Container Terminal, Intermodal Logistics
CONTSHIP: MORE THAN JUST A TERMINAL OPERATOR

UNIQUELY INTEGRATED PORT-TO-DOOR OFFER

CONTAINER TERMINAL

+ CUSTOMS

RAIL TRACTION

+ CUSTOMS

+ WAREHOUSING

+ CNTR DEPOT

CY DEPOT RAIL HUB

LAST MILE TRUCKING

MARKET
CONTSHIP ITALIA GROUP

2,700 EMPLOYEES

US$ 390 million TURNOVER/YEAR*

25% of ITALIAN IMPORT/EXPORT

25% of INTERMODL Market in ITALY

22% of T/S HUB Market in the MED

*Forecast 2017
300,000 m²  
SURFACE

300,000 TEUs  
HANDLING CAPACITY

4 x 750 m
3 x 550 m
12 x 600 m (shunting)

RAIL TRACKS

7,000 TRAINS/YEAR IN & OUT

US$ 33 million of PRIVATE INVESTMENT
LA SPEZIA, FIRST PRIVATE TERMINAL IN ITALY

1971

US$ 240 million of PRIVATE INVESTMENT

1987

2017

The future
DO BCOs REALLY CARE ABOUT PORTS?

- AVAILABILITY OF RELIABLE END-TO-END TRANSPORT SERVICES
- COMPETITIVENESS BY INCLUDING IMPACT ON INVENTORY COSTS
- REDUCE COMPLEXITY AND SUPPLY CHAIN DISRUPTION RISKS
- FULL TRANSPARENCY AND ACCESS TO DATA
ITALY, A NICE PLACE TO GO ON HOLIDAY .... AND

7th LARGEST export MANUFACTURER IN THE WORLD

2nd LARGEST export MANUFACTURER IN EUROPE

60 MILLION CITIZENS

US$ 34,620 OF GDP PER CAPITA*
(adjusted by Purchasing Power Parity) equal to 195% of the world average

* source: https://tradingeconomics.com/country-list/gdp-per-capita-ppp
SERVING MULTIPLE MARKETS IN ITALY

45% of ITALIAN GDP

<table>
<thead>
<tr>
<th>REGION</th>
<th>IMPORT (maritime)</th>
<th>EXPORT (maritime)</th>
</tr>
</thead>
<tbody>
<tr>
<td>TUSCANY</td>
<td>3,637,161 ton</td>
<td>2,879,468 ton</td>
</tr>
<tr>
<td>LOMBARDY</td>
<td>13,082,401 ton</td>
<td>8,741,602 ton</td>
</tr>
<tr>
<td>EMILIA ROMAGNA</td>
<td>11,000,796 ton</td>
<td>5,034,990 ton</td>
</tr>
<tr>
<td>VENETO</td>
<td>6,843,437 ton</td>
<td>4,046,832 ton</td>
</tr>
</tbody>
</table>

source: ISTAT, elaboration Contship Italia (oil products not included)
GDP PER CAPITA (2015) BY EUROPEAN REGION

EUROSTAT
Your key to European statistics

(% of the EU-28 average, EU-28 = 100)

EU-28 = 100
- < 75
- 75 – < 90
- 90 – < 100
- 100 – < 125
- 125 – < 150
- >= 150
- Data not available

La Spezia
43 Asian ports
4 Asia-Med services
3 Alliances

2M, Ocean Alliance, THE Alliance

4 WEEKLY SERVICES

EAST BOUND

WEST BOUND

LA SPEZIA PORT

HONG KONG

25 Days

23 Days
CONNECTIVITY BY RAIL

Up to 200 trains per week

LA SPEZIA TO/FROM

- ROTTERDAM
  - 14 trains/week
- BASEL
  - 10 trains/week
- DUISBURG
  - 6 trains/week
- MILAN
  - 42 trains/week
- RUBIERA (RE)
  - 34 trains/week
- PADUA
  - 28 trains/week
- DINAZZANO (RE)
  - 26 trains/week
- BOLOGNA
  - 16 trains/week
- BARI
  - 10 trains/week
- RIVALTA (AL)
  - 10 trains/week
- VERONA
  - 10 trains/week
- VITTUONE (MI)
  - 8 trains/week

