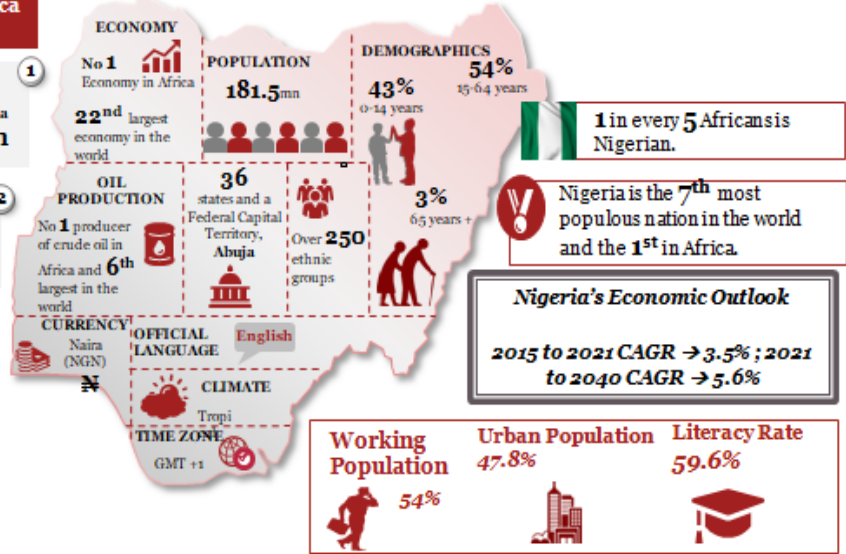
Lagos Ports Primary Hinterland / Market

Population Size: 35.4 million (25% of Nigeria)
Cum. Real GRDP 2015: 19.6 Trillion Naira (29% of Nigeria)

Lagos Ports Secondary Hinterland / Market

Population Size: 35.9 million (26% of Nigeria)
Cum. Real GRDP 2015: 14.3 Trillion Naira (21% of Nigeria)

Largest economies in Africa 2015 (Nominal GDP)



IBOM Deep Sea Port (IDSP)



05 January 2018

IDSP → Multi-Modal Connectivity Ensures Unparalleled Port Access

- Extensive national road network → **200,000km**
- Extensive road network in close proximity to the IDSP → **607km** of Federal roads and **392km** of secondary roads
- 8 lane Super highway connectivity between the IDSP/the IIC and Federal roads.
- Coastal railway link to the IDSP
- Potential rail alignment between the IDSP and IIC
- International airport within Akwa Ibom State in close proximity to the IDSP





Transaction Overview



The Project	→ Development of the ~1,000 hectare Ibom Deep Sea Port → Compelling greenfield infrastructure project in Akwa Ibom State, Nigeria
Transaction	→ The Project seeks to secure a globally renowned private sector ports development, investment and operating partner
Transaction Objectives	→ Secure capital → Secure credible development and operating partner → Deliver on regional economic development mandate
Primary Use of Proceeds	→ Fund development capital expenditure → Fund working capital
Transaction Structure	→ Public Private Partnership → 60% of project ownership available to the private sector partner
Project Managers	→ PricewaterhouseCoopers (PwC) Nigeria
Transaction Advisers	→ Global Maritime And Port Services Pte Ltd (“GMAPS”)





Ibom Deep Sea Port Transaction Structure → Partnering with You!



Shareholding Structure:

Private Sector (Investor – Developer) → 60%

Public Sector (AKSG + FG) → 40%

- Option to operate and grant sub-concession
- Attractive **50 years** concession period
- Design, Build, Finance, Operate and Transfer PPP structure

