

MOVING THE GLOBAL ECONOMY



***TOC Europe, 16 – 18 June 2009, Survival of the Fittest
Bremen Exhibition and Conference Centre, Bremen/Germany***





1. Introduction: Facts and Figures

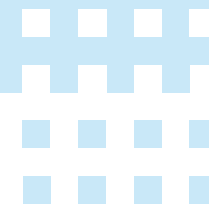
Bremer Logistics Group (BLG):
Innovation as Motors of Success



BLG, founded in 1877

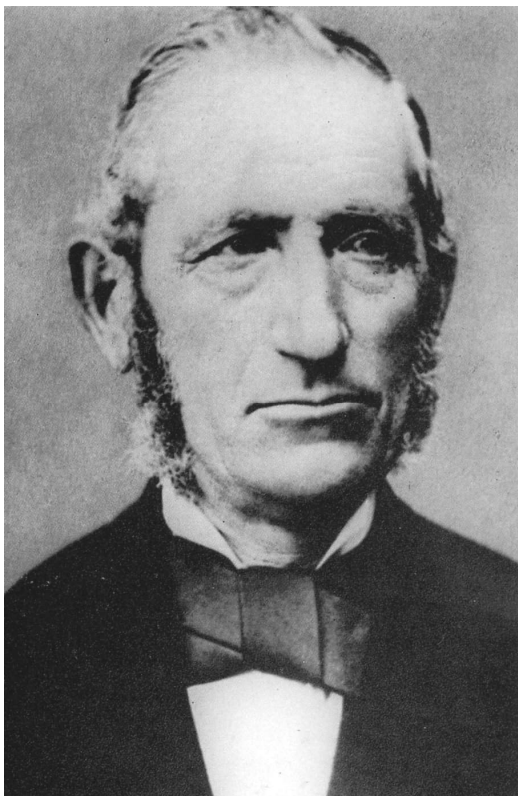


1. Introduction: Facts and Figures



EUROKAI-Eckelmann-Group, Hamburg:

Five Generations of Success



Cordt Eckelmann
* 13.11.1812



Carl Johann Lorenz
Eckelmann
* 27.03.1847



Carl Robert
Eckelmann
* 29.02.1880

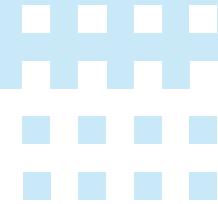


Kurt Eckelmann
* 03.08.1916



Thomas Eckelmann
* 03.12.1951

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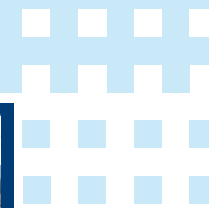


- EUROGATE was founded in September 1999
- Europe's largest container terminal logistics network
- Operator of ten container terminals together with Contship Italia, two additional projects under construction
- Range of services completed by intermodal transport and cargomodal logistics

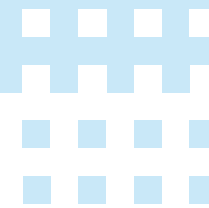
- The key figures of EUROGATE in Germany:

	2008	2007	Variation in %
Container throughput in TEU	8,191,234	7,808,510	+ 4.9
Turnover in million €	715	659	+ 8.4
Staff	5,175	4,515	+ 14.6

