

The background is a collage of four images related to shipping and logistics. On the left, there is a close-up of stacked shipping containers in various colors (blue, orange, teal). In the center, a large cargo ship is docked at a pier with a crane. On the right, a wide-angle view shows a port area with many containers, a crane, and a body of water. At the bottom, a road with motion-blurred traffic is shown, with a large container on a truck in the foreground.

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



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



Port Equipment



Our areas of expertise |

An aerial photograph of a large container yard filled with stacks of colorful shipping containers (red, blue, white, orange, green). Several orange forklifts are visible moving containers. Two large blue circles are overlaid on the image, each containing text about expertise areas.

Project management in
vertical handling (lifting)
and horizontal
continuous handling
techniques and
technology

Solving problems
concerning operation or
maintenance of
equipment

Project management in vertical handling (lifting) and horizontal continuous handling techniques and technology

Solving problems concerning operation or maintenance of equipment

1. Equipment Planning

3. Special Assessment

2. Procurement

4. Maintenance Organisation



TOOLS

8. Controls

9. Calculation

5. CAMC

6. Refurbishment

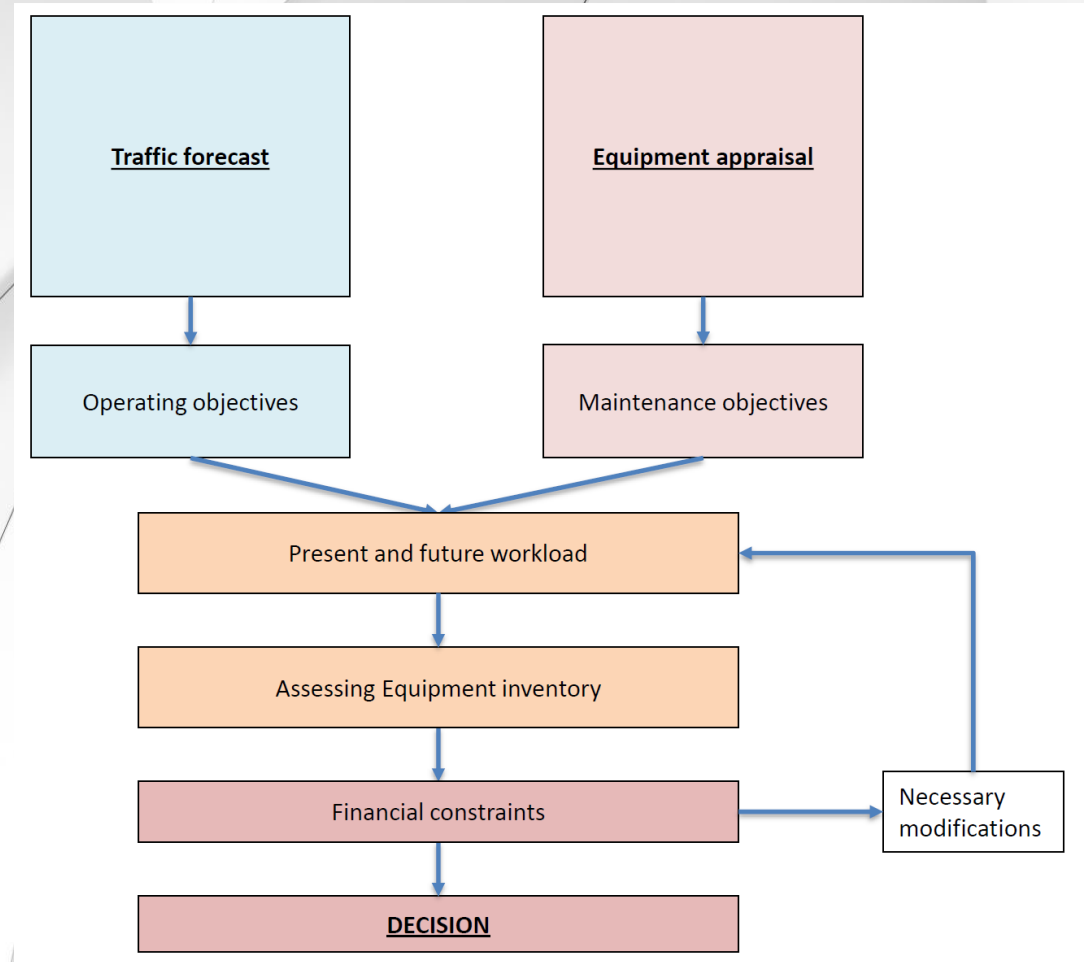
7. Cable rope control and expertise



1. Equipment Planning | 📋

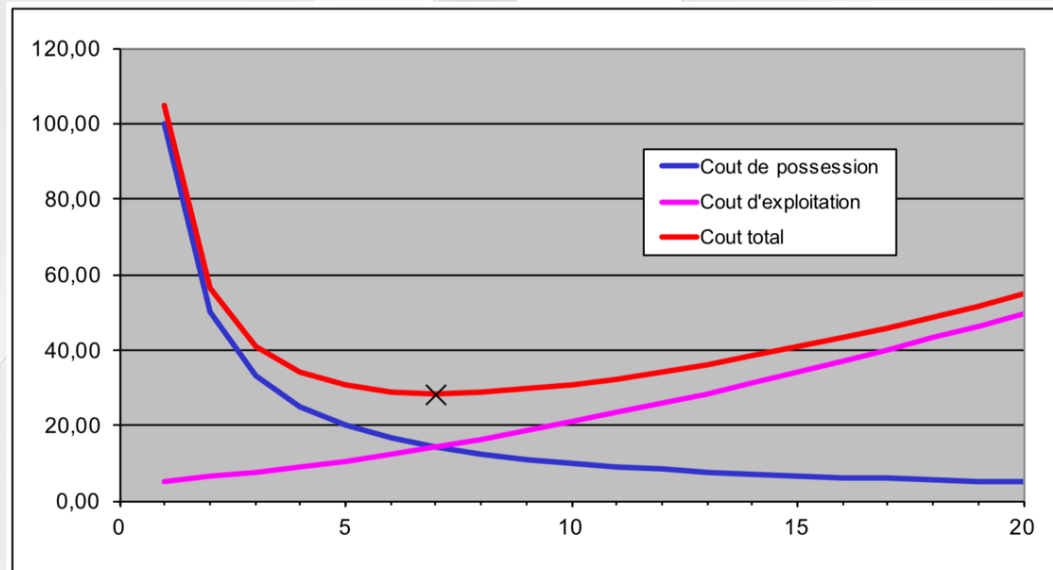
Investment forecasting:

- Traffic Forecast
- Equipment Appraisal (General condition, durability, maintenance and operating costs)
- Economic design life

