



 **AUTO  
MOBILE**  
INTERNATIONAL TERMINAL

New WORLD CLASS RO/RO  
TERMINAL, PROCESSING AND  
DOMESTIC RAMP FACILITY.

About us

# COMPANY



The new **57-acre terminal** is located in the Gulf Coast and positioned as a natural gate-in and a competitive choice for import and export cargo, **serviced by five Class I railroads** and access to major US interstate and highway systems. AutoMobile is expected to position itself as a **key node for the vehicle logistics chain** in this region.



### Accessibility

Railway connections

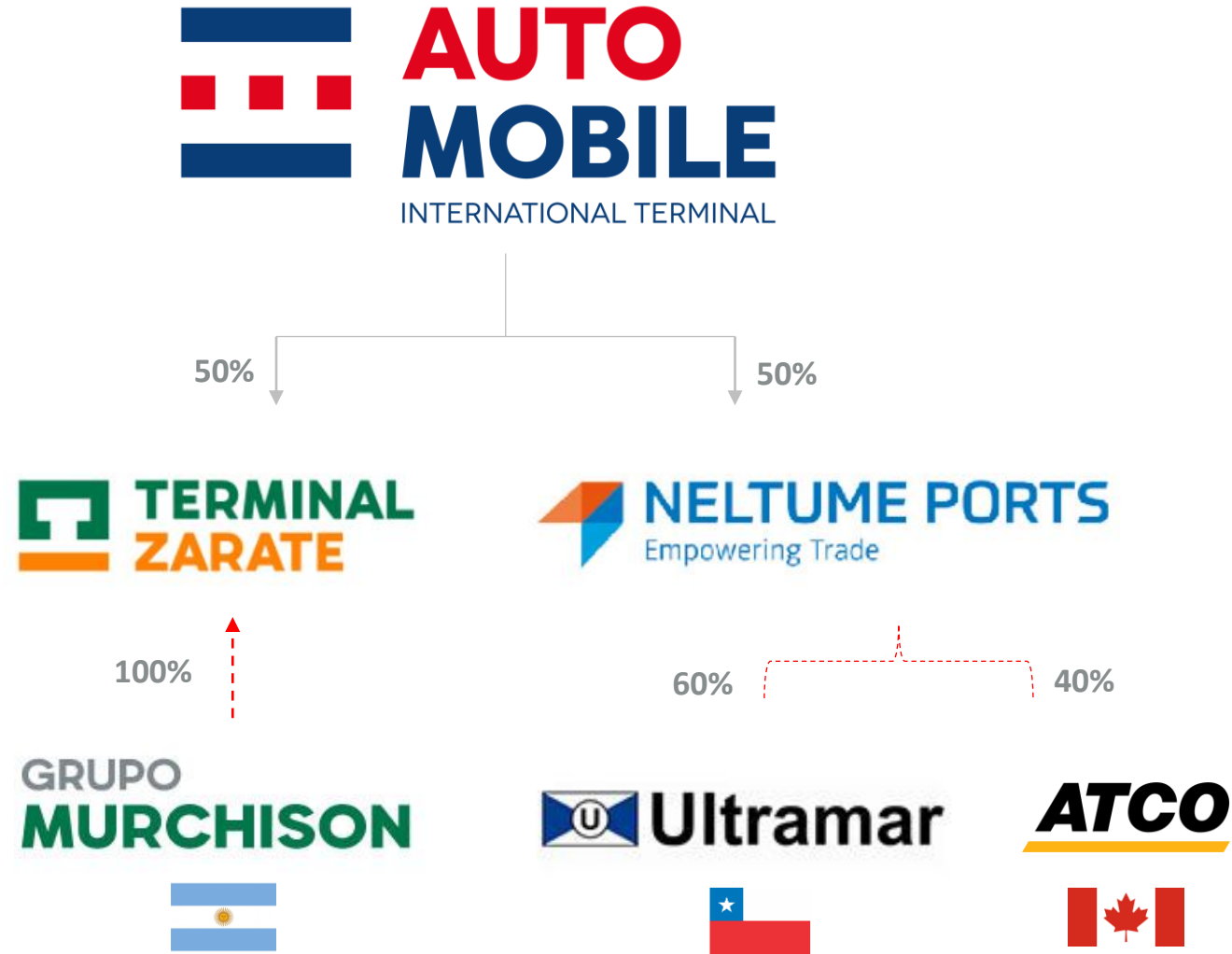
- Canadian National
- Norfolk Southern
- Alabama Gulfcoast Railroad/ BNSF
- CSX/ Union Pacific
- Kansas City Southern

### Car Carriers Service Routes



About us

# PARTNERS





Partners

# TERMINAL ZARATE

A successful development of a world class Ro-Ro Terminal.

