



PORT OF IPSWICH

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Assistant Port Manager



Port of Ipswich

- Purchased by ABP in March 1997
- Run-down condition, little modern warehousing & equipment
- Local community looking for port and employment revitalisation
- Potential to refocus on the agribulk markets/general port operations
- Potential to attract back Lo-Lo/Ro-Ro
- Potential synergy with nearby Colchester operation

Investment

Investment since 1997	
East Bank Terminal	£15 m
Investment since 1997	
West Bank Terminal	£8 m
Investment since 1997	
Ipswich Waterfront	£3 m
	Total
	£26 m

ABP Ipswich - West Bank

Current Business - West Bank

1.8 million tonnes

72 acres

Timber including treatment plant

Ro-Ro unit load

Dry Bulk



West Bank - Ro/Ro



- Daily sailing to/from Ostende
- Two Linkspans
- Modern equipment for handling containers and trailer traffic
- Operated by ABP on behalf of Ferryways

West Bank - Timber

- Regular liner services from the Baltics and Scandinavia
- Ideal location for Short Sea traffic
- Modern timber treatment plant
- Operated by ABP on behalf of customers



West Bank - Dry Bulk



- Aggregate Terminal operated by Brett Aggregates
- Railfreight facilities used

ABP Ipswich - Cliff Quay



Current Business - East Bank (Cliff Quay)

1.8 million tonnes

108 acres

Containers

Dry and Liquid Bulks



Cliff Quay - Container Terminal

- Regular liner service from Baltics
- Rail Mounted Gantries
- Groupage operation



Cliff Quay - Liquid Bulks

- Regular tanker movements
- Operated by Vopak
- Derv, liquid fertilisers



Cliff Quay - Dry Bulks



- Grain exports
- Animal feed imports
- Aggregates
- Fertilisers

Cliff Quay - Coldock

- Operated by ABP
- Modern bulk warehouse built in 2000
- 178,000 sq ft, 18 bays
- Fertiliser, Animal Feed, Other Dry Bulks



Cliff Quay - General Cargo

- Regular liner service to Caribbean
- Imports of onions from New Zealand
- Other ad-hoc/project cargoes

