



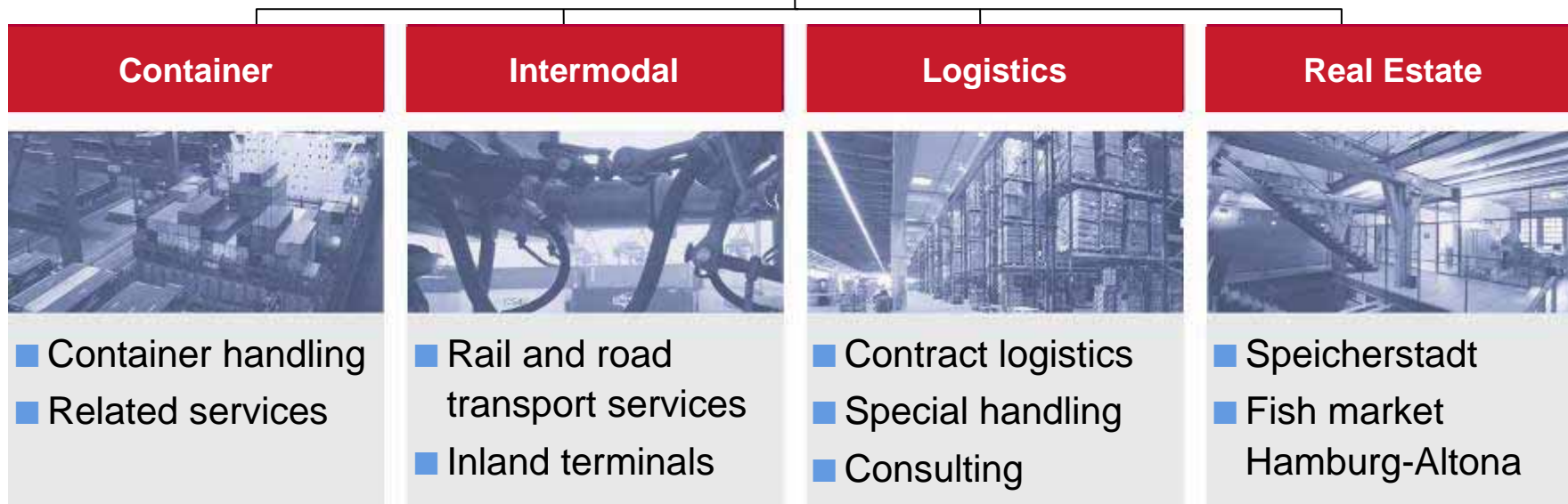
HAMBURGER HAFEN UND LOGISTIK AG - RAIL TRANSPORTATION IN TIMES OF THE CRISIS

Dr. Sebastian Jürgens, Member of the Board

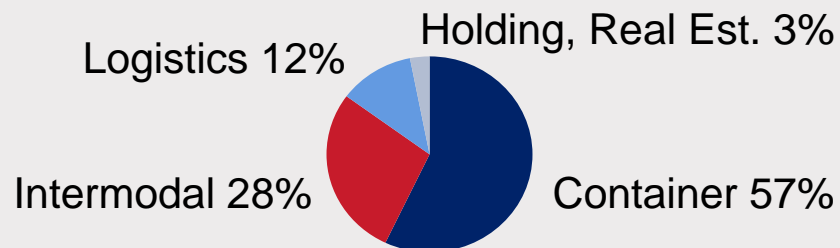
Global Rail Freight Conference, St. Petersburg, 6th/7th July 2010



