



**Oliver Sonnet,
duisport Group:**

duisport – More than a port

Business Strategies

Some facts about duisport ...

- **The world's largest inland port:**
 - ▶ Approximately 110 million tonnes are transshipped in the public ports and the 7 private ports p.a.
- **The world's largest inland container port:**
 - ▶ Transshipment of 900,000 TEU in 2007
- **The leading hinterland hub of the Northern EU sea ports:**
 - ▶ Network of more than 350 container shuttles per week
- **One of the leading logistics locations in Europe:**
 - ▶ logport project with 50 new logistics investments from a dozen nationalities within the last years
- **The most important economic factor in the region:**
 - ▶ Over 36,000 jobs depend on the Port of Duisburg



Duisburg Location ...

... in the Heart of Europe

- Situated in Europe's largest industrial conurbation with more than 30 million consumers and 300,000 companies in a radius of 150 km
- Located at the junction of major European water, rail and road transportation routes
- Major hinterland hub for gateway cargo from and to the North Sea ports

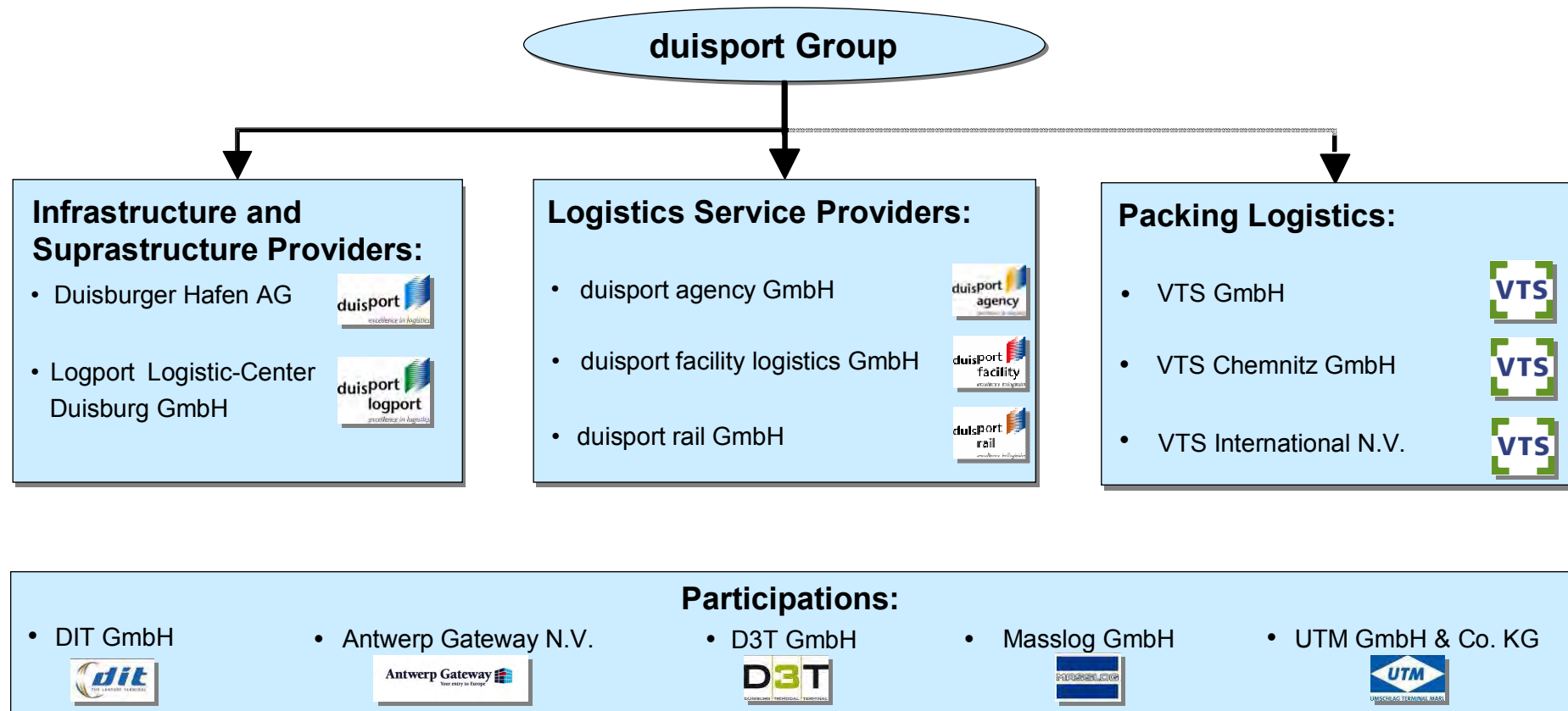


> The EU enlargement makes Germany the geographical center of the world's largest free trade area

- **Owner and managing company of the public parts of the Port of Duisburg**
- **Shareholders (1/3 each):**
 - ▶ Federal Republic of Germany
 - ▶ State of North Rhine-Westphalia
 - ▶ City of Duisburg
- **Revenues:**
 - ▶ duisport Group: 126.8 million Euros
- **Employees:**
 - ▶ duisport Group: 550
- **Network:**
 - ▶ 250 companies specialized in transportation and logistics



duisport Group – Structure



> Excellent logistics services to the benefit of our clients

Participations

Examples: AGT and D3T

● Antwerp Gateway Terminal:



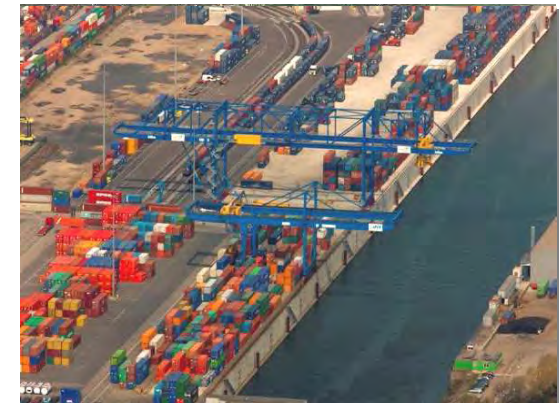
- ▶ Capacity of 3.5 million TEU for sea-going vessels
- ▶ Set up of block trains and dedicated barge shuttles to the hinterland
- ▶ Shareholders: DP World, COSCO, ZIM, CMA CGM and duisport