ABP Ipswich - Wet Dock/Waterfront

Current Business - Ipswich Waterfront

Timber

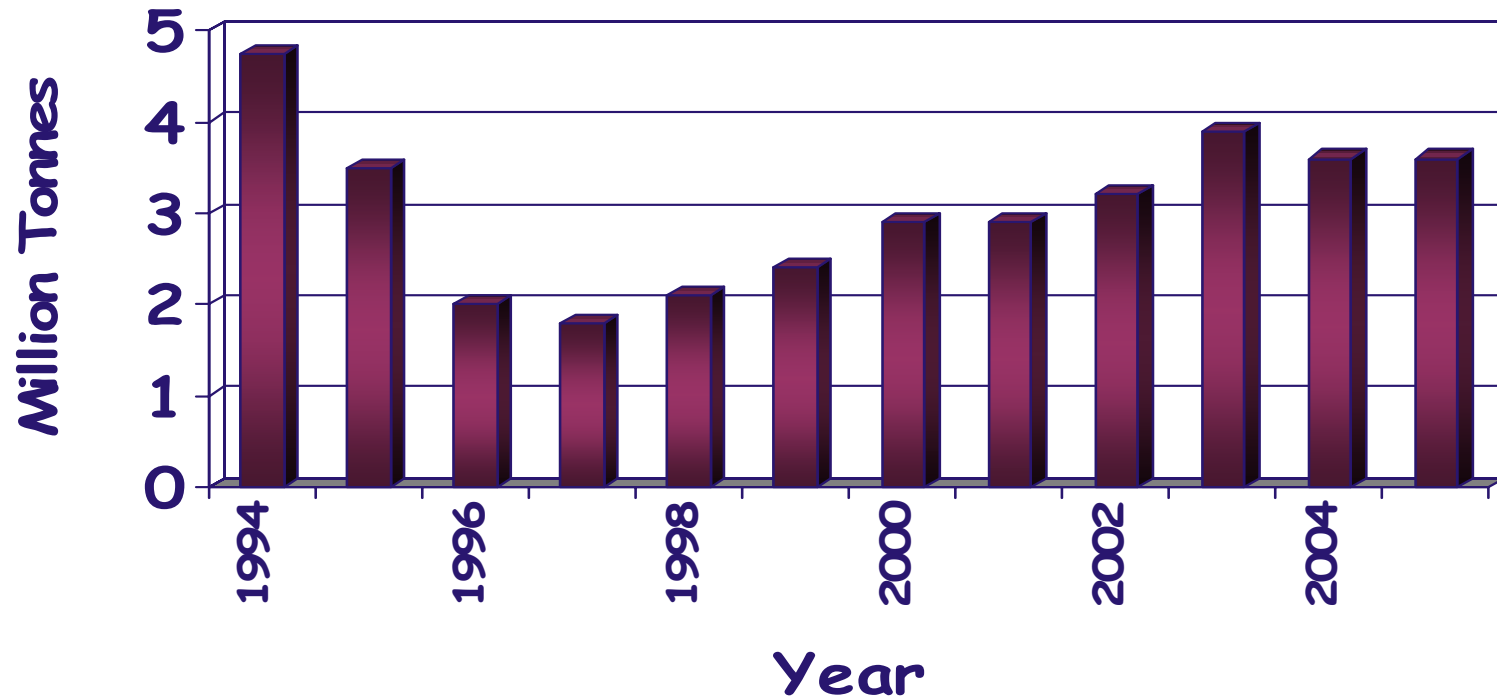
Asphalt Coating Plant

Recreational - IHM, Neptune Marina

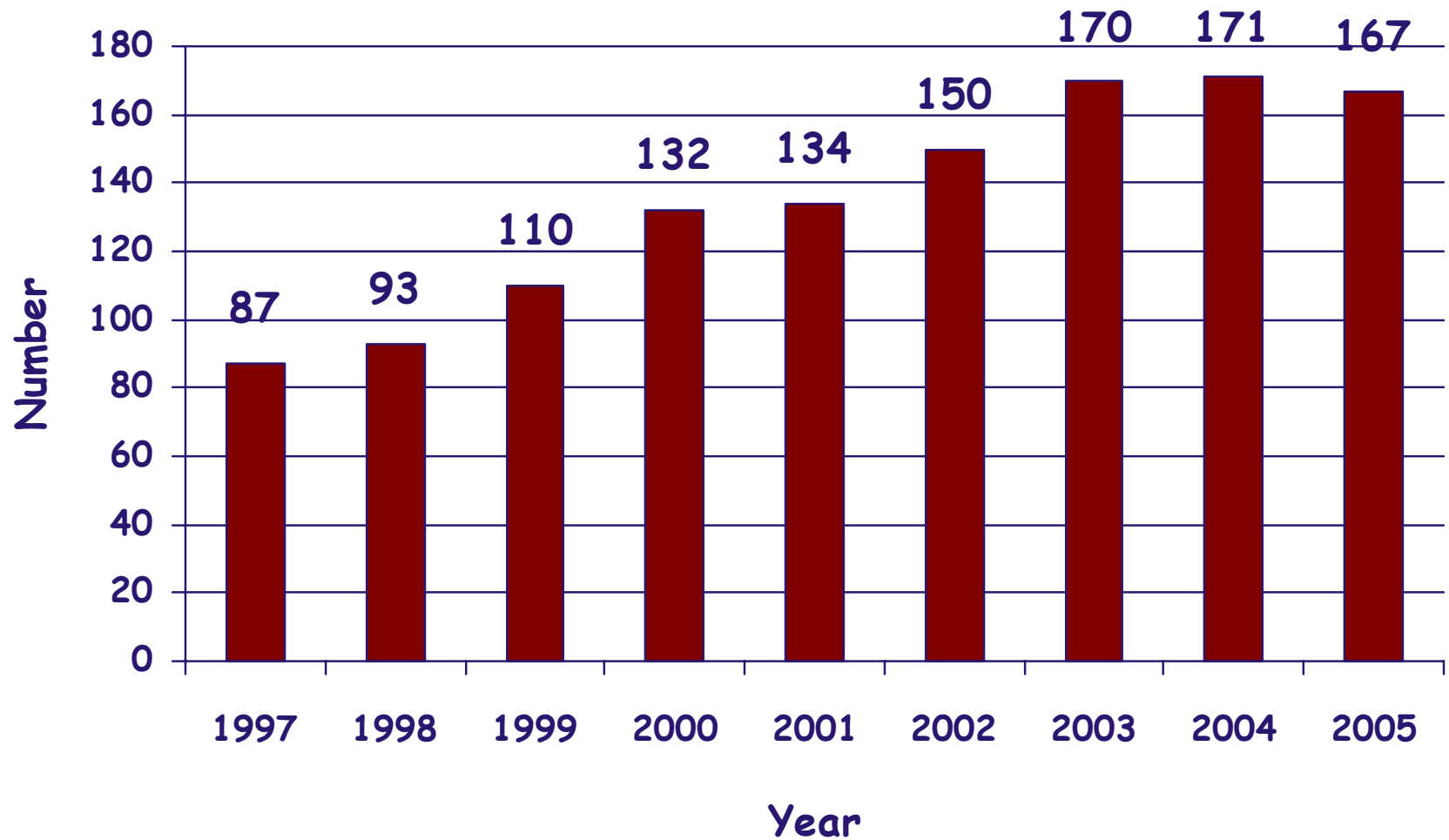


Outline Statistics

Volumes Summary



Employee Growth



Challenges & Opportunities Ahead

- **ABP Port of Ipswich must:**
- Operate in the extremely competitive Short Sea market.
- Work as hard as a larger port for a lower return, meaning that cost control is imperative.
- Ensure that the Ipswich Local Plan fully addresses projected expansion of business.
- Comply with ever-increasing environmental directives, marine codes, employment legislation, etc., without compromise to port operations.
- Maintain a well-accepted profile within the local community, without restricting operations or growth.
- Allow for growth in the leisure / housing developments around the Waterfront, without creating undue operational pressures elsewhere.

Summary

- ABP have done much of what was envisaged in 1997
- Trade has improved
- Employment prospects are brighter
- Relationships with the town are very good
- ABP have invested approx. £26M during past 5 years
- ABP have built in excess of 500,000 sq. ft new warehousing.
- The Port of Ipswich remains a natural contender for the agribulk markets, in which we have refocused and invested heavily on the East Bank
- The Port of Ipswich has re-established Ro-Ro and container services to the West Bank Terminal and has investing £6.1 million to secure this
- ABP have provided important catalyst to regeneration of Ipswich Waterfront