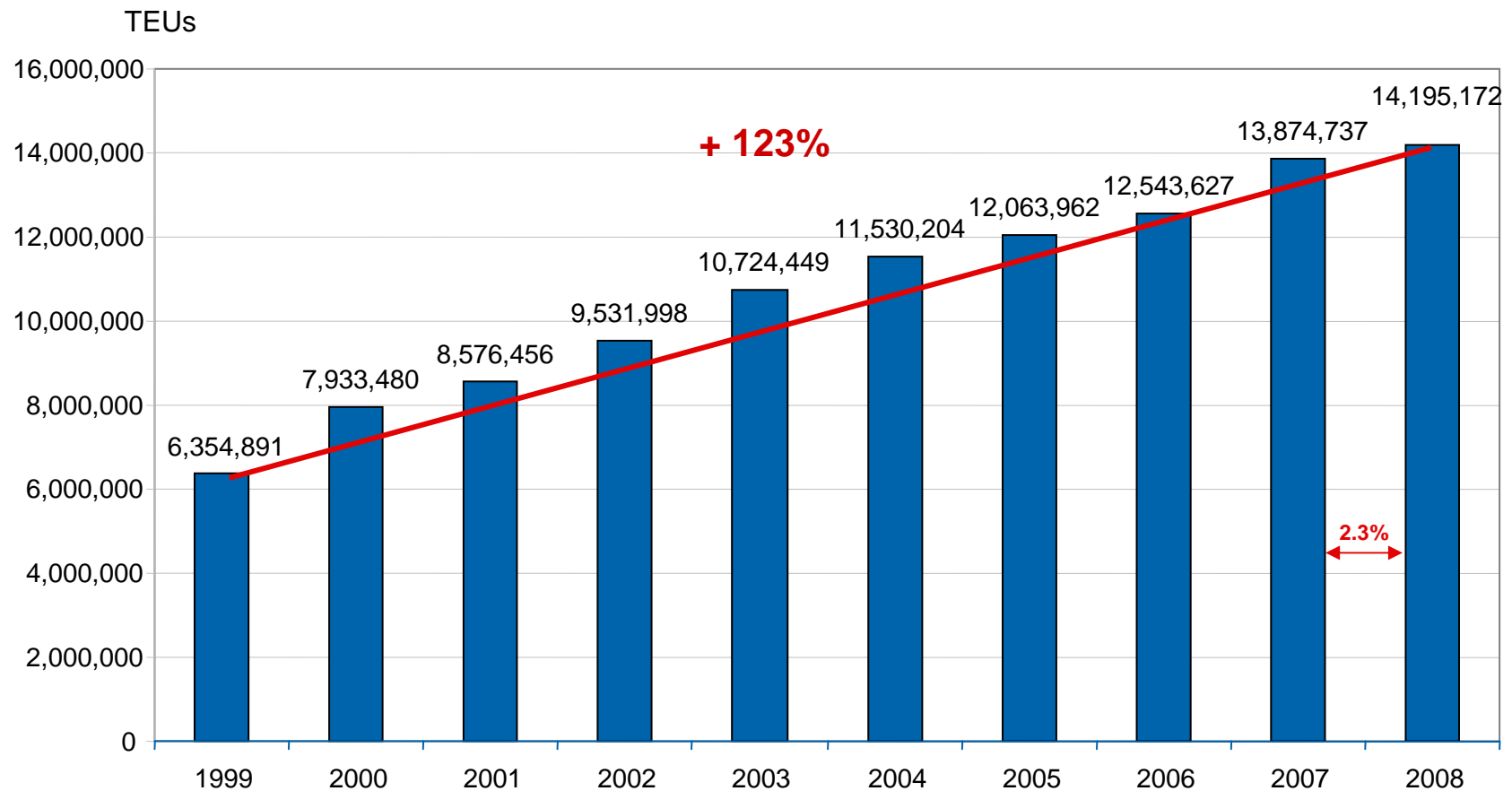
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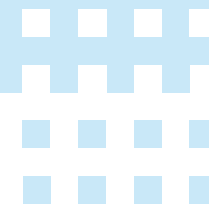
1. Introduction: Facts and Figures



Container handling volumes in Europe



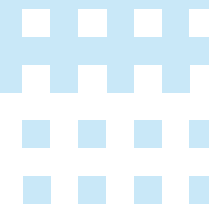
1. Introduction: Facts and Figures



Container handling volumes in Germany

	<i>2008 in TEUs</i>	<i>2007 in TEUs</i>	<i>Change in %</i>
Germany	8,191,234	7,808,510	+ 4.9
<i>Bremerhaven</i>	<i>5,500,709</i>	<i>4,892,239</i>	<i>+ 12.4</i>
<i>Hamburg</i>	<i>2,690,525</i>	<i>2,916,271</i>	<i>- 7.7</i>
<i>Italy</i>	<i>5,704,404</i>	<i>5,828,688</i>	<i>- 2.1</i>
<i>Other</i>	<i>299,534</i>	<i>237,539</i>	<i>+ 26.1</i>
<i>Total</i>	<i>14,195,172</i>	<i>13,874,737</i>	<i>+ 2.3</i>