● Duisburg Trimodal Terminal:



- ▶ Shareholders: CMA CGM, NYK and duisport
- ▶ First dedicated shipping line container terminal in the European hinterland (B/L Duisburg)
- ▶ CMA CGM and NYK are consolidating their gateway cargo in Duisburg



Professional Settlement Management

- 50 companies have settled on 300 hectares during the last 7 years



Kühne+Nagel



E.H. Harms/ BLG



Tower Automotive

- winning investors for location duisport / logport

- project management
- eco management
- personnel recruitment

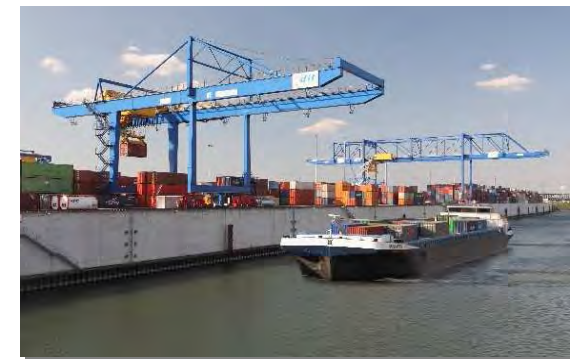
- logistics and transportation services
- facility management services

> Reason why? – Intermodal network

logport - Driver of Logistics Development

logport as key logistics element of the duisport infrastructure strategy:

- End of 1998: Development of the former Krupp steel mill (265 hectares site) into one of the leading cargo transfer and logistics centers in the center of Europe
- Focus on trimodal transportation with excellent access to waterway, railroad and highway systems
- Creation and Europe-wide marketing of the brand “logport”
- Investment of more than 500 million Euros by duisport Group and its clients
- Beginning of 2006: Sequel of logport success story with logport II: Development of a former zinc factory site into a trimodal logistics center



 **logport**

logport I: Multimodal Logistics Center

Shunting yard



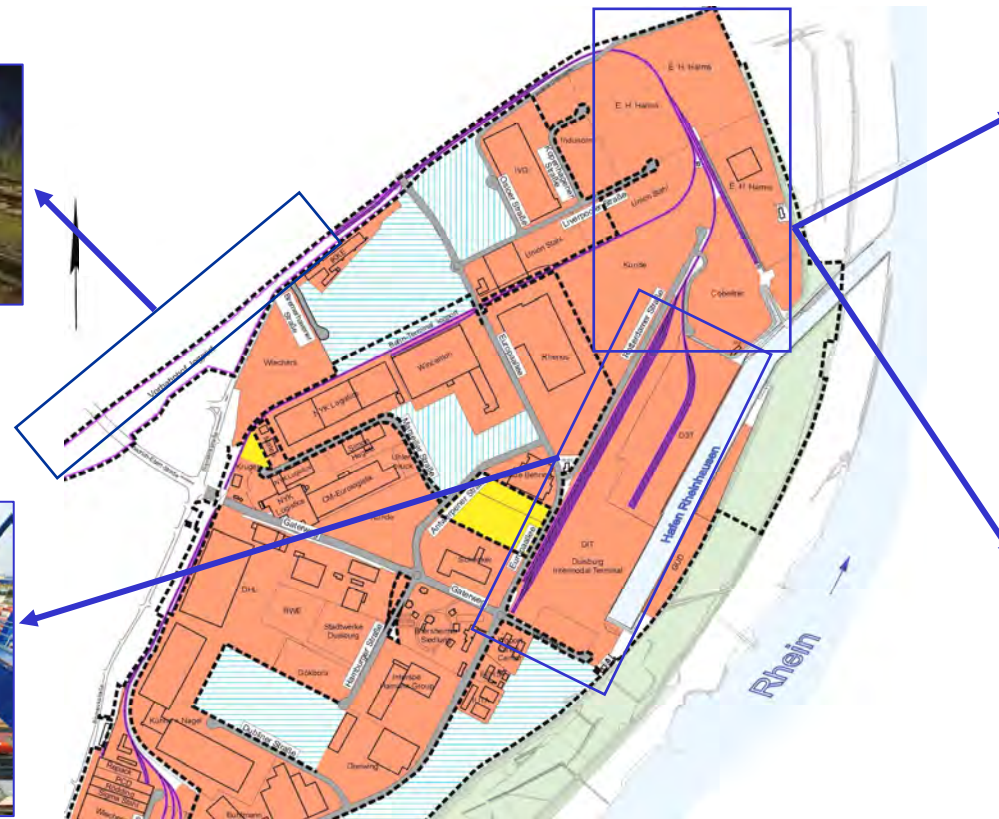
DIT / D3T



Roll-on/roll-off



PDI center



> One of the leading logistics centers in Europe

logport II: Status Quo

● Extension of the “logport-family”:

- ▶ duisport Group has owned the former MHD-Sudamin premises since February 2006
- ▶ Options have already been agreed for all logport II tracts
- ▶ Tract development has been completed in just under two years
- ▶ New transportation infrastructure and the quay wall will be ready for operation by the end of 2008
- ▶ The project is supported by EU funding from the Traget-2 program



> logport II benefits from the excellent standing of its big brother

Brand „logport“: Transfer of Know-how...



