

THE MARIPORT GROUP LTD.

REPRESENTATIVE PROJECTS IN PROJECT FINANCIAL ANALYSIS

Beauport Flats Development¹

Undertook a very detailed analysis of current costs and compared these with probable future costs for different levels of development of the bulk transfer terminal. Provided a 10-year cost/revenue forecast which drew on a market study (also prepared for the terminal) to indicate the optimum development scenario. The cost/revenue analysis was conducted both from the point of view of the stevedore and the port authority.

Detroit Intermodal Terminal

Carried out a detailed “bottom up” costs and revenue analysis for the proposed terminal to determine feasibility. The cash flow and profit and loss analysis was conducted over a 10-year period under a range of funding scenarios to determine the best approach. Several related analyses were conducted covering : Intermodal Yard, Building Products Centre, Auto Prep. and Loading Centre, Container Repair Facility, Container Line, Conbulker Line.

Fortune Bay Ferry Service¹

For a proposed new ferry service in Fortune Bay, Newfoundland, provided a 5-year cash flow and P/L analysis to enable the client to determine likely subsidy levels if the project were implemented.

Toronto Harbour Bus

Developed preliminary analyses of costs and revenues to determine probable project viability. Identified a number of key areas of uncertainty that required resolution before a definitive answer could be provided.

Turks and Caicos, Ports Master Plan

Prepared a modular financial model of the proposed ports and shipping operation of the Turks and Caicos Islands. The model consisted of sections covering Investment, Revenue, Wages, Maintenance, Vessel and Other costs. Each module was linked to a summary output file. A handbook on model use was prepared and hands-on training provided.

For a design, build, finance, operate, transfer project to redevelop the country’s major port, created an integrated financial, trade and operating model for bid evaluation purposes.

Fuel Dock – New Providence, Bahama Islands²

As part of a design study for a proposed new fuel dock to accommodate larger tankers, prepared a financial analysis for evaluation of different operational and traffic scenarios. The financial analysis included spill contingency equipment and costs for practice and training.

¹ Undertaken wholly, or in part, by Mariport principals prior to formation of the company.

² Undertaken jointly with other consultants.

High Speed Ferry Studies

All Mariport's ferry studies involve financial modelling to determine the viability of the route. Routes analyzed include:

Milwaukee to Muskegon Different sizes, speeds, traffic levels and pricing structures were tested to determine the best approach.

Toronto to Niagara Fast ferries with different seakeeping capabilities were tested, together with traffic levels and pricing structure to determine preliminary feasibility.

St. Joseph to Chicago Determined preliminary feasibility for the route and then actual financial feasibility following extensive survey work.

Bedford to Halifax Utilised Mariport's financial and operations model to determine probable profit/loss situation

Wikwemikong to Killarney Ferry

Developed a comprehensive financial model for incorporation in the business plan for the ferry. Analyzed the degree of Federal Government capital support needed for the project and demonstrated the justification through comprehensive economic modelling of ferry benefits.

Container Stripping and Warehouse facility

For the Government of Nunavut, analysed the financial and economic opportunity for a service in Iqaluit to permit LCL containers to be stripped, goods warehoused and delivered to customers.

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EXPERTISE IN PROJECT FINANCIAL ANALYSIS

Project viability depends not just on technical or market acceptability, but also on whether there is a sufficient margin between revenues and costs to permit the concept to be sold at board level or to financial institutions.

Mariport's strengths in project financial analysis lie in our ability to develop detailed, realistic costs for any marine, port or transportation project, and marry these to appropriate revenue figures. Our knowledge of the transportation market also enables us to assess the position of the project within the market place and thus the degree of traffic, or business, that might be captured.

Our analyses are always prepared with conservative assessments of the various components, and incorporate sensitivity and risk analyses. As such work is built up on standard spreadsheet software, we are able to quickly reassess different approaches to revenue and cost. We can provide the client with the financial analysis model so that independent "what if" analyses can be undertaken.

Where we are able to demonstrate project viability we will, if requested to do so, work with the client to implement the project within the projected budget. If viability cannot be demonstrated, or if there is significant uncertainty, we identify the key problem areas and recommend appropriate action to resolve any issues.