

# HHLA INTERMODAL

Market Place Seminar

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Hamburg, October 27th 2011



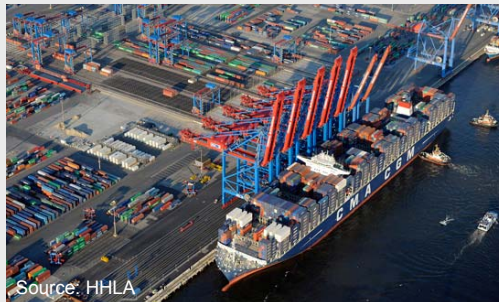
# HAMBURGER HAFEN UND LOGISTIK AG

A leading port logistics group



# SEAPORTS: VESSEL SIZE AS KEY FACTOR

Seaport and hinterland terminals facing enormous challenge – Efficient use of hinterland transport mode necessary



- Increasing number of “Mega-Carrier” calls
- 67 vessels > 10,000 TEU operated (Order book: 140)
- „Moves per call“ heavily increasing
- Maersk recently ordered Triple E-Class vessels with 18,000 TEU



Process-related effect on:

- Seaport and hinterland logistics
- Sourcing and distribution of customers



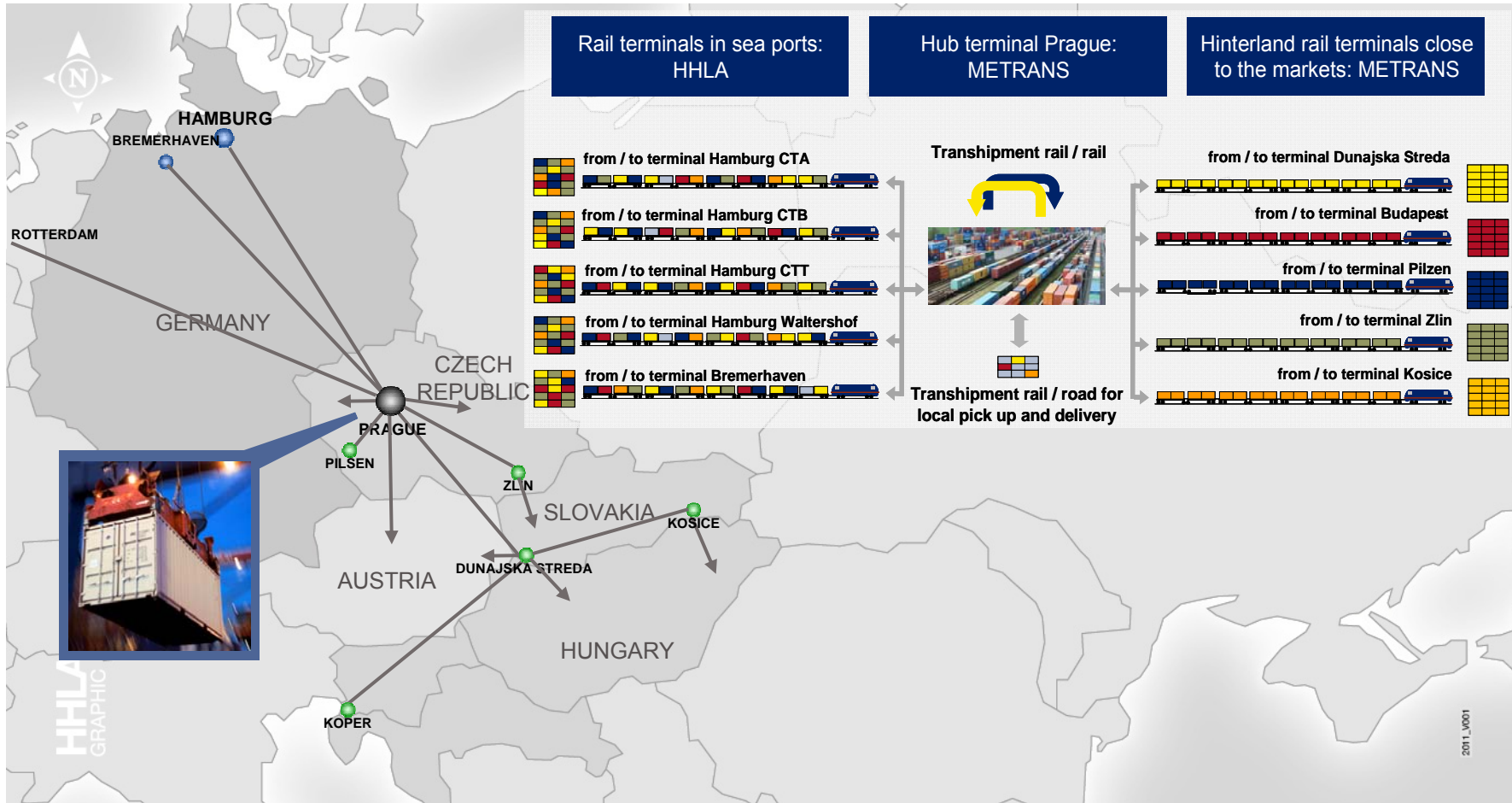
Impulse for  
HHLA



Focus on highly-productive and  
sustainable logistics solutions

# INTERMODAL BLOCK TRAIN NETWORK

## Hub-and-Spoke-Concept



# ADVANCED HUB & SHUTTLE CONCEPT

## Benefits for customers

**Increased efficiency compared to shunting concepts: bundling container flows for various destinations on shuttle trains via a hub terminal and transshipment to connecting trains**

### Benefits for Customers

Higher transport frequency by bundling of volumes for various destinations

=> **Higher flexibility** and **reliability** for customers,

Shuttle trains without shunting

=> **Higher reliability** of transport services,

Fixed wagon sets = fixed transport capacity

=> **Advanced dispatch** of daily capacity for customers,