It is amongst the largest RO/RO terminals in South America with a 10 million-vehicle throughput to date, averaging 500,000 per year. Its location along the Paraná River north of Buenos Aires operates a processing and distribution vehicle facility, working with most automotive manufacturers and international RO/RO ship owners.



**68,000**  
Parking Lots

Max Throughput Capacity:  
**1 Million** Vehicles/year

Partners

# NELTUME PORTS

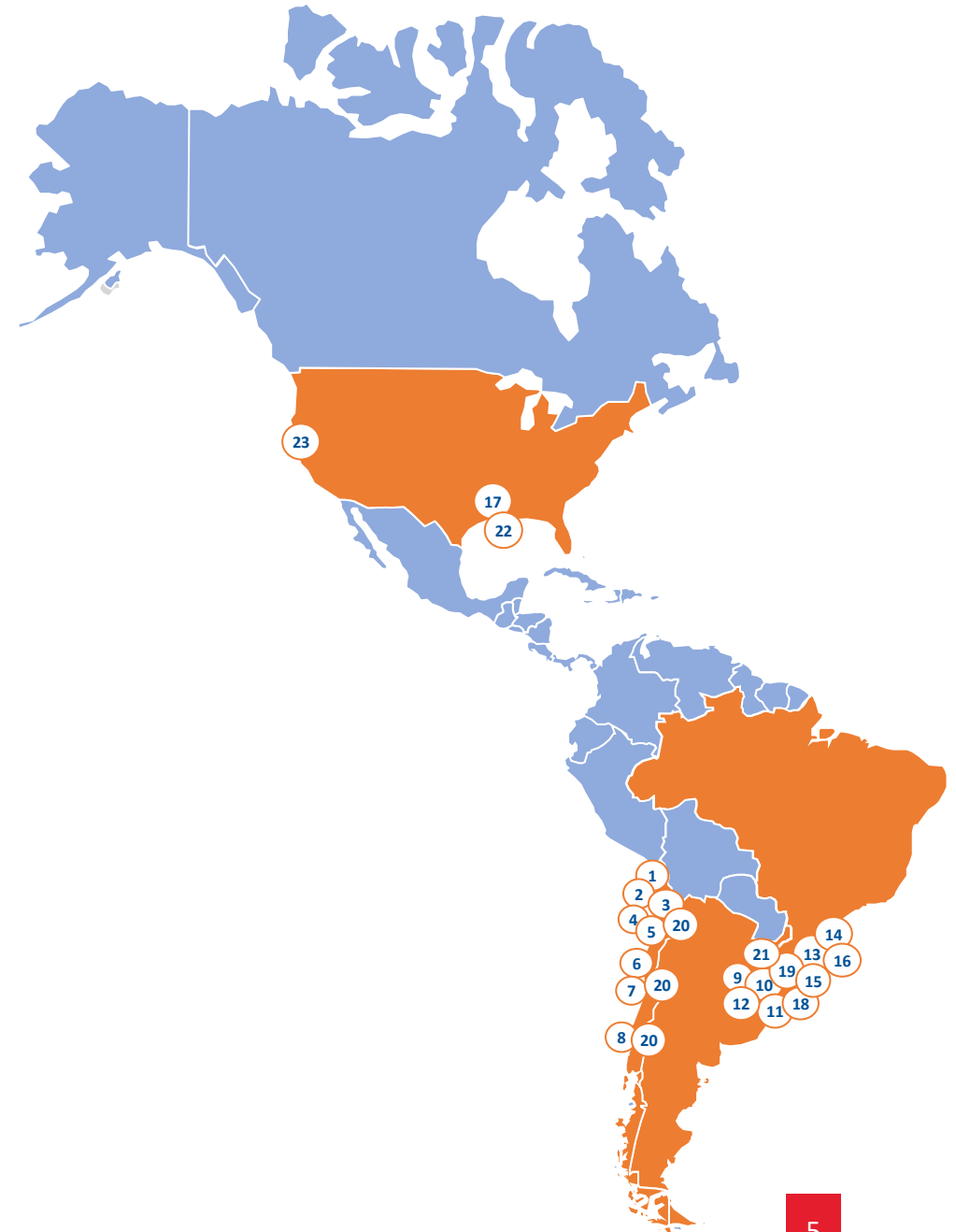
A leading port operator and developer in LATAM.

