

# UCT

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Strategy 2014 - 2016

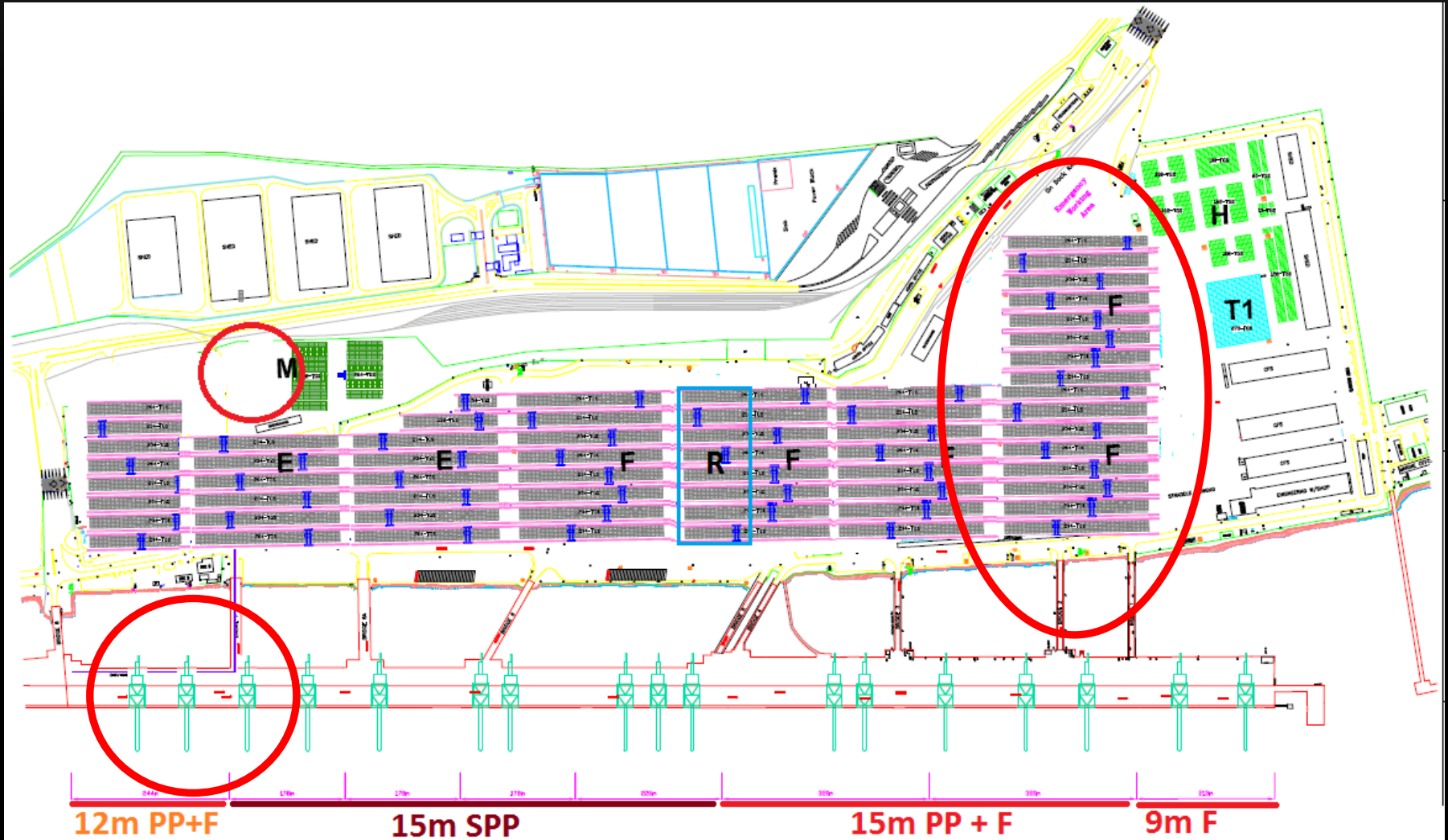
# IMPROVEMENTS/ CHANGES 2014

- Container Yard
  - **3.721.917** TEU in 2014 ( utilization rate of 65 %, **4.169.356** TEU in 2016)
  - Reduction of MT area
  - Better utilization rate because of training and more specialization
- Berth/ Quay
  - Quay 4 will be used for container operations (244 m)
  - Extension of the SPP area ( +836m to the right quay side, dredging up to 15m)
  - Extension of Feeder area
- Cranes
  - Arrival of 3 new SPP cranes, old ones are used further
  - In total 17 cranes
  - Crane productivity increases from 25,8 (2013) up to 26,7 (2014)

