

# PORTS & TERMINAL OPERATORS NIG. LTD

Terminal 'A' Port Harcourt Port





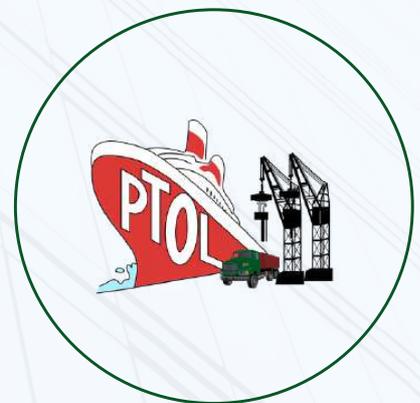
**PORTS & TERMINAL OPERATORS NIG. LTD**

# **COMPANY PROFILE**

 [www.ptolnigeria.com](http://www.ptolnigeria.com)

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**2023**



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## *Our* **Vision**

*To be a top-class modern Port and Terminal Operator in Nigeria.*



## *Our* **Mission**

*To provide world class quality terminal operations, fast turnaround time of vessels, efficient cargo handling with effective customer service delivery.*



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## About PTOL



*PTOL is a multi-purpose terminal that operates containerized, general, liquid, dry bulk, and specialized (project, oil and gas) cargoes. It is strategically located in the heart of Port Harcourt based on its proximity and shorter cargo transit time from/to the hinterlands. PTOL is a key trade gateway with economic access for major marketplaces situated in the eastern regions, north east and north central parts of Nigeria. It serves as a strategic link between international procurement and local trade including business sectors, thereby enhancing additional opportunities within the micro and macroeconomic sectors in the maritime industry.*

*Over the years, PTOL has turned itself to being the central corner for key players by providing absolute and comparative advantage to business prospectors.*

*The corporate objective is to transform PTOL into a leading multi-purpose and container sub-hub port & terminal in the eastern region.*



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*Based on its business model, PTOL has set forward a strategic roadmap endeavored to accomplish progressive development for the next decade. One of the operational objectives is to achieve a port draft of 13.70 meters and increase quay length from 660 to 825 meters to accommodate bigger vessels of LOA 260 meters and above. PTOL has made provision to procure six (6) Mobile Harbor Cranes (MHC) to optimize productivity and reduce vessel turnaround time.*

*Additionally, a fully automated E-Commerce platform will be linked to our Terminal Operating System (TOS), an innovative approach to initiate a digital transformation of data processing and eliminate paperwork. The strategy to link to the landlocked neighboring estates through the railway service line has directed PTOL to embrace a new venture with the PPP railway transportation project of the Enyimba Economic City Development Company Ltd to avoid road bottlenecks and equilibrate transportation cost.*

*To achieve sustainable milestone, PTOL is committed to provide quality, safety, environmental stewardship, security, community alliance and deliver second to none leadership service delivery to its customers.*

*The management of PTOL is looking forward for greater collaboration with stakeholders and partners to further improving on customer satisfaction. As a result, PTOL will continue to promote business partnership across the maritime industry and maintain high operational excellence to support the Nigerian economic sectors.*





# Core Values

***Our business practices are based on distinct core principles with due consideration to people, customers and the community around us.***

- **Passion:** *Our people are driven by passion and motivation by being enthusiastic on how we operate. Our personnel endlessly brainstorm for innovative concepts and are always inclined to remove operational barriers through greater work efforts.*
- **Integrity:** *Trust is built on the foundation of integrity. Our people are constantly inclined to demonstrate high level of transparency in work environments. Our internal and external customers are being treated with dignity, fairness and respect.*
- **Unity:** *Diversity is celebrated through unity. Unstoppable momentum and inconceivable results are created by combining the aggregate experiences, diverse abilities, and unique talent of each individual contributor.*
- **Innovation:** *Innovation has been and will always be part of PTOL organizational culture. From the support of our corporate resource allocation, R&D is being put forward to effortlessly challenge the traditional mode of operations and business models to deliver the best customer value proposition.*
- **Impact:** *Impact represents the unfathomable potential of our shared principles and collaborative efforts to create positive, game-changing plans and deliver exceptional services to our customers, co-workers, and stakeholders.*





## Our Strategy

### Continual Process Improvement Model: Plan-Do-Study-Act

This is a cyclical step that walks us through the process excellence evolution. By continuing to cycle through the critical paths, improvement is always being worked on and evaluated.