Neltume Ports has a portfolio of multipurpose, bulk and container cargo terminals entailing 19 port operations and four stevedoring companies in five American countries. In 2018, it formed a strategic partnership with ATCO Ltd. with a focus on expansion and development of new port business in the Americas.

**5 American  
COUNTRIES**

**23 BUSINESS UNITS  
(SUBSIDIARIES AND ASSOCIATES)**

1 TPA	2 PUERTO ANGAMOS
3 TGN	4 Puerto Mejillones
5 Terminal Mejillones	6 TPC
7 TPS	8 Puerto Coronel
9 TERMINAL PUERTO ROSARIO	10 TGU
11 MONTECON	12 Terminal Ontur
13 Sagres	14 Sagres
15 Sagres	16 Sagres
17 AUTO MOBILE	18 Suatilco
19 onfermar	
Stevedoring Companies	
20 ULTRAPORT	22 SOUTHERN CARGO HANDLING
21 RIESTIBA	23 TIDAL TRANSPORT







# AUTO MOBILE

INTERNATIONAL TERMINAL

New ALTERNATIVE  
New SOLUTION  
More FLEXIBILITY

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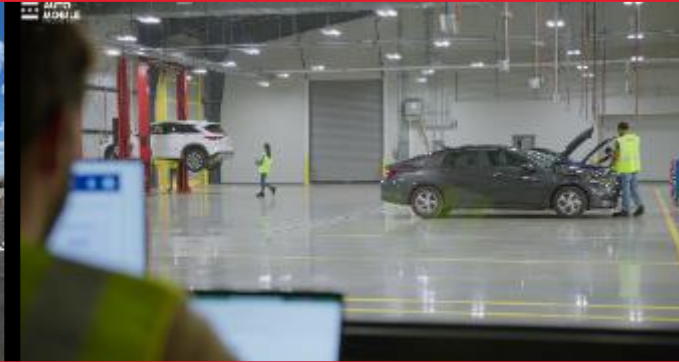
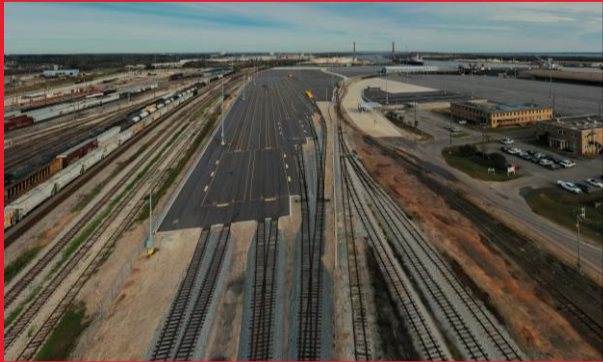
SHT C205

C-207

GRADING, DRAINAGE  
UTILITIES PACKAGE  
FOR CONSTRUCTION  
DRAWINGS

NO.	DESCRIPTION	DATE	BY	CHECKED
1	REVISED PERMITS AND GRIDS			
2	REVISED WALKWAY AND RAMP			
3	REVISED PLUMB CONNECTION			
4	REVISED BRACING & JOIST			
5	REVISED BRACING & JOIST			
6	REVISED DUCTWORK DETAILS			

## Customized value-added services for our customers.



### LOCALIZATION

Strategically located along the Gulf Coast. With short ocean transit times from/to the Panama Canal and Mexico.



### CONNECTIVITY

Served by 5 Class 1 railroad and located at the crossroads of I-10 and I-65. AutoMOBILE has optimal distribution access to the US Southeast, Midwest and Canada consumer and manufacturing markets.



### FACILITY

Brand new Facility (finished 3Q of 2021) Designed to meet all the OEM's Quality standards and with a state-of-the-art VPC capable to process Light Vehicles, SUV, Trucks and High & Heavy machinery.



### DIGITALIZACION

Dynamic and customizable TOS system is the central platform for data integration and real time track and trace of vehicles though-out the processing and multimodal supply chain.



### EXPERTISE

More than 25 years of experience as an Operator of a RO/RO Terminal, Processing and distribution vehicle facility.