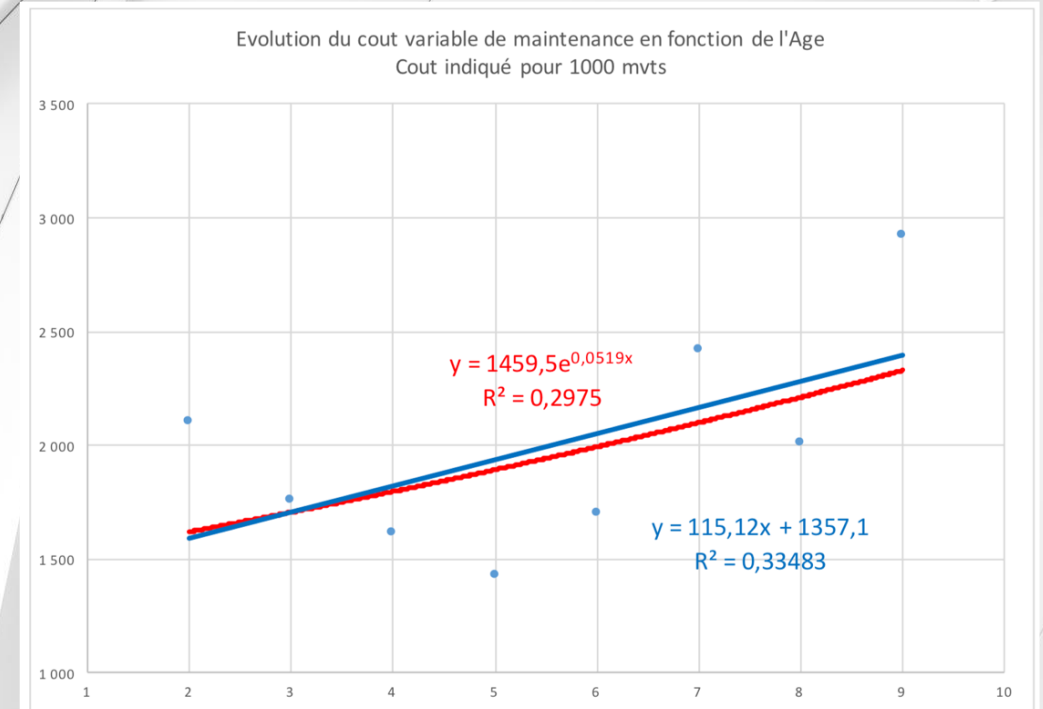


1. Equipment Planning |

Economic Life

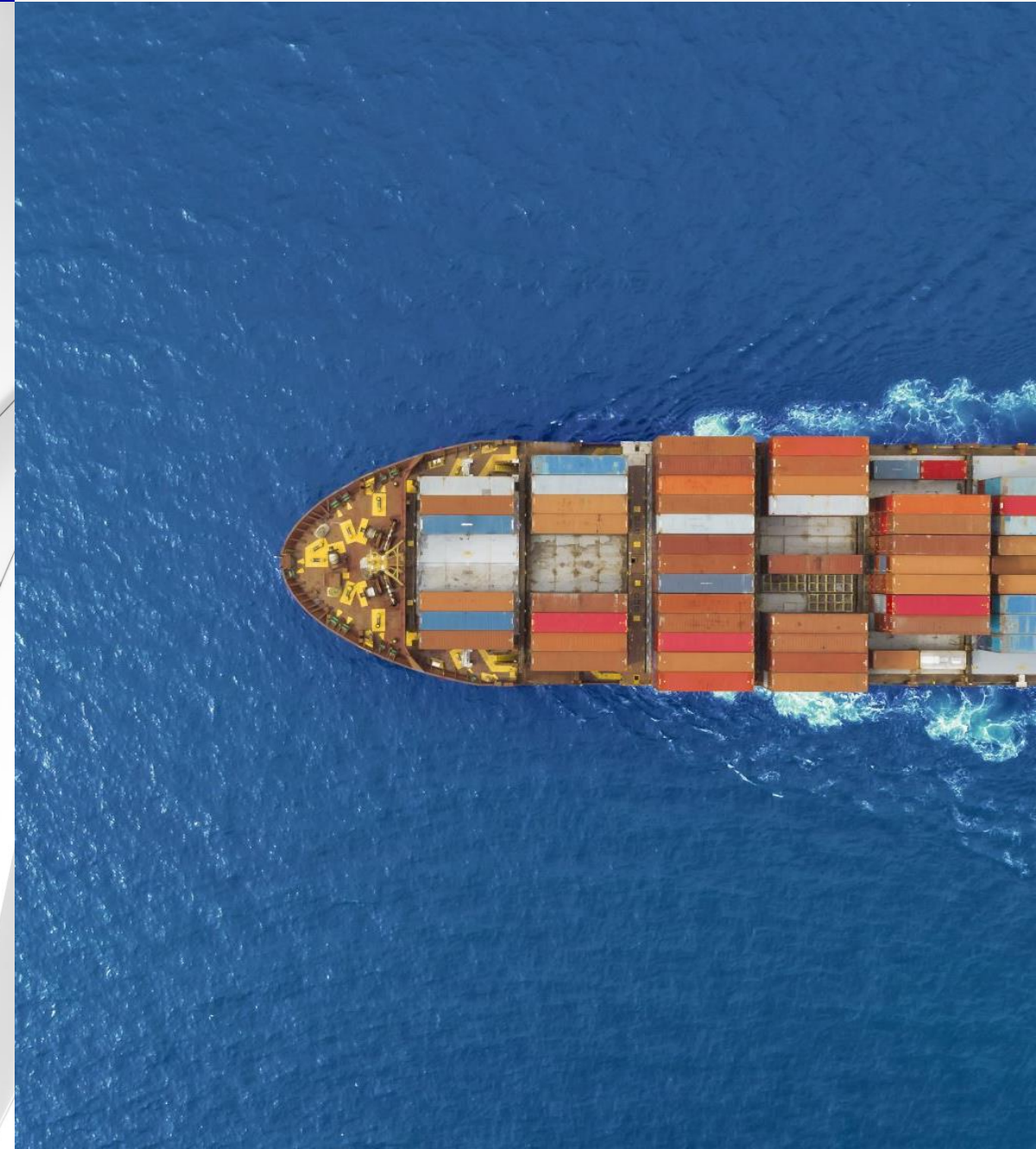


Maintenance cost vs. age of equipment

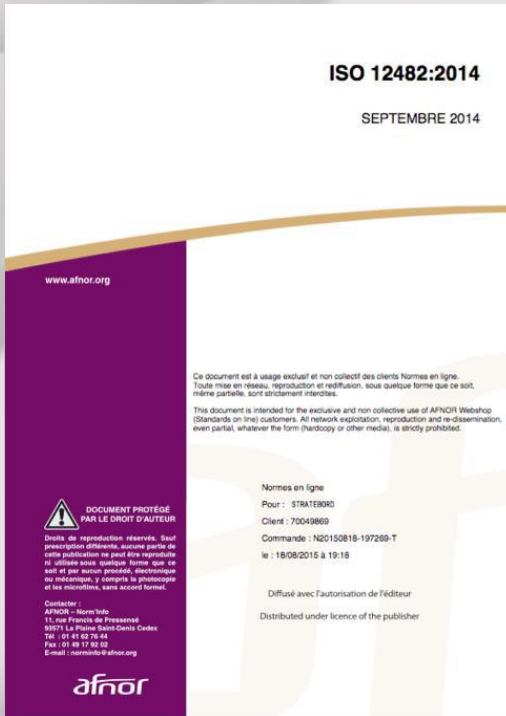


2. Procurement |

- Functional need analysis: establish the bases of the project (capacity, size)
- Prepare tenders: technical, administrative, selection rules
