

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

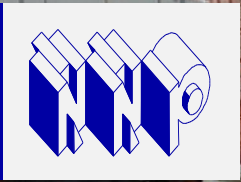
- Construction & project management
- Planning & building consents
- Construction monitoring
- Owner representation
- Cost consultancy

| Project Map





Port Operations



Port Terminal |

NNP Inc's Port Terminal Consultants are economists, commercial managers, financial managers, operations managers, Infrastructures engineers, port equipment engineers

Specialisms

- Port Economy
- Port Operations Consultancy
- Port Infrastructures
- Port Equipment
- Port Operations Management
- Port Investment



\$ | Port Economy



Specialisms

- Shipping Market Study
- Cargo Market Study
- Port Market Study

The NNP Inc's senior Shipping and Port economists are all former port and shipping line managers. This in-depth knowledge of operational and economical requirements is one of the major assets for Market study success.

Port Operations Consultancy |

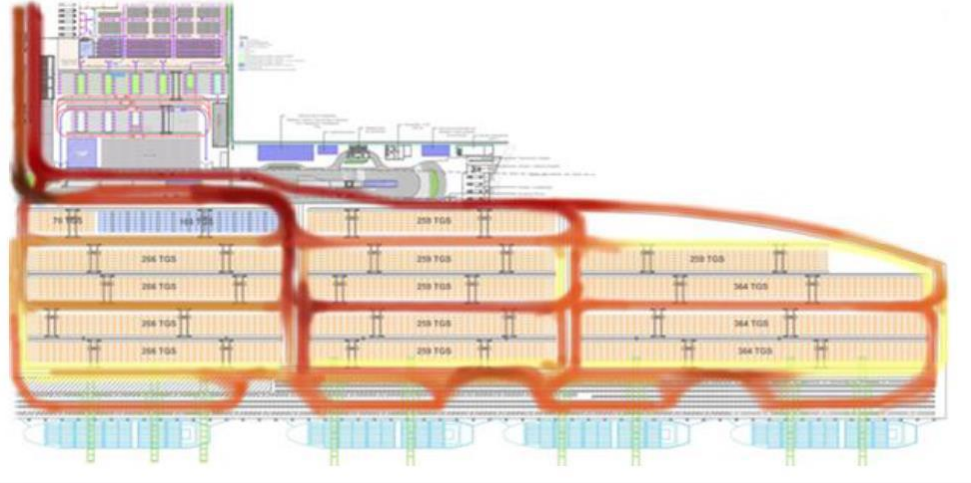
Specialisms

- Operations Due Diligence
- Terminal Operating System
- Terminal Planning
- Dynamic Simulation
- Operational Layout
- Equipment and HR analyses (OPEX/CAPEX)
- Business Plan
- Concession Agreement

- The NNP Inc's senior planners are all former terminal managers and qualified port engineers.
- This in-depth knowledge of operational and technical requirements is one of the major assets for terminal planning success.
- Based on over 37 port terminal operational KPI data base, NNP Inc has developed several in-house simulation models applicable to marine terminals, intermodal yards and rail systems.



Port Infrastructures

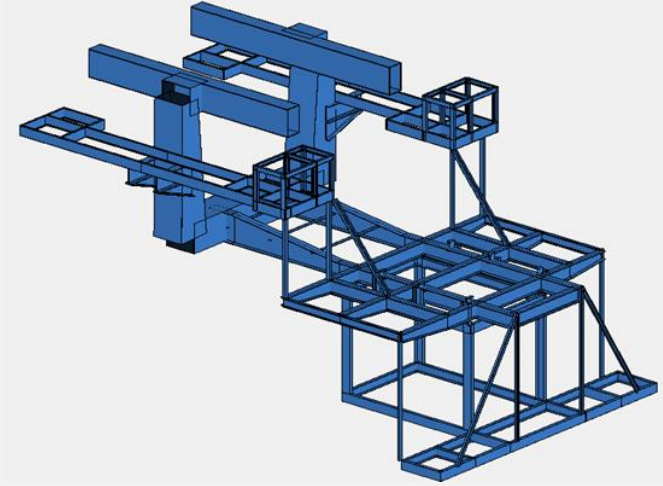


- The NNP Inc's senior port engineers are internationally recognized port yard designers.
- NNP Inc have designed over 100 port yards around the world since 1985.
- NNP Inc is the co-developer of the heavy duty pavement design method.
- NNP Inc assist port authorities/ port operators in terminal pavement litigations.

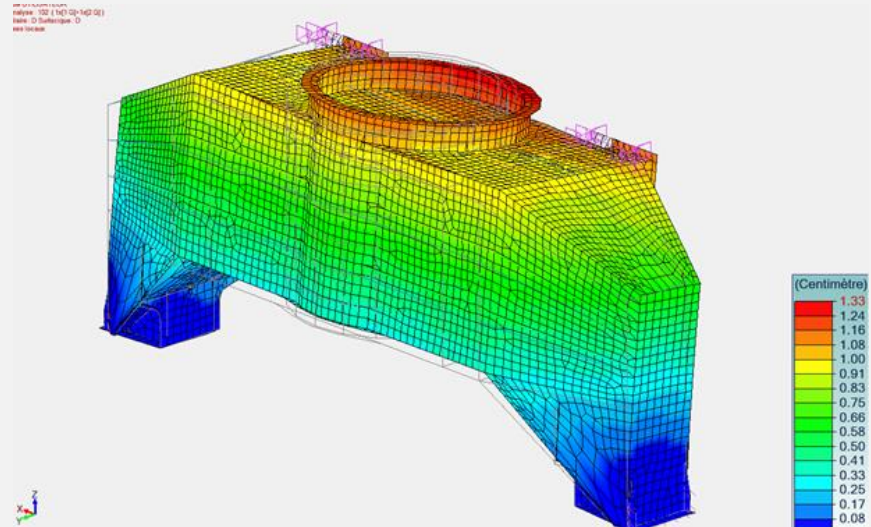
Specialisms

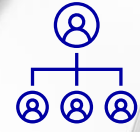
- Backland design
- Yard utilities design
- Yard buildings design
- Employer's representative
- Project management
- Infrastructure due diligence

