

NORTH SEA TERMINAL BREMERHAVEN



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Shareholders



BLG AG & Co.

50%



EUROKAI KGaA

50%



EUROGATE GmbH & Co. KGaA, KG

50%



MAERSK SEALAND

MAERSK DEUTSCHLAND GmbH

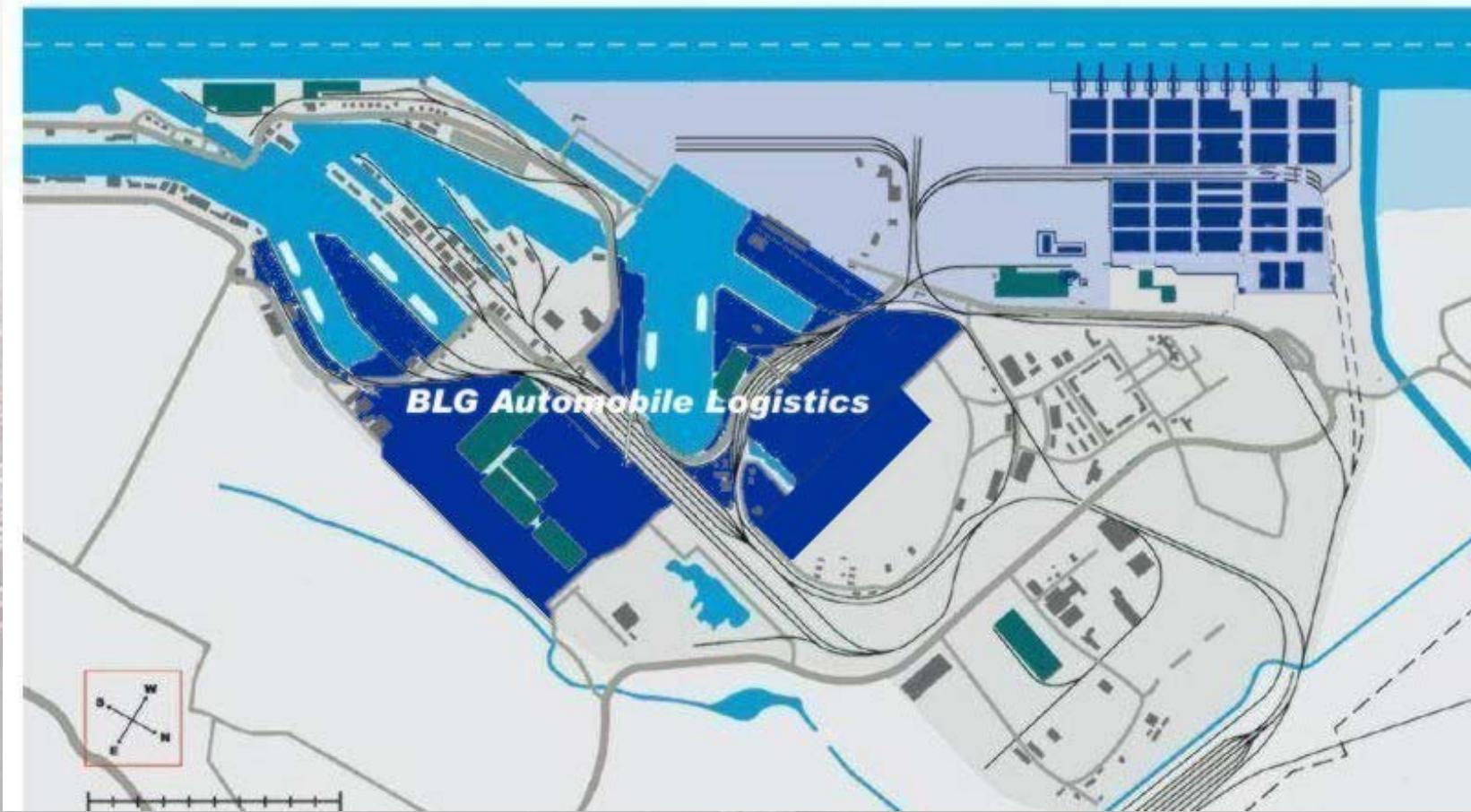
50%





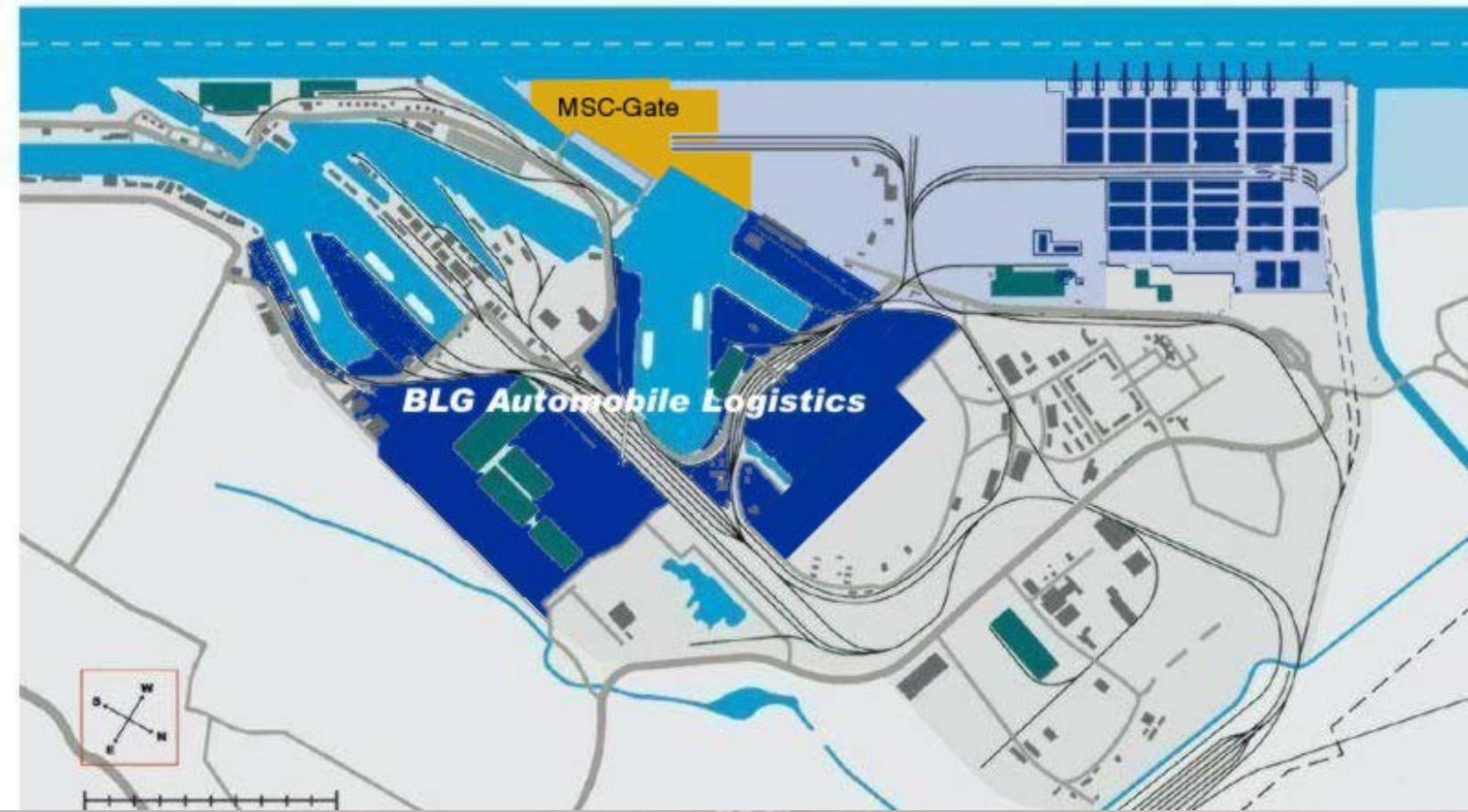


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.
Operators Nordhafen / Stromkaje