- Call for tenders: respond to the contractor questions
- Choosing the contractor: the best economical/technical competence is the basis of selection
- Project control: engineering, construction, assembly
- Commissioning: full testing of the delivered items
- Punchlist, follow-up and assistance during warranty period



3. Condition Survey |



Based on:

- ISO 12482 standard: Cranes- Monitoring for crane design working period

Our specific methodology uses:

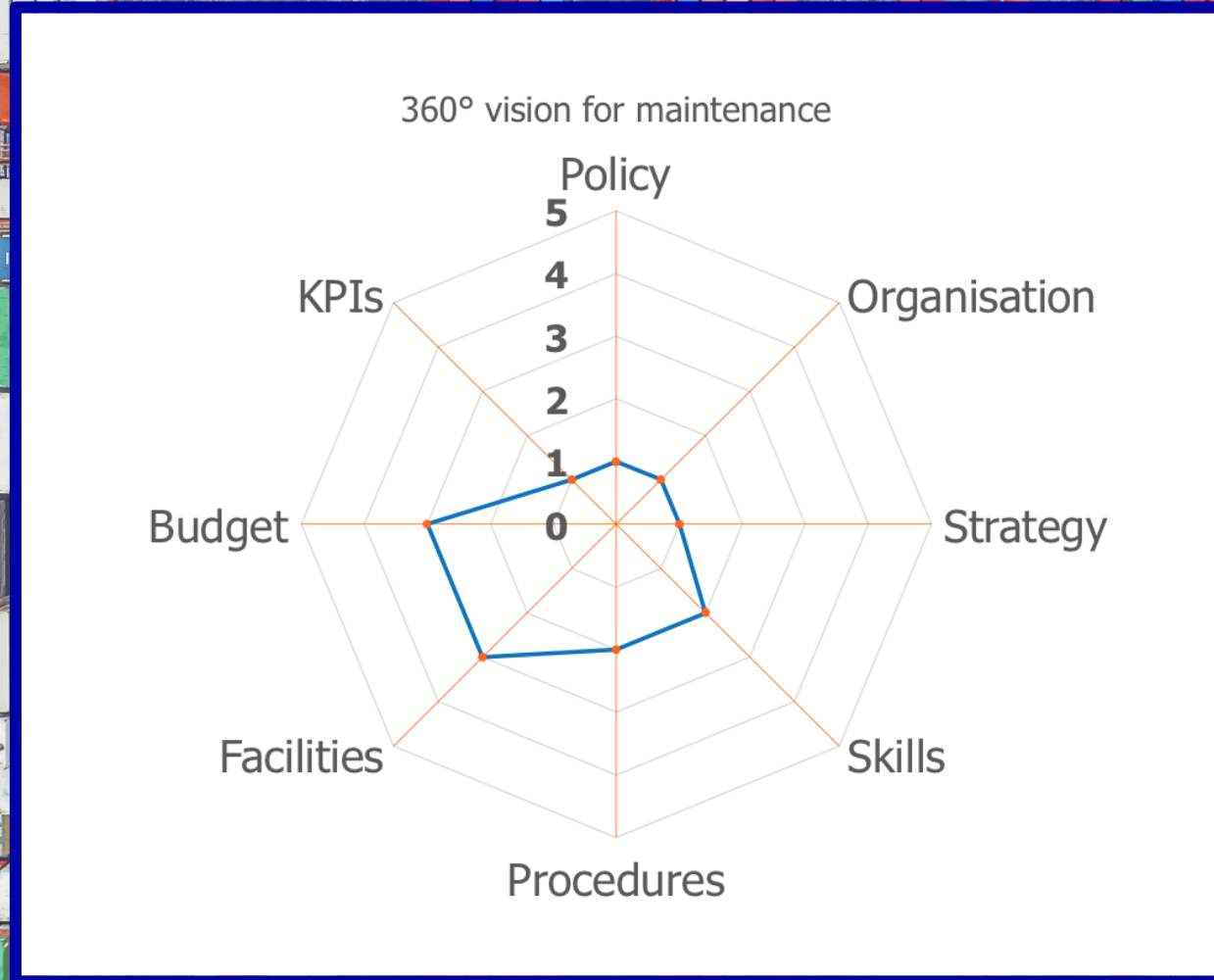
- ISO 12100 standard: Safety of machinery, general principles, risk assessment and risk reduction
- 12349-1 standard: Safety of machinery, safety-related parts of control systems, Part 1: General principles for design