## AutoMOBILE's hinterland: 9 OEM facilities



- Daimler - Tuscaloosa Assembly
- General Motors - Spring Hill Assembly
- Honda - HMA Assembly
- Hyundai-Kia - HMMA Assembly
- Renault Nissan - Canton Assembly
- Toyota Group - TMMMS Assembly
- Volkswagen - Chattanooga Assembly
- Hyundai-Kia - KMMG Assembly
- Toyota-Mazda - (New) Huntsville, AL

## EXPORTS

- Car manufacturers in Alabama and other neighboring states can access to a more cost-effective deep-water gateway for exporting American made products.
- OEM's facilities production capacity within AutoMOBILE hinterland is ~ 3 MM units & EXPORT volume from this facilities is ~ 400K units.

## IMPORTS

- AutoMOBILE facility presents competitive advantages in relation to current competitors in the Gulf, Galveston and Freeport:
  - Direct Connections to five Class 1 railroad lines.
  - Natural gate-in for vehicle imports coming from Mexico to the US market, with main destinations to the East South Central (ESC), West South-Central (WSC) regions and Canada.
- AutoMOBILE is the fastest connection to the Panama Canal in comparison with Gulf and Southeast Ports (Vessel fuel consumption and transit time savings)
- AutoMOBILE is positioned as an attractive alternative to Brunswick and Jacksonville, which often suffer congestion problems. In terms of total logistic cost, AutoMOBILE is a competitive Ro-Ro node alternative for main markets of WSC, ESC and South Atlantic regions.

- Panama to Port of MOBILE : 1,760 nautical miles (5,4 days)
- Panama to Port of Jacksonville: 1,776 nautical miles (5,7 days)
- Panama to Port of Brunswick: 1,838 nautical miles (6 days)
- Panama to Port of Galveston/Houston/Freeport: > 2,132 nautical miles (7 days)

## DOMESTIC MARKET / RAIL RAMP

- Car manufacturers can access to a more cost-effective Rail Ramp for Domestic Market Distribution for South-East Main Markets (From New Orleans to Florida Panhandle).



# Port Information

- Unlike other major Gulf Coast ports, the Port of Mobile is three hours from the Gulf of Mexico. This means we are **only three hours from open water to berth** and **only one bar pilot is required to escort the vessels to berth (24x7 Operation)**.

Phone: (251) 432-2639 - 201 N Jackson St, Mobile AL, 36603 / P.O. Box 831, Mobile AL, 36601 - [mobilebarpilots@mobilebarpilots.com](mailto:mobilebarpilots@mobilebarpilots.com)

- **Tug Services:**

**CRESCENT TOWING**

The Cooper Group of Companies  
118 North Royal Street  
Mobile, AL 36602  
24 Hour Dispatch: 251.433.2580  
E-Mail: [mobile@creseenttowing.com](mailto:mobile@creseenttowing.com)  
Website: [www.crescenttowing.com](http://www.crescenttowing.com)

**SEABULK TOWING**

A Seacor Company  
No. 2 South Water Street  
Mobile, AL 36602  
24 Hour Dispatch: 251-432-2611  
E-Mail: [mbt1-dispatch@ckor.com](mailto:mbt1-dispatch@ckor.com)  
Website: [www.seabulktowing.com](http://www.seabulktowing.com)

- **ILA Stevedoring Services:**

**CSA**

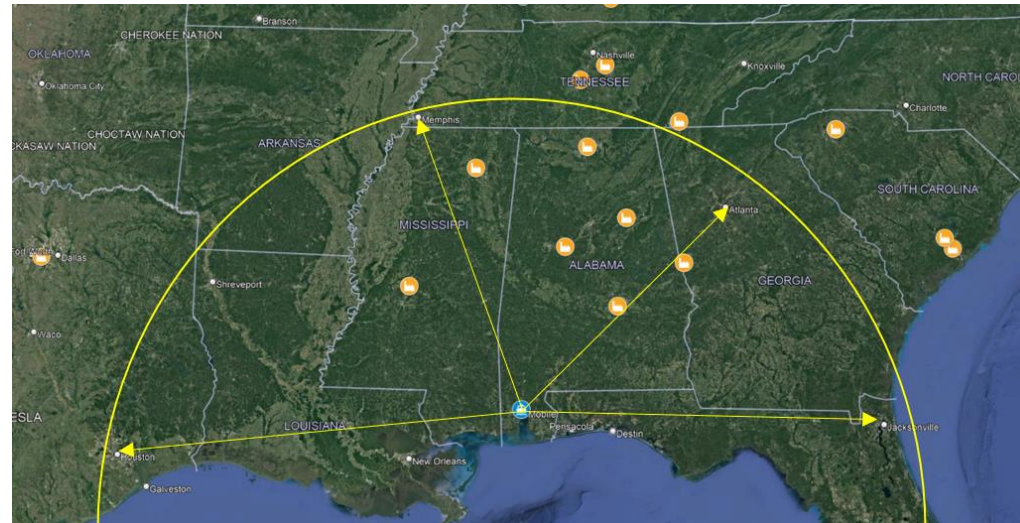
Operations Offices:  
Alabama State Port Authority  
Building 55  
Mobile, AL 36602  
Phone: 251.432.5404  
Tom Leatherbury, Sales/Marketing  
[Tom.L Leatherbury@SSAMarine.com](mailto:Tom.L Leatherbury@SSAMarine.com)