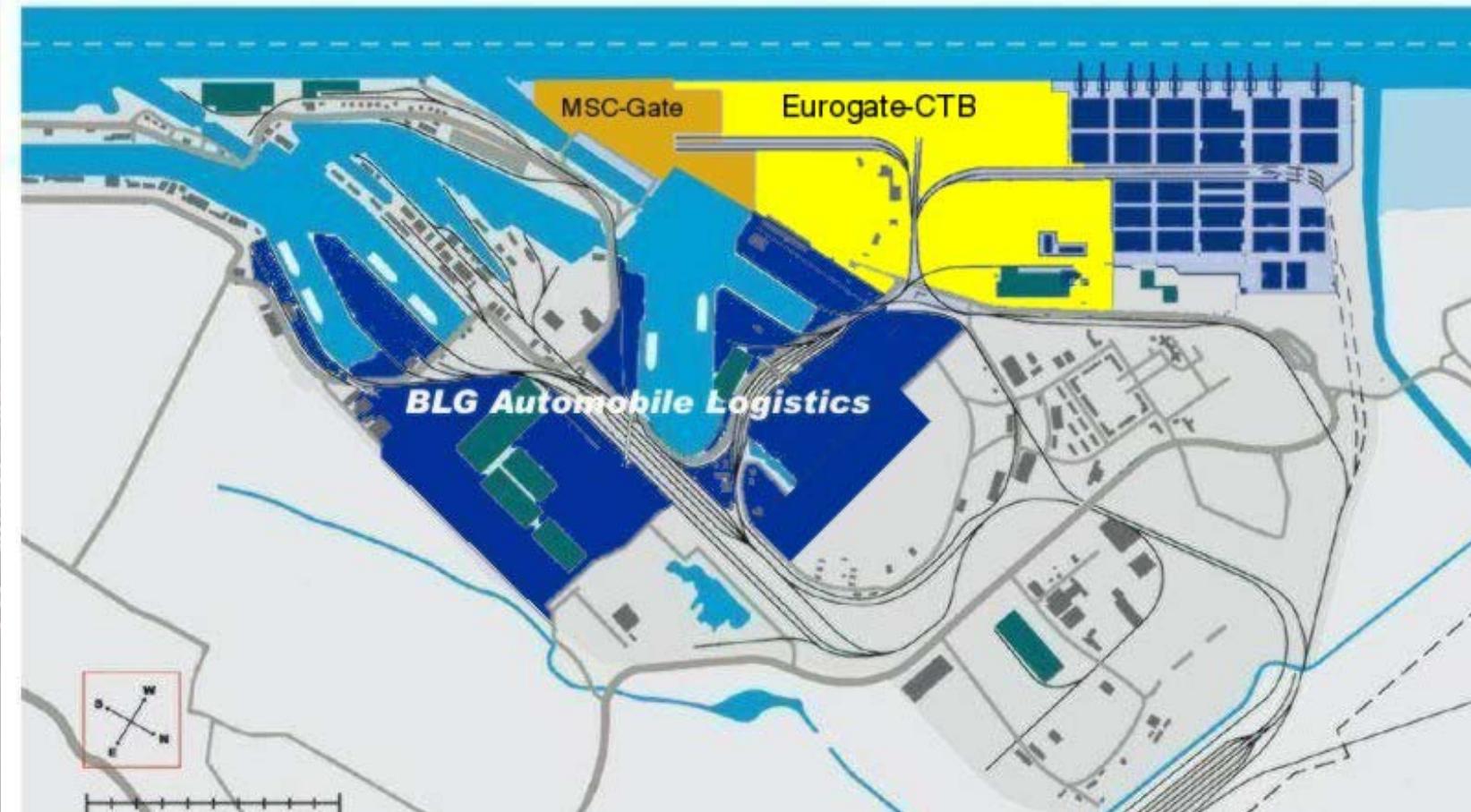


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.
Operators Nordhafen / Stromkaje



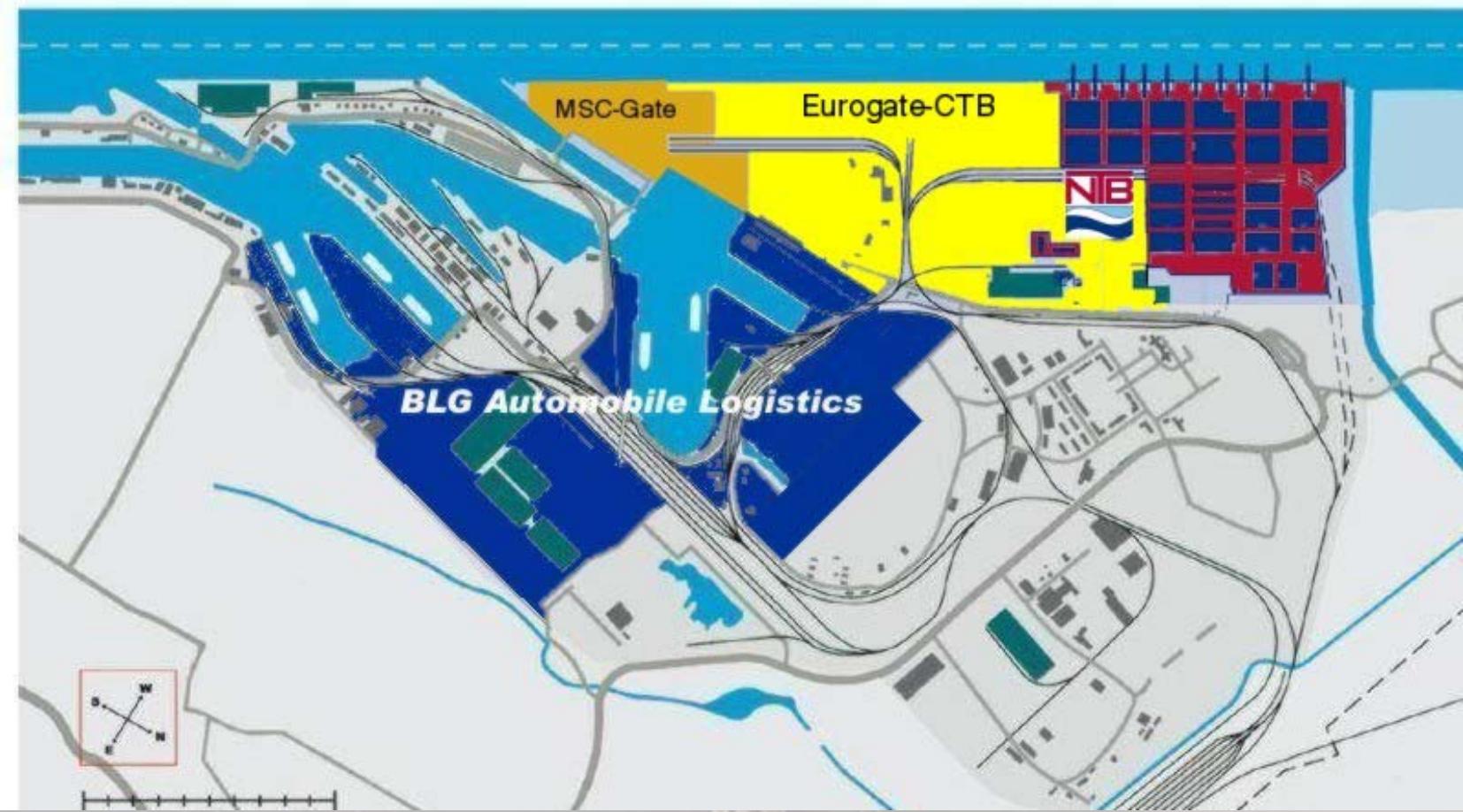


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.
Operators Nordhafen / Stromkaje





