VIKING STORAGE (ALMACENAJE VIKINGO)

Off-port logistics yard, Manzanillo, Mexico

Asset:

1400 acre off-port container storage and value-add logistics yard serving the Port of Manzanillo.

What We Are Building:

A purpose-built off-port container storage and logistics hub designed to move containers out of congested port terminals and store, handle, service, and reposition them efficiently until they are needed.

Use of Funds:

USD 25,000,000

Yard construction, equipment, renewable power infrastructure, wages, permits, head office, water desalination facility and working capital.

Land owned, Minimal transfer fees

Capacity:

5,000 TEU soft-open storage capacity, fully open at 300,000+ capacity with high-throughput operations independent of storage footprint.

Economics:

Each 1,000 containers in steady rotation generates approximately USD 12.1 million in annual revenue across storage, handling, warehousing, repair, washing, and power services.

Target base-case IRR 15–18% with asset-backed downside protection and expansion upside.

Timeline:

Construction commencement March 1, 2026; soft operational launch within 6–8 months.

SLIDE 2 – STRATEGIC ASSET & REVENUE SNAPSHOT

Strategic off-port asset at Mexico's busiest Pacific container gateway

Location:

Off-port yard serving the Port of Manzanillo, a key Asia–Mexico–North America trade node (>4,000,000 TEU annually, expanding).

Site:

1,403 acres owned, secured, and zoned for phased logistics operations.

Revenue & EBITDA Snapshot (Midpoint Case):

Revenue per 1,000 containers: USD 12,125,000

Operating cost per 1,000 containers: USD 4,500,000

EBITDA per 1,000 containers: USD 7,625,000

Market Capture Illustration:

~1% of Manzanillo container flow ≈ USD 89,200,000 annual EBITDA

~5% of Manzanillo container flow ≈ USD 297,300,000 annual EBITDA

SLIDE 3 – THE PROBLEM

Congestion, demurrage, and fragmented off-port capacity at Manzanillo

• Growing throughput with limited organized off-port capacity creates congestion and delays.

• Demurrage costs range from USD 75 to 350 per container per day and escalate rapidly with dwell time.

• Existing off-port yards are fragmented, under-scaled, and lack integrated services.

• Many current yards are located inside urban zones, worsening truck bottlenecks and emissions.

• No scalable, purpose-built solution exists for long-duration storage and high-throughput overflow handling.

SLIDE 4 – THE SOLUTION

Integrated off-port storage, services, and power

Core Services:

Long-term container storage, inspection and repair, staging, cross-docking, and secure 24/7 yard operations.

Throughput Capability:

Engineered for high daily throughput 2 year goal of 5000 per day using reach stackers, unloaders, and forklift fleets independent of storage footprint. Full build out estimates by year 5 to rival the port itself with excess of 10000 throughput capacity per day. Still leaving land for further expansion.

Reefer & Power:

On-site renewable micro-grid providing reliable, lower-cost power for reefers and yard operations.

Customer Value:

Reduced demurrage exposure, predictable access, faster turn-times, and a single organized logistics hub.

SLIDE 5 – ECONOMICS

Designed for early breakeven and infrastructure-style returns

Operating Model:

High-throughput, multi-service yard with diversified revenue streams.

Unit Economics (Midpoint Case):

Revenue per 1,000 containers: USD 12.1M

Operating cost per 1,000 containers: USD 4.5M

EBITDA per 1,000 containers: USD 7.6M

Breakeven:

Target cash breakeven at approximately 15% utilization of pre-expansion capacity.

Returns:

Base-case IRR 15–18% with significant upside from utilization and phased expansion.

SLIDE 6 – CAPITAL DEPLOYMENT & TIMELINE

Capital deployment and execution timeline

Capital Allocation:

USD 25,000,000 deployed to yard construction, equipment, renewable power infrastructure, head office, water plant, phase 2 permitting, wages and working capital.

Land owned and ring-fenced in Holdco.

Months 1–3:

Permitting for fencing and storage yard construction is granted, construction here to start immediately.

Phase 2 permitting, detailed engineering, mobilization.

Months 4–8:

Road construction, Yard phase 1 completion, equipment installation, power infrastructure, soft operational launch.

Month 9+:

Utilization ramp and phased capacity expansion.

SLIDE 7 – INVESTMENT STRUCTURE

Investment structure and alignment

Raise:

USD 25,000,000 to develop the Manzanillo operating platform.

Structure:

Land held in a dedicated Holdco and leased to Opco, ring-fencing the core asset.

Ownership:

Equity participation is available at the operating-company level.

Flexibility:

Open to clean equity or equity with preferred return structures aligned with infrastructure and family-office investors.

SLIDE 8 – SPONSOR & NEXT STEPS

Sponsor, team, and partnership opportunity

Founder:

Martin Jensen — hands-on operator with experience in team building/management/training, renewable energy, construction, logistics, and infrastructure-style projects.

Team:

Logistics and operations specialists familiar with port, trucking, and yard operations, supported by experienced advisors.

Philosophy:

Conservative capital deployment focused on asset performance, durability, and long-term cash flow.

Next Steps:

Seeking additional investor/s to partner on Viking Storage and support platform construction.