> 35% of cargo delivered by rail: ranked 1st in Italy

UPDATED MAY. 2017

DOMESTIC RAIL LINKS

- LA SPEZIA
  - Rubiera (Modena)
    - 34 trains/week
- LA SPEZIA
  - Padua
    - 28 trains/week
- LA SPEZIA
  - Dinazzano (Reggio Emilia)
    - 27 trains/week
- LA SPEZIA
  - Melzo (Milan)
    - 27 trains/week
- LA SPEZIA
  - Bologna
    - 16 trains/week
- LA SPEZIA
  - Segrate (Milan)
    - 10 trains/week
- LA SPEZIA
  - Rivalta (Alessandria)
    - 10 trains/week
- LA SPEZIA
  - Verona
    - 10 trains/week
- LA SPEZIA
  - Vittuone (Milan)
    - 6 trains/week

Up to 200 trains per week

> 35% of cargo delivered by rail: ranked 1st in Italy
100% PAPERLESS CUSTOMS PROCESS

ANTICIPATE

-48 H preclearing

SHIP

CONTAINER TERMINAL

- Inspections
- Custom Duties
- VAT

TRAIN

fast corridor

INLAND HUB

DEFER

LAST MILE DELIVERY TO FINAL DESTINATION

- Inspections
- Custom Duties
- VAT
GATEWAY TO EUROPE BY SAVING TRANSIT TIME

- 16% OF TOTAL TRANSIT TIME

31 days

26 days

ROTTERDAM

BASEL

LA SPEZIA

HONG KONG
SHANGHAI CONTAINERIZED FREIGHT INDEX

NORTH EUROPE vs MED SPOT RATES
PORT-TO-DOOR COSTS

Assumption: 40ft standard cntr  Haulage to Basel (CH)
ROTTERDAM : base 100 (data in EURO)

PORT TO DOOR IS STRATEGIC IN THE TOTAL END-TO-END COST
## INVENTORY COST IMPACT (HONG KONG – BASEL)

### ASSUMPTION

<table>
<thead>
<tr>
<th></th>
<th>Value container US$100,000</th>
<th>Interest p.a. US$ 25,000</th>
<th>Interest per day US$ 68</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital costs</td>
<td>15%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Storage space costs</td>
<td>2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventory service costs</td>
<td>2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventory risks costs</td>
<td>6%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Costs Comparison

<table>
<thead>
<tr>
<th>Route</th>
<th>Average Transit-Time</th>
<th>Cost Differences</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basel via Rotterdam (by RAIL)</td>
<td></td>
<td>US$ 544 saving x 40ft cntr</td>
</tr>
<tr>
<td>Basel via LA SPEZIA (by RAIL)</td>
<td></td>
<td>US$ 2,108</td>
</tr>
<tr>
<td>Basel via Rotterdam (by BARGE)</td>
<td></td>
<td>US$ 2,312</td>
</tr>
</tbody>
</table>

**Value container**: US$100,000

- **Capital costs**: 15%
- **Storage space costs**: 2%
- **Inventory service costs**: 2%
- **Inventory risks costs**: 6%

**Interest per day**: US$ 68

**Annual Interest**: US$ 25,000

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https://www.lokad.com/definition-inventory-costs
SERVING THE SWISS MARKET via CONTSHIP

Trains: round trips / week

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017 Fcst</th>
</tr>
</thead>
<tbody>
<tr>
<td>TEU</td>
<td>-</td>
<td>1</td>
<td>-</td>
<td>+ 244%</td>
<td>+ 178%</td>
</tr>
<tr>
<td></td>
<td>1</td>
<td>1</td>
<td>+ 41%</td>
<td>+ 71%</td>
<td></td>
</tr>
</tbody>
</table>

From DEC 2017
WHY CONTSHIP LA SPEZIA

✓ Milan CY Platform and La Spezia enabling RAIL ACCESS and FINAL TRUCK DELIVERIES to ITALY and SOUTH EUROPE

✓ IMPORT Rail Share (35%) plus 200 TRAINS/W offering GREENEST CREDENTIALS for YOUR CARGO

✓ Potential Saving on INVENTORY COSTS by Reducing END-TO-END TRANSIT TIME

✓ Contship is a long established SYSTEM born out of Containerization with La Spezia first port in Italy to accept 14,000 teu ships in 2011 and now accommodating 16,000 teu ships
YOUR ITALIAN PARTNER OF CHOICE

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