The objective is to improve the safety of old equipment.

1. Define the residual life of equipment (fatigue evaluation)
2. Identify and appraise the level of risk due to the failure of critical elements
3. Prevent the failure of critical elements

This method can also be applied to new equipment.

4. Maintenance Survey

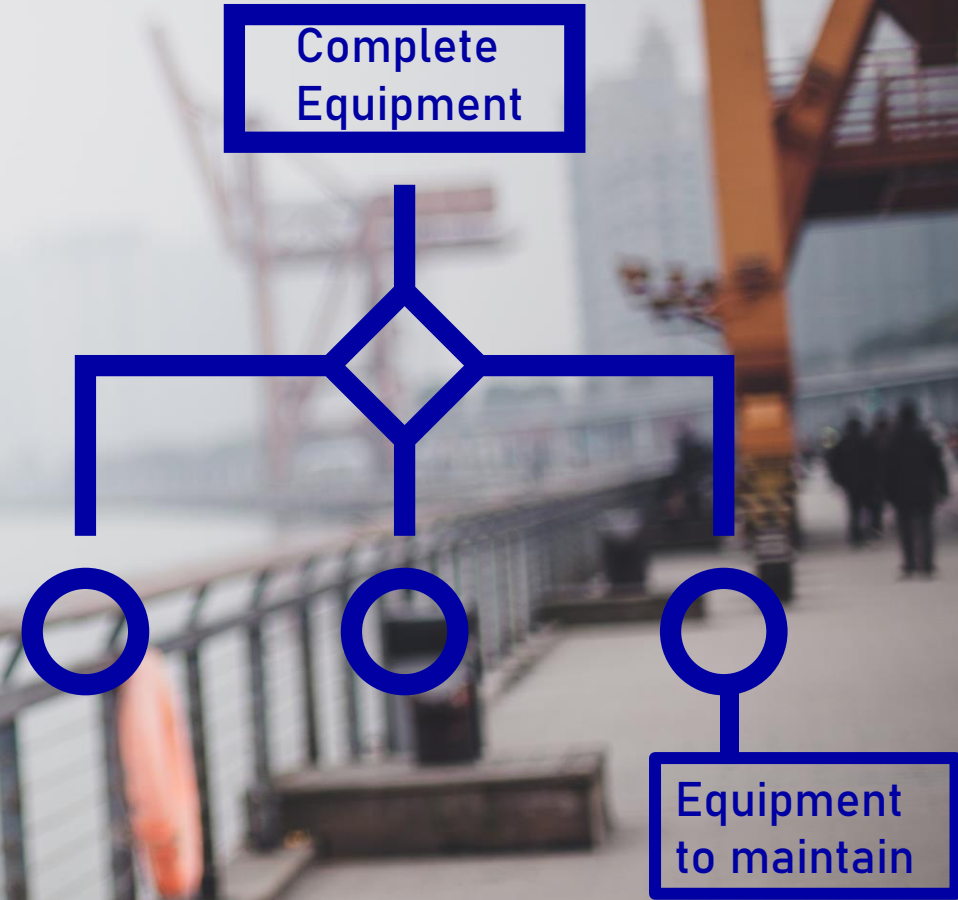
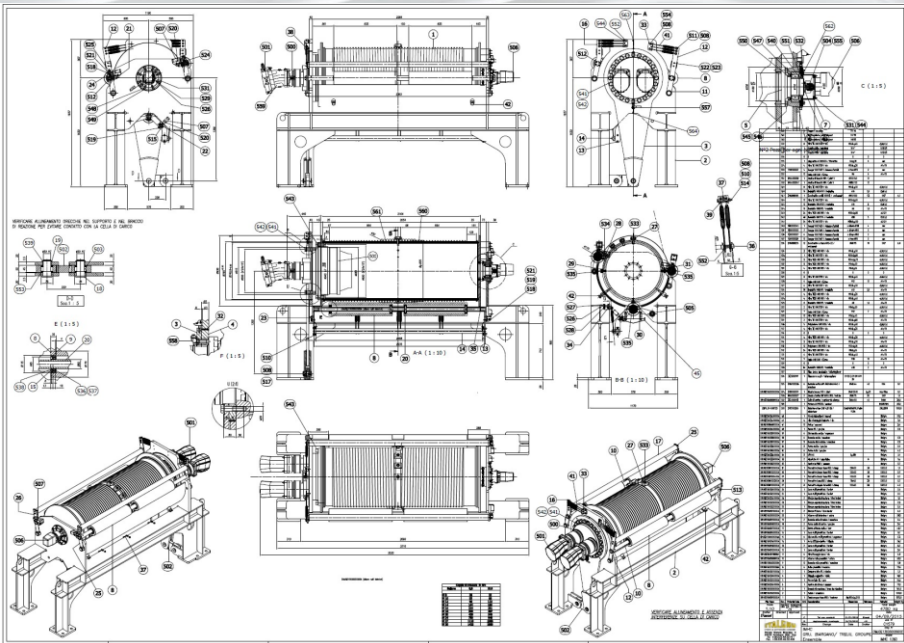


5. CAMC

- Computer Assistance Maintenance Control
- Technical assistance for:
 - Implementing new software
 - Building the necessary data base



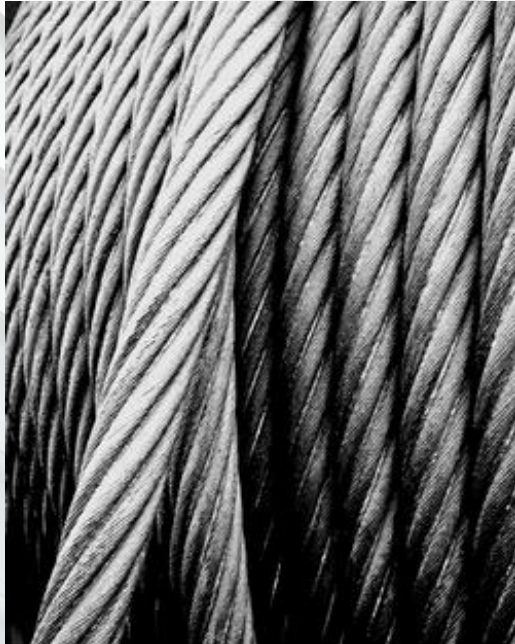
Tree inventory organisation Technical sheet- Spare part list Maintenance procedures



6. Refurbishment |



7. Wire Rope Cable



Control and follow-up

Assistance for cable selection

8. Controls

Visual controls



Non-destructive controls



