



FOCUS ON...



A member of the HPH Group
A Hutchison Whampoa Company



Europe
Container Terminals

Europe Container Terminals

TOC Europe 2009
June 17th Bremen



A member of the HPH Group
A Hutchison Whampoa Company



Europe
Container Terminals

HPH around the world

- Subsidiary of Hutchison Whampoa Limited.
- World's leading port investor
- 2008: throughput of 67,6 mln TEU

Port of Rotterdam



ECT Delta Terminal



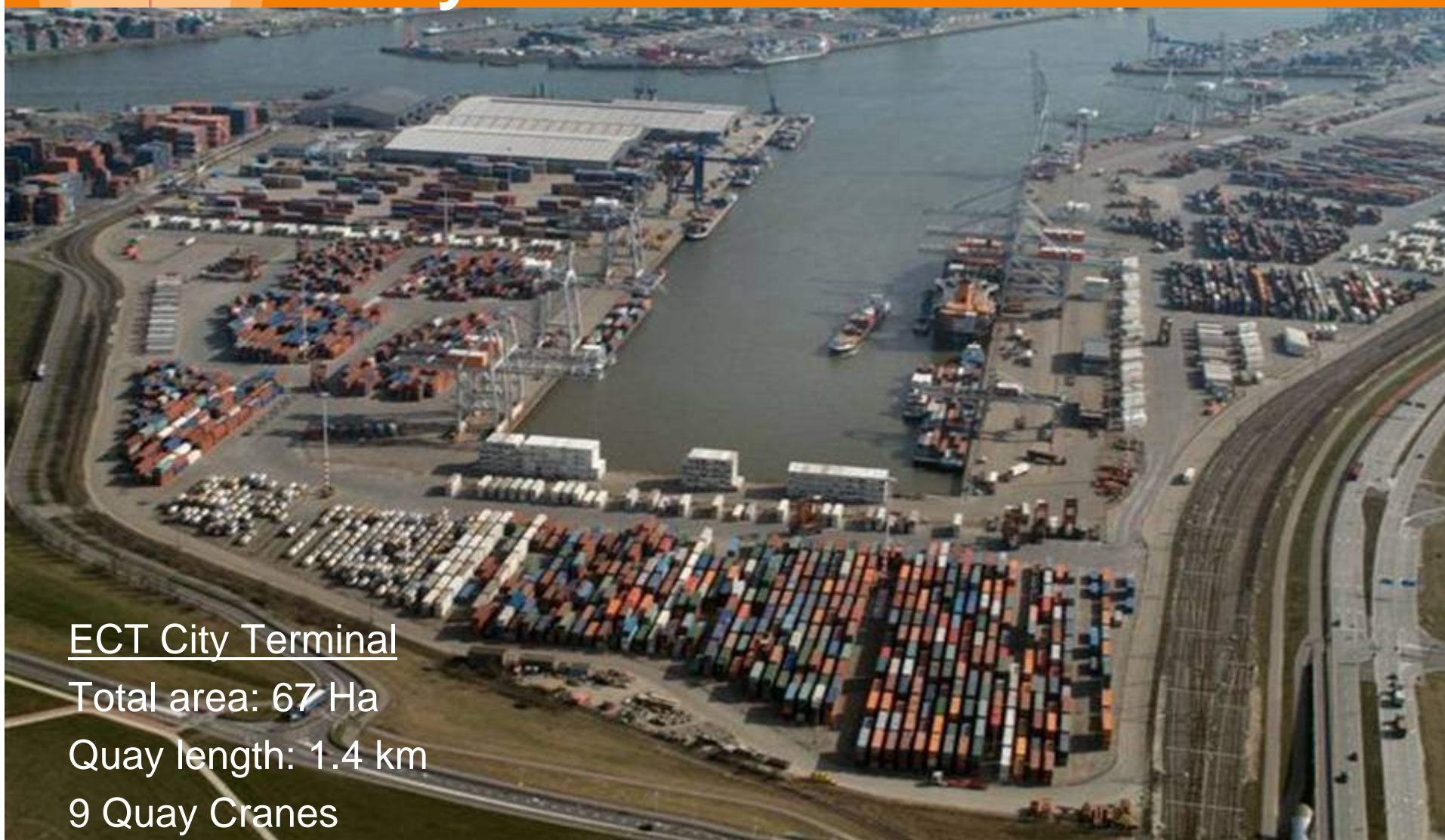
ECT Delta Terminal

Total area: 265 Ha

Quay length: 3.6 km

39 Quay Cranes

ECT City Terminal



ECT City Terminal

Total area: 67 Ha

Quay length: 1.4 km

9 Quay Cranes

Euromax Terminal



EUROMAX Terminal, phase 1

Total area: 84 Ha

Quay length: 1.5 km

Inland terminals: Venlo



TCT Venlo

Total area: 6 Ha

Development of barge quay

Inland terminals: Willebroek

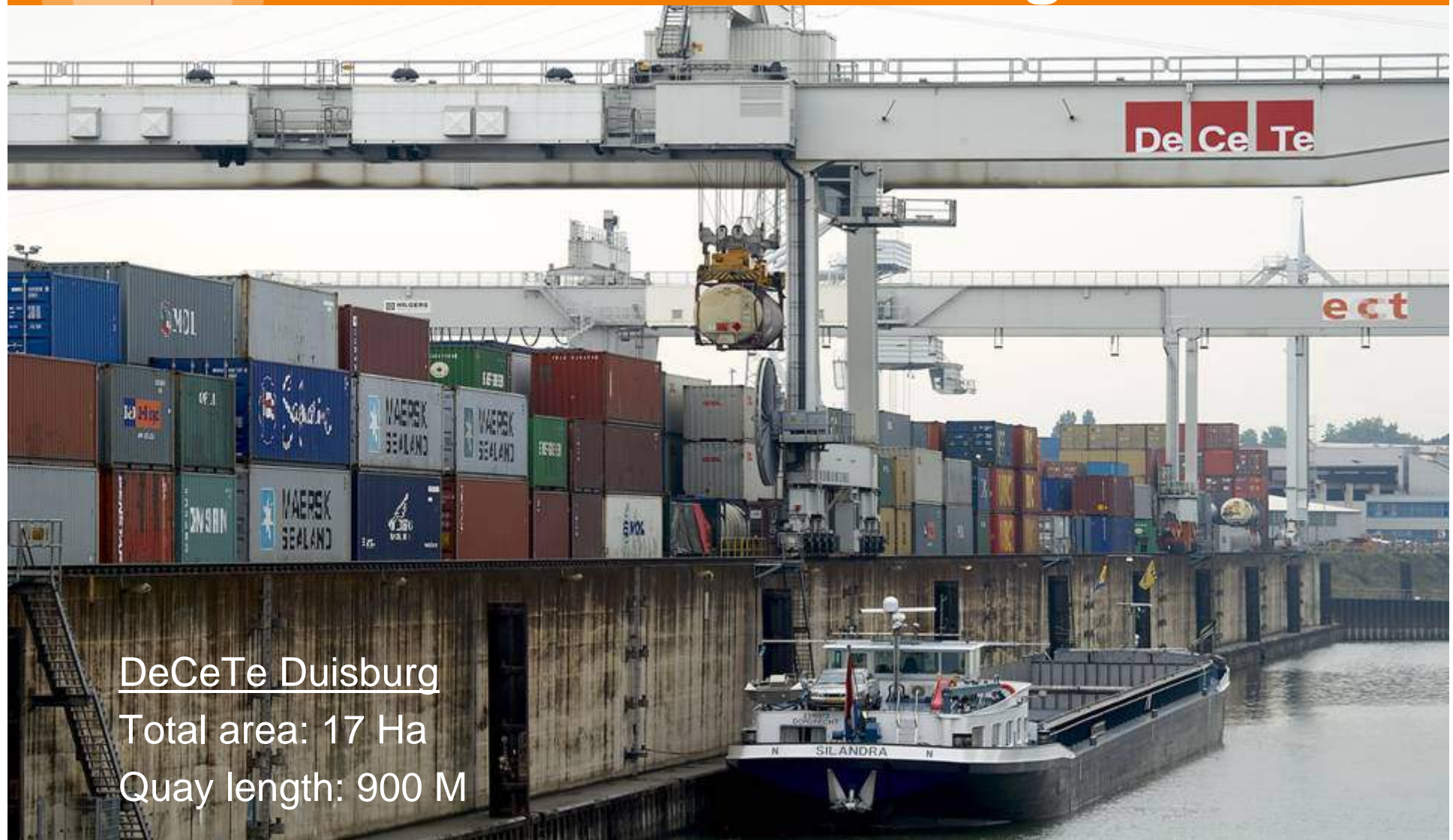
TCT Belgium

Total area: 6.5 Ha

Quay length: 350 M



Inland terminals: Duisburg



DeCeTe Duisburg
Total area: 17 Ha
Quay length: 900 M

ECT Strategy

- Strategy shift to focus on inland customer: shipper and logistic service provider
- Expanding neutral hinterland corridors with new connections and co operations
- Developing new additional services with customers to optimize the logistic process to the hinterland and solve congestion problems
- New services to inland shippers via EGS
 - Premium logistics and customs service
 - Electronic services via website

Why?

- **Smooth, reliable and cost effective inland connections will influence port of choice**
- **Roads are congested**
- **Competition between ports and within the port**
- **Performance of the inland transportation modes affect the performance of the terminal**
- **Future modal split obligations**
- **Care for environment**