Port Equipment |



- Specialisms**
- Equipment planning
 - Procurement
 - Condition Survey
 - Maintenance Survey
 - Refurbishment
 - Wire Rope Cables
 - Structural analysis



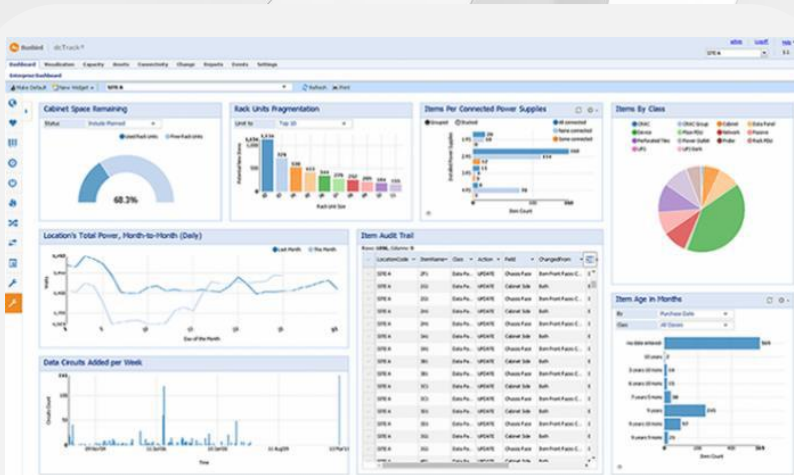


Port Operations Management

Specialisms

- Assistance Management Contract
- Board Advisors
- KPI Dashboards
- Port Equipment Procurement
- TOS Management

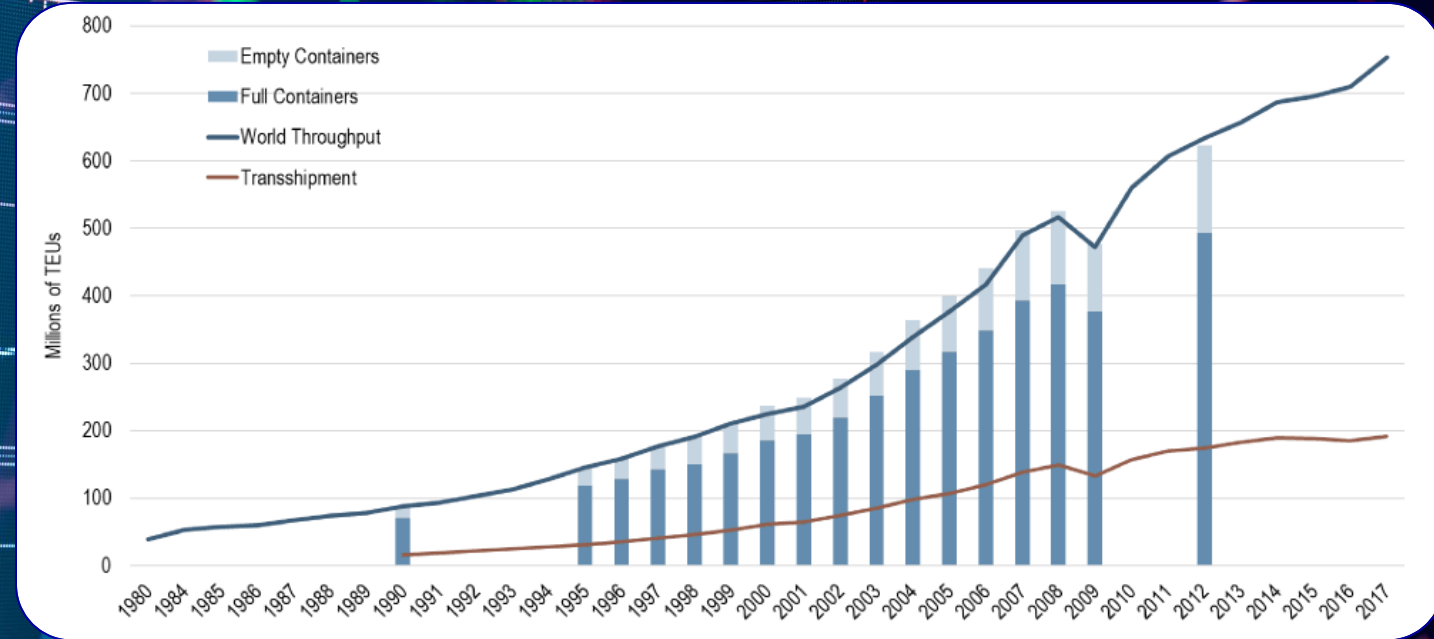
- The NNP Inc's senior consultants are all former port terminal managers (General Managers, Commercial Managers, Technical Managers, Operations Managers and Financial Managers).
- NNP Inc can assist operators and investors in the management of existing and new dry and wet terminals.
- NNP Inc focus on: traffic, productivity, capacity and increasing profitability



Port Investment

Specialisms

- Financing/Investment
- Concession/Lease agreements
- Finance/Build/Lease
- Design
- Equipment procurement
- Operate



NNP Inc with his partners (terminal operators, shipping lines, contractors, banks, investment funds) can negotiate concession agreements, finance, build and lease or operate port terminals, river ports and dry ports.