



Terminal Catalunya

**French-Iberian Rail Link –
Fostering European Connectivity
2 November 2010**

Agenda



- New “Muelle Prat” hinterland strategy and Rail infrastructures (video)
- 4 Factors to increase Rail market share in Barcelona
- What is preventing rail from becoming the major mode of transport?
- How we see Muelle Prat Terminal future?

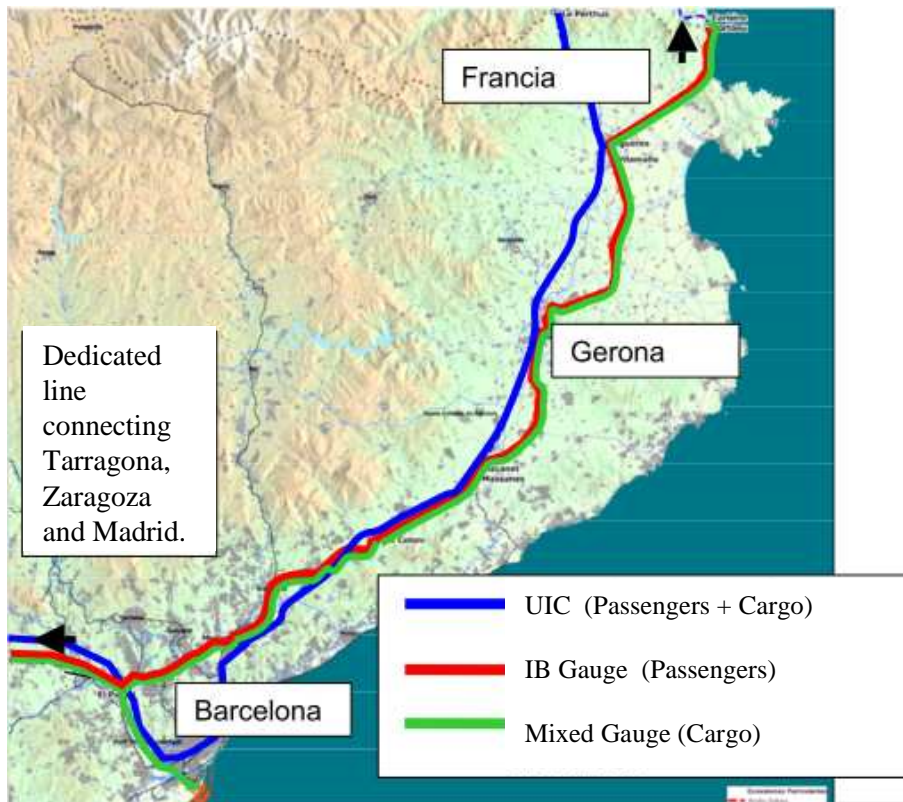


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- 4 Factors to increase Rail Market share in Barcelona

Infrastructure: Rail network connections outside Barcelona



UIC connectivity to increase competitiveness in Southern France and European markets.



*Source: APB

Infrastructure: Rail network connection in the Port of Barcelona



Port rail network infrastructure to avoid bottle necks and inefficiencies.