Focus also on shippers

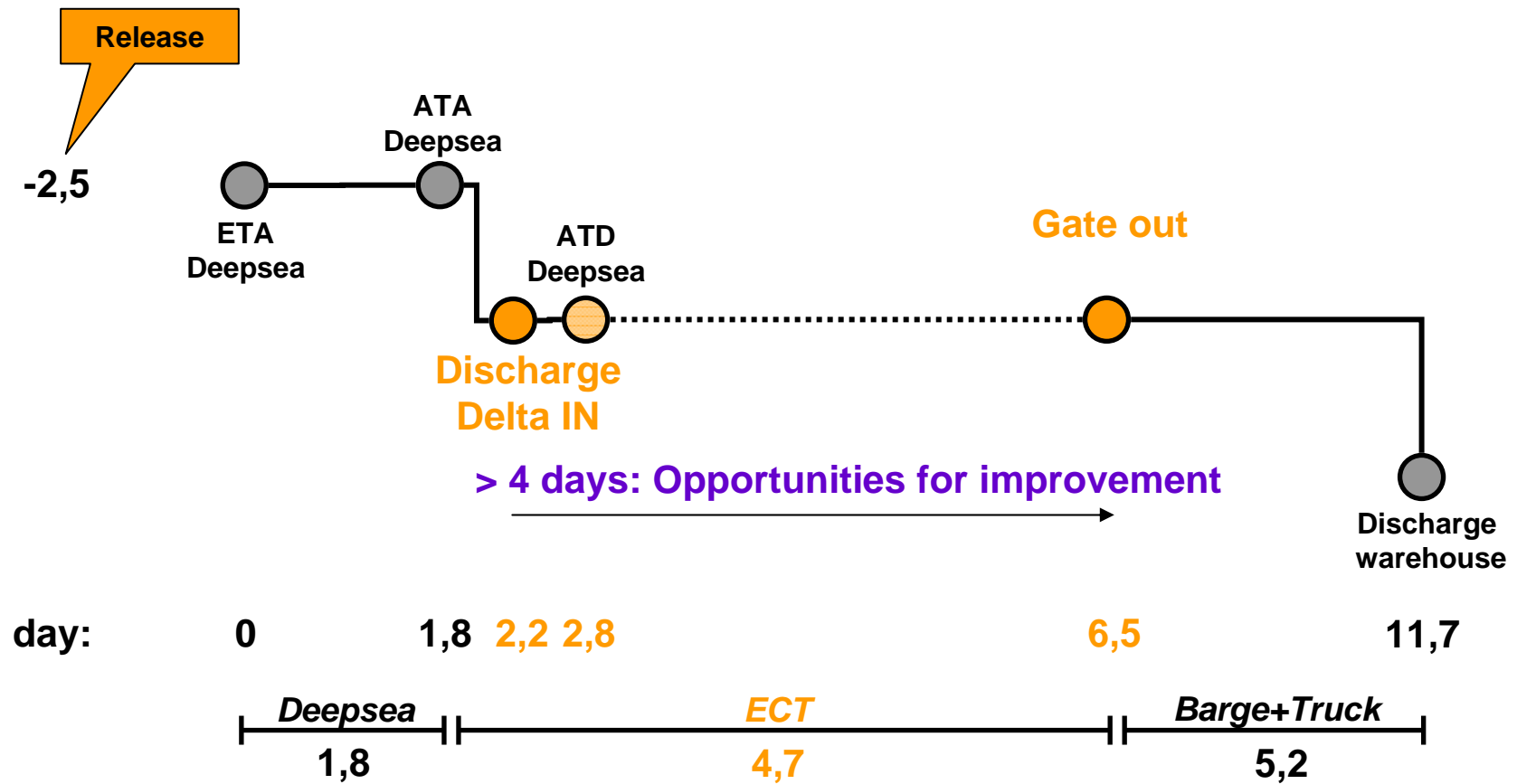
Cases consignees/shippers

- In cooperation with shipper, inland carrier and 4 PL
- Identify opportunities for process optimization (reducing lead times)
- Impact dwelltime measures
- Identify service requirements