**METRO PORTS**

Ted McNair  
Director of Business Development  
Phone: (843) 819-4104  
Email: [ted.mcnair@metroports.com](mailto:ted.mcnair@metroports.com)

- **Road Distances:**

- Mobile – Jacksonville: **410 miles / 6 hours**
- Mobile – Houston: **463 miles / 7 hours**
- Mobile – Atlanta: **331 miles / 5 hours**
- Mobile – Memphis **390 miles / 6 hours**







# AUTO MOBILE

INTERNATIONAL TERMINAL

POVs

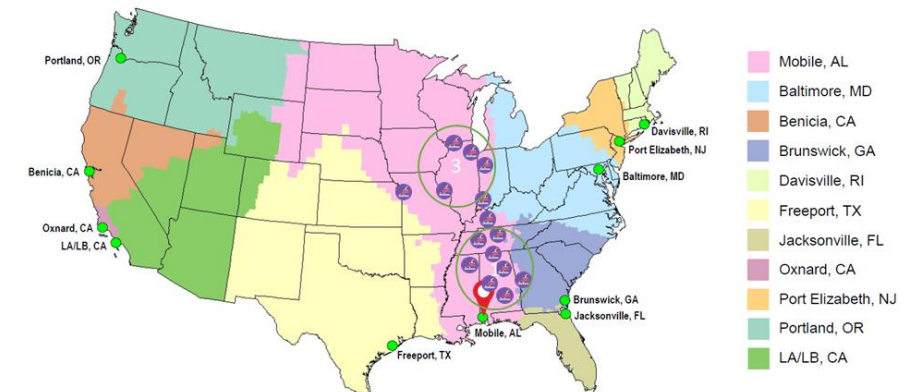
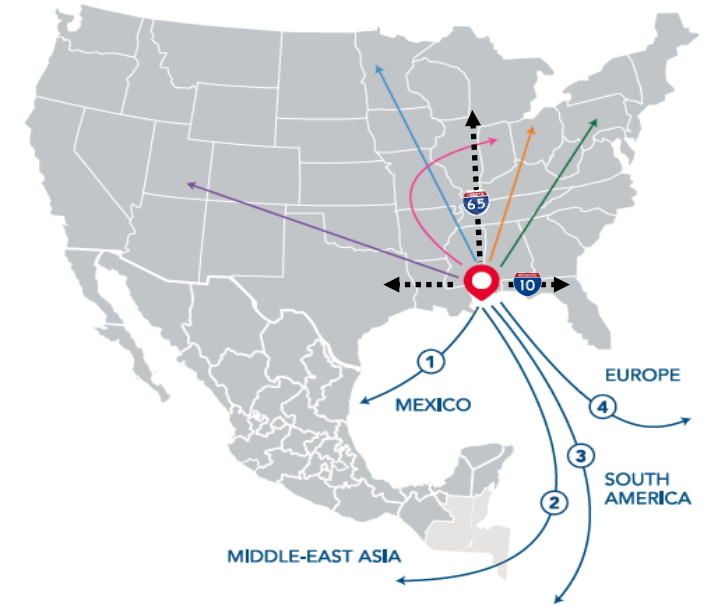
Truck Operation Area



# Why AIT as an alternative for POVs?

## Advantages:

- The Port of Mobile has direct and easy access to both I-10 and I-65 Interstate highways, so we have you covered north to south and east to west and all points in between. With speedy turnaround times within the port.
  - Accessibility to I-10 and I-65
  - Quick speed to market for all cargo
  - Lack of congestion
  - Minimal dwell time.
  - AIT provides TWIC escorts for Delivery Trucks.
- AIT presents cost and transit time advantages in the Inland (Rail & Truck) and Ocean side for Europe/Africa/North Asia Exports compared to competitors Ports at the Gulf and East Coast for the Birmingham, Memphis, and Chicago Areas (Pink Area).
- AIT has access to the equipment needed to handle POVs at the Yard.
- AIT has its own Fueling Station to provide Gas/Diesel to POVs if needed.
- Manual Carwash Area for H&H POVs (Customs requirements)
- AIT providing Title Management for POVs







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Our FACILITIES &  
EQUIPMENT.