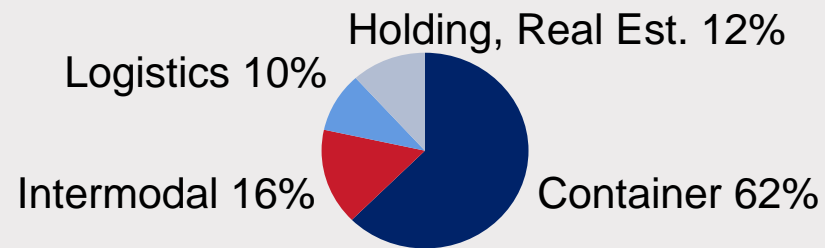
HAMBURGER HAFEN UND LOGISTIK AG



Revenues 2009 – 991 million EUR



Employees 2009 – 4,760



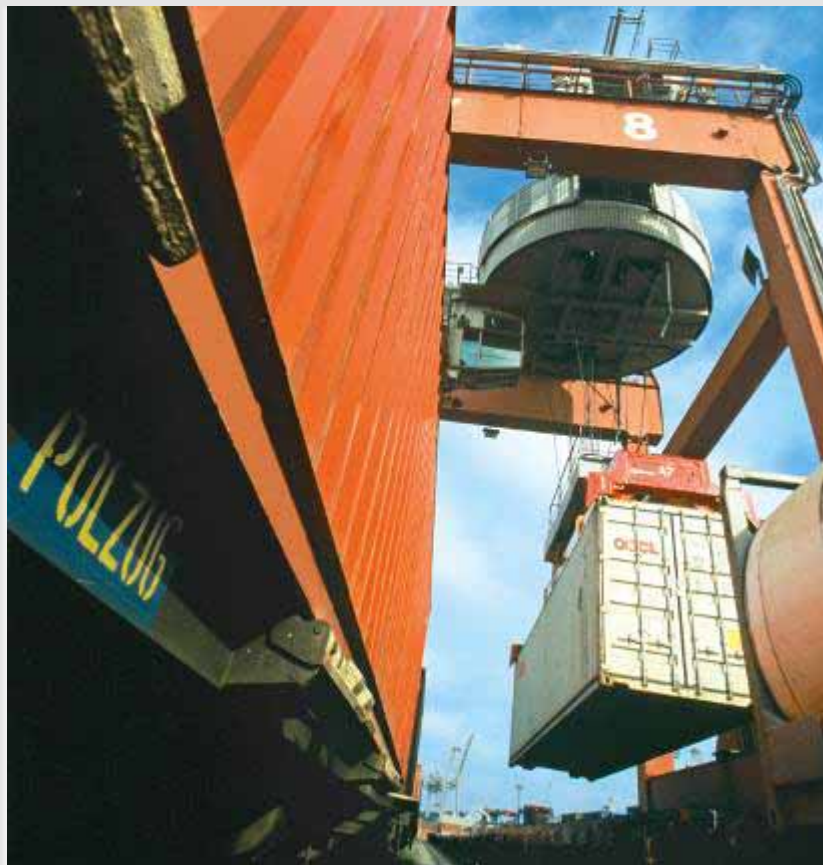
HLA INTERMODAL CONNECTIONS

WITH A HIGH CAPACITY HINTERLAND SERVICE PORTFOLIO



MARKET LEADER

FOR POLISH HINTERLAND SERVICE



Core Business

Intermodal port-to-door transport services rail
 - road between German and Dutch seaports
 and Poland, Russia, Ukraine, Caucasus and
 Central Asia

Terminal operator in Pruszków, Gadki,
 Sławków and Wrocław

Founded 1991

Shareholders HHLA Intermodal: 33,3 %
 DB Mobility Logistics: 33,3%
 PKP Cargo: 33,3%

Turnover 2009 52 mill. EUR (Polzug Group)

Transport 2009 100.000 TEU

MARKET LEADER

FOR GERMAN, AUSTRIAN AND SWISS HINTERLAND SERVICE



Core Business

Intermodal port-to-door transport services rail - road between German seaports and German, Austrian and Swiss hinterland destinations

Founded 1969

Shareholders DB Mobility Logistics: 50%
HHLA Intermodal: 50%

Turnover 2009 211 mill. EUR

Transport 2009 795.000 TEU

MARKET LEADER

FOR CZECH, SLOVAKIAN AND HUNGARIAN HINTERLAND SERVICE



Core Business

Intermodal port-to-door transport services rail - road between German seaports and Czech Republic, Slovakian and Hungarian hinterland destinations.

Terminal operator in Prague, Dunajska Streda, Zlin

| | |
|-----------------------|---|
| Founded | 1991 |
| Shareholders | HHLA Intermodal: 51,50 % DB Schenker Rail: 35,04 % Private shareholders: 13,46% |
| Turnover 2009 | 160 mill. € (METRANS Group) |
| Transport 2009 | 356.000 TEU |