Infrastructure: Rail terminal in the Port container terminal



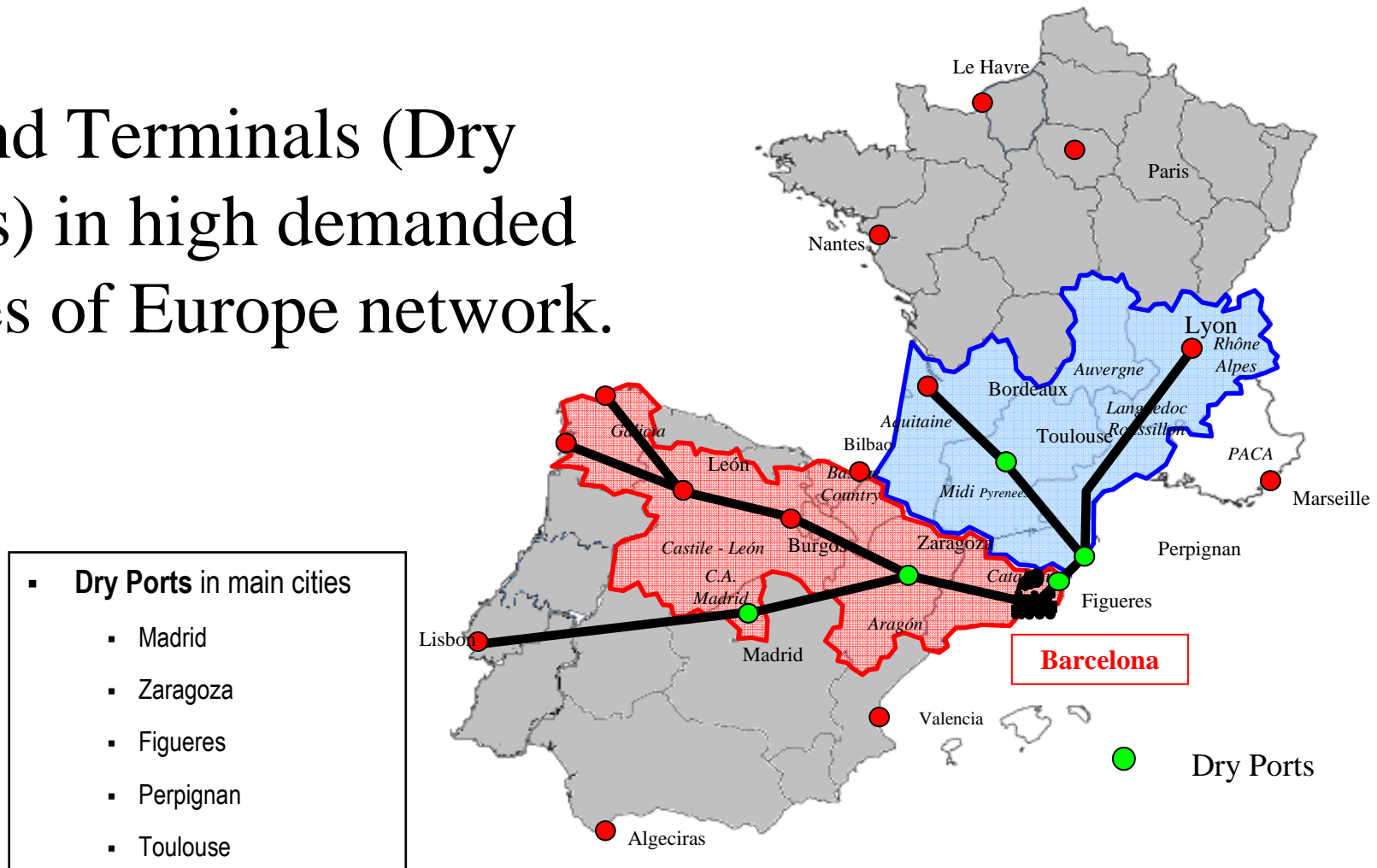
Maritime ports with rail terminals capable of dealing efficiently with all different train compositions and gauges.



Infrastructure: Inland Terminals (Dry Ports)