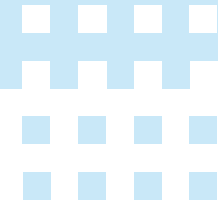
1. Introduction: Facts and Figures



Container handling volumes in Germany in Q1 2009

	<i>2009 in TEUs</i>	<i>2008 in TEUs</i>	<i>Change in %</i>
Germany	1,623,429	1,973,358	- 17.7
Bremerhaven	1,005,022	1,290,496	- 22.1
Hamburg	618,407	682,862	- 9.4
<i>Italy</i>	<i>1,314,511</i>	<i>1,331,141</i>	<i>- 1.2</i>
<i>Other</i>	<i>113,577</i>	<i>56,902</i>	<i>+ 99.6</i>
<i>Total</i>	<i>3,051,517</i>	<i>3,361,401</i>	<i>- 9.2</i>

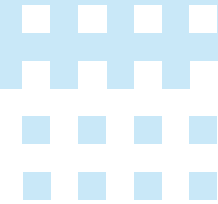
2. Development of the German locations



Container Terminals in Bremerhaven



2. Development of the German locations

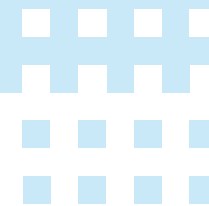


Container Terminals in Bremerhaven (including completed section of CT4)

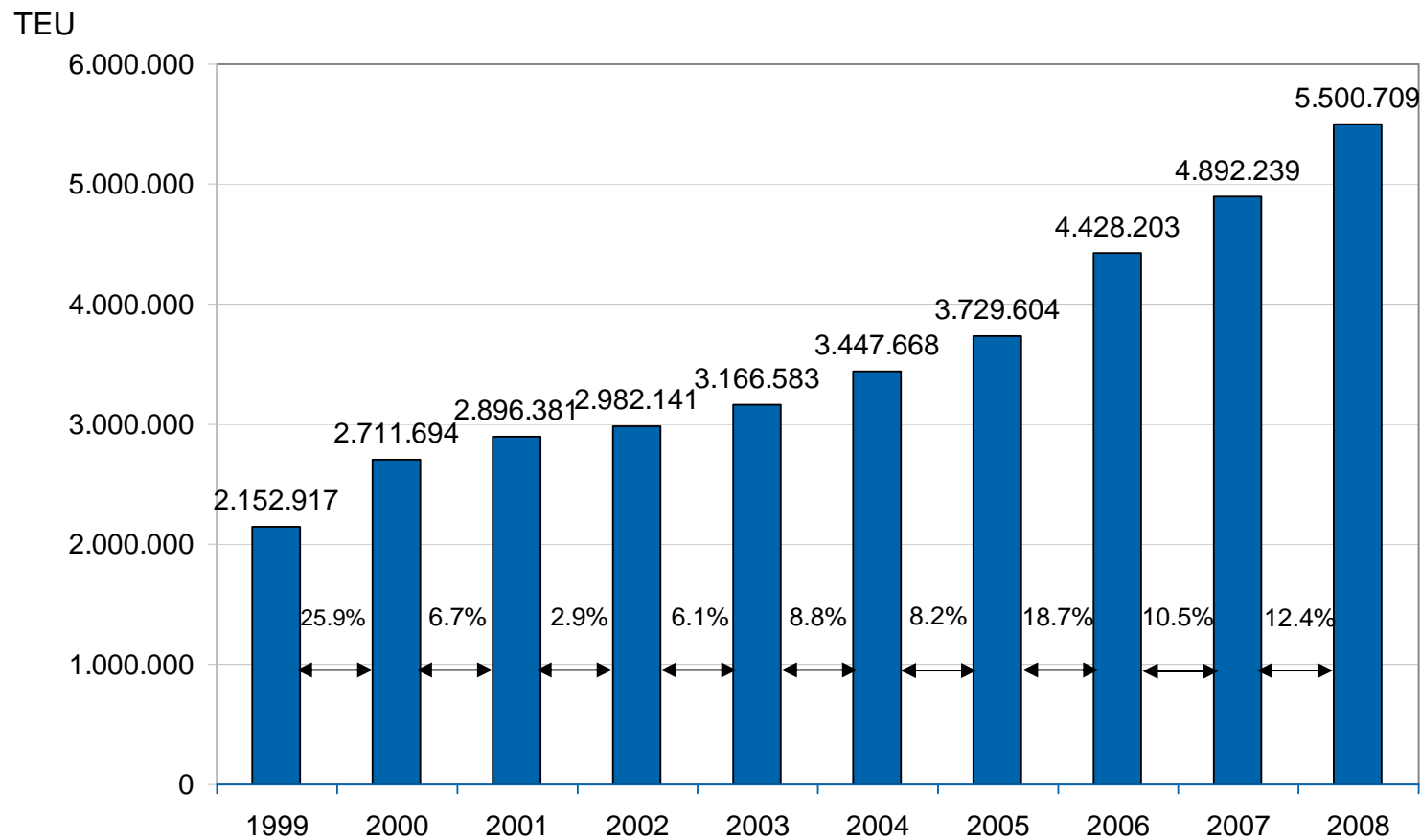
<i>Area</i>	2,787,000 m ²
<i>Quay length</i>	4,680 m
<i>Number of berths</i>	11 + 4 short sea berths
<i>Water depth</i>	14 m – 16.5 m
<i>Gantries</i>	40
<i>Straddle Carrier</i>	264
<i>Reefer Points</i>	5,419