CTD EXPAND TRUCKING NETWORK

LOCATIONS



HHLA HAS USED THE ECONOMIC CRISIS AS A CHANCE

HHLA Intermodal investments

Train connections



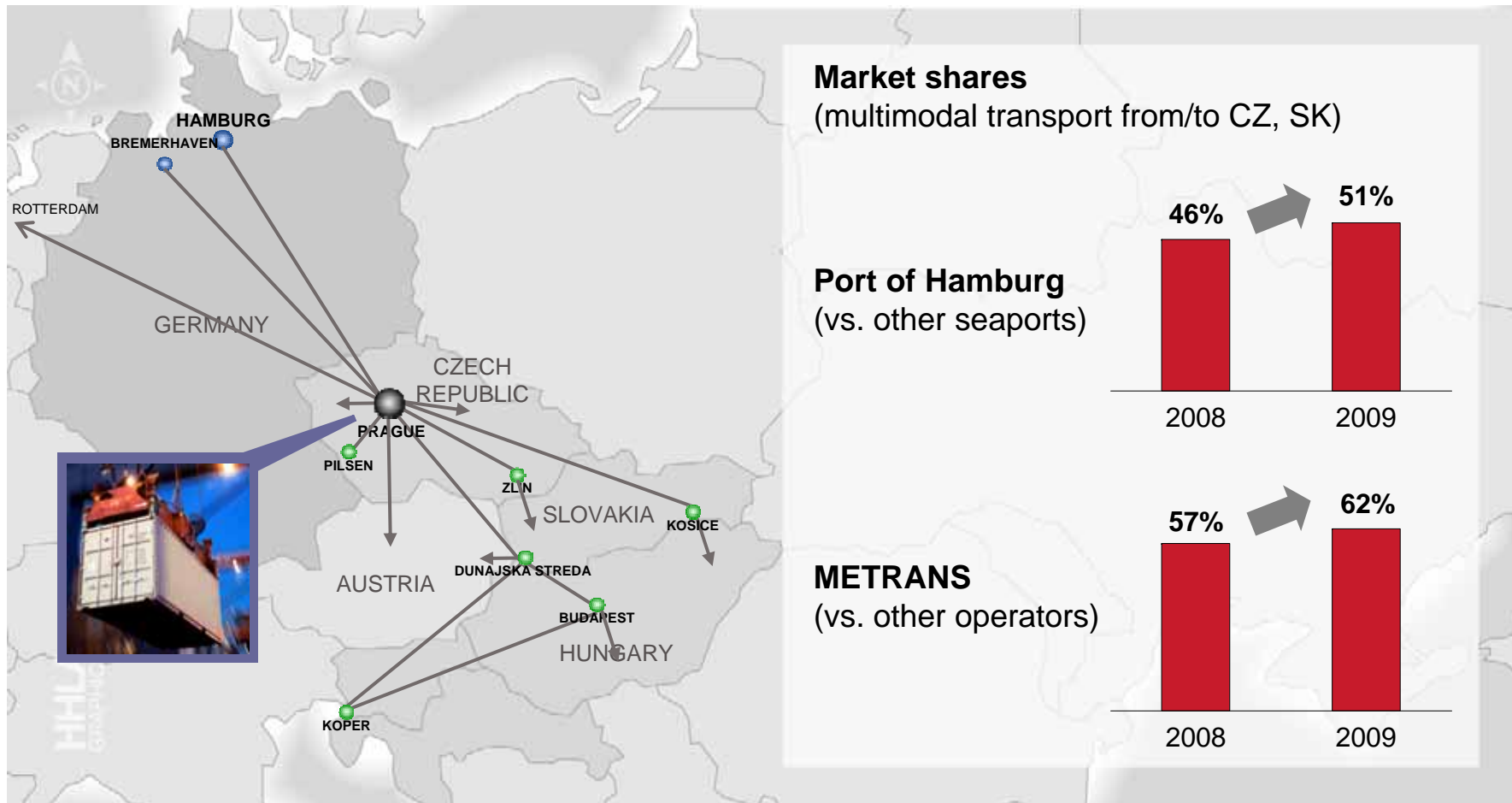
Inland terminals



Trucking services