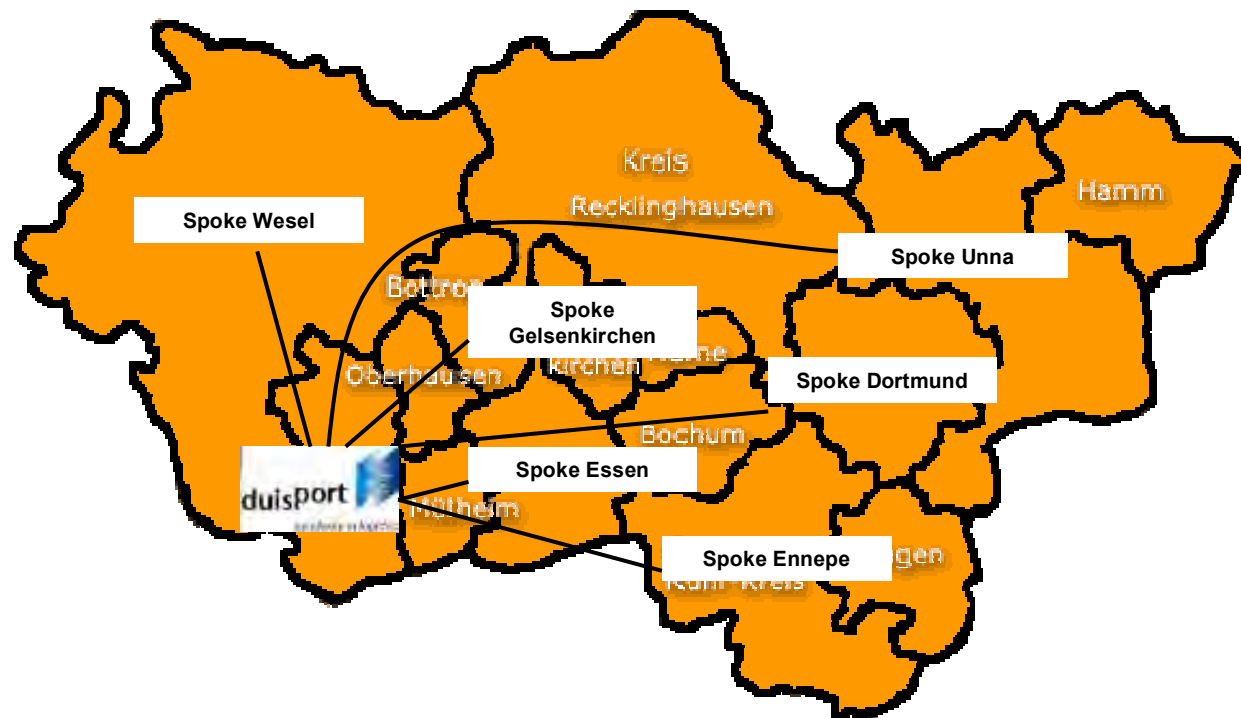
...onto a whole Region: „logport-Ruhr“ is born

- logport-Ruhr is a Joint Venture between Duisburger Hafen AG and RAG Montan Immobilien GmbH
- Development of further logistics centres
- Goal: Value added and generating jobs within the Ruhr-region
- Points of quality: at least bimodal connection and Integration in duisport's international logistics network
- Multimodal solutions for producers and commercial enterprises
- Preparation/marketing of logistics areas with best preconditions



Vision: Supply Chain Excellence Network

Evolution Hub-and-Spoke



> Establishing the 1st regional Hinterland-Hub-and-Spoke-system worldwide within Europe's largest industrial conurbation

Strategic Investments of Global Player – so far

**NYK LOGISTICS
& MEGACARRIER**

50,000 m²

**RHENUS
LOGISTICS**

40,000 m²

**SCHENKER
DB Logistics**

20,000 m²

Wincanton

30,000 m²



**GEODIS
25,000 m²**

DHL

50,000 m²

KUEHNE+NAGEL

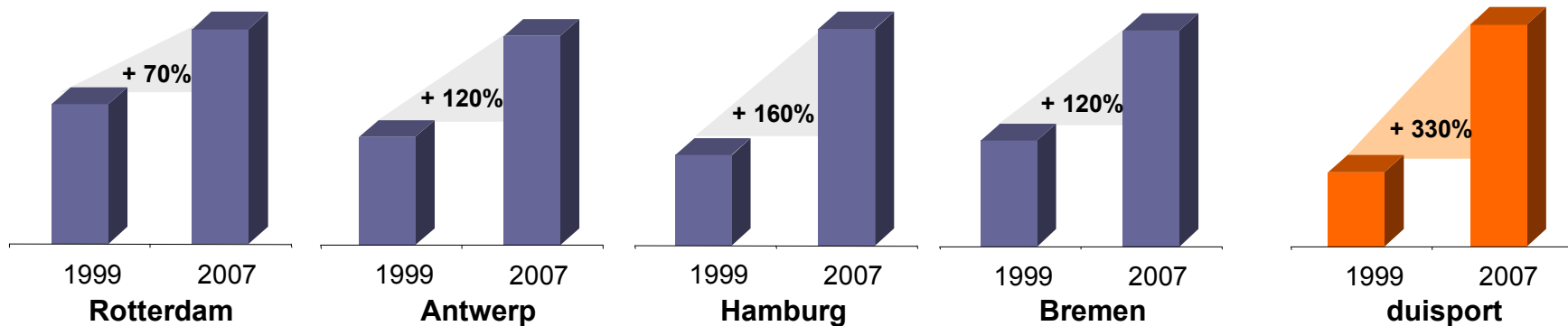
120,000 m²

Imperial

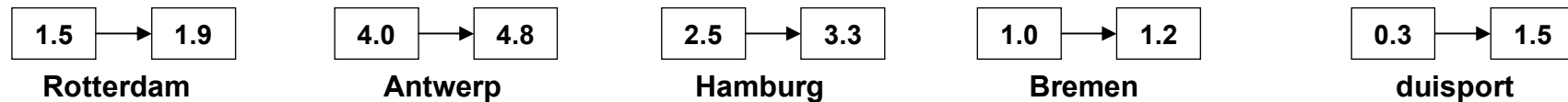
40,000 m²

Cargo Streams generate Added Value

- **Development of container throughput 1999-2007:**



- **Development of warehouses 1999-2007 (in million sq. m):**



- **Reasons for the growth of duisport:**

- ▶ Investment program of 1.5 billion Euros by duisport and its clients
- ▶ Settlement of more than 50 logistics companies with strategic investments
- ▶ Development of own rail tracks from 100 to 200 kilometers and feeder shuttles by rail