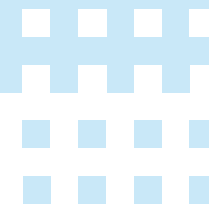
2. Development of the German locations



Container volumes in Bremerhaven (in TEU)

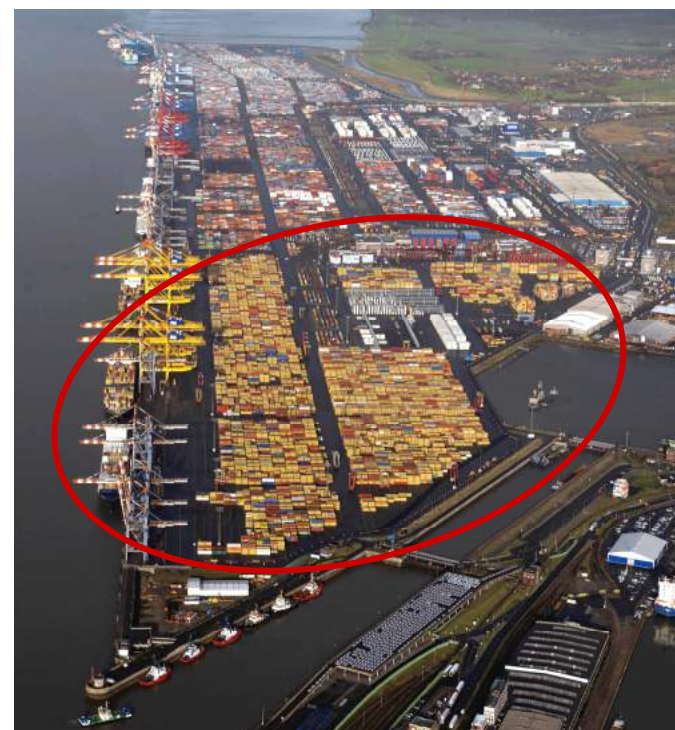


2. Development of the German locations

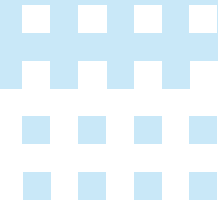


MSC Gate Bremerhaven GmbH & Co. KG

Shareholder	EUROGATE (50%) MSC (50%)
Area	472,000 m ²
Quay length	1,200 m
Number of berths	3
Water depth	14 m – 15.5 m
Gantries	8
Straddle Carrier	61
Reefer Points	1,259

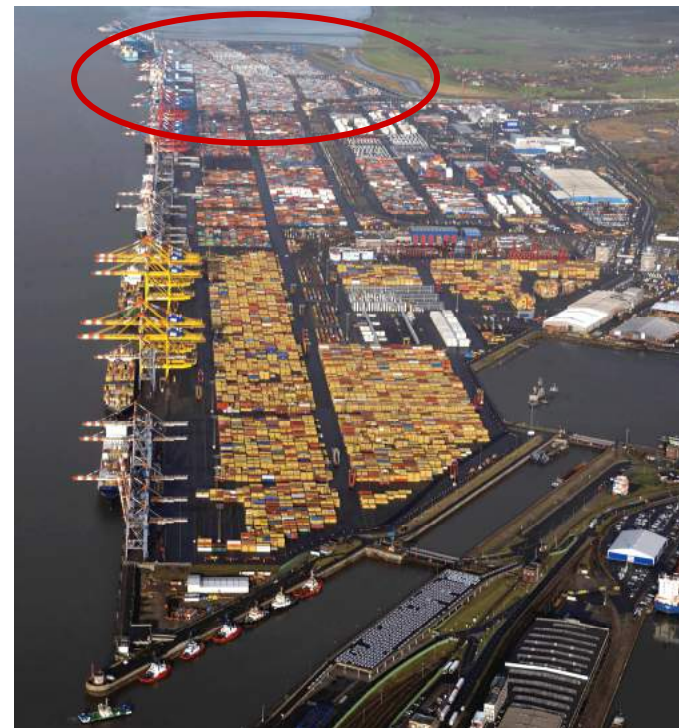


2. Development of the German locations



North Sea Terminal Bremerhaven GmbH & Co.