- **PLAN:** Teams measure current targets, analyze strategic thinking concepts, determine how improvements should be implemented, define targets, and create execution plans during brainstorming workshops.
- **DO:** Execute the strategies on smaller scales. This requires not just modifying procedures but further providing adequate training, raising awareness, and launching conducted hypothesis.
- **STUDY:** Collect and benchmark historical with current data. Analyze records and take any necessary corrective or preventive measures to secure environmental enablers.
- **ACT:** Management teams examine collective data during the transition phase and validate the change process on a larger scale.





## Our Services



*At PTOL, we take pride in providing efficient and reliable seaport services catering to the diverse needs of our customers. With our highly skilled and qualified team, we are committed to provide outstanding service delivery. From our recognizable achievement and brand name in the Oil and Gas/Maritime sector, trust our expertise can create the perfect bond with our partners and stakeholders for win/win objectives.*

### **MULTI-CARGO SERVICE**

*PTOL is a multi-purpose terminal that operates containerized, general, liquid and dry bulk cargoes. The company has built a strong reputation for its expertise in operating multiple types of cargoes, including but not limited to:*

**General Cargo:** *PTOL has historical experience in handling general cargo typically consisting of packages and commodities that do not require sensitive handling. Smaller or larger consignments may be directly or indirectly delivered from the terminal and conveyed through warehousing request is additional alternative to the value proposition.*

**Oversized and Heavy Cargo:** *Handling of oversized or heavy cargoes presents a unique challenge due to their sizes, weights, and specific handling requirements. PTOL however holds the adequate equipment, infrastructure, and expertise to handle cargo with due diligence. Our port is reinforced with heavy-lift cranes; flatbed trailers, and experienced personnel to support safe and secured operations.*





## Our Services

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**Perishable Goods:** Time-sensitive perishable goods, such as food products, pharmaceuticals, and flowers, require careful handling to maintain their freshness and quality. PTOL employs temperature-controlled storage facilities to preserve the quality of the cargoes across the supply chain industry. The trained personnel monitor daily temperature reading and communicate timely with consignees and shipping agents.

**Dangerous Goods:** Dangerous goods, such as chemicals, flammable materials, or hazardous substances, demand strict compliance with safety regulations. PTOL has the necessary certifications and expertise to handle IMO cargoes, ensuring adherence to safety protocols and standard compliances.

**Project Cargo:** Projects involving large-scale infrastructure, industrial equipment, or complex machinery require meticulous planning and coordination. Project management and operations team closely collaborate with clients to design tailor made solutions that meet specific project cargo operation.





# Our Services



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## WAREHOUSING & STORAGE (CONTAINER & MIXED CARGO)

*Products could be stored and conveyed to the nearest marketplaces in a flexible, efficient, and cost-effective way. With a container yard capacity of over 5,000 TEUs, the terminal is undergoing further expansion to accommodate container growth. Our storage and warehousing capacity could provide additional services at short notice and with no extra cost. Rest assured that your cargo is secured and sheltered on 24/7 basis. We operate with TOS warehouse and inventory management systems to support the safety and efficient tracking of any cargo inside the terminal.*

## EMPTY CONTAINER DEPOT

*Specific areas have been dedicated to store full and empty containers. Additionally, empty containers are being picked up for export purposes.*

## REEFER STORAGE

*PTOL offers one of the efficient reefer storage capacity and monitoring services with over 200 plug-ins. Daily monitoring of reefer containers are being carried out to avoid cargo spoilage.*

## STEVEDORING SERVICES

*Regardless of the category of the cargoes, unitized or non-unitized, our stevedores have the skills and resources to handle loading and discharge operation of the entire vessel calls. We operate with modern equipment and the well-trained operators.*



# Infrastructure & Statistics



The terminal occupies an area of 165,000 SQ MT that can store over 5,000 full TEUs excluding a potential additional workspace of 4,000 TEUs.

