

NIGEL NIXON AND PARTNERS INC.



# Background

- Nigel Nixon and Partners– NNP is an international firm of port advisors who work on a wide variety of projects worldwide.
- **NNP have been established for over forty years** and have built on a reputation as leaders in the field of heavy-duty pavement design. Other expertise extends to market studies, economic analysis, due diligence, planning, design, costing, procurement and implementation.
- In 1994 the company was incorporated in the United States located at its headquarters in Dallas, with representation in U.K., France, Brazil, Caribbean, India and Singapore.
- We are fortunate to secure **repeat business** with many of our clients and have worked with many of them for most of the time we have been in business.



# Philosophy

- An Owner's mission values and their stakeholder requirements have been **understood and implemented** on numerous NNP projects.
- NNP as a global consultant focuses its vision on cost effectiveness and cost certain delivery at minimal risk to any Owner.
- Our philosophy and mission is to maximise an Owner's best possible return on their investment by focusing on minimizing Owner risk, establishing a best value project and striving at all times for a cost certain deliverable and optimal solution.
- It is through experience in procuring a truly commercially driven solution led by the project's business plan that NNP would be of great benefit to any potential Owner or Bank.
- Many Project Owners have valued the **commercial approach and philosophy** in project delivery that NNP implements.
- NNP looks to blend its teams wide experience to provide complementary skills to offer a **total integrated service**.





# Team Leaders

**Nigel Nixon**  
*Chairman*

**Kris Kapinos**  
*Chief Executive Officer*

**Admin & finance**

**Mark Smallridge**  
*President*

<b>Mark Smallridge</b> <i>Pavement Lead</i>	<b>Cedric Corbierre</b> <i>Port Planning and Equipment Lead</i>	<b>Keith Abraham</b> <i>Project Director &amp; Owner's Representative</i>	<b>Andrew Griffiths</b> <i>Research &amp; Feasibility Lead</i>	<b>Richard Jennings</b> <i>Operations &amp; Funding Specialist</i>	<b>Rodrigo Paiva</b>
<b>David Fanthorpe</b> <i>Paving and Materials</i>	<b>Theirry Thoubans</b> <i>Port Equipment Engineer</i>	<b>Martin Mannion</b> <i>Project Manager</i>	<b>Andrew Penfold</b>		
<b>Alessandra Simao</b> <i>Design Co-ordinator</i>		<b>Gordon Ginzal</b> <i>Project Manager</i>	<b>Peter Baker</b>		
<i>Civil, Mechanical, Electrical Designers</i>	<i>Port Equipment Designers</i>	<b>Jabir Benhadjtahieb</b> <i>Project Manager</i>			
<b>Pavements &amp; Civil Engineering</b>	<b>Port Planning</b>	<b>Project Implementation</b>	<b>Market Research</b>	<b>Port Acquisition</b>	<b>Port Economics</b>

# Key Capabilities |

- Economic Analysis and Fund Representation
- Port Development & Investment
- Port Operations
- Port Procurement & Implementation
- Port Infrastructure
- Port Equipment
- Pavement Design & Appraisal

# Key Capabilities |

## Economic analysis

- Commercial due diligence
- Feasibility studies
- Investment appraisal
- Traffic forecasting
- Market studies
- Funder representation
- Letter of reliance of authority

## Pavement Design & Appraisal

- Pavement rehabilitation
- Condition surveys
- Testing
- Computer analysis & evaluation
- Asset management & maintenance
- Expert witness

## Port Development & Investment

- Financing/investment
- Concession/ Lease agreements
- Finance/build/lease
- Equipment and construction procurement
- Site selection

# Key Capabilities

## Port Equipment

- Equipment planning
- Procurement
- Condition survey
- Maintenance survey
- Refurbishment
- Wire rope cables
- Structural analysis

## Port Operations

- Operations due diligence
- Terminal operating system
- Terminal planning
- Dynamic simulation
- Operational layout
- Equipment and HR analyses (OPEX/CAPEX)
- Business planning

## Port Infrastructure

- Infrastructure due diligence
- Concept planning
- Back land design
- Yard utilities design
- Yard buildings design
- Detailed design