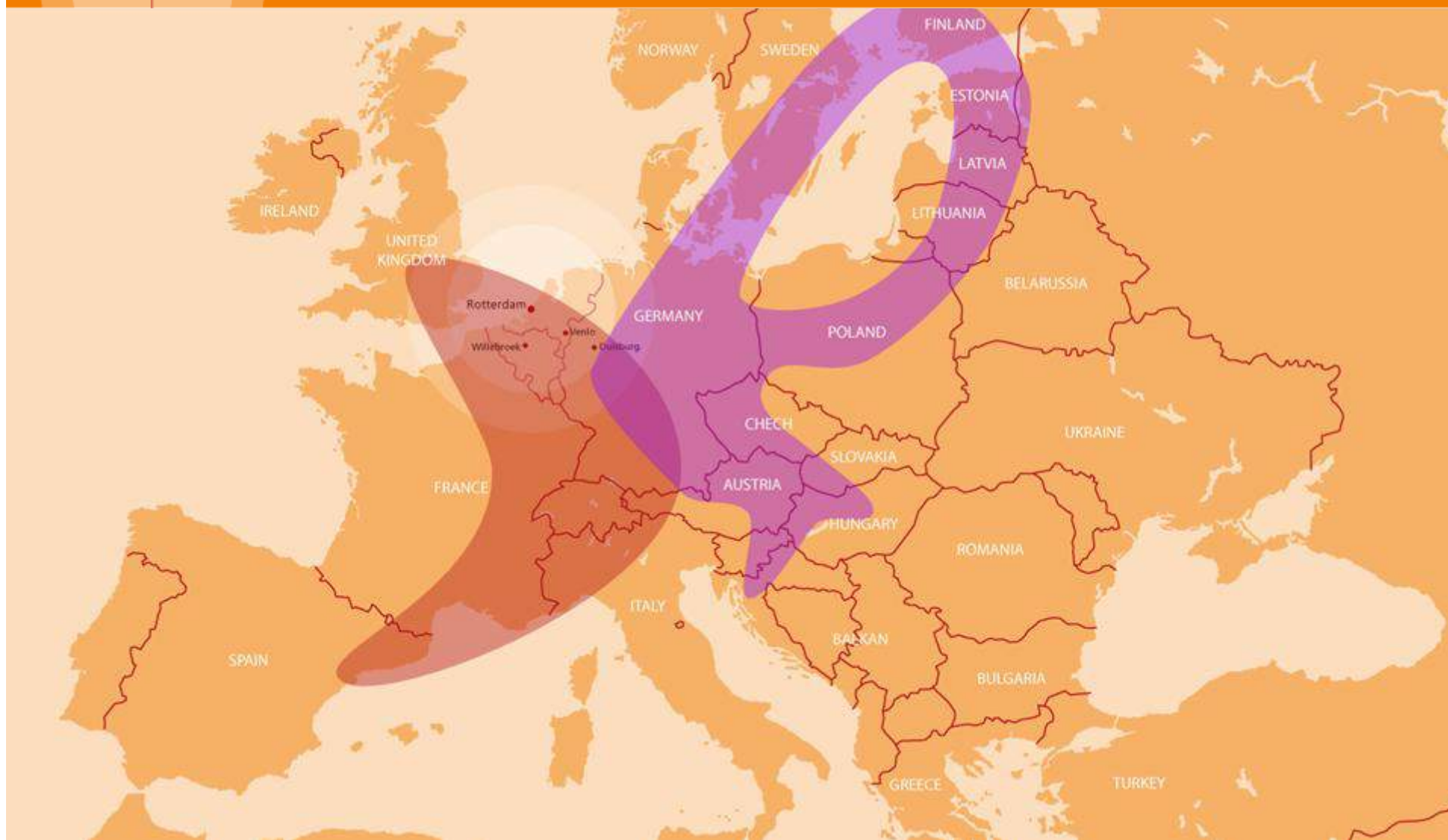


Leadtime import "port to door"

Average lead time import containers for one customer



ECT Hinterland



Distribution Rotterdam containers



ECT Main Corridors



A 15 Highway



Accident on highway A 15: no way through and no way out

A 15 highway



In dark blue, part of highway A 15 to and from Maasvlakte that will be reconstructed between 2010 – 2015 (government picture)