Block train service (departure terminal – hub terminal – arrival terminal v.v.)

=> **Attractive cost-quality ratio** for the customer compared to shunting of single wagons by railway companies,

Bundling of transport flows for various destinations

=> **Integration of medium sized industrial areas** into attractive intermodal networks,

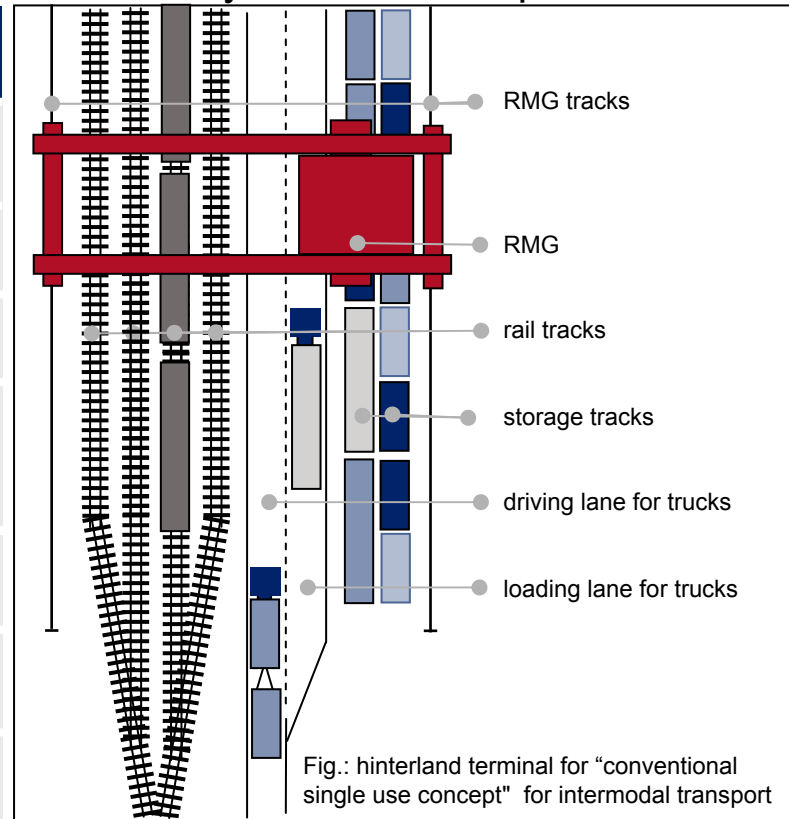
Advanced train schedule at hub location

=> **Attractive intermodal services** (loco) due to hub train network.

# CHARACTERISTICS OF TRADITIONAL TERMINAL LAYOUT CONCEPTS

Hinterland terminals are often not suitable for intermodal "conveyor belt"- concepts

	<b>Business model of conventional terminals in the continental combined transport</b>
<b>Portfolio</b>	Core business "lifting and lowering" of ITU's, no value added services
<b>Buffer stock</b>	Low buffer stock capacity under crane
<b>Storage tracks</b>	Often insufficient capacity of storage tracks
<b>Lack of depot capacity</b>	Lack of storage capacity often leads to high storage fees (target: avoid overflows by faster pick up of goods by customers)
<b>Container-depot</b>	External service provider (additional moves, time, costs)
<b>Container-repair</b>	External service provider (time, costs)
<b>Target group</b>	Intermodal operators and railway companies mainly focussed on continental transport



► Parameters for public co-financing of terminal infrastructure are based on terminal operating models from the 80's

