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

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HAMBURGER HAFEN UND LOGISTIK AG

Container 57% Intermodal 28% Logistics 12% Holding, Real Est. 3%

Revenues 2009 – 991 million EUR

Container handling Related services Rail and road transport services Inland terminals

Employees 2009 – 4,760

Logistics 10% Holding, Real Est. 12%
Intermodal 16% Container 62%
HHLA INTERMODAL CONNECTIONS

WITH A HIGH CAPACITY HINTERLAND SERVICE PORTFOLIO

HHLA Intermodal network is covering Central, Eastern and South-East Europe and Central Asia
Turnover 2009: Mio. 277 €
(segment Intermodal)
Transport volume 2009: 1.500 TTEU

HHLA Group is one of the leading players in the European Intermodal community
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, Slawków and Wroclaw

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
LOCATIONS

Core business
- Container-trucking in the port of Hamburg
- Port-to-door delivery
- Logistic services

Locations and offices
- Hamburg (Headquarter)
- Bremen
- Berlin
- Kornwestheim
- Further locations in preparation

Customers benefit from co-operation rail / road:
- Major volumes: High frequent rail services
- „last minute“ shipments: Direct delivery by truck
HHLA HAS USED THE ECONOMIC CRISIS AS A CHANCE

HHLA Intermodal investments

Train connections

Inland terminals

Trucking services

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EXAMPLE 1: STRENGTHENING SOUTH EAST EUROPEAN RAIL CONNECTIONS

Market shares
(multimodal transport from/to CZ, SK)

Port of Hamburg
(vs. other seaports)

METTRANS
(vs. other operators)

Source: HHM
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 Poznan and Katowice
  - Further locations currently being examined
- Transfer of high service quality standards from seaports to the hinterland
OBJECTIVES

Terminal Network
- Development of terminals for maritime container logistics in hinterland transport to/from German seaports with continental connections

Service Concept
- Full-service concept with customized services, e.g. depot, repair and holding sidings

Port Concept
- Development and implementation of an integrated strategy for maritime hinterland terminals
TRUCKING JOINT VENTURE BETWEEN CTD AND EKD

Existing locations

Objective target of the joint venture

- Common development of a comprehensive trucking network for container transports on “the last mile” in the German sea port hinterland
- Coordinated setup of new locations
- Common sales platform

Common vehicle fleet

- Presently approx. 1,000 vehicles
- Systematic extension of the fleet planned
- Development of further partnerships on local level where applicable
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

## Focus on Growth Market Intermodal Transport
- High backlog demand, especially in Eastern European countries
- Advantages of Intermodal system, e.g. process efficiency and flexibility, assurance of high goods quality standards

## Provision of Large, High Performing Systems
- High-frequency shuttle trains
- Partnering in large and comprehensive Intermodal network
  - Hub and spoke system
  - Flexible train routing

## Quality
- Reliability is more important than speed
- Customer benefit: Better predictability in terms of
  - Time and
  - Capacity

## Price
- Competitiveness, especially against road transportation
- Highly efficient production system as a key enabler
  - Industrialisation of the Intermodal transport chain
THANK YOU FOR YOUR ATTENTION