ECT terminal network

DOM

GERMA

Rotterdam

A'dam

Moerdijk

Venlo

Willebroek

Duisburg

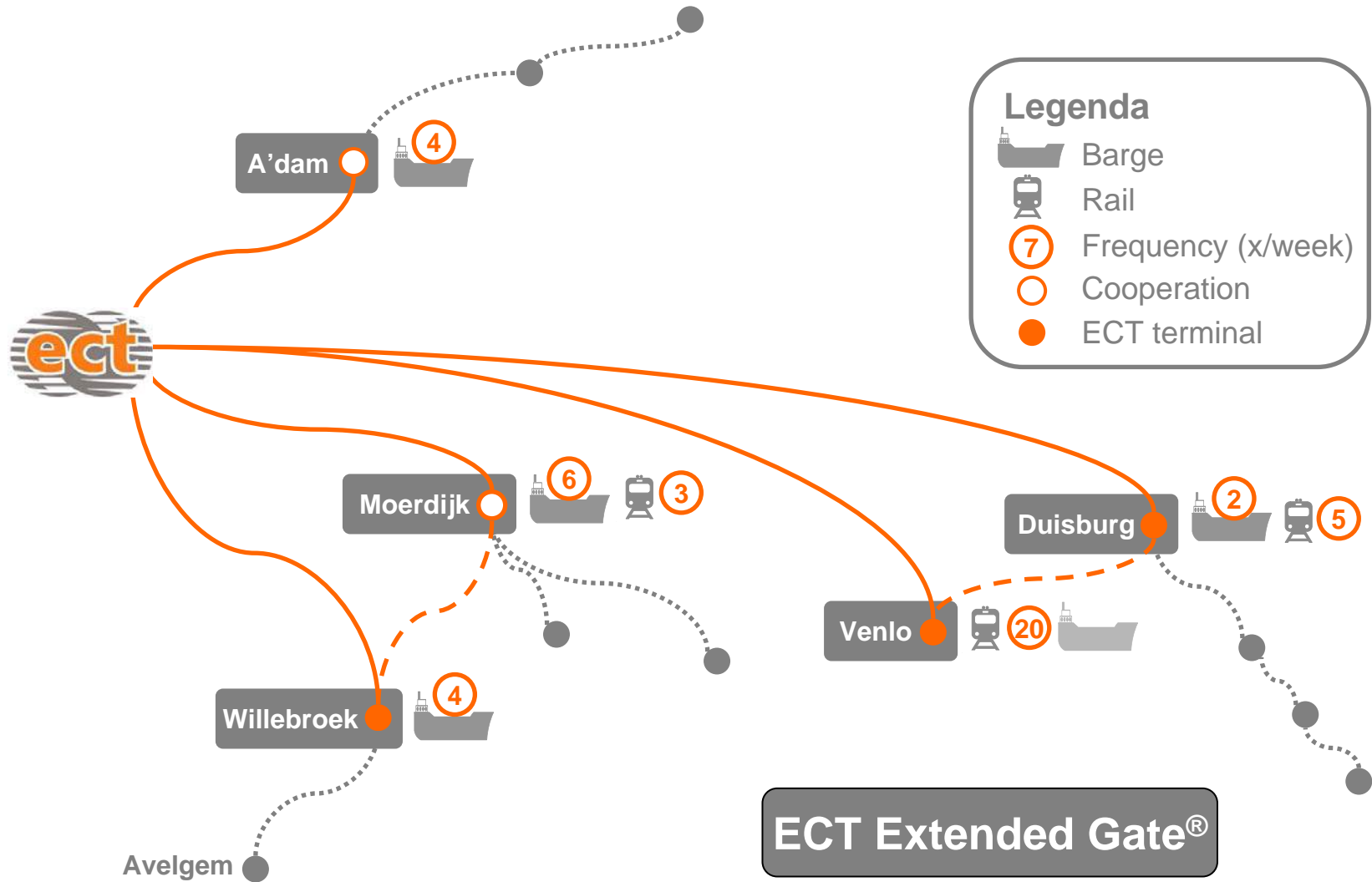
Avelgem

Vilvoorde

- ECT hub
- Cooperation