The overall length of PTOL berth (660 meters) is divided into four berths as per below:

**Berth 1: 158 meters, Draft 6.5 meters**

**Berth 2: 158 meters, Draft 8.0 meters**

**Berth 3: 152 meters, Draft 9.5 meters**

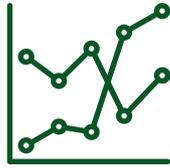
**Berth 4: 192 meters, Draft 9.0 meters**

Some of our operational equipment include:

**Reach Stackers, Empty Handlers, Forklifts, Cranes, Spreaders, Trucks, Pipe Handlers, Pay loaders, Tippers, Petti Bones, Hoppers and Grabbers.**

MONTH	LIQUID BULK	DRY BULK	BREAK BULK	GEN. CARGO	SERVICE BOATS	CONTAINER	TOTAL
JAN	5	15	10	4	3	9	46
FEB	2	16	13	5	1	6	43
MAR	5	15	7	8	2	7	44
APR	4	13	11	2	-	7	37
MAY	3	12	13	3	-	5	36
JUN	3	14	6	-	-	8	31
JUL	2	16	10	1	-	6	35
AUG	3	14	10	-	-	7	34
SEPT	2	16	7	5	1	6	37
OCT	2	14	11	1	1	6	35
NOV	4	17	5	1	-	7	34
DEC	4	13	7	8	-	6	38
<b>TOTAL</b>	<b>39</b>	<b>175</b>	<b>110</b>	<b>38</b>	<b>8</b>	<b>80</b>	<b>450</b>

**Vessel calls per cargo type Summary (2020 - 2022)**



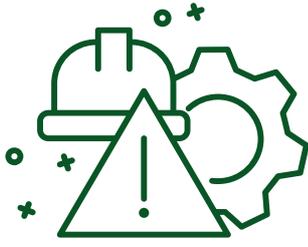
# Infrastructure & Statistics

MONTH	LIQUID BULK	DRY BULK	BREAK BULK	GEN. CARGO	TOTAL
JAN	19,799.13	279,588.79	97,410.09	32,862.74	429,661
FEB	11,935.80	345,594.49	186,502.55	29,254.00	573,287
MAR	29,175.00	382,449.03	90,709.70	38,602.95	540,937
APR	12,774.53	237,861.25	163,030.56	14,153.95	427,820
MAY	14,035.55	238,922.31	159,229.24	36,548.00	448,735
JUN	13,878.53	265,501.66	103,996.41	-	383,377
JUL	7,855.05	275,568.60	133,667.58	8,798.80	425,890
AUG	10,752.67	204,837.13	160,559.94	-	376,150
SEPT	5,502.73	286,472.90	88,624.96	14,434.41	395,035
OCT	12,129.54	200,438.00	148,205.92	13,581.40	374,355
NOV	15,698.71	345,144.29	47,001.00	421.23	408,265
DEC	21,372.59	261,450.64	116,531.14	55,058.11	454,412
<b>TOTAL</b>	<b>174,910</b>	<b>3,323,829</b>	<b>1,495,469</b>	<b>243,716</b>	<b>5,237,924</b>

## Tonnage per cargo type Summary (2020 - 2022)

MONTH	IMPORT	EXPORT FULL	EXPORT MTY	TOTAL
JAN	5,337	1,349	4,074	10,760
FEB	3,484	945	974	5,403
MAR	3,909	1,699	2,954	8,562
APR	4,152	1,501	2,456	8,109
MAY	2,519	1,198	1,804	5,521
JUN	2,830	943	1,795	5,568
JUL	2,789	803	2,499	6,091
AUG	4,561	1,042	3,792	9,395
SEPT	2,348	502	1,198	4,048
OCT	2,964	1,258	2,249	6,471
NOV	4,127	1,189	2,755	8,071
DEC	3,376	1,910	1,935	7,221
<b>TOTAL</b>	<b>42,396</b>	<b>14,339</b>	<b>28,485</b>	<b>85,220</b>

## Container Volume per transaction type Summary (2020 - 2022)



# *Our* **Safety Policy**

***The primary objective of Ports and Terminal Operators Nigeria Limited (PTOL) is to provide its employees with the necessary Personal Protective Equipment (PPE) in accordance with the specific work they are performing and ensuring best condition in work areas. Specifically, PTOL policy is geared towards the following.***

- Eliminate or minimize risk hazards to ensure a safe workplace environment.
- Ensure proper maintenance of equipment to prevent accidents and malfunctions.
- Install clear signboards in work areas to indicate on-going work in progress, restricted areas, and other cautionary information.
- Deploy on-site flag monitors to ensure compliance with signboard instructions.
- Thorough investigation of accidents and fatalities to identify root causes and provide immediate adjustments.
- Acknowledge and reward outstanding safety efforts within the organization.
- Provide comprehensive training to workers, educating them on safe work practices and the proper maintenance of personal protective equipment (PPE) and safety gears.
- Minimize our environmental impact through pollution prevention.
- Prioritize the health and safety of our personnel.
- Conduct biannual assessments to evaluate the effectiveness of our health, safety, and environment (HSE) performance and identify areas for improvement.
- Regularly review and validate the HSE policy.