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.
Operators Nordhafen / Stromkaje





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

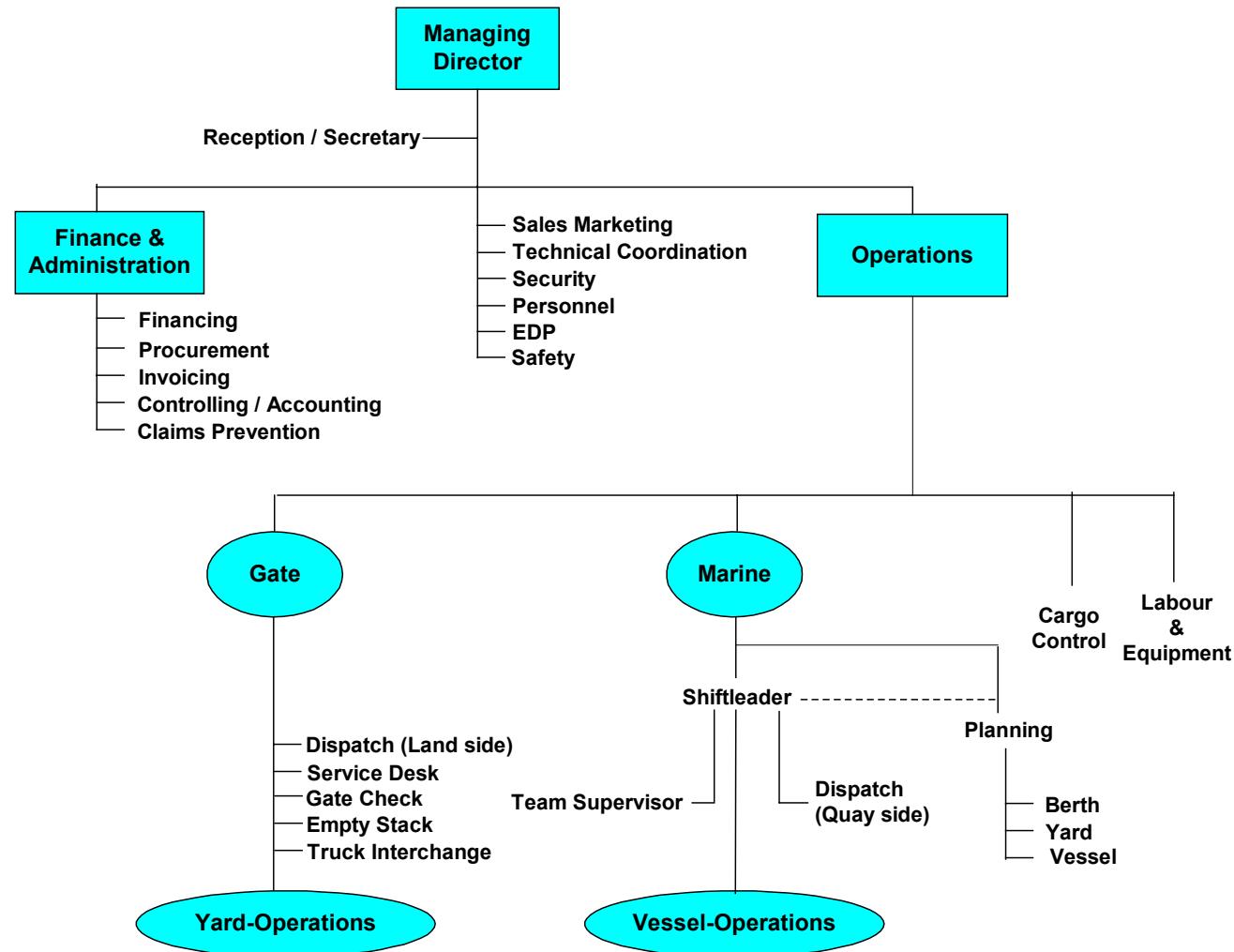
Milestones

July 1998	Partnership Contract (Sea-Land Inc. / BLGC / Maersk D)
April 1999	Start of Operation
December 1999	New distribution of NTB shares: Maersk Deutschland GmbH 50% / Eurogate GmbH & Co. KGaA, KG 50%
June 2000	Handling of the millionth TEU
January 2006	Handling of the ten millionth TEU