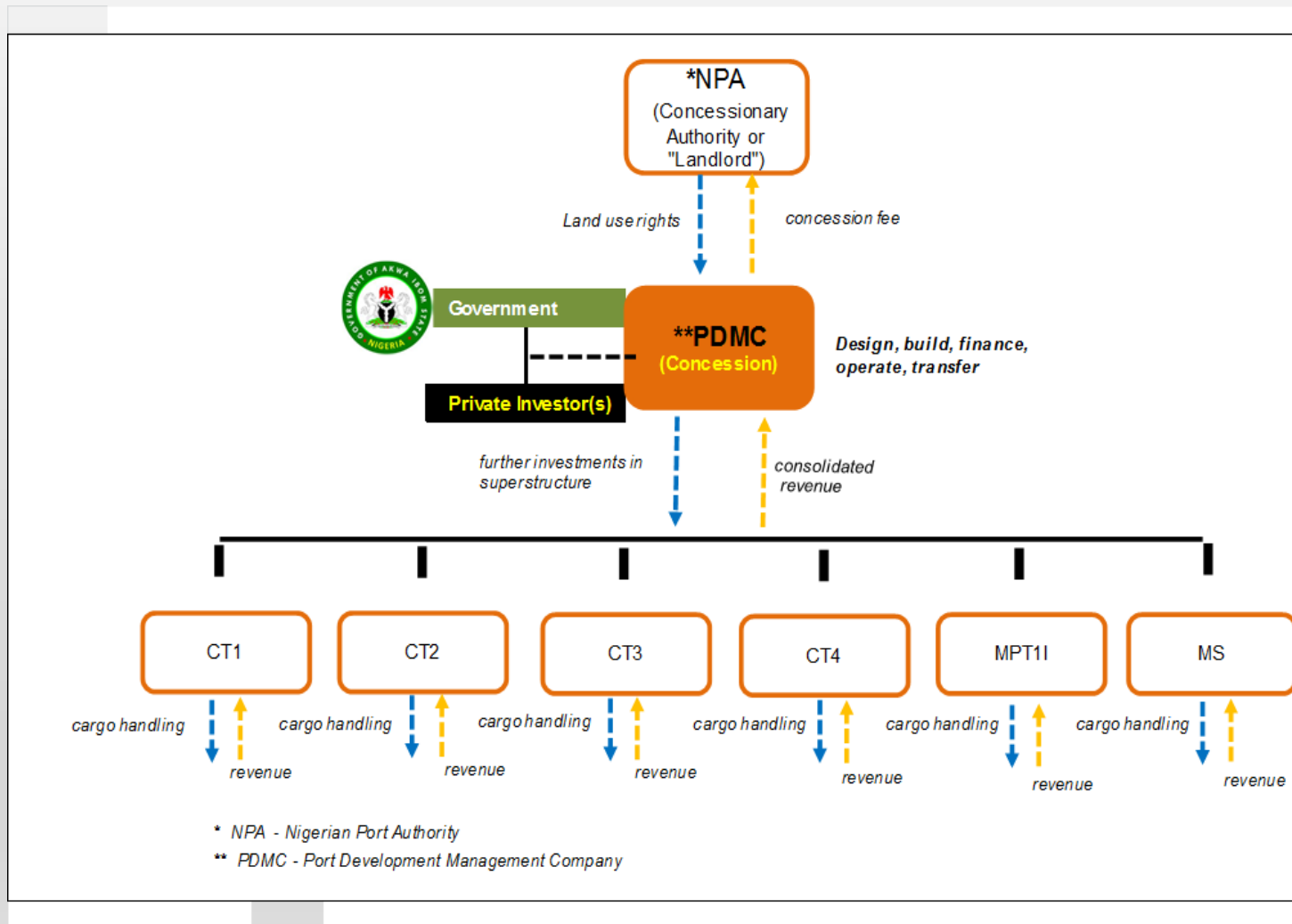
Creating Investor Value:

Revenue from terminal operations:

- 4 **Container services**
- 4 **Cargo handling services**
- 4 **Marine services**
- 4 **Ship and harbour dues**

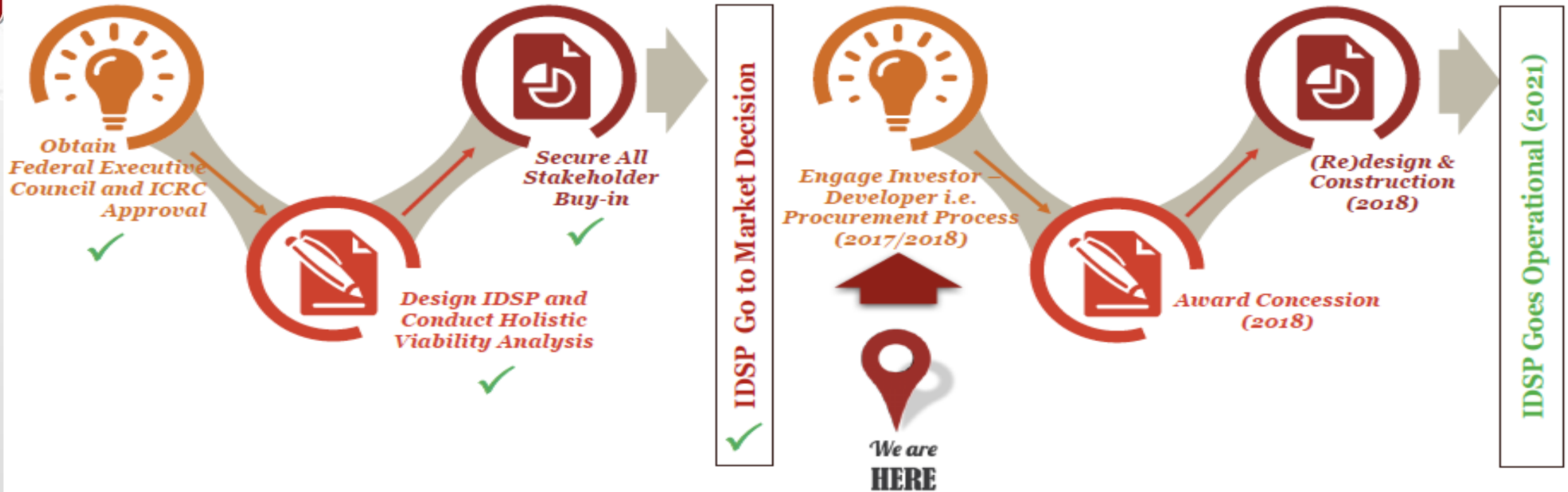
Investment incomes from sub-concessioned units:

- 4 **One-off upfront fee**
- 4 **Royalty fees i.e. throughput fees**



THANK YOU

Ibom Deep Sea Port → Key Milestones



IDSP Project Contacts

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for Realisation of IDSP and IIC

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Disclaimer



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