Source: Ports data

> duisport is one of the fastest growing logistics turntables in Europe



duisport – More than a port
Intermodal Solutions

Container Traffic Development in the Future

Doubling of container throughput capacities in the North Range until 2015

German North Sea ports 2015:
30 million TEU



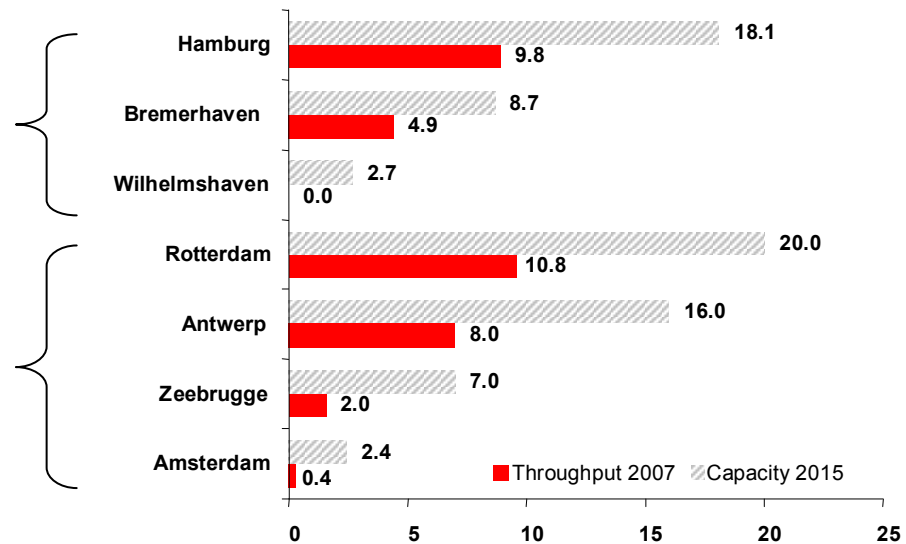
Hinterland traffic: 12 million TEU

Benelux seaports 2015:
45 million TEU



Hinterland traffic: 32 million TEU

Source: Study of German Ministry of Transport



Source: Ports data

> Germany and Central Europe are served to 60% by the ARA-Range

Problems caused by Congestion at the Sea Ports

- Congestion and lack of space threaten growth rate and progress in hinterland transportation
- Infrastructure expansion projects like Maasvlakte II or JadeWeserPort only offer long-term solutions
- Strategies to solve the problems:
 - ▶ Sea ports focus on their core business: container loading and unloading operations
 - ▶ Containers are directly moved to hinterland hubs by rail or barge
 - ▶ Sorting, bundling and distribution of containers at hinterland hubs
 - ▶ Logistics services can be provided in the hinterland, e.g. warehousing, commissioning, labeling



> Cooperations between sea ports and hinterland hubs are essential

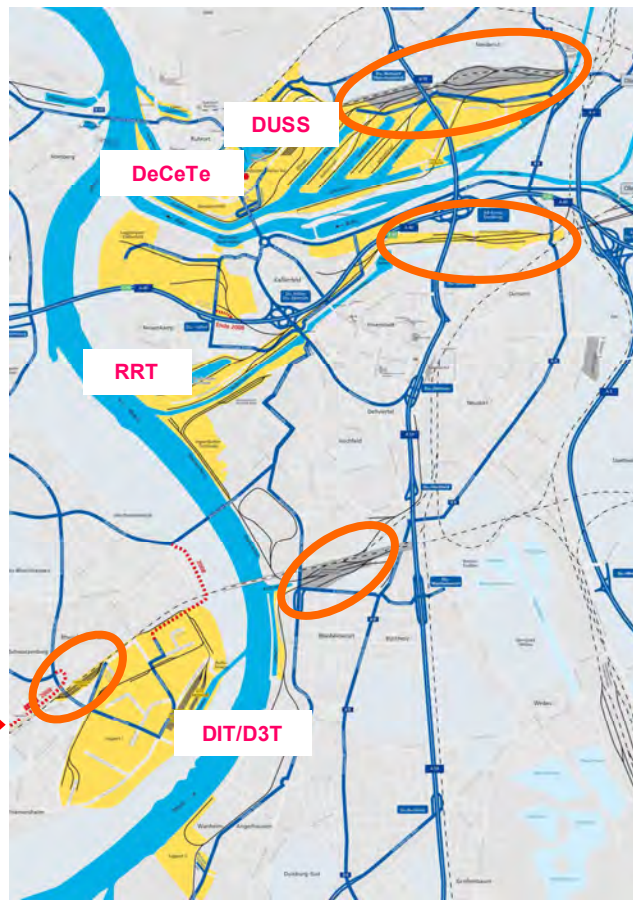
What Hinterland Hubs need

- **Strategic position in Europe's hinterland:**
 - ▶ Close to the production sites
 - ▶ Close to the consumer
 - ▶ Along the main transport corridors
- **Excellent trimodal infrastructure**
 - ▶ Specific advantages of each mode can be used
- **Function of nodal points in intermodal and logistic networks**
- **Consolidation point for cargo streams**
 - ▶ Combining continental and maritime cargo
 - ▶ Generating new cargo flows



> duisport has all prerequisites a hinterland Hub needs

Terminal and Railway Infrastructure



Access Betuwe Line

Service Facilities:

- ▶ 200 km of rail tracks and 4 shunting yards
- ▶ 5 intermodal container terminals
- ▶ Capacity today: 1.4 million TEU

Further Development:

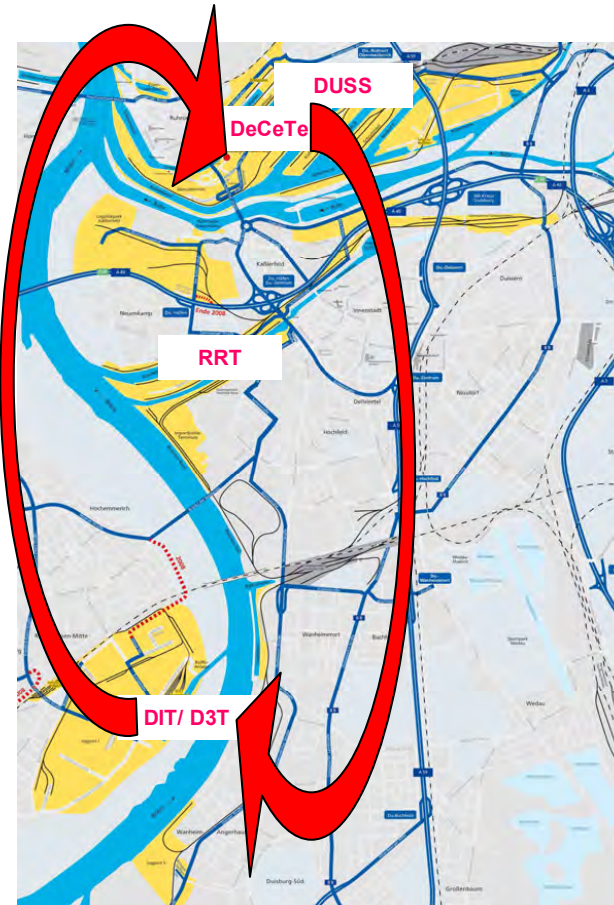
- ▶ duisport is investing > 500 million Euros (2000-2010), especially in railroad and container terminal infrastructure
- ▶ By 2012 duisport will have more than 80 hectares of container storage area on offer

> duisport is preparing for further growth in combined transport

Five Container Terminals



Terminals are
connected...



...by a daily duisport
rail shuttle



> Enlargement to 2.5 million TEU p.a. until 2012

Network to the North European Seaports

- **duisport as leading gateway hub in the hinterland**

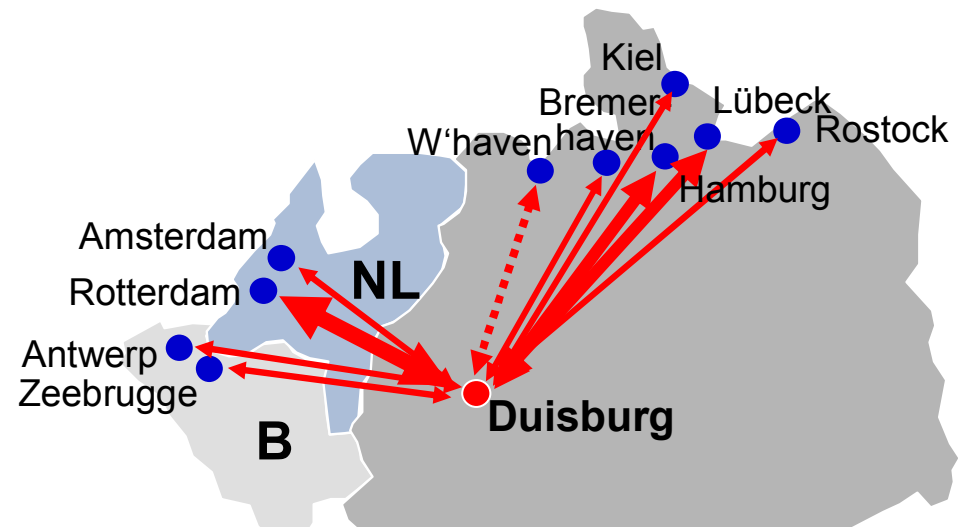
- ▶ **55 rail shuttles per week to the Benelux seaports:**

- 40 x Rotterdam
- 5 x Antwerp
- 5 x Zeebrugge
- 5 x Amsterdam

- ▶ **35 rail shuttles per week to the Northern German seaports:**

- 10 x Hamburg
- 5 x Bremen/ Bremerhaven
- 10 x Lübeck
- 5 x Rostock
- 5 x Kiel

- ▶ **Additional: 21 barge shuttles per week to the Benelux seaports**



> **Barge or rail – duisport's customers have both alternatives at one location**

Network to the European Hinterland

- **Turntable and hub function: duisport bundles maritime und continental cargo streams between the North Range and the hinterland**

► **Excellent Combined Transport Network:**

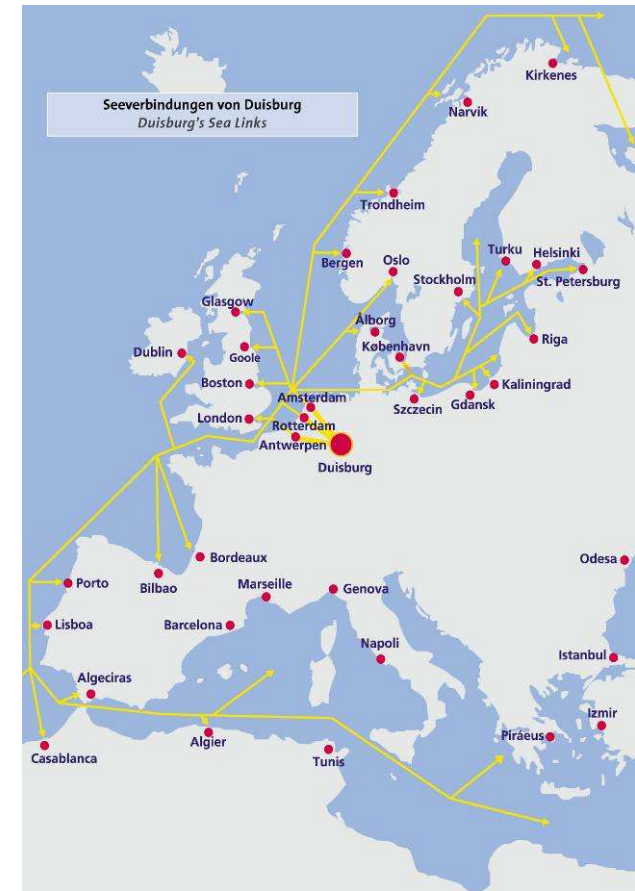
- More than 350 scheduled combined transportation train links per week to over 80 destinations in the European hinterland
- 25 railroad companies offering transportation services at Duisburg
- Further extension of duisport's combined transportation network with more than 400 train links in 2008