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

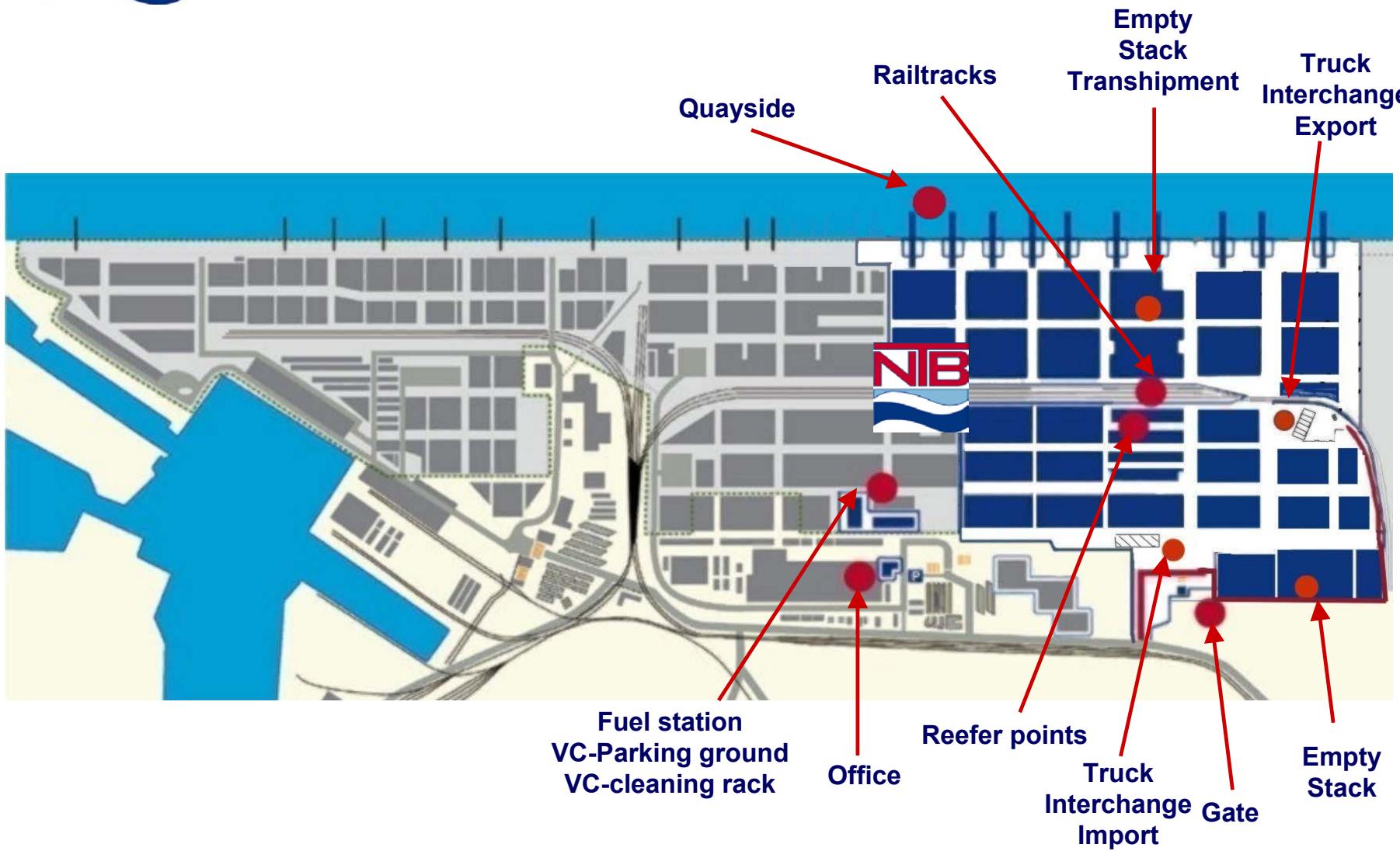
Organisation Structure

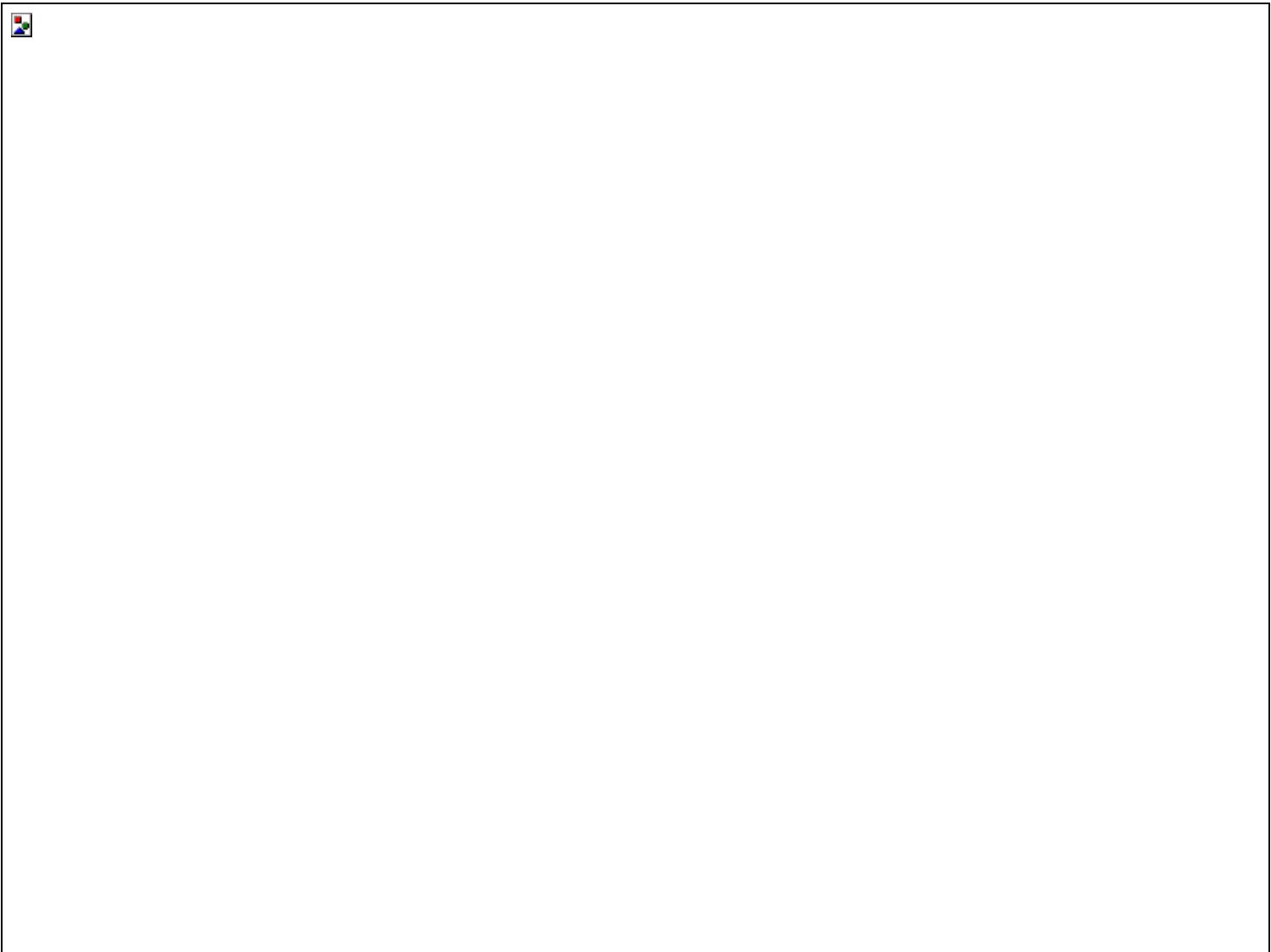




NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Terminal-Overview









NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Status September 1st, 2005

<u>Facilities:</u>	Quay Length	1,110 m
	Terminal Area	703,700 m ²
	Reefer Connections	1,499
<u>Equipment:</u>	Van Carriers	47 (of which 27 4-high)
	Fork-Lift Trucks	3
	Gantry Cranes	10
	Mobile Harbour Crane	1 Liebherr LHM 400
<u>IT:</u>	Operations	Navis SPARCS / EXPRESS
	Administration	SAP
	Personnel	PAISY / TARIS
<u>Personnel:</u>		471
	White Collar (Adm.)	20
	Apprentice	2
	White Collar (Ops.)	58
	Blue Collar	390 (+ 100 permanent from Labour Pool)
	Works Council	1 (permanent released from work)



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Status June 1st, 2006

Facilities:

		<u>on order:</u>	total
	Qay Length	1.110 m	
	Terminal Area	703.700 m ²	
	Reefer Connections	2.099	

Equipment:

	Van Carriers	55 (of which 35 are 4-high)	7	62
	Fork-Lift Trucks	4		
	Gantry Cranes	10	2 + 3	15
	Mobile Harbour Crane	1 Liebherr LHM 400		

IT:

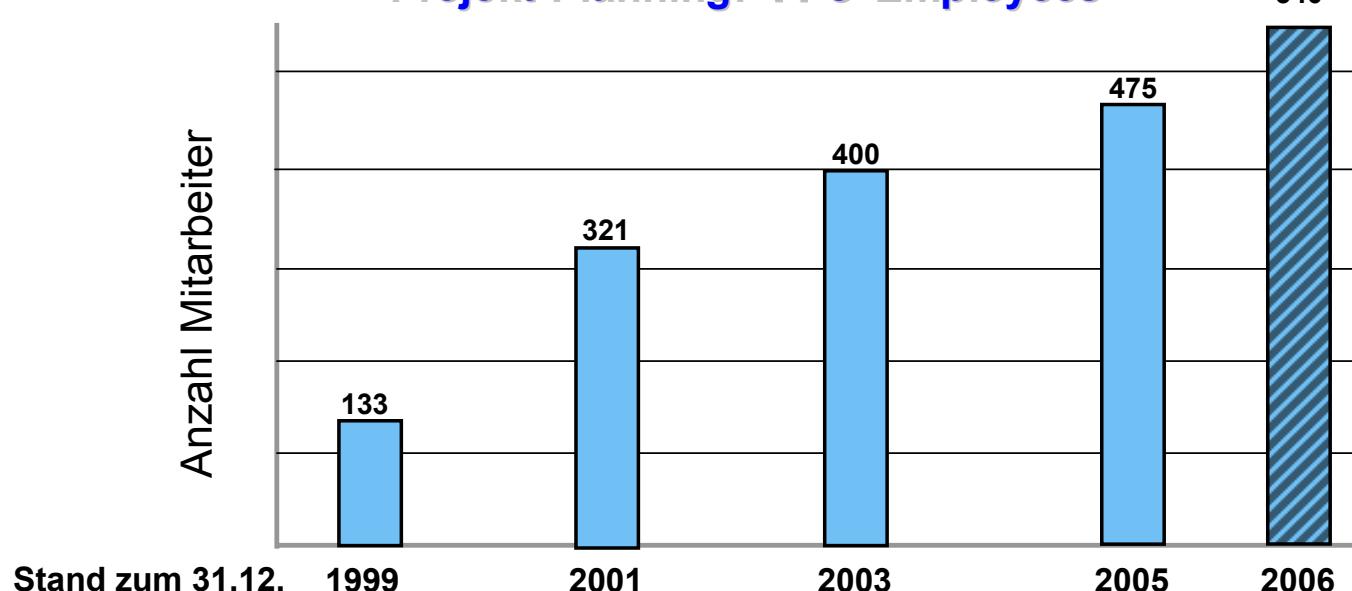
	Operations	Navis SPARCS / EXPRESS
	Administration	SAP
	Personnel	Paisy / TARIS



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Staff Development

Projekt-Planning: 176 Employees



In addition (beside others):

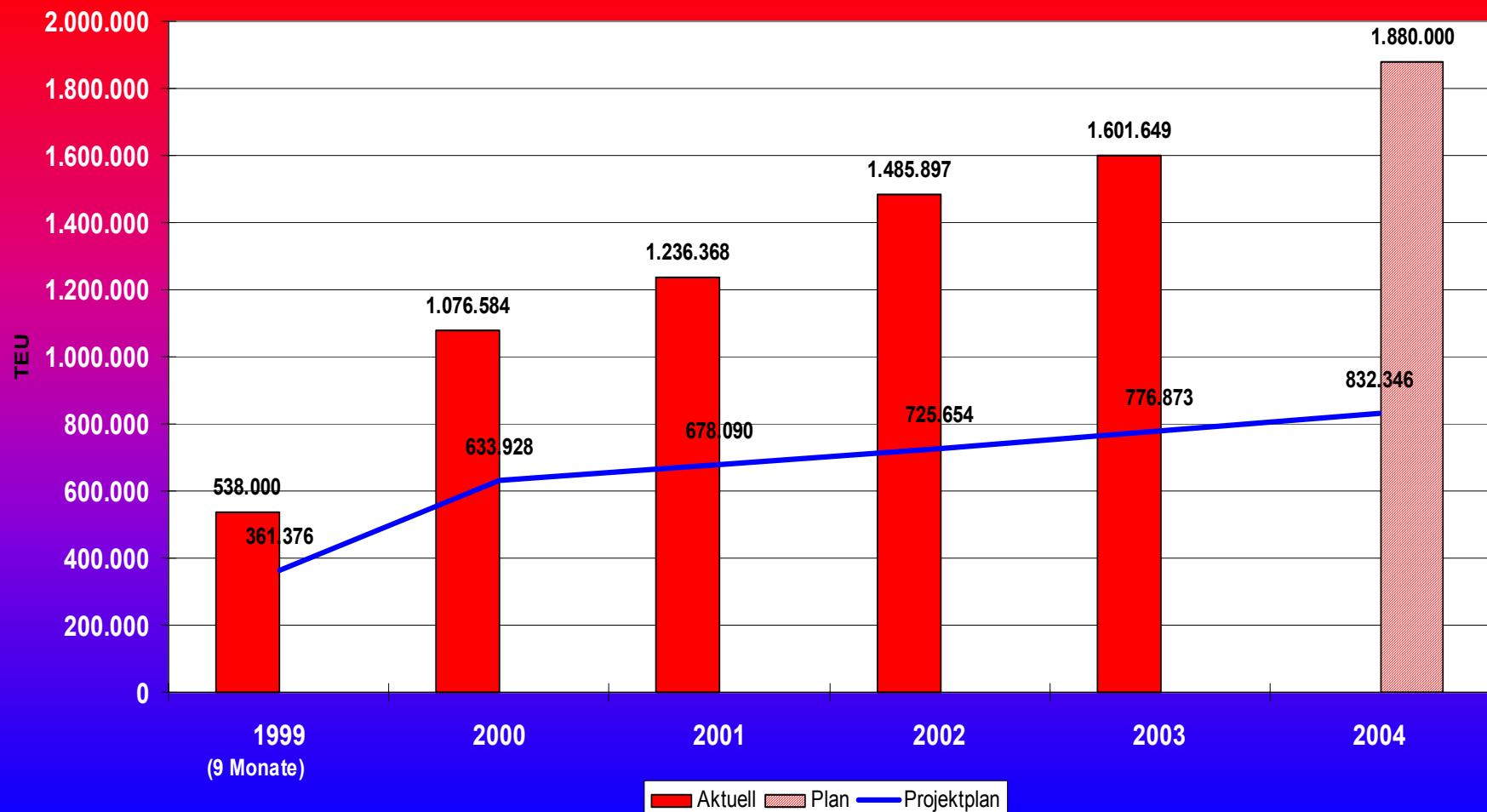
container handling - more than 100 dedicated GHB (labour pool), more than 50 lashers (SWOP)

non-container handling - more than 75 technicians / electricians for m&r straddle carriers / STS cranes and reefer services, 10 security, 9 canteen etc.

**In total the NTB activities have generated
more than 850 new jobs!**



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Development (TEU)