# Why Choose PTOL

## Multi-purpose Terminal

*PTOL is a multi-purpose terminal that operates containerized, general, liquid, dry bulk and specialized (project, oil and gas) cargoes.*



## Berthing Space

*We operate four berths of 660 meters LOA with a maximum draft of 9.5 meters. Our linear berth structure allows up to four (4) vessels to operate simultaneously.*



## Tariff

*Our competitive price is the perfect equilibrium to a quality service.*



## Customer Intimacy

*Customer satisfaction is our top priority. Our service delivery always provides a continuous communication flow between customers and PTOL staff.*



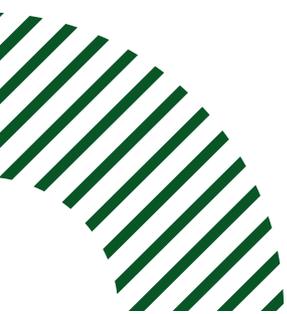
## Proximity to City Center

*Proximity to City Center: PTOL is ideally located in Rivers State industrial area, surrounded by companies and warehouses. We enjoy proximity to East Nigeria, a vibrant hub for business activities.*



## High Security/Safety Measures

*Safety first. We prioritize strict security measures and adhere to ISPS Code to offer a secured and safe working environment.*



# PTOL

## Strategy 2023+

*Our roadmap follows a strategic planning process model surrounding a series of viewpoints, analysis of the micro and macro-economic factors and preparation to implement a set of choices capable of creating open opportunities for the indigenous communities across the maritime industry. The strategic plan is built on a systematic analysis of the organization's current structure and resource allocation that would support the direction of our business model towards the expansionary breakthrough variations and guarantee our port terminal to challenge the entire environmental barriers through the making up of economic reforms, infrastructure and landscape developments to face with the economic realities of the eastern part of Nigeria.*

*Our expectation from the new roadmap 2023+:*

01

*The quay structure will sustain mobile cranes with 400+ tons dead weight across berths 1 to 4. The EECD railway would connect PTOL to the hinterlands and avoid unnecessary delays from road bottlenecks thereby reducing transportation costs.*

02

*Berth 1 will be extended by 165 meters to increase the overall length of PTOL berth to 825 meters. Three post-panamax vessels of 260 meters each could easily be accommodated.*

03

*The channel and port draft should consider sea depth of 13.70 meters to decrease shipping line operational cost through bigger vessel calls and making the port more competitive and attractive.*

04

*A modern port terminal that can easily operate general, bulk, export and project cargoes with the support of conveyor belts, silos, warehouses and a large container stacking area that can sustain 10,000+ TEUs divided in various segments.*