> Further extension of the duisport network

Short Sea Network

- Scheduled Short Sea shipping links mainly to the United Kingdom, Scandinavia and the Iberian peninsula
- Some 2 million tonnes of cargo loaded and unloaded by approx. 2,000 sea-going barges in Duisburg p.a.
- 55,000 TEU p.a. by direct container line service to the United Kingdom (London area)
- 10 Short Sea shipping companies operate liner services from Duisburg
- „Top 5“-Relations:
 - ▶ UK (Tilbury, Goole)
 - ▶ Norway (Bergen)
 - ▶ Spain (Barcelona)
 - ▶ Denmark (Kolding)
 - ▶ Lithuania (Klaipeda)

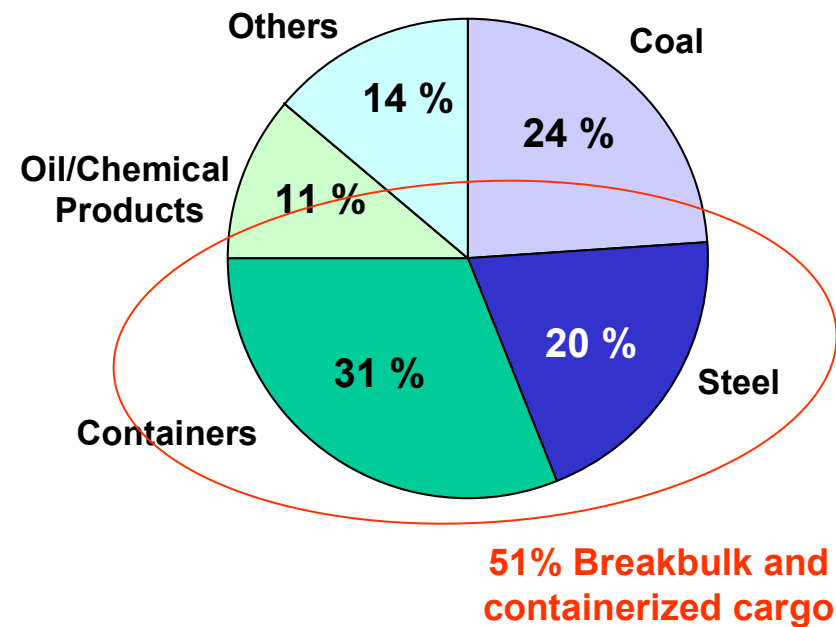


Transshipment 2007

- Total transshipment of the public ports (duisport) and 7 private ports:
Approx. 110 million tonnes p.a., thereof duisport 55 million tonnes:

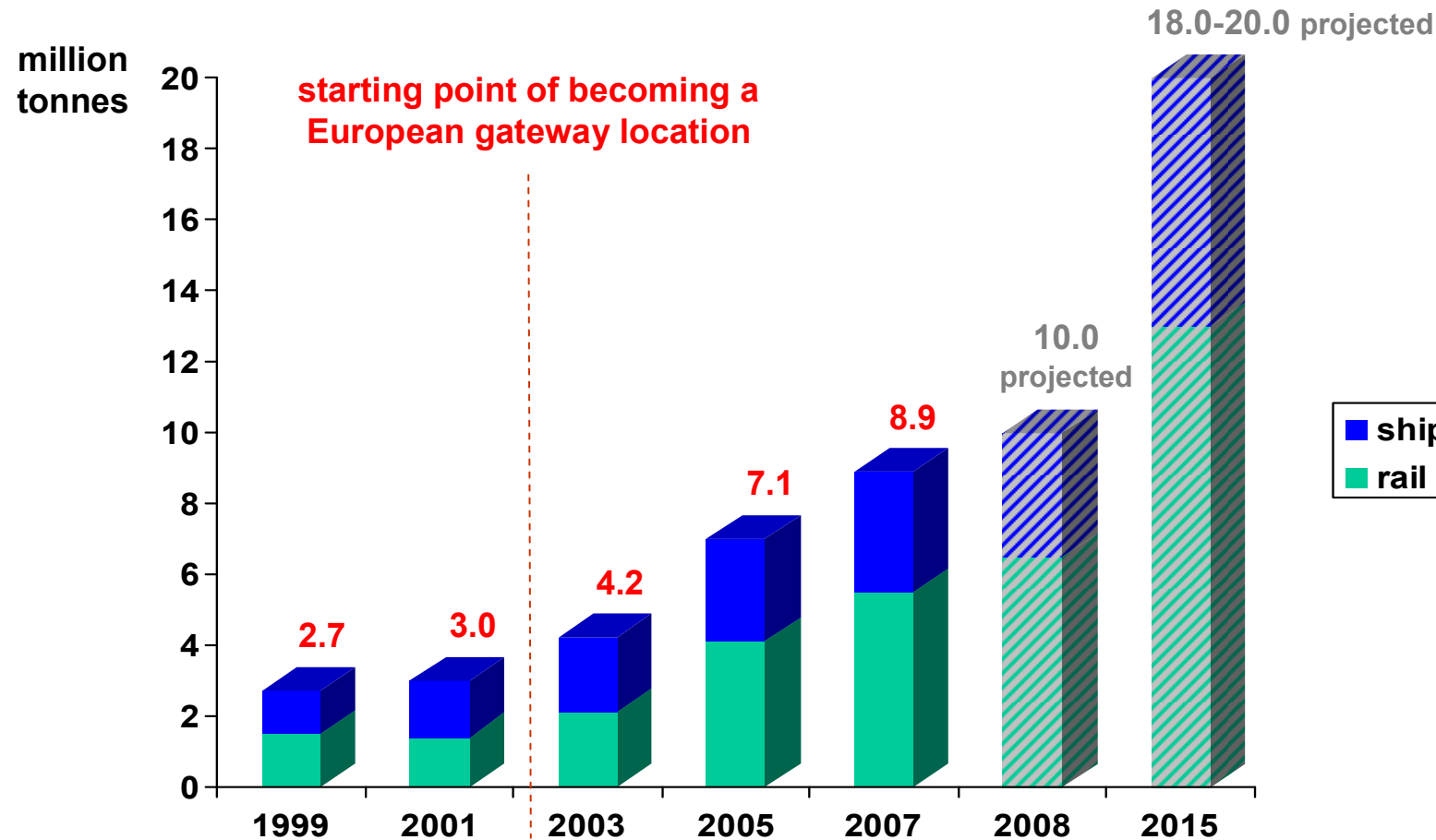
duisport transshipment:

	<u>1999</u>	<u>2007</u>
Ship cargo	14.0	16.0
Rail cargo	6.1	12.6
Intermediate result	20.1	28.6
Truck cargo	17.0	26.5
Total cargo	37.1	55.1



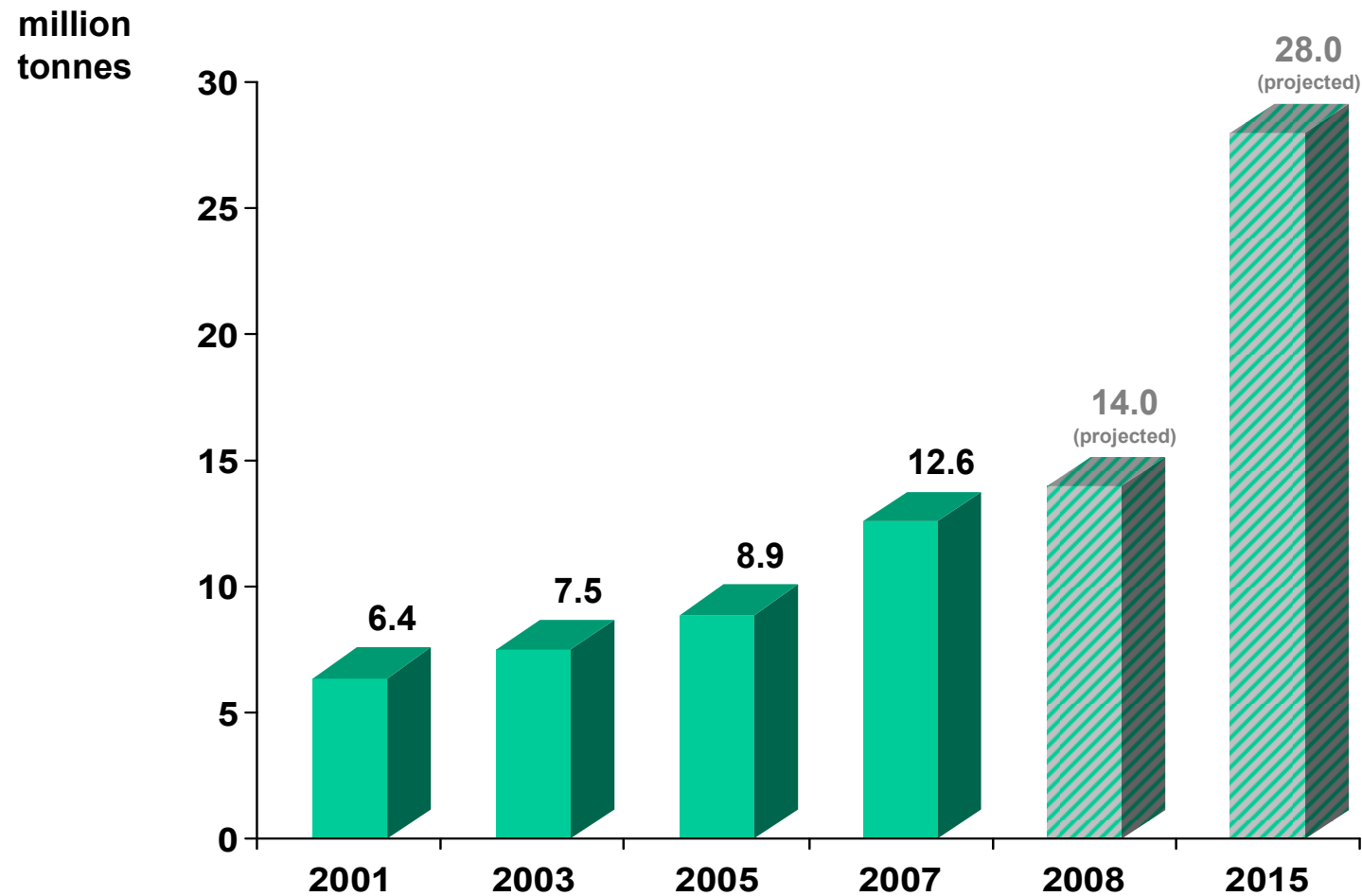
- > Major hub for containers, coal and steel in the hinterland of the sea ports