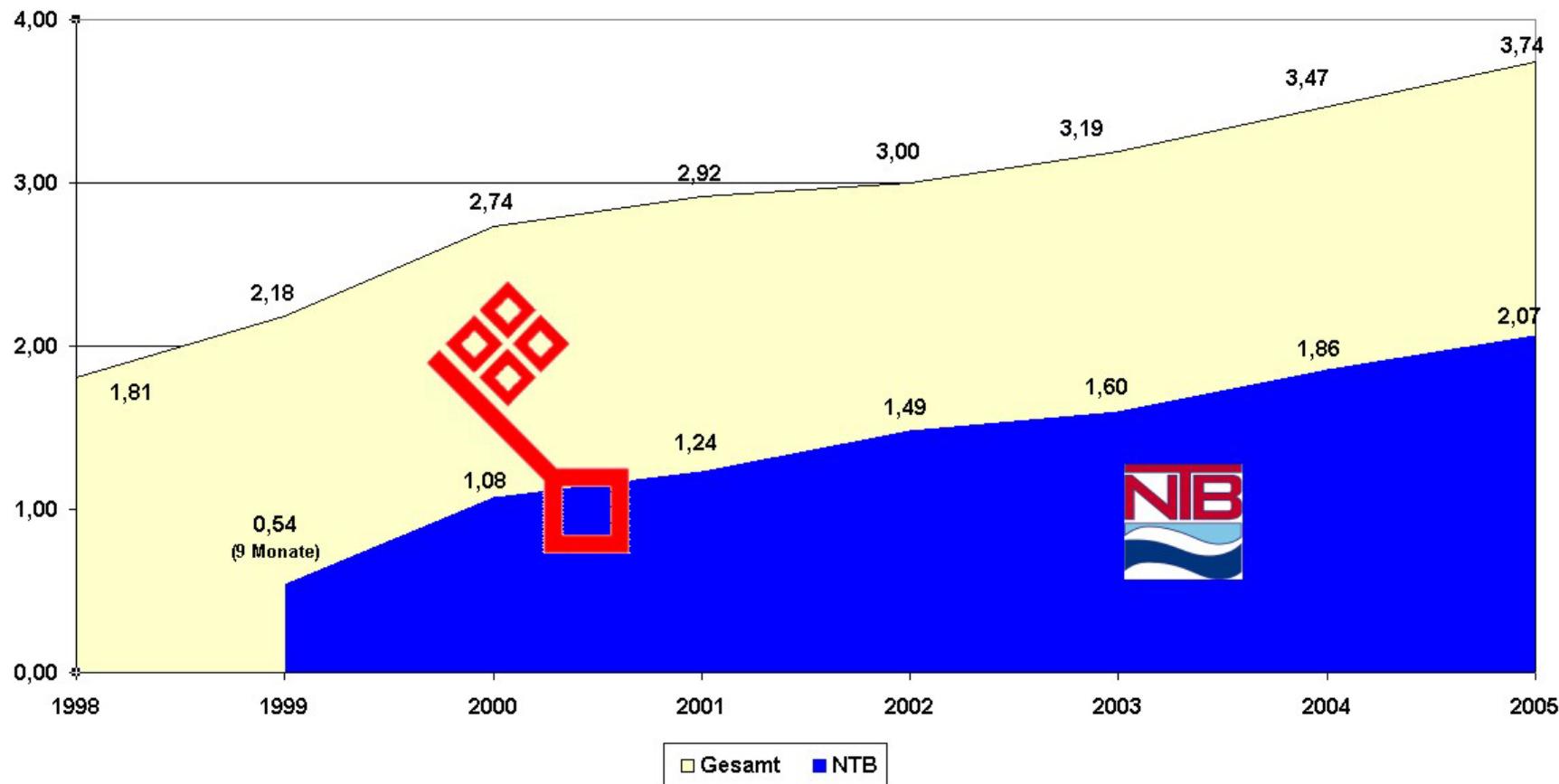


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Volume Development TEU (Bremen/Bremerhaven)

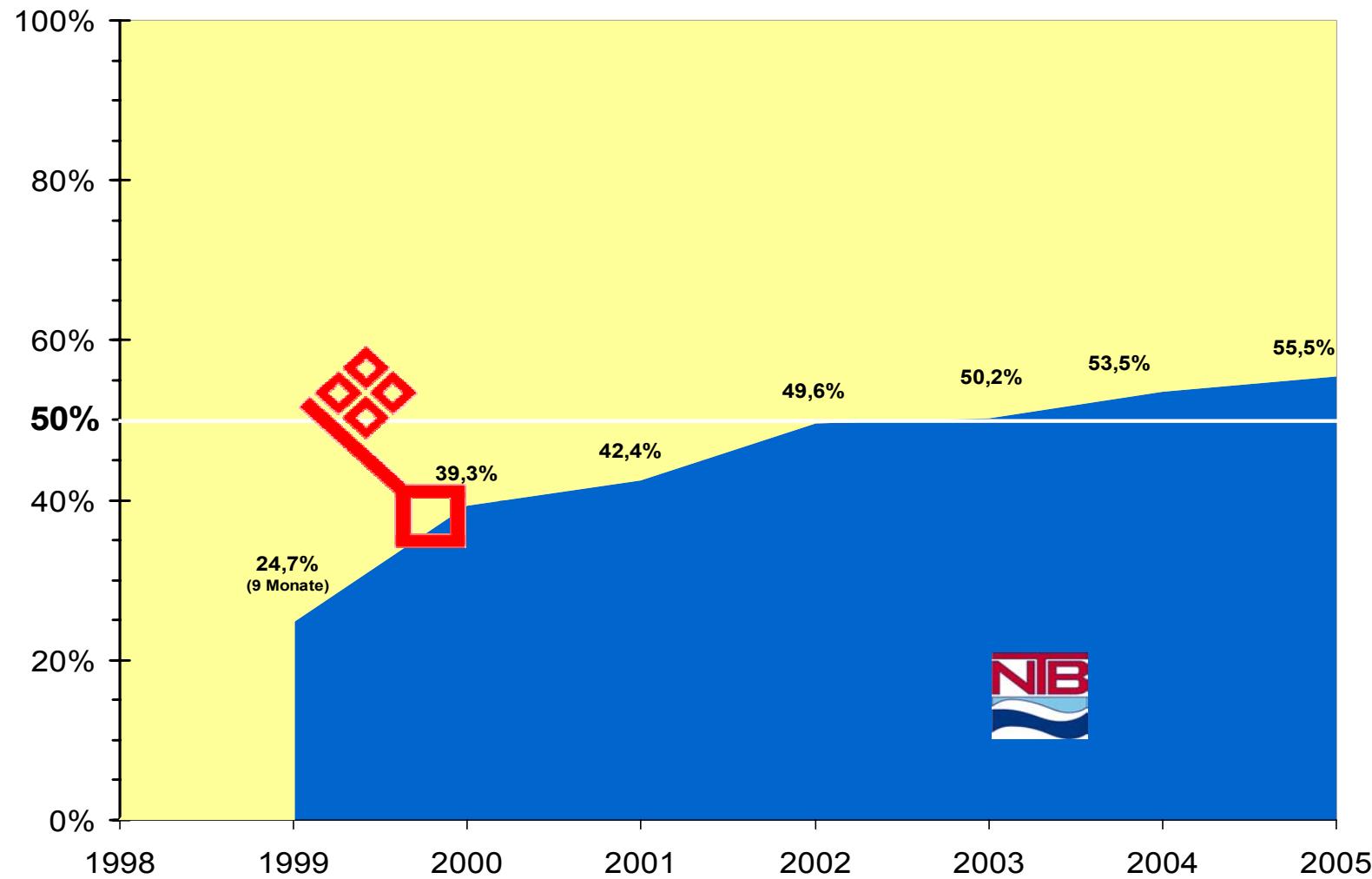
Volume Development 1.000.000 TEU

(Bremen/Bremerhaven)