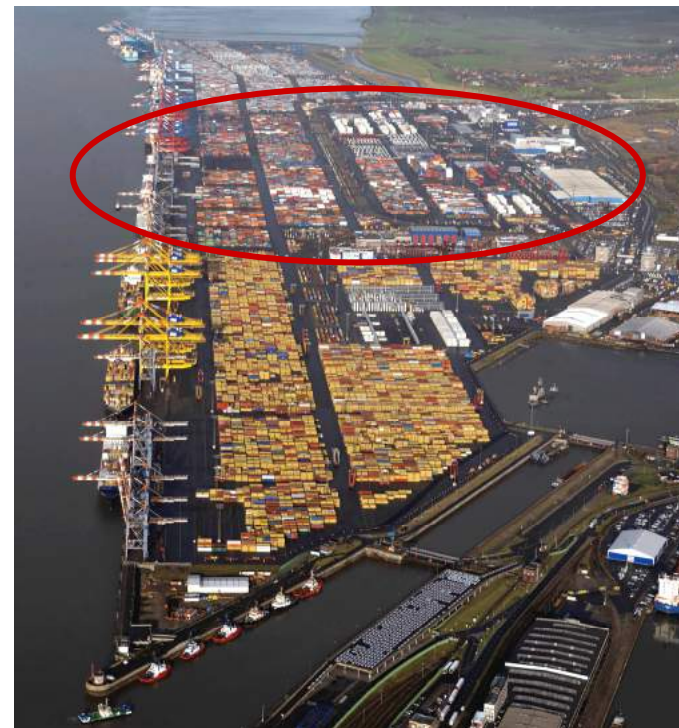
Shareholder	EUROGATE (50%) Maersk (50%)
Area	970,000 m ²
Quay length	1,630 m
Number of berths	4 + 2 short sea berths
Water depth	15.5 m – 16.5 m
Gantries	18
Straddle Carrier	85
Reefer Points	2,288



2. Development of the German locations

EUROGATE Container Terminal Bremerhaven GmbH

Shareholder	EUROGATE (100%)
Area	1,345,000 m ²
Quay length	1,850 m
Number of berths	4 + 2 short sea berths
Water depth	14 m – 15.5 m
Gantries	14
Straddle Carrier	118
Reach Stacker	2
Reefer Points	1,872