# TERMINALS FOR MARITIME LOGISTICS

Layout and business model have to meet the requirements of maritime logistics

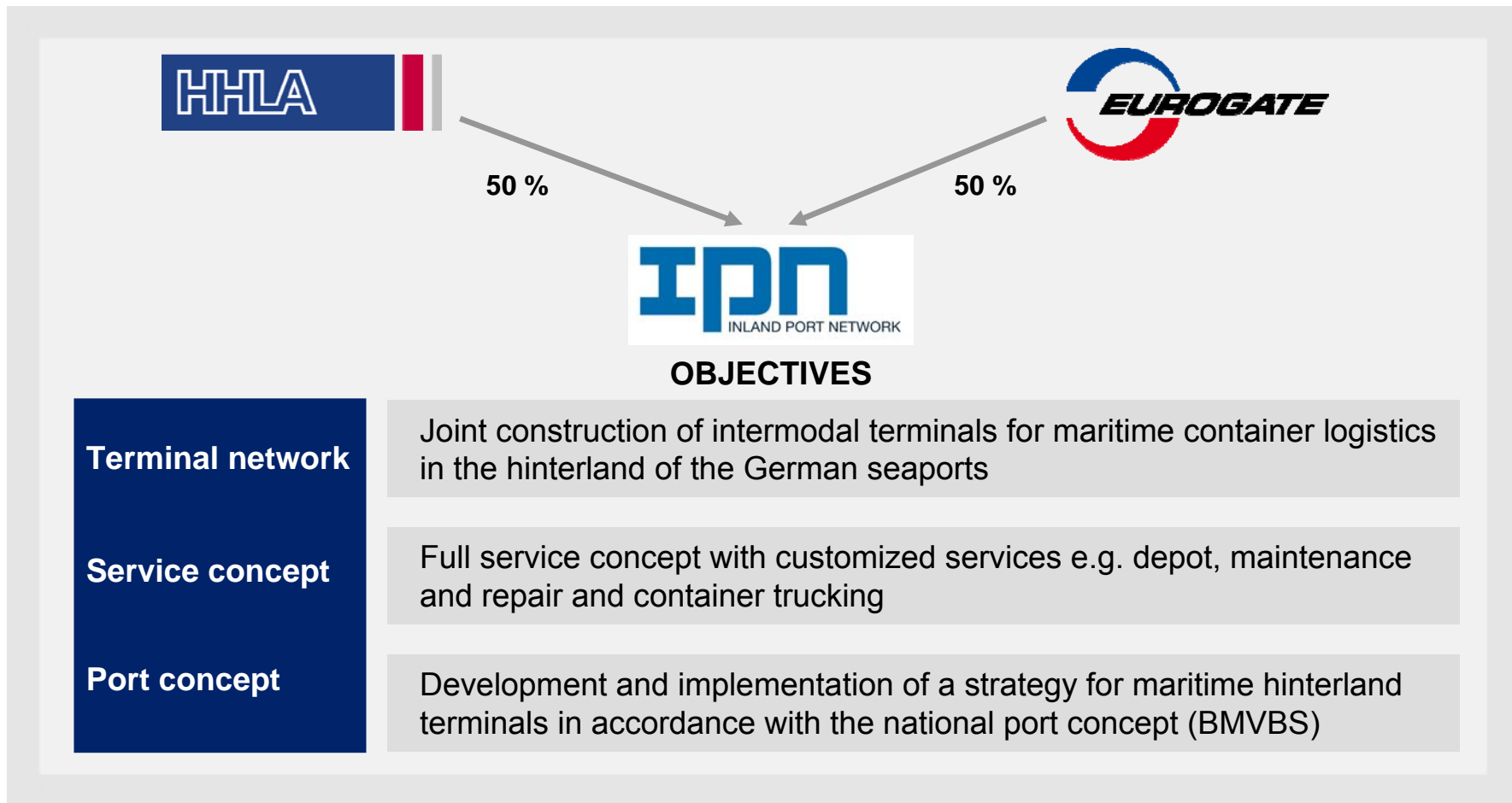
	Requirements of the maritime logistic to an intermodal terminal in the hinterland
<b>Portfolio</b>	Full-service incl. value added services
<b>Buffer stock</b>	High buffering capacity below RMG required
<b>Storage tracks</b>	Sufficient capacity for storage tracks
<b>Potential as an intermediate buffer</b>	Moderate storage charges Objective: Enable intermediate buffer. In times of high volumes load removal of sea ports in order to increase productivity
<b>Container depot</b>	Terminal service portfolio
<b>Repair of containers</b>	Terminal service portfolio
<b>Target group</b>	Operators in intermodal transports with sea port hinterland traffic or continental traffic



Fig.: Terminal Dunajská Streda (Slovakia)

# JOINT VENTURE HHLA/EUROGATE

Target: Development of hinterland terminal network for maritime transport





THANK YOU FOR YOUR ATTENTION.