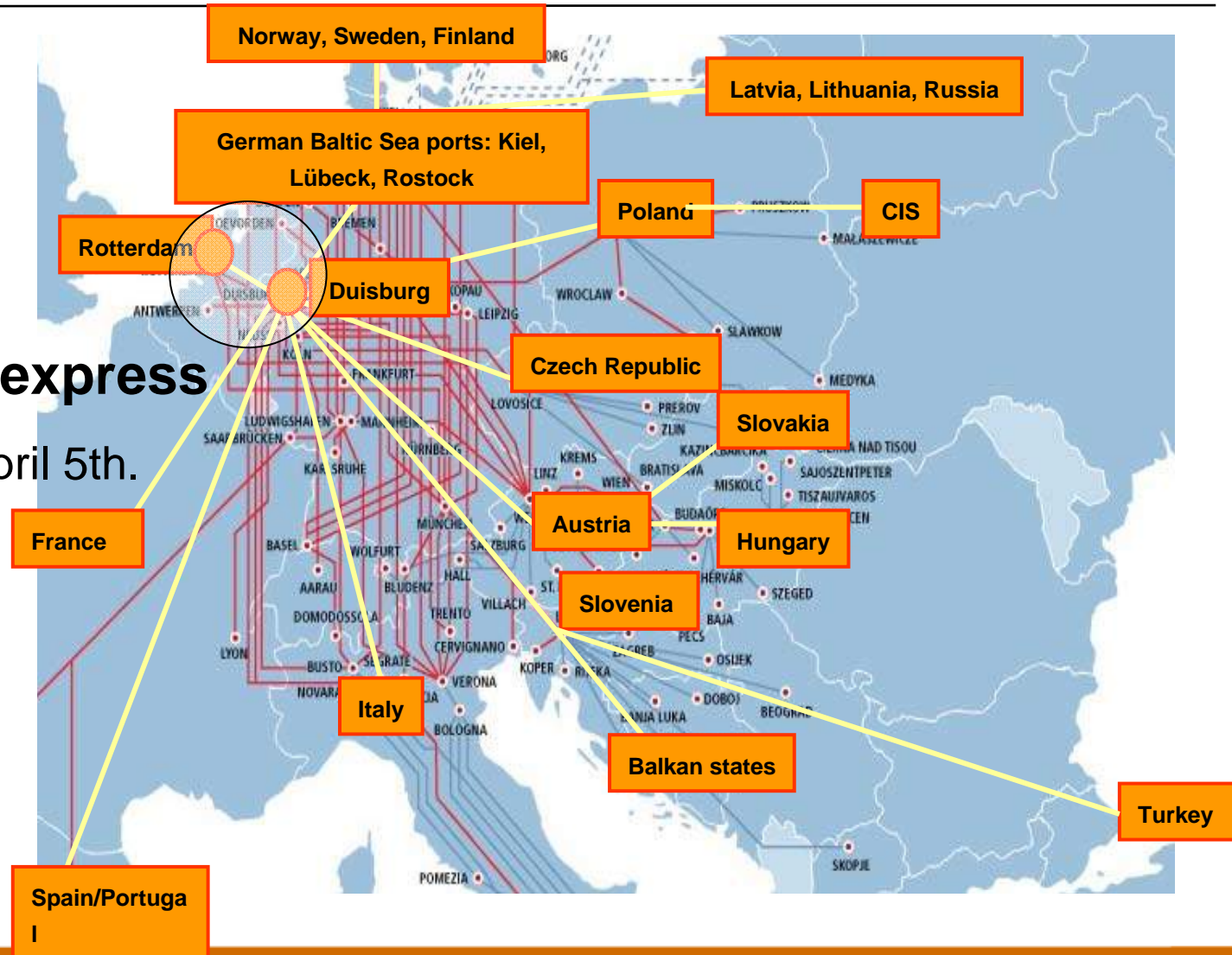


Hinterland Connections

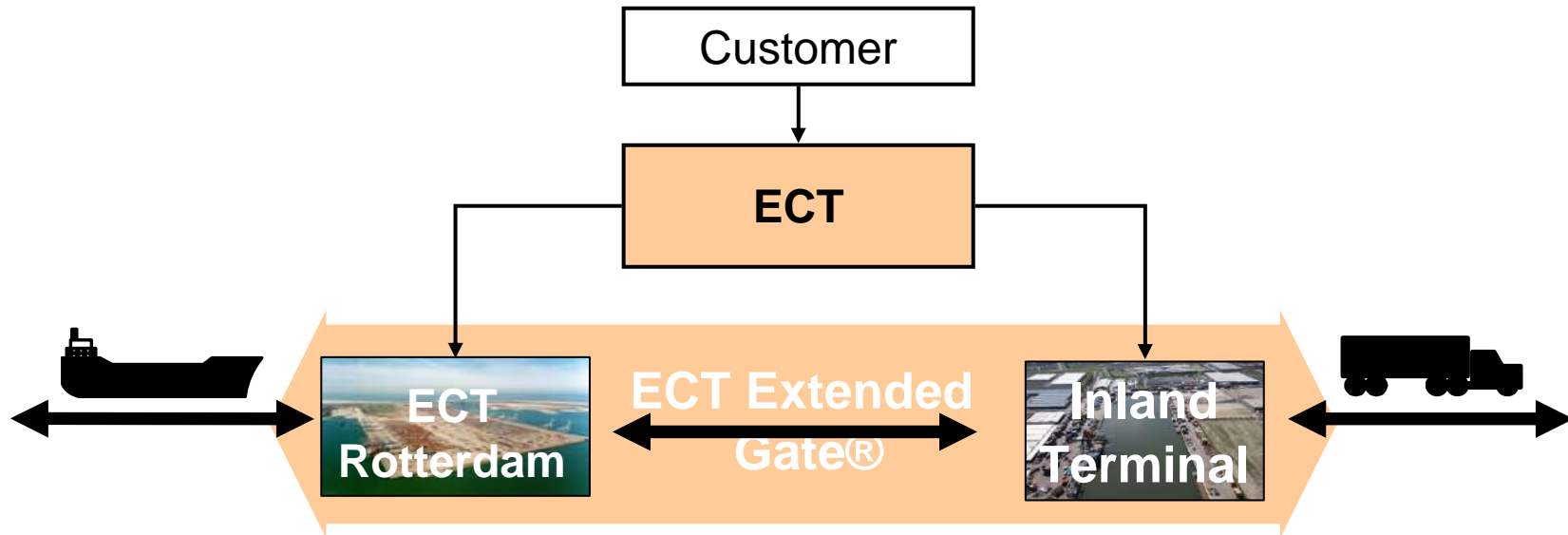


Cooperation ECT/ Kombiverkehr

Betuwe line express
6x/week from april 5th.



