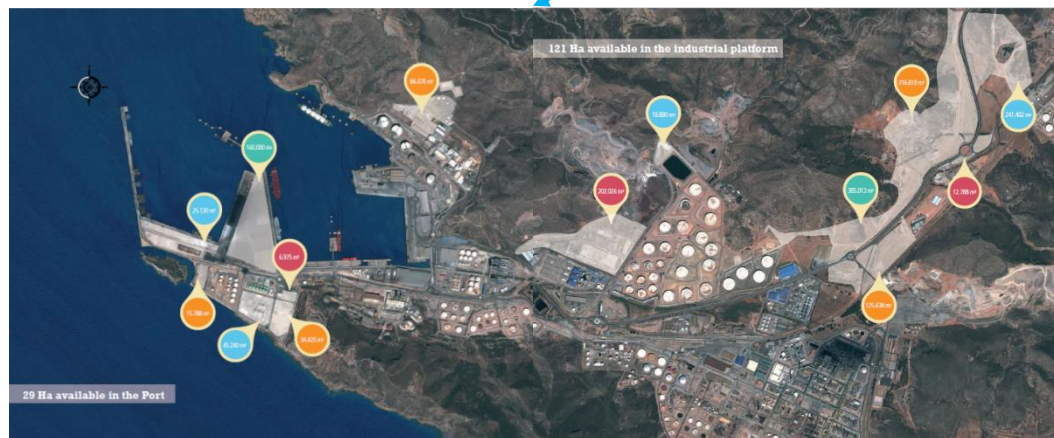
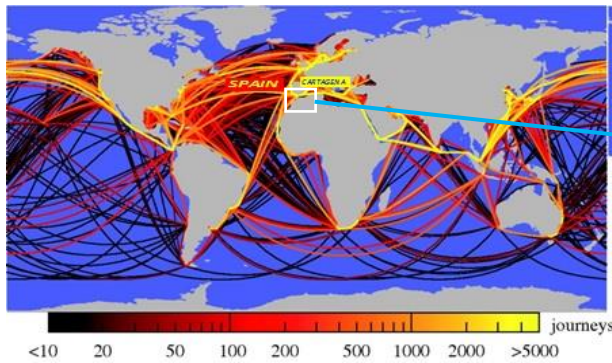


Introduction of bulk cargo, logistic and industrial facilities at Escombreras' basin in the Port of Cartagena-Spain (PoC):

The port of Cartagena (PoC) has a unique **geostrategic position** that is **key for communication** routes between the **Atlantic and the Mediterranean**, as well as for intercontinental routes between America, Europe, Asia and Africa. It is a **privileged entrance door to Europe**. PoC is the most competitive and dynamic port in Spain. Construction and subsequent **expansion of the dock of Escombreras' basin**, which is specialized in **liquid bulk cargo**, has positioned **PoC** as one of the **most important bulk cargo ports in western Mediterranean**. Escombreras' basin modern facilities operate in an **extremely agile** manner while enclosing an **impressive growth potential**. PoC has obtained the **European Business Award for the environment**.

- **PoC Ranks n. 1 in Spain for Bulk Cargo transit (32.5 Million Mt in 2015)**. With an outstanding growth of **69,53%** in last **6 yr**.
- It is the most competitive and profitable port in Spain (**High profit/Low rates**) offering the lowest possible shipping cost and the **most competitive prices** for new industrial settlements.
- **PoC accommodates the largest industrial facility in Spain: Repsol's refinery**, (€3.1 billion invested) (220.000 bpd).
- Enjoys the **best strategic location** in the Mediterranean (along the main shipping routes connecting Asia and Europe) and outstanding **connectivity** to main European logistic HUBs by Road, Railway and Pipe.
- Features the **biggest growth potential in Europe**: with 29 Ha Available in the port and 121 Ha available in the industrial platform.



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What makes Escombreras' Basin the best choice for bulk cargo operations in Euro-Med?

The **Escombreras' Basin** is offering a very solid **Value Added Proposition** to strategic players who want to set up a strong logistic or industrial HUB to serve Western Europe and the Mediterranean arc. The main features of the **Value Added Proposition** are:

- **Location:** Located in the heart of Western Europe is the best link to connect Euro-Med, Asia and the Americas
- **Connectivity:** Outstanding connectivity by Pipe, Railway and Road
- **Port capabilities:** Best port **configuration and draft** (30m) to allow dynamic and flexible operations. **Pipe racks** to plots
- **Available for:** VLCC and VLOC.
- **Maximum security, political and economic stability:** based in a member country of **European Union**
- **Free Trade zone** capabilities for **HUB operations** in the region
- **Multiple activities** allowed: Industrial, processing, logistic, storage, trading, services, etc.
- **Multiple products:** O&G, energy, chemical, biofuels, edible oils, cereal, ores, fertilizers, cement, etc.
- **Key players:** Repsol, Clh, Enagas, Lbc, Saras, Ilboc (Sk Lubricants) Bunge, Gdf Suez, Musinmas, etc.
- **Regular lines from:** Maersk, Sloman Neptun, Msc, Opdr, Hapag-Lloyd, X-Press Cl, Seatrade, Lauritzen.
- Plots available under **50 year concession** and **freehold**
- Available plot sizes from **7,000 m2** to **385,000 m2**
- Land cost from **7 €/m2 per year** and **1.3 €/Mt**
- **Lowest** stevedoring rates in Western Europe
- **Close** to key industries like O&G, chemical, pharmaceutical, agriculture, in south east Spain.
- **Incentives from the tax authorities** for new settlements

Who should operate in Escombreras' Basin?

Any International company willing to set a foothold in this strategic port for their operations inside any segment of the industry:

- International trading and commerce
- Sales and distribution
- HUB and free trade zone operations
- Bulk Storage, logistic and handling
- Industrial, manufacturing, processing
- Offshore supply, etc.

What Products?

The following products fit very well with PoC's capabilities:

- Petroleum market: Crude Oil, Naphtha, Gasoline, gasoil, diesel oil, fuel oil, lube oil, sulfur, coke, etc.
- All sort of petrochemical derivatives, lubricants and plastics
- Other Chemical products: phenol, ethanol, methanol, caustic soda solution (CSS), phosphoric & sulfuric acid, etc.
- All chemical products for the chemical, pharmaceutical, cosmetic industries.
- LNG, natural gas, butane, propane, etc.
- All biofuels: Bio diesel, bio ethanol, etc.
- Edible liquids and oils: palm oil, coconut oil, sunflower oil, soya oil, molasses, fruit juices, etc.
- Dry bulks: cereal, ores, fertilizers, cement, etc.

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