- Area: **57 acres**
- Site base Elevation: **+13 Feet**  
*(1-foot above the Base Flood Elevation)*
- Total Storage Capacity: **7,000 CEUs**
- High & Heavy equipment Storage Area: **2 Acres**
- Annual Throughput capacity = **150,000 vehicles / year**






 Berths / Ramp Areas

 High & Heavy Area

 First / Last Point of Rest

 VPC

 Rail Operation Area

 Truck Operation Area





- **EXCLUSIVE** berth  
**1,500 ft Length**

- Vessel size max. capacity

**265 LOA**

- Draft

**40 Feet**

- Capacity Ramp Area

- **1,000 PSF (~ 5 MT/sqm)**

- Capacity Staging Area

**400 PSF**

- Staging Area Capacity

**120 CEUs**

- Distance from/to FPR/LPR

- **500 Feet**

AIT exclusive use



▪ Additional berth

**1,500 ft Length**

▪ Vessel size max. capacity

**265 LOA**

▪ Draft

**40 Feet**

▪ Capacity Ramp Area

**1,000 PSF**

▪ Distance from/to FPR/LPR

**1,500 Feet**

PIER / RAMP AREA



- High & Heavy Area

**2 Acres**

- Vertical Live Load

**1,000 PSF (~ 5 mT/sqm)**



HIGH & HEAVY AREA



- Processing facility: **40,000 SQF.**
- **3 Lighting Tunnels** for customized inspection can be automatically raised to heights between 9 feet and 15 to achieve a uniform height above a full range of vehicle types.
  - Lighting Intensity: **1,000 lux to 2,500 lux** (100 to 250 foot candles).
  - **2 Auto Lifts** = 12,000 Lbs. capacity
  - **25** workstations with Data, Air, Water and Electric Drops.



- Body Shop: **5,800 SQF.**
- **Paint Booth and Double Preparation Stations.**
- **1 Auto Lifts** = 12,000 Lbs. capacity
- Office & Parts Room Space Available