Extended Gate concept

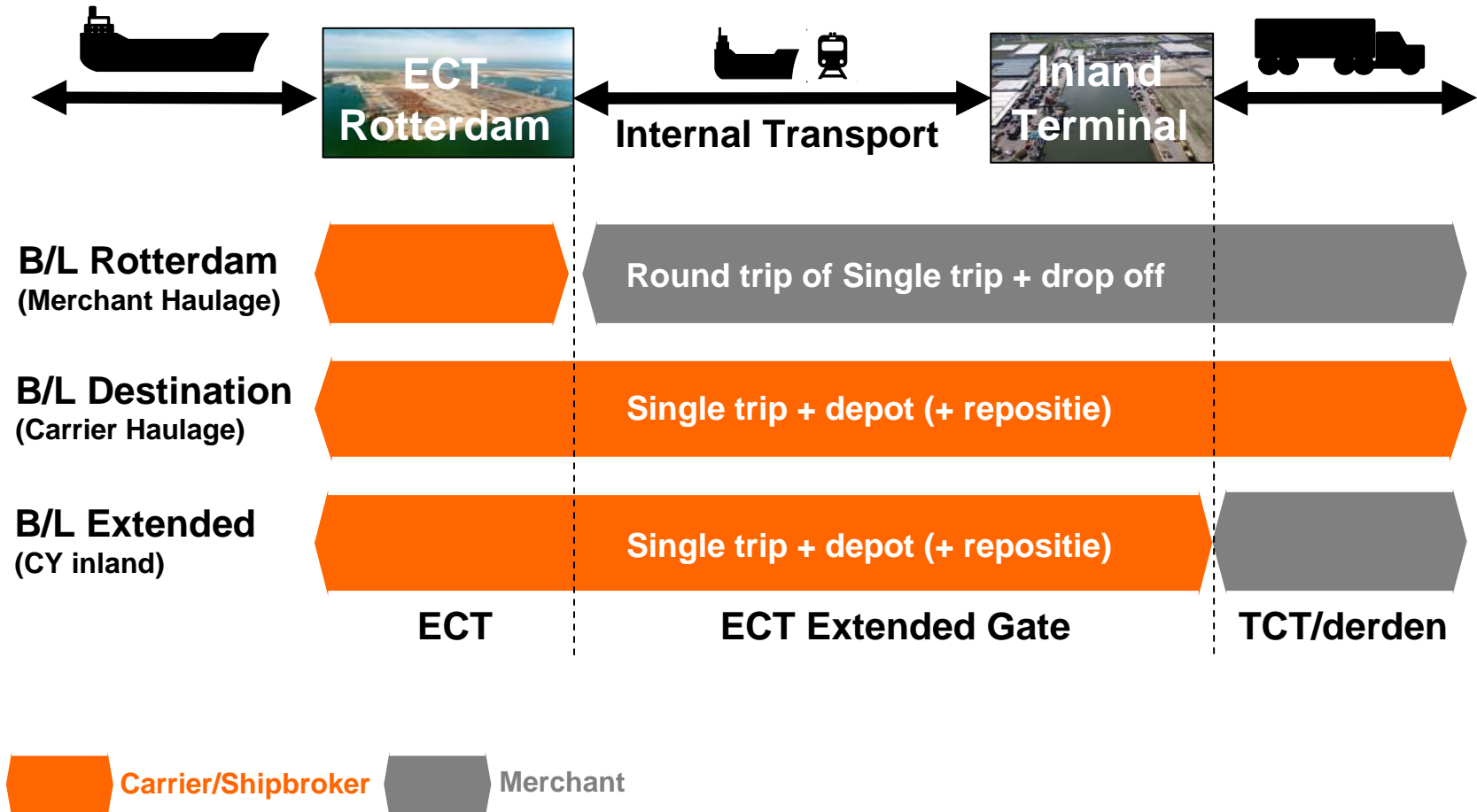


Concept

- Inland terminal is extension of ECT deepsea terminal
- One-stop-shopping via central (E-)bookingsdesk
- Just-in-time import & export availability
- Simplified customs legislation (no documentation)

B/L conditions leading

Type Bill of Lading



Advantages for the market

Shipping lines

- Use our system to service the clients (CY Duisburg, etc..)
- No investment in own networks

Logistic service providers

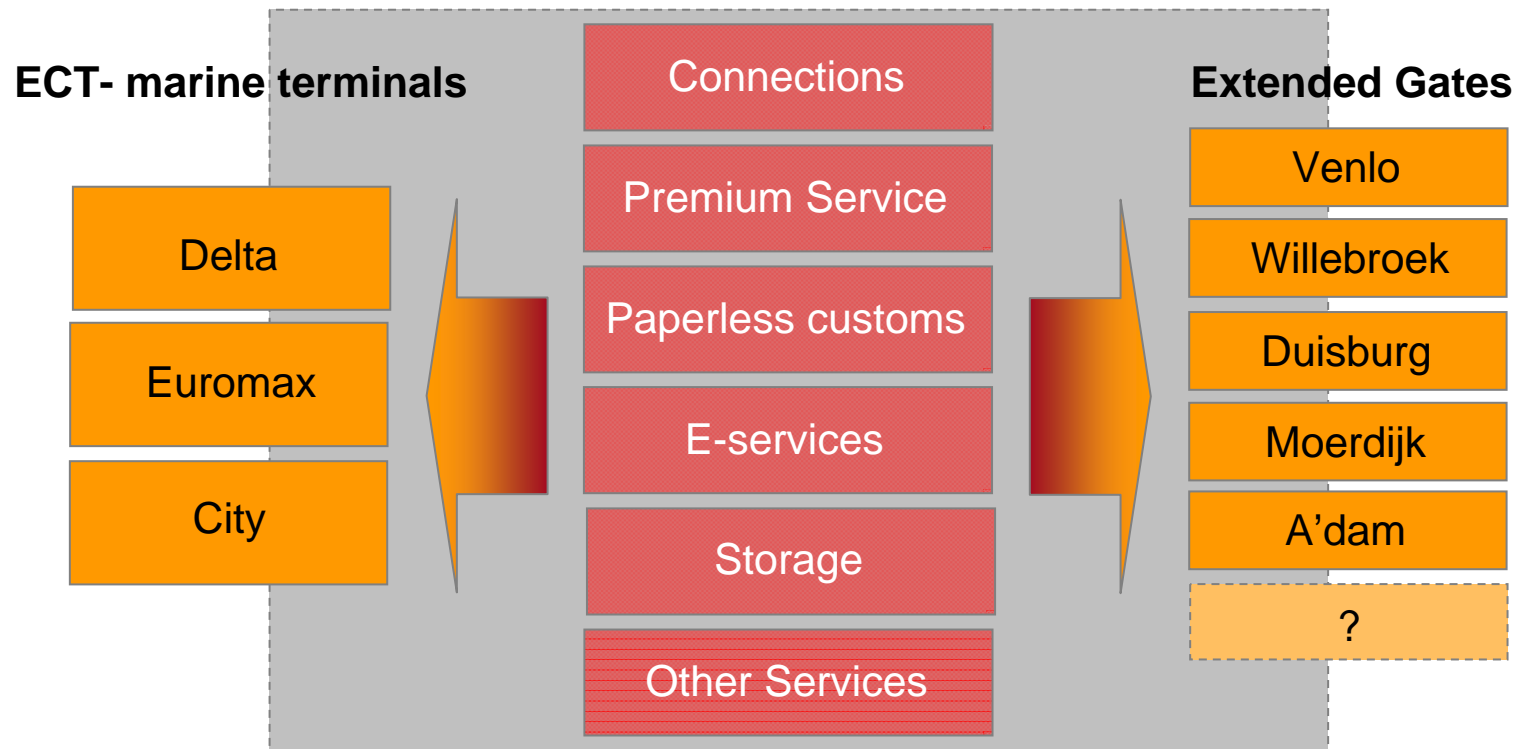
- Neutral operator
- Reliable and cost effective transport