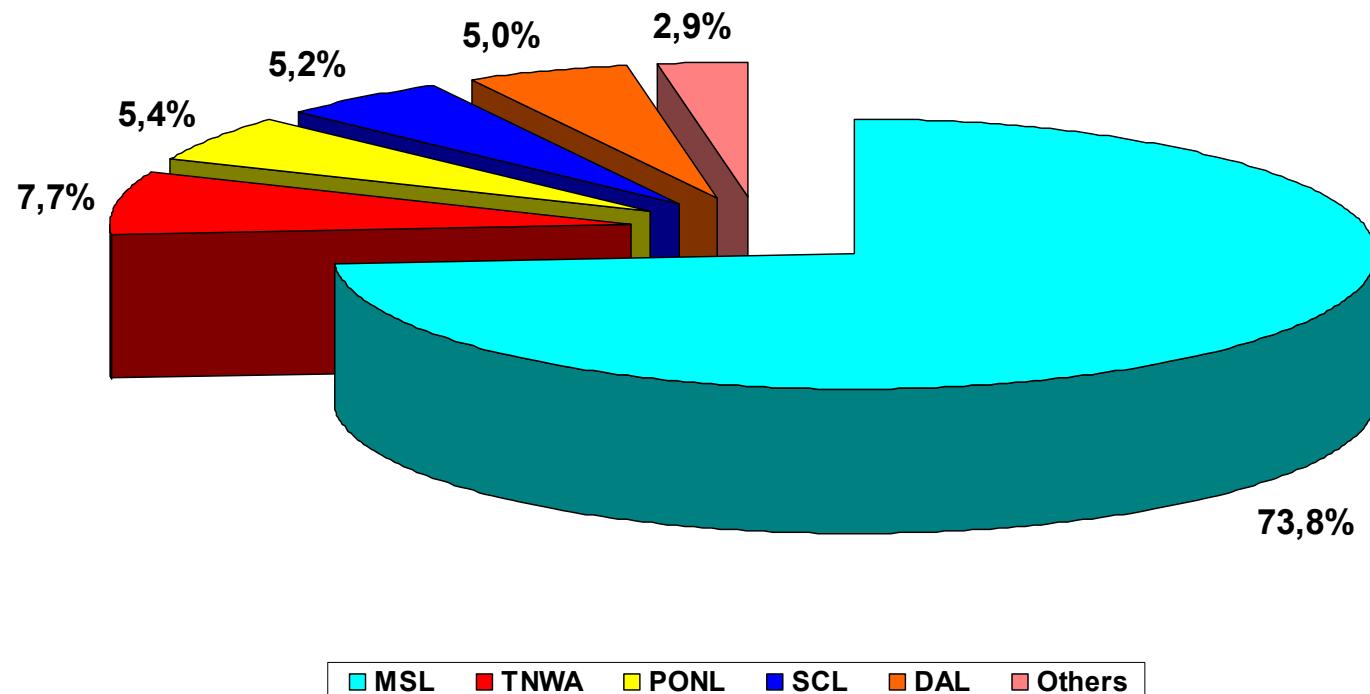


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. NTB volume share (Bremen/Bremerhaven)





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Major Clients



(main vessel moves)



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Sales & Marketing

1. Information Gathering

Monitor / Observe:

- competing terminals
- local import / export markets
- clients a) oversea carriers
- b) feeder operators
- other shipping lines who are not yet active clients

3. Contracts & Agreements

- completeness
- expiry dates
- legal aspects

2. Customer Canvassing

- provide information about NTB
 - a) to existing clients
 - b) to potential clients
- regular contacts (sales calls / visits)
- social events (parties, sports, etc.)
 - a) decision makers
 - b) other contacts

4. Performance Supervision

- weekly statistics
 - a) volume per string
 - b) performance (GMPH/BMPH)
- claims development / settlements
- out standings / payment behaviour

5. Customer Care

- regular supervision / communication
 - a) clients' data quality
 - b) vessels stow
 - c) general operations

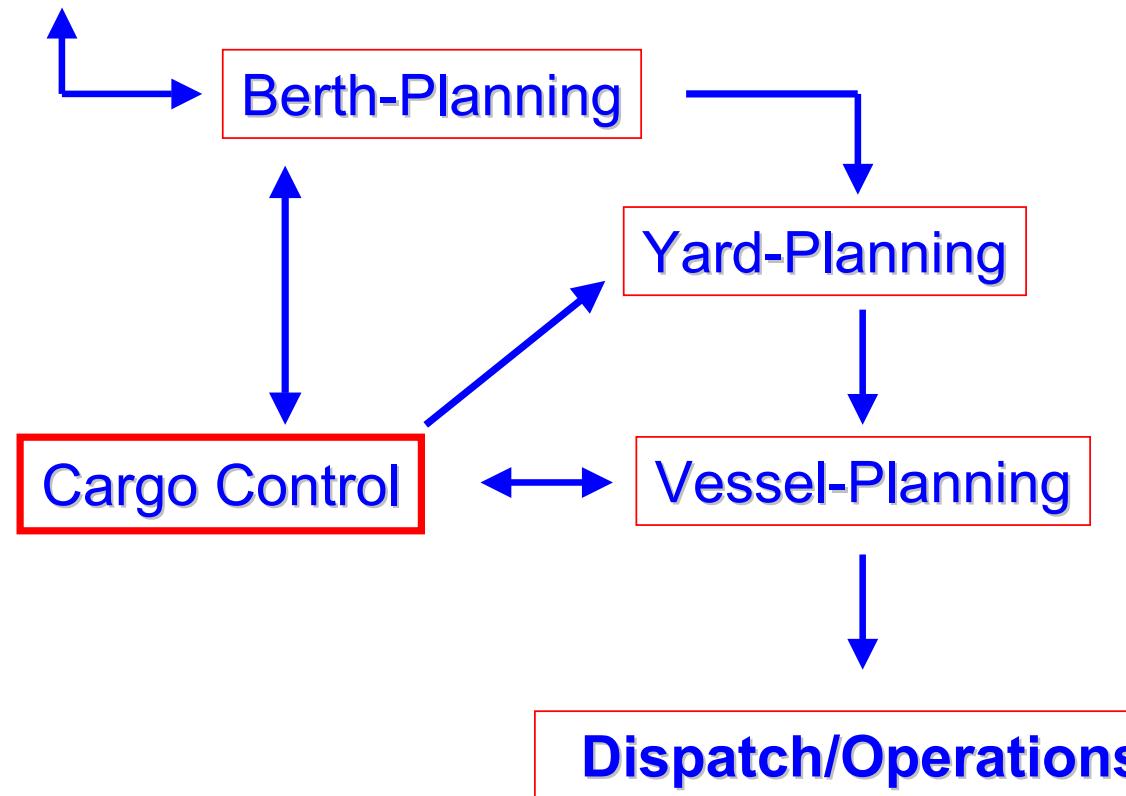
Suggestions for Mutual Performance Improvements



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Internal Work Flow

Labour- and Equipment Planning





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

NAVIS – Main Features



The Terminal Operation System continuously optimises the complete container flow by permanent consideration of all individual containers' "future history" in the overall planning process!

- Realtime supervision of processes and workflows
 - Equipment Control**
- Dynamic distribution of equipment/vehicles vs. static allocation
 - Pooling**
- Automatic optimisation of efficient yard slot utilisation
 - Expert Decking**
- Optimising job sequences and driving distances
 - Prime Route**

SPARCS 2.8zb

File Edit Vessel Yard Container Planning Control Windows Help

ATA Voyage 0403

navis

Permanent control of operational status/development.
Operating processes are sequenced.

Life-System. Permanent data update.

Every information at any time.