# IMPROVEMENTS/ CHANGES 2014

- VBS( Vehicle booking system) arrival this year ( in Capex!)
  - Decrease of peakfactor
- Berth planning system
  - Combination of Feeder and deep sea operation more sophisticated
  - Old system not sufficient for increasing berth utilization
- Reduction of ITV per crane to 6 per crane ( incl. 15% maintenance/ break downs)
- Small increase of demurrage/ detention fee ( about USD 0,25) => reduce dwell time
- Increase labour costs, due to increasing cranes and RTGs

# LAYOUT 2014



# REQUEST 2014

- 3 quay cranes
  - 2 RTG areas
    - Increase ground blocks with 3264 ground blocks
  - RTG track
    - 3684 meter
    - Increase 16 RTGs
  - VBS ( vehicle booking system)
    - Decrease the peak time at the gate
    - Increase capacity/ productivity at the gate
  - Berth planning system
    - New customer
    - Increasing total amount of ships
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# REQUEST 2014

- Dredging of 836 m up to 15m
- Pavement: 12.052m
- Total request of **USD 51.563.400**

# DISPOSALS 2014

- Straddle Carrier Area
  - decrease of 2.743 ground blocks
  - decrease 40 Straddle Carriers
- Reefer area
  - decrease of 323 ground blocks
- Empty yard Area
  - decrease of 396 ground blocks

# COST – REVENUE 2014

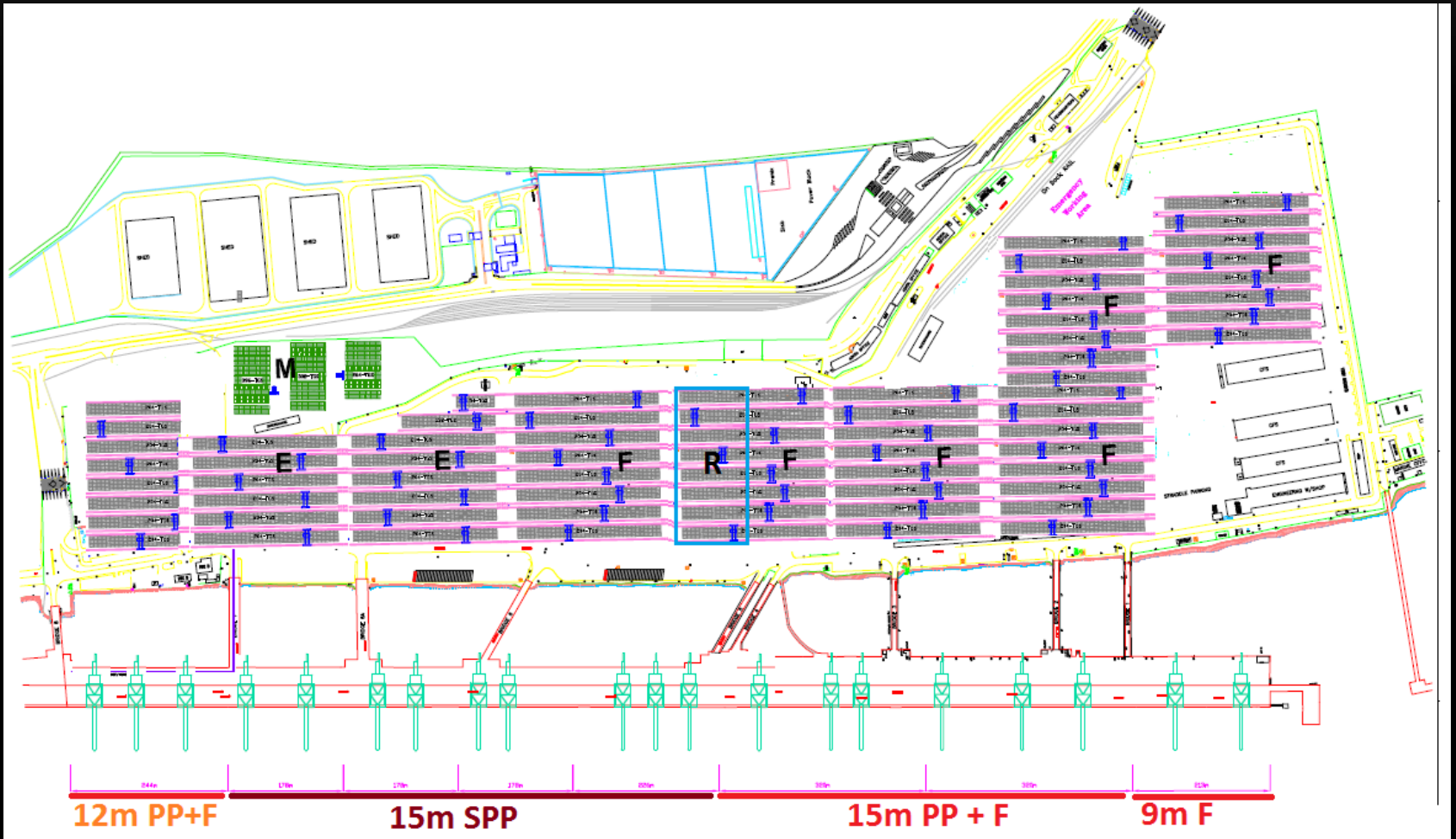
- Total revenues: USD 86.991.955
- Total operating costs: USD 54.038.920
- Profit before interest/ tax: USD 20.906.664
- EBIT margin: 24 %
  - Increase of prices of 4 percent
    - 4 percent wage inflation
- ROCE ( Return on capital employed) 10%