Development of Container Transshipment



> duisport: The biggest hinterland container port in the world

duisport: Rail Transshipment



> Potential to double the volumes of today until 2015

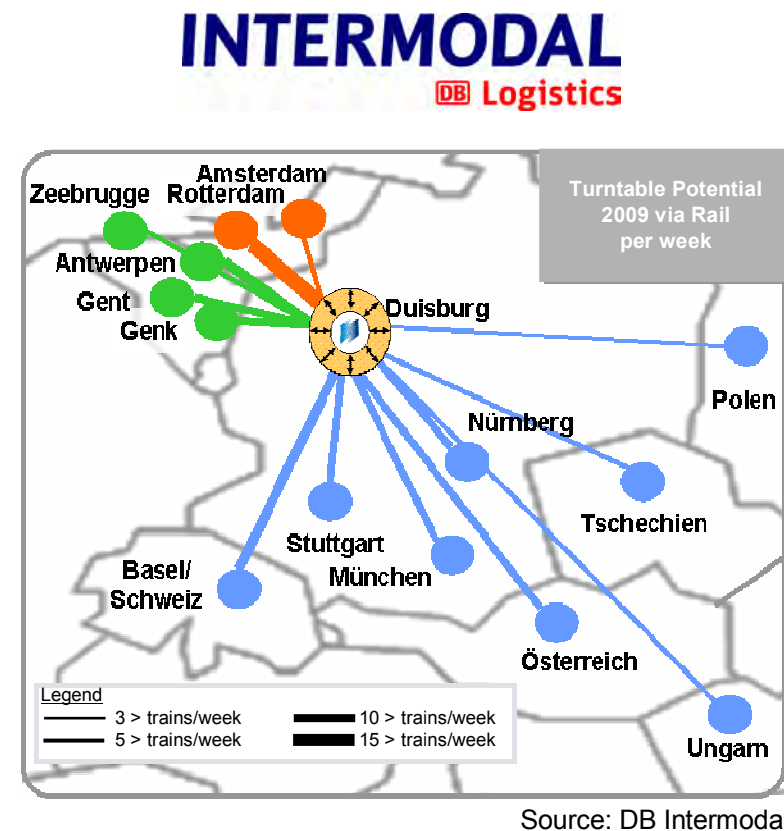
Gateway System for the Seaports

Example: DB Intermodal

Installation of a strategic gateway terminal in Duisburg by the DB Group:

● Advantages for the seaport terminals:

- ▶ Quick transportation of the containers out of the seaports into the hinterland
- ▶ Short-term release of the congested seaports
- ▶ Turntable optimizes the connection of the smaller ports and nearby locations
- ▶ New offer for shippers and carriers



Regional Feeder Shuttle Network



- **duisport Group offers industry solutions to major production and trading companies in North Rhine-Westphalia**
- ▶ Daily railroad shuttles by duisport rail to/from different container terminals in the Rhine-Ruhr region (e.g. Marl, Unna, Krefeld-Uerdingen, Dormagen)
- ▶ Feeding of the continental cargo into the combined transportation network of duisport clients
- ▶ Combination of continental and maritime cargo in existing rail shuttle systems



UTM



RRT

> Shifting more than 60,000 containers p.a. from road to rail

Hinterland Shuttles (1)

Case: Zeebrugge



● Duisburg-Zeebrugge-Shuttle

- ▶ Block train five times per week
- ▶ Zeebrugge train is the first direct rail link to the Belgian sea coast from Duisburg
- ▶ In Zeebrugge: direct cargo transfer to the APMT and CHZ
- ▶ In Duisburg: direct cargo transfer to the Vienna-Budapest shuttle
- ▶ Further distribution via duisport's international combined transport network at DUSS-Terminal



DIT

Hinterland Shuttles (2)

Example: Rotterdam

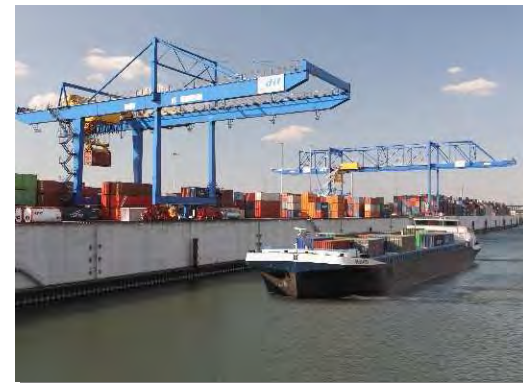


- **Duisburg-Rotterdam v.v. block train services**

- ▶ 1999: 3 shuttles per week
- ▶ 2007: Opening of Betuwelijn
- ▶ 2008: 40 shuttles per week
- ▶ 2010: 75 shuttles per week
- ▶ Further transportation via gateway Duisburg to Central Europe



- **On top: 14 barge shuttles per week to Rotterdam**



> Rotterdam is targeting 20% of hinterland cargo by rail for 2020

New Rail Service

Example: EWS

- **Start of intermodal rail services from UK into mainland Europe via the Channel Tunnel:**

- ▶ Block train service six times a week between DIT Duisburg Intermodal Terminal and Manchester's Trafford Park Cargo Terminal
- ▶ Start: February 2008
- ▶ Target 1: 10,000 trucks less on UK roads p.a.
- ▶ Target 2: To double rail freight going via the Channel Tunnel up to 2 million tonnes by the end of 2008
- ▶ Cargo: Containers, trailers and swap bodies



Best Practice EDC (1): NYK



Clients:

Pioneer

HITACHI
Inspire the Next



Kanebo
INTERNATIONAL

- ▶ One of the first clients on the logport site
- ▶ German headquarters of NYK Logistics
- ▶ Total warehouse area at logport: 45,000 sq.m
- ▶ Import, storage and pan-European distribution for several high-tech electronic companies, e.g. Pioneer, Hitachi and Mitsubishi Electric
- ▶ EDC of Kanebo International Cosmetics



Best Practice EDC (2): Geodis



Client: SHISEIDO

- ▶ The French logistics company Geodis operates the EDC for the Japanese cosmetics brand Shiseido in the Port of Duisburg
- ▶ Import of Shiseido products from different factories worldwide to duisport, commissioning, labeling and direct distribution to more than 4,000 branch offices in 20 European countries
- ▶ Total warehouse capacity at duisport: 20,000 sq.m



IHEDATE Seminar 2008



Thank you very much for your attention!

More information: www.duisport.com