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FACILITIES

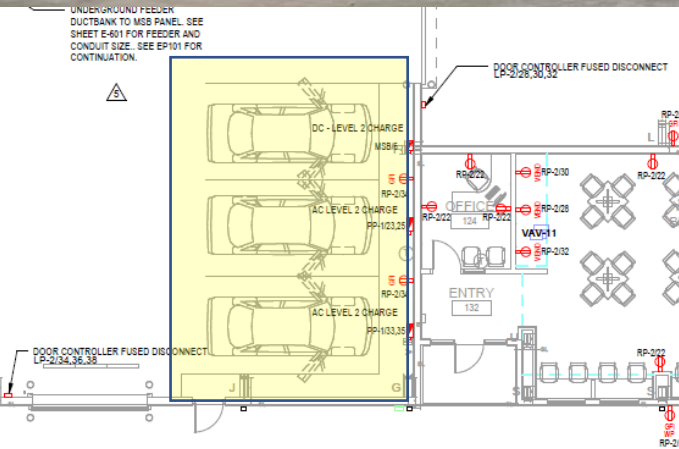
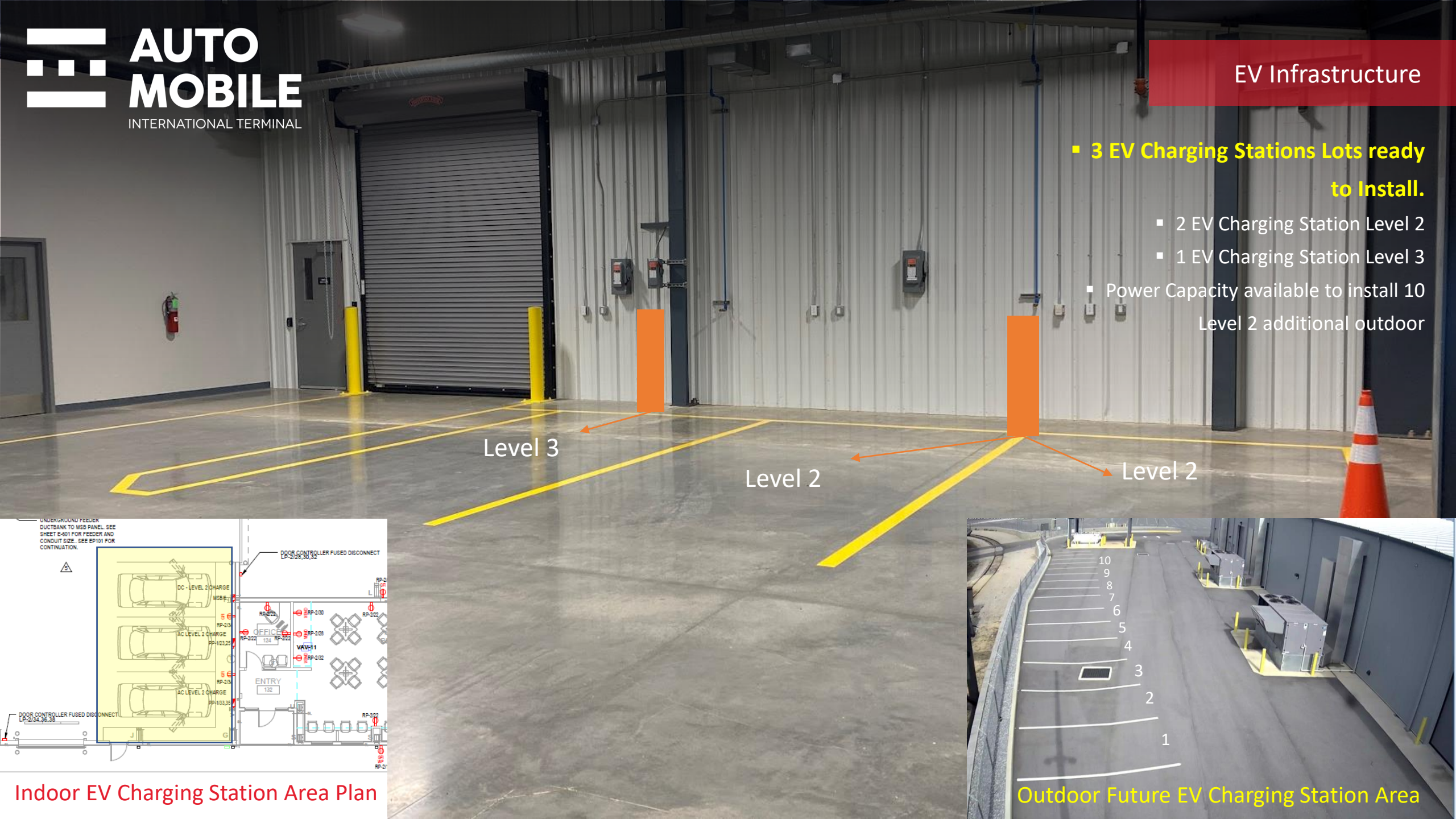
- Automatic CARWASH: **70 units / hour** max capacity
- 2 Manual CAR WASH Stations (High & Heavy Equipment)



- Parts Room: **3,200 SQF.**
- Racking Pallet System (1<sup>st</sup> Phase).
- **1 Electric Forklift** = 6,000 Lbs. capacity



- 3 EV Charging Stations Lots ready to Install.
  - 2 EV Charging Station Level 2
  - 1 EV Charging Station Level 3
  - Power Capacity available to install 10 Level 2 additional outdoor



Indoor EV Charging Station Area Plan

Outdoor Future EV Charging Station Area



## AIT Research - Hardware Available

### Level 3

Low Power Output

#### [Tritium 50kW](#)

- High reliability according to a trusted distributor
- Comes with 1CCS and 1CHAdEMO connector
- Can charge 1 vehicle at a time
- Approximately 2 hours to fully charge a 75kWh battery
- Approximately 1 hour to charge a 75kWh battery to 80%



### Level 2

#### [Siemens VersiCharge Gen 3](#)

- We like it because of the flexibility in what hardware comes inside the unit. You can go with cheap, non-networked units all the way up to cellular-enabled, networked, expensive units. All are commercial grade construction
- The level of thought and detail for scaling up to fleet charging solutions is impressive

#### [Clipper Creek & ChargePoint](#)

- Trusted brands that has been around for about a decade.
- Good variety of hardware choices
- Good price point