EXAMPLE 1: STRENGTHENING SOUTH EAST EUROPEAN RAIL CONNECTIONS



Source: HHM

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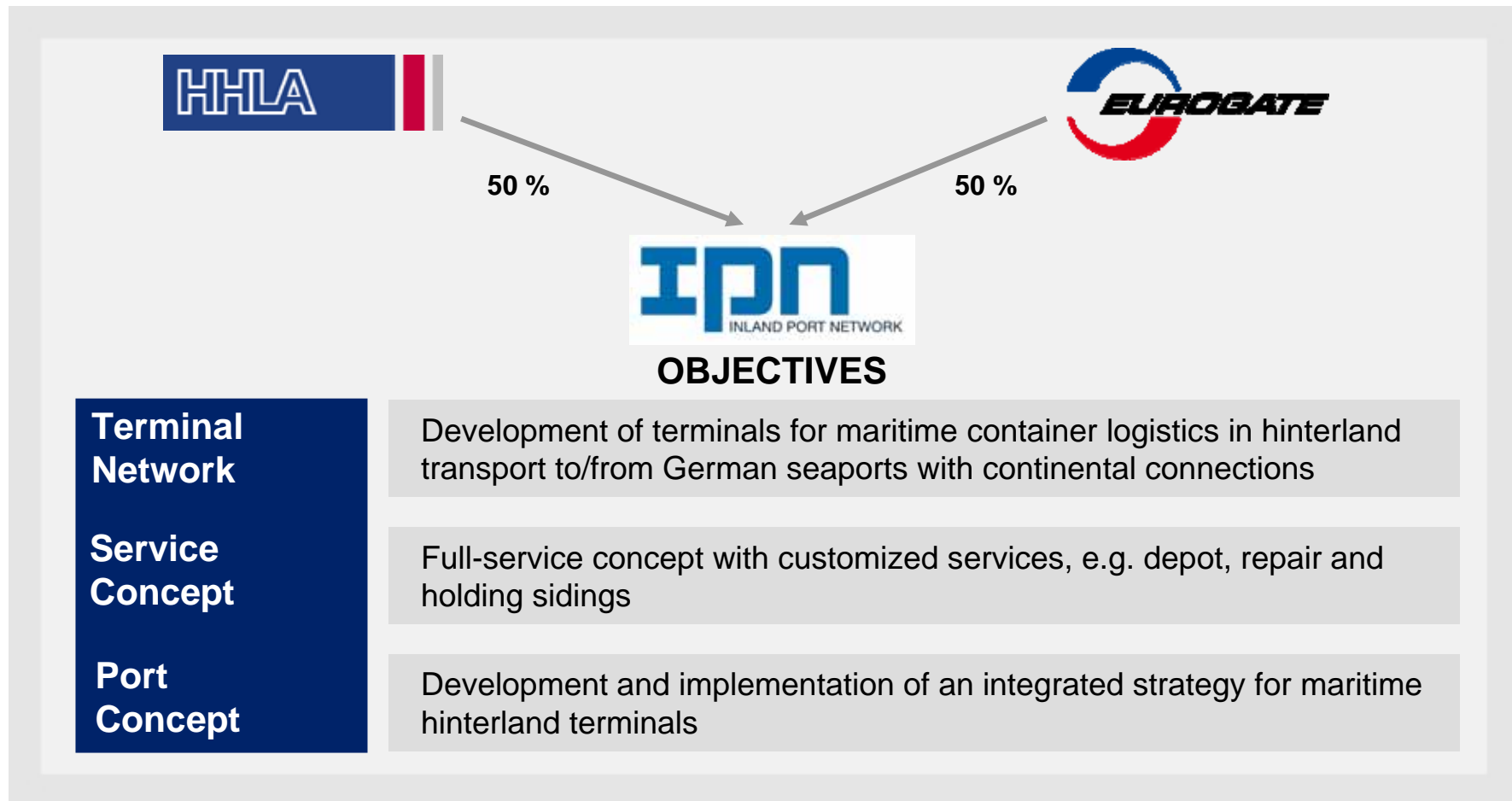
EXAMPLE 2: EXPANSION OF INLAND RAIL TERMINAL NETWORK