## Port Procurement & Implementation

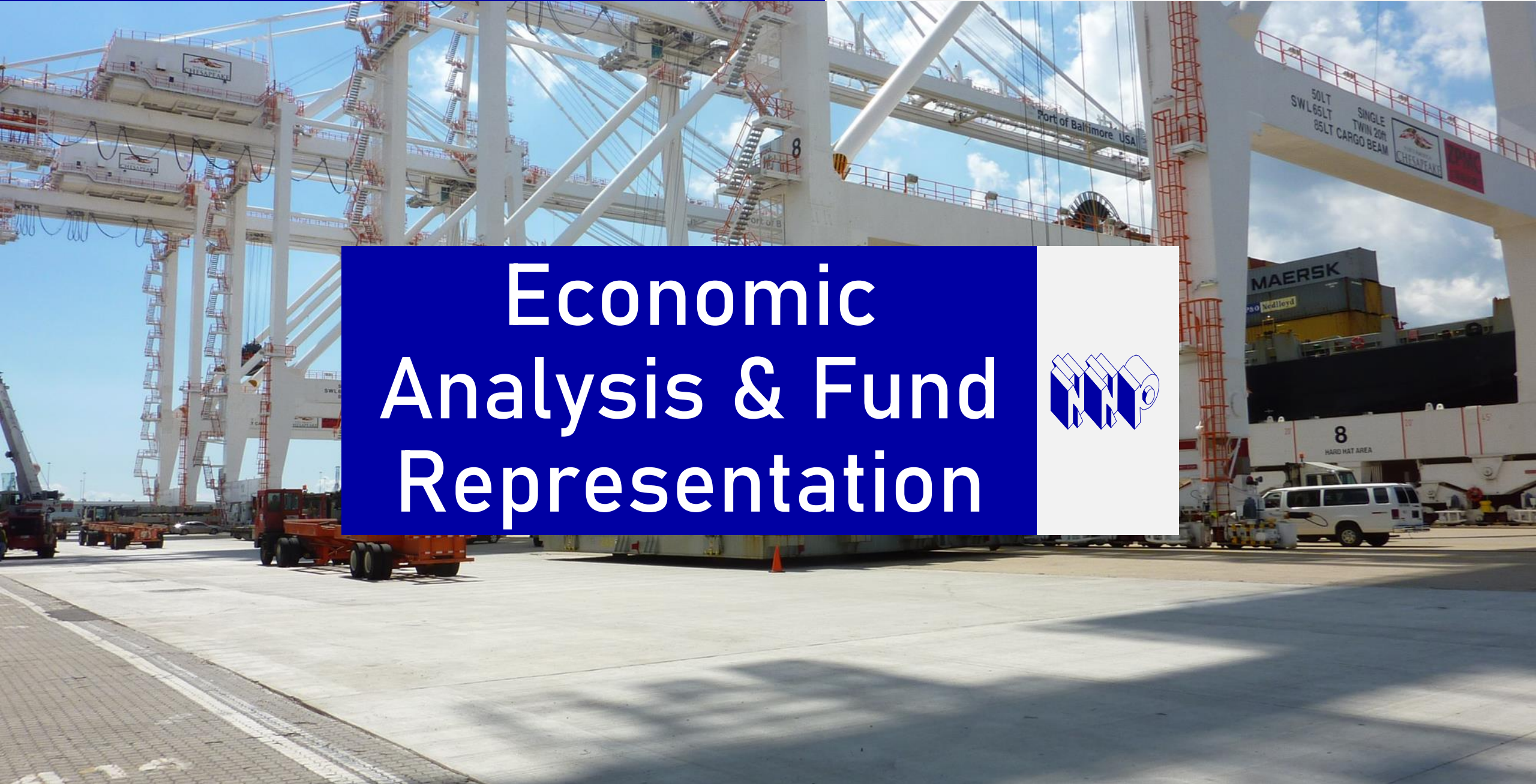
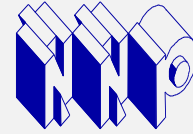
- Construction & project management
- Planning & building consents
- Construction monitoring
- Owner representation
- Cost consultancy

# | Project Map





# Economic Analysis & Fund Representation





# Due Diligence Methodology