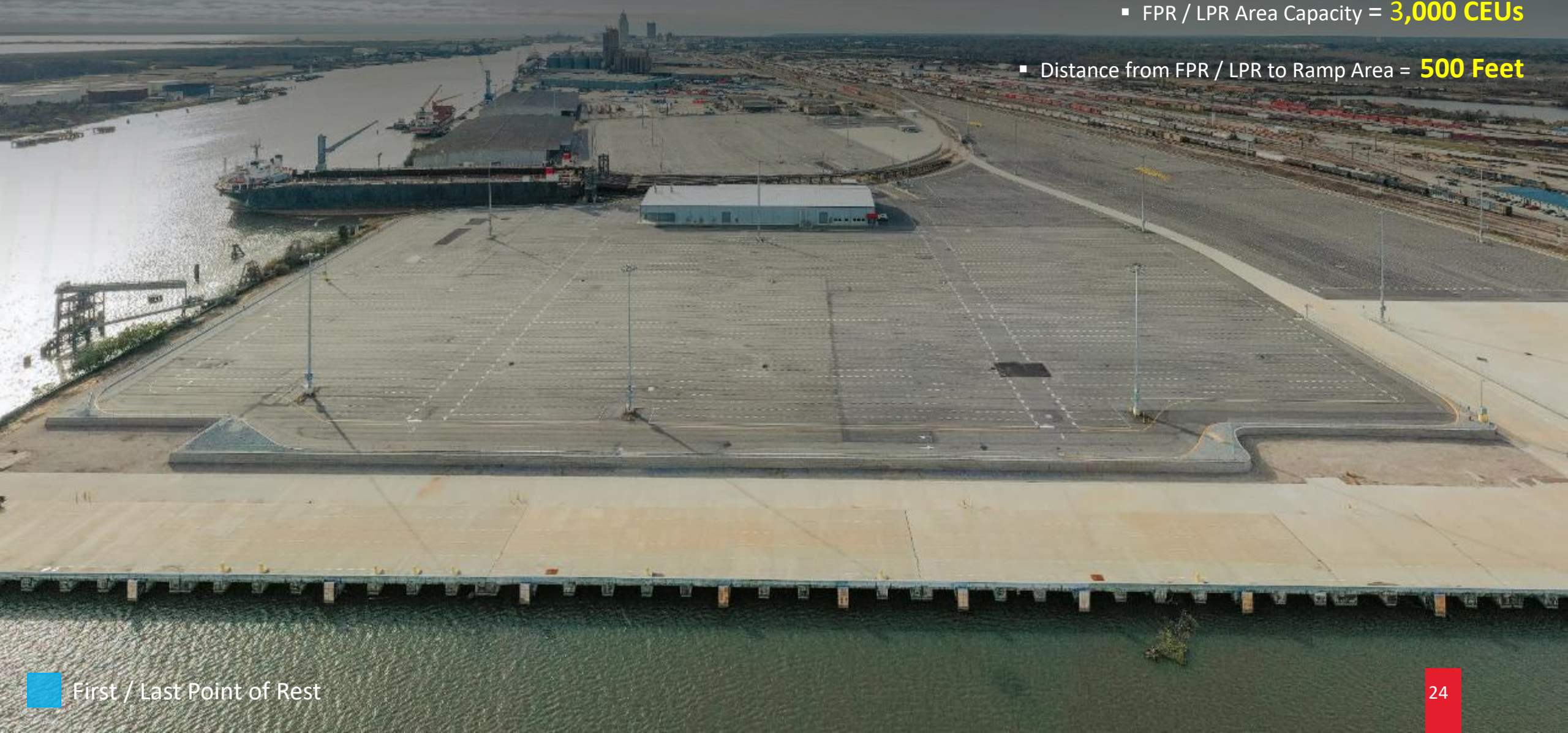


## Infrastructure Design Inputs?

- Battery size of vehicles you need to charge (right now the market has between 50kWh and 100kWh – in the future this range is likely to go lower)
- **What % state of charge they will arrive with**
- **What % state of charge they need to depart with**
- **How many vehicles will come at a time**
- **How long will the vehicles be parked at the port for**
- **What is the per day battery % loss as a result of being parked in your lowest, average and highest temperature conditions.**
- Brands certified by the OEM



- FPR / LPR Area Capacity = **3,000 CEUs**
- Distance from FPR / LPR to Ramp Area = **500 Feet**





- **10** Rail Tracks with capacity for **60** multi-levels Rail Cars
  - Capacity to operate from both ends on each track.
- **2** Wilson Rail Ramps (Phase 1)



- Rail away Area Capacity = **2,000 CEUs**



 Rail Operation Area



- **10** Truck Lanes
- Truck away Area Capacity = **120** Parking Lots



- Trucking / Picking Area Capacity = **2,000 CEUs**



Any questions?  
Thanks!



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