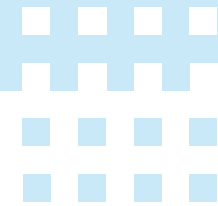


2. Development of the German locations

EUROGATE Container Terminal Hamburg

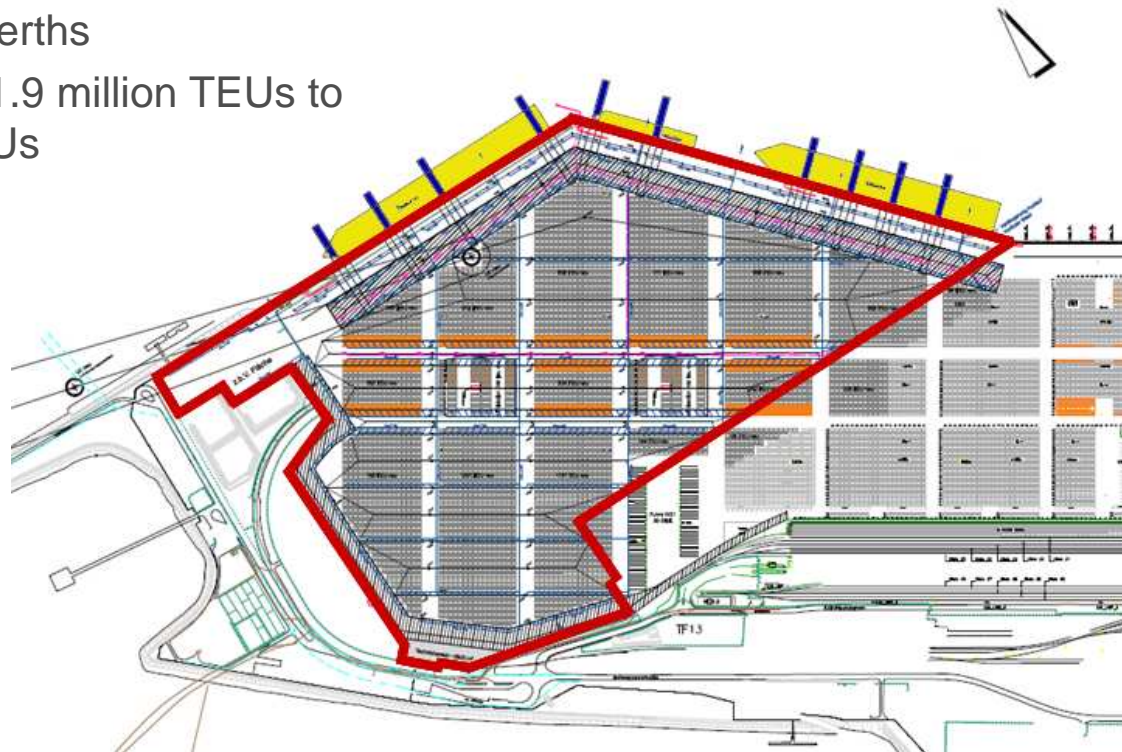


2. Development of the German locations

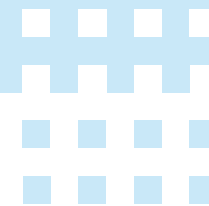


Hamburg: Expansion westward towards Bubendey-Ufer

- Completion scheduled seven years from now (2016)
- Submission of planning approval application in April 2009
- More than 1,000 m of berths
- Capacity expansion of 1.9 million TEUs to a total of 6.0 million TEUs



2. Development of the German locations

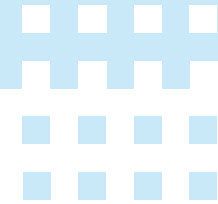


EUROGATE Container Terminal Wilhelmshaven

- Completion planned in two-and-a-half years (November 2011)



2. Development of the German locations



EUROGATE Container Terminal Wilhelmshaven

- Germany's only deep water port directly on the North Sea coast (open sea)
- Common-user terminal
- Start of operations in 2011

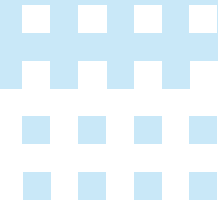
<i>Area</i>	1.2 Mio. m ²
<i>Quay length</i>	1,725 m
<i>Number of berths</i>	4
<i>Water depth</i>	18 m
<i>Gantries</i>	16
<i>Straddle Carrier</i>	68
<i>Loading cranes</i>	5
<i>Handling capacity</i>	2.7 Mio. TEU p. a.



Source: JadeWeserPort Realisierungs GmbH & Co. KG



2. Development of the German locations

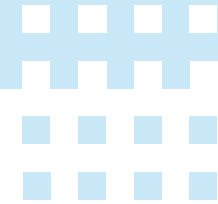


Measures

- Quality, innovation and productivity
- Cost-cutting programme
- Alignment of investments
- Alignment of human resources planning (flexibilisation and short-time work)



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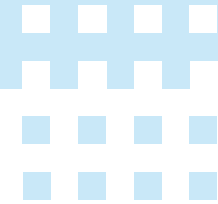


Environmental management

- Wood chips CHP plant
- Decentralised combined heat and power generation
- Use of diesel-electric straddle carriers
- Switchover to recycling paper



3. Conclusion and outlook



- No one yet knows the full extent and duration of the current economic crisis. Reliable forecasts are therefore not possible.
- Reductions in container handling volumes will affect revenue and earnings. For 2009, we are anticipating continued positive business development.
- Infrastructure must continue to be developed. For this reason, EUROGATE is continuing to push for the deepening of the shipping channels in the rivers Weser and Elbe. The construction of the coastal A22 motorway must also be realised without delay. The upgrading of Kiel Canal will secure the competitive edge of the German North Sea Ports over the West Ports.
- Politicians must ensure that the North German locations are able to remain competitive despite the crisis. For this reason, EUROGATE expressly supports the “*National Port Concept*” as part of the Federal Ministry of Transport’s master plan for goods traffic and logistics.

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Thank you for your attention!