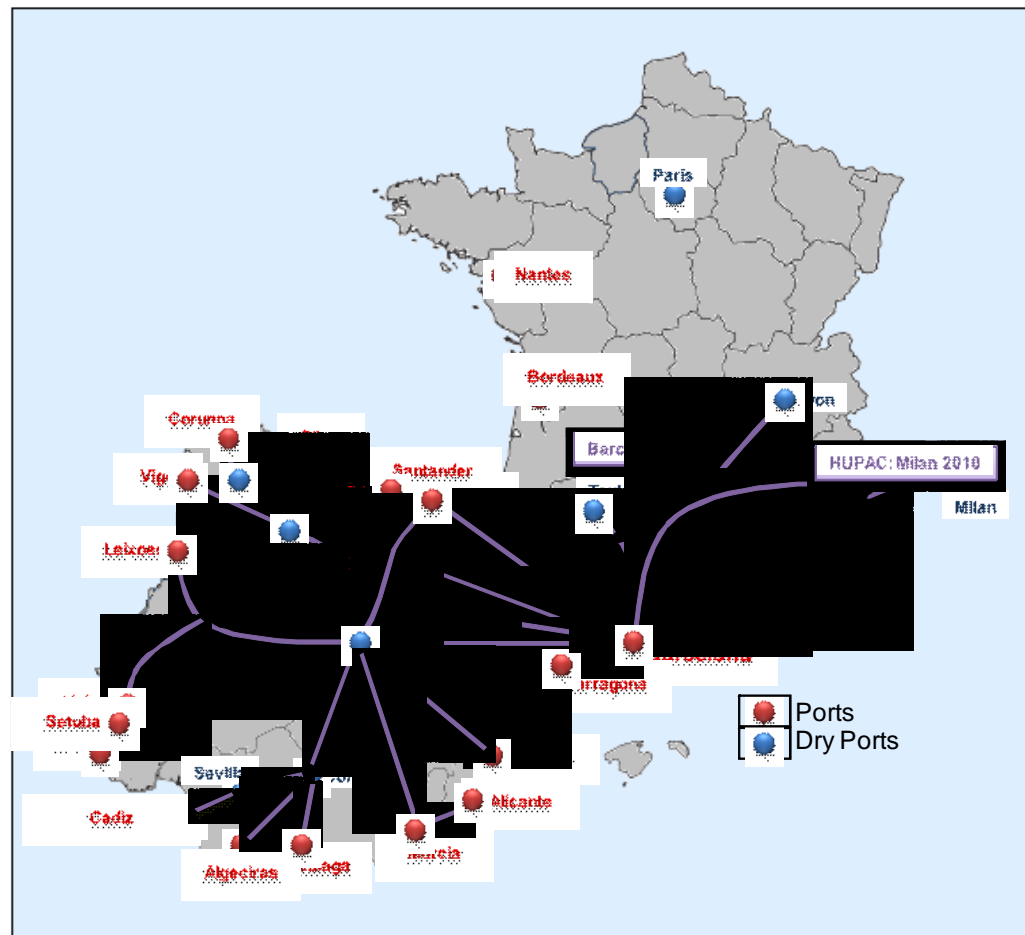


Inland Terminals (Dry Ports) in high demanded nodes of Europe network.



Rail Services Network

- Frequent and reliable rail services.
- Rail operators to invest strategically in order to develop the market.
- Cooperation among Terminal Operators and Rail Operators to increase commercial Impact with shipping lines.



Awareness of Barcelona as a gateway for Southern France and Europe



- Marketing and Commercial campaign to increase awareness of Barcelona as a Gateway for Southern France and Europe.
 - Final customers,
 - Freight forwarders,
 - Shipping agents,
 - Shipping lines, etc)
- Development of door to door services.

- Barcelona is a strategic enclave through which shippers can make valuable time savings for goods flowing from ASIA, its **location** offers the competitive advantage in **costs and time** reductions (6-8 days Transit Time).
- Barcelona provides **world-class port facilities and capacity** designed for the world's largest containerships. Surrounding the port is an extensive **logistics infrastructure** reaching the entire **Iberian peninsular and southern France**.
- HPH will develop Barcelona as its principal Terminal in Southern Europe making it the **principal gateway port in the Mediterranean**

Gateway to Southern Europe



Time from Suez Canal
Source: HPH

Government legislation



- Prioritizing infrastructure development for Rail.
- Incentives from European Union to reduce CO2 footprint, specially for those cargos coming from ports in the northern part of Europe to Spain via feeder or truck.

What is preventing rail from becoming the major mode of transport?



- Barcelona is working towards developing a competitive port/rail network with the same standards of ports in the north of Europe.
- All four main factors to increase Rail market share are currently on the implementation process.
- Rail, truck and feeders are all complementary methods of transport each has a niche where it performs best.
- Its difficult to say which transport will be the major mode of transport as it depends on which markets developed, how they developed and the geographical situation of those markets in respect to the port.

How we see “Muelle Prat” Terminal future?



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- Become the main gateway for southern France and Europe, balancing North-South Europe cargo distribution.
 - Become the most modern, effective and efficient Container Terminal in Barcelona and Southern Europe.
 - Significantly reduce transit times and CO2 emissions for cargo going through our terminal.
 - Facilitate a competitive (frequent and reliable) rail and truck connections with Spain and European hinterland.



HPH

Our Mission

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