Shippers

- Reliable and cost effective transport
- Minimum demurrage and detention costs
- CO2 friendly solutions

European Gateway Services

EGS

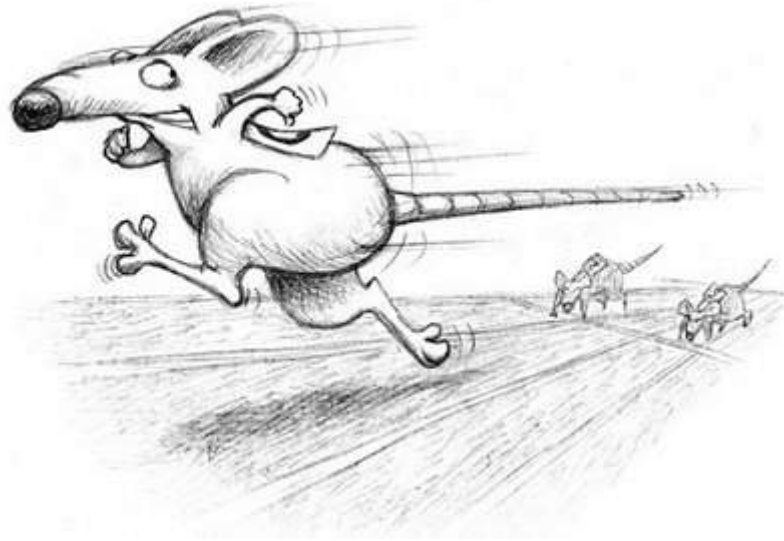


Conflicting interests ?

- **Parties benefit from inefficiencies.**
- **Shipping lines do not care in which port containers are handled**
- **Shippers try to avoid demurrage and detention costs**
- **Etc.....**

But nobody can blame ECT to

- **try to attract and bind cargo to the ECT terminals**
- **Try to squeeze costs out of the logistic chain**



Terminal operations is a commodity: You have to offer something extra



Questions?
Thank you



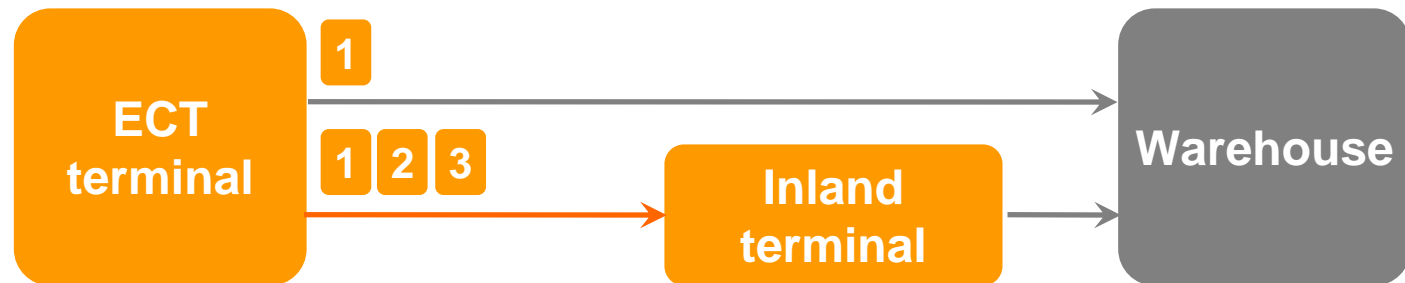
HPH

Our Mission

To be the global market leader in
port development, operations and logistics services.

EGS Customs corridor

Overview ECT European Gateway Services®



1	Release service	Simplified procedures
2	Paperless service	Simplified procedures/ Transit/ Free transport
3	Premium service	