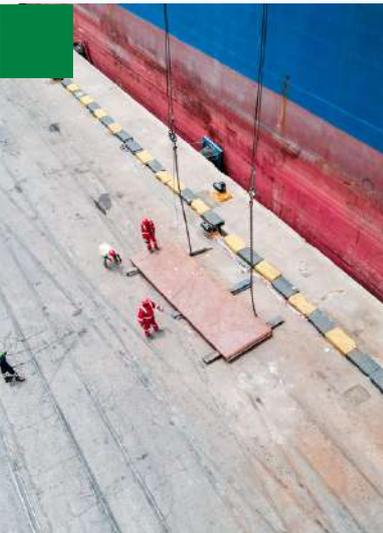
# Some of our Clients





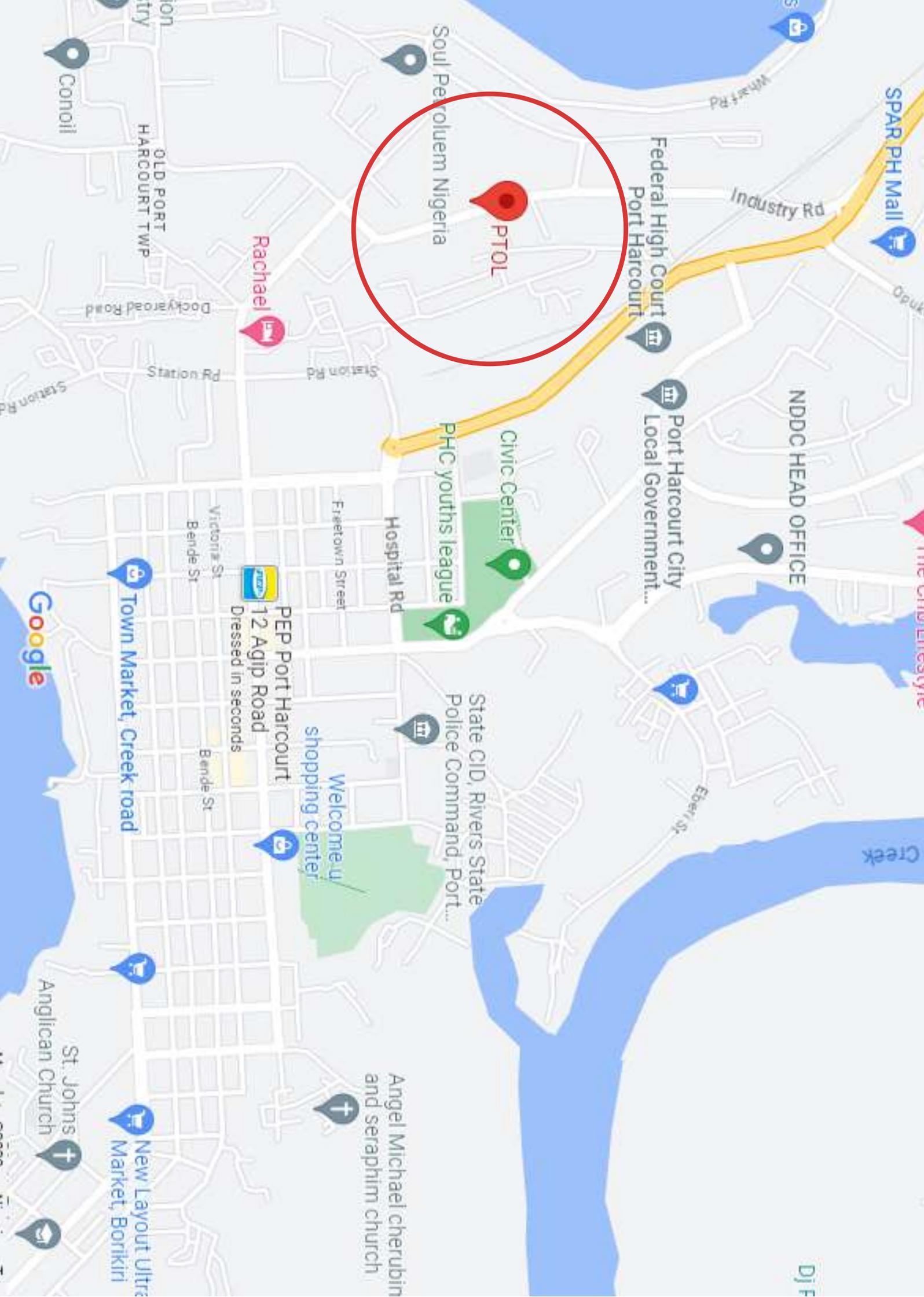
# PTOL

Gallery









PTOL

Soul Petroleum Nigeria

Rachael

Federal High Court  
Port Harcourt

Industry Rd

SPAR PH Mall

NDDC HEAD OFFICE

Port Harcourt City  
Local Government...

PHC youths league  
Civic Center

Hospital Rd

State CID, Rivers State  
Police Command, Port...

PEP Port Harcourt  
12 Agip Road  
Dressed in seconds

Town Market, Creek road

Welcome u  
shopping center

Anglican Church

New Layout Ultra  
Market, Borikiri

Angel Michael cherubin  
and seraphim church

Google



SCAN TO DOWNLOAD  
COMPANY PROFILE

# THANK YOU



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