# IMPROVEMENTS/ CHANGES 2015

- Average productivity of cranes from 26,7 to 27,5 cph
- New RTG area
  - Increase of 1.632 ground blocks
  - Total yard capacity of 4.086.317 TEU
- Replacing of 3 old cranes
- 1 Empty container block ( east side)
  - Decrease 843 ground blocks
- Increase equipment operator costs
  - Due to increase crane and RTG drivers
- Small increase of demurrage/ detention fee ( about USD 0,25) => reduce dwell time

# LAYOUT 2015



# REQUEST 2015

- 1 RTG area
  - Increase 1.632 ground blocks
  - Increase 8 RTGs
- RTG track
  - 1.842 m
- Pavement
  - 6.025 m<sup>2</sup>

# DISPOSAL 2015

- 3 old cranes
  - Simultaneously exchange with new cranes

# COST – REVENUE 2015

- Total revenues: USD 104.829.964
- Total operating costs: USD 67.101.500
- Profit before interest/ tax: USD 25.011.988
- EBIT margin: 24 %
  - Increase of prices of 4 percent
    - 4 percent wage inflation
- ROCE ( Return on capital employeed) 11%

# IMPROVEMENTS / CHANGES 2016

- Average productivity of cranes from 27,5 to 28,2 cph
- Total yard capacity of 4.169.356 TEU
- Increase of peak factor
  - Up to 28 % due to increase throughput
- Small increase of demurrage/ detention fee ( about USD 0,25) => reduce dwell time

# COST – REVENUE 2016

- Total revenues: USD 124.103.989
- Total operating costs: USD 72.685.022
- Profit before interest/ tax: USD 38.702.491
- EBIT margin: 31 %
  - Increase of prices of 4 percent
    - 4 percent wage inflation
- ROCE ( Return on capital employed) 16%

# CONCLUSION

- Good cost/ profit structure
  - Major increase of handling capacity up to 4 million (2016: 4.169.356 TEU)
  - Low tariff increase, to hold customers ( only the inflation rate/ wages)
  - Ecological benefits due to reduction of straddle carrier, and using of ECO RTG´s
  - Specialization on our core business, increase of profession and productivity
  - Optimal use IT systems (VBS, Berth planning, OCR and TOS)
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