Metrans terminal in Prague



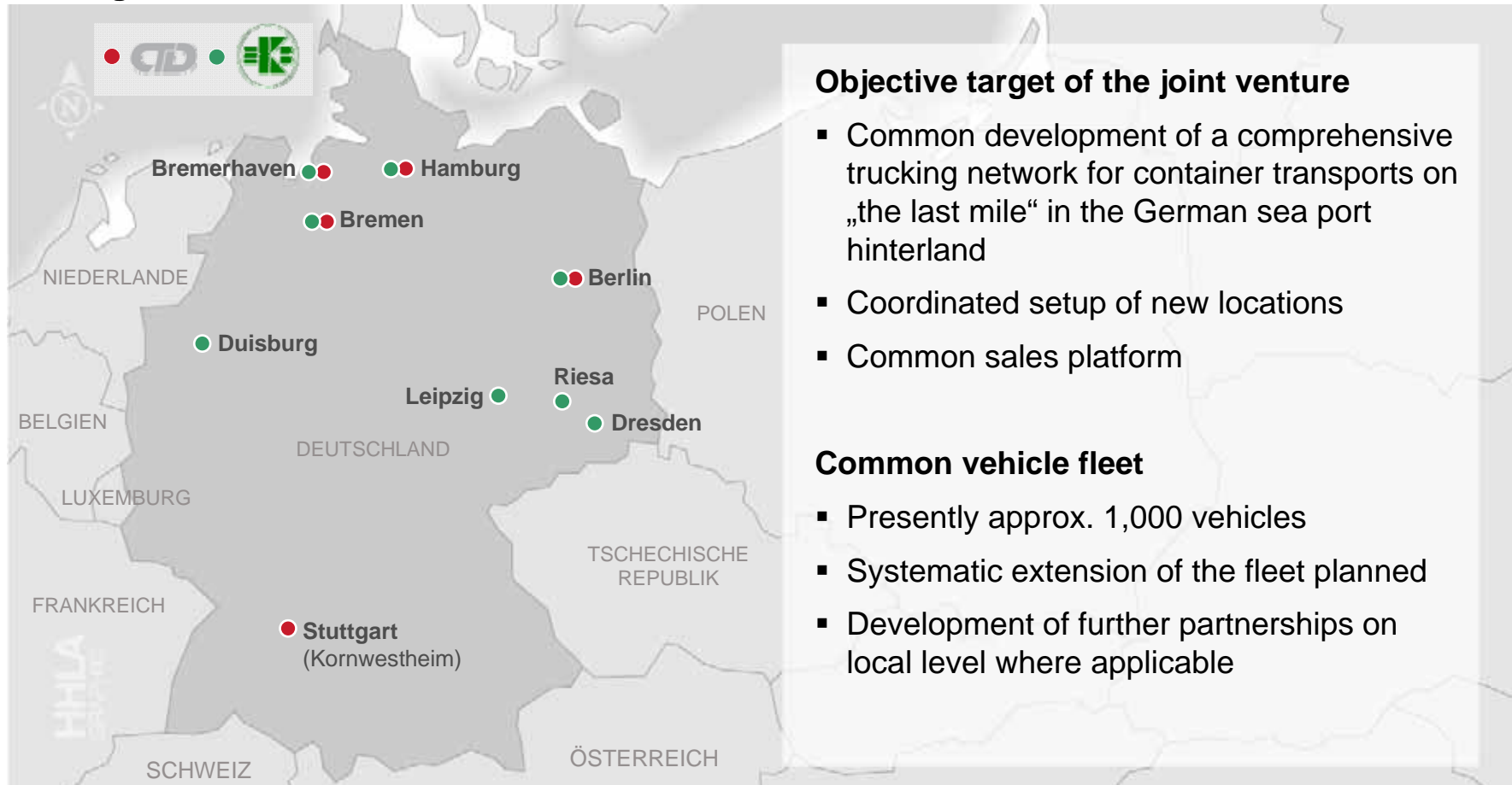
- Rolemodel: High performance **Metrans-terminals**
- Terminal development in different European regions:
 - **Germany:** via Joint Venture with Eurogate
 - **Poland:** construction in progress, e.g., in Posnan and Katowice
 - **Further locations** currently being examined
- **Transfer of high service quality standards** from seaports to the hinterland

JOINT VENTURE HHLA/EUROGATE



TRUCKING JOINT VENTURE BETWEEN CTD AND EKD

Existing locations



CONTINUED GROWTH OF INTERMODAL HINTERLAND TRAFFIC EXPECTED

GROWTH DRIVERS – EXPECTED TRENDS



Long-term continuation of world trade growth

- Major prerequisites for globalisation still intact
- Increasing transport volumes, especially intercontinental and hinterland traffic



Modal Shift (increasing rail-share within carrier-mix)

- Limited capacity on the road
- Growing customer-focus on „Green Logistics“
- Increasing energy costs



Growing share of standardised transport units

- Shippers increasingly exploiting advantages of containers (e.g. costs, product quality)
- Increasing share of goods being suitable for containers (e.g. coke, metals, various dry bulk goods)

EXPECTATIONS TO RAILWAY COMPANIES FOR THE FUTURE

| | |
|--|---|
| <p>①</p> <p>Focus on growth market Intermodal transport</p> | <ul style="list-style-type: none"> ▪ High backlog demand, especially in Eastern European countries ▪ Advantages of Intermodal system, e.g. process efficiency and flexibility, assurance of high goods quality standards |
| <p>②</p> <p>Provision of large, high performing systems</p> | <ul style="list-style-type: none"> ▪ High-frequency shuttle trains ▪ Partnering in large and comprehensive Intermodal network <ul style="list-style-type: none"> - Hub and spoke system - Flexible train routing |
| <p>③</p> <p>Quality</p> | <ul style="list-style-type: none"> ▪ Reliability is more important than speed ▪ Customer benefit: Better predictability in terms of <ul style="list-style-type: none"> - time and - capacity |
| <p>④</p> <p>Price</p> | <ul style="list-style-type: none"> ▪ Competitiveness, especially against road transportation ▪ Highly efficient production system as a key enabler <ul style="list-style-type: none"> ➤ Industrialisation of the Intermodal transport chain |

THANK YOU FOR YOUR ATTENTION