Optical equipment control.
(Equipment Control) & (Pooling)

CHASTINE MAERSK (Guides for above)
01 05 09 13 17 21 25 29 33 37 41 45 49 53 58 62 65 70 74 78 82

Actions Display Time Range Reports Resched

MO 02 FEB

1600

1300

1000

700

400

100

0

06B
13A
01A
14B
30B
33B
38A
38B
50B
54B
54B
62A
62B
82A

JEA 2RF86 Container No.: CRLJ3123062 Category: EXPORT Status: FCL Group: RIN Booking: VIE820646

POL: BREMERHAVEN Dep.Vessel: SYSJ0403/MAERSK KALAMATA 000: Jebel Ali Line Operator: MAE Destination: SAA Service: AE3 (ship)

Arr.Train: RAIL Last Temp: +57°F (off pwr) Type: Integral Last Time: WE1920

Remark: ABS: ; HAN: Factor: JEA/2RF86/RFR

ng Factor: 2RF86/AE3/SYSJ0403/JEA/Full Reefer acr Seal 2: 342137

History: exR622153, fetched WE2243 : 38B Load #10, fetch VC09, carry VC09, put B05

Current: SYSJ0403-390302, put WE2243 Allocation: 9%/9%/20' REEFER GENERAL

Time of Update: WE2243 Time of Dwell: 4

Yard In Time: SA0227 Yard Out Time: WE2243

Vessel Load: Carrying to Ship: 000001

Start Posteingang - Microsoft O... SPARCS 2.8zb Navis EXPRESS - TERMIN... 14:42

SPARCS 2.8zb

File Edit Vessel Yard Container Planning Control Windows Help

navis

Plan - NTB Yard

**High transparency, goal oriented yard planning.
(Expert Decking)**

Yard Allocations

Color By: EXPORT
Vessel: show all
Port: show all
Show only kind

group/range(s)	total	used	resvd	avail
E AE1 % GENERAL	6866t	3888t	152t	2826t
A4 630>>666 03>>18 1>>2	1080t	735t	24t	321t
A5 672>>694 03>>18 1>>2	679t	550t	60t	69t
B4 642>>666 01>>18 1>>2	859t	472t	13t	374t
B5 672>>694 01>>18 1>>2	806t	476t	38t	292t
B3 624>>594 01>>18 1>>2	1104t	311t	5t	788t
A2 576>>540 03>>18 1>>2				
R2 576>>540 01>>18 1>>2				

Control over accuracy of executed yard planning.

Control of container flow by fixing of target areas (Allocations) & (Prime Route)

B5

Container No.: MSKU2980173
Category: TRANSSHIP
Status: FCL
Group:
Booking: GOT174730

20' x 8'06" 17,6 mt
20' General Pur (2GP86)

Arr.Vessel: DPGI29A04 (COMET) POL: Helsingborg
Dep.Vessel: OYGA0403 (SOVEREIGN MA...) POD: JEDDAH
Line Operator: MAE Destination:
Service: AE2 (ship)

Stow Factor: JED/2GP86/DRY
Stacking Factor: OYGA0403/JED/2GP86/General Export

History: ex:150506, fetched FR0203
: DPGI29A04 COMET-13B/D #12, fetch B06, carry VC23
Current: #8672171, put FR0207

Allocation: E/AE2/%/GENERAL
Time of Update: FR1121 Time of Dwell: 0
Yard In Time: FR0203

Rehandles to Fetch: 1
required (lift over / stacking) heights: 0/518

Checking space in E/TA1/%/GENERAL
Checking space in E/TA1/%/GENERAL



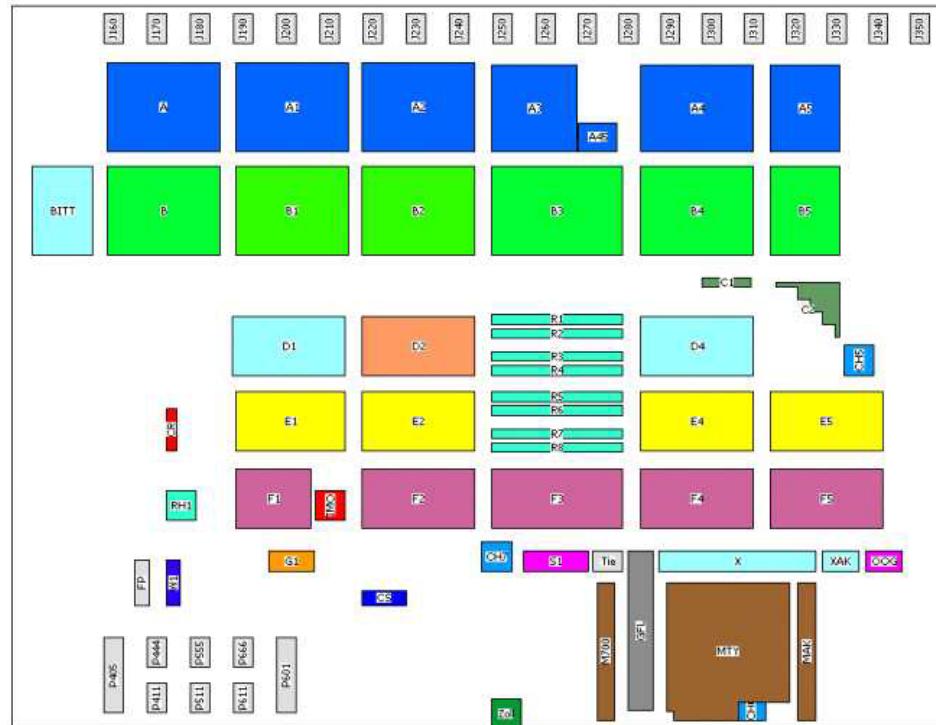
NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Berth Planning

Proforma Vessel Schedule

Depth along (m)	15,1	15,6	15,0	14,3	15,6	15,3	14,8	14,5	15,0	15,0	14,9	Anforderung	
NTB Terminal	14,4	14,8	15,2	15,1	15,3	15,6	15,2	14,6	14,5	15,0	14,9	MSK Feeder	Total
2200 MT	2200 MT	2250 MT	2000 MT	2000 MT	2000 MT	2000 MT	2800	Baltic Feeder - STI	3000 MT	3100 MT	3200 MT	3200 MT	
2150MT		2250MT	Sun1200 - Mon0600	2	450	Sun1800 - Mon1200 - mvs1300	1	MT	250MT	3050MT	3150MT	3150MT	
MON 00:00 MON 06:00			Mvs. 800	2		BERTH 80	3		Mvs. 1000				7 0 7
MON 06:00 MON 14:00			Russia AAR Loop	2			4						6 1 7
MON 14:00 MON 22:00			Mon0600 - Mon2200	2									7 1 8
MON 22:00 TUE 06:00			Mvs. 850	2									8 0 8
TUE 06:00 TUE 14:00			UF TII/Hel 100 1										9 0 9
TUE 14:00 TUE 22:00			TA2 Tue 0600 - Tue 2200 - mvs 1500	3									9 0 9
TUE 22:00 WED 06:00			GOAL: BERTH 90	4									9 0 9
WED 06:00 WED 14:00			Kursiu KLD 500 2										5 3 8
WED 14:00 WED 22:00			NCL v-N ?? 1										0 5 5
WED 22:00 THU 06:00			TA3 Wed 2200 - Thu 1400 mvs 700	2									7 1 8
THU 06:00 THU 14:00			GOAL: BERTH 60	2									8 0 8
THU 14:00 THU 22:00			UF Osl/H 200 2										4 3 7
THU 22:00 FRI 06:00			Scanned Service Thu2200 - Fri1400 - mvs 400	2									2 3 5
FRI 06:00 FRI 14:00			Berth 50	0									2 2 4
FRI 14:00 FRI 22:00			CANEX Fri1400 - Sat0900 m - mvs 1100	3									7 0 7
FRI 22:00 SAT 06:00			GOAL: BERTH 65	3									6 1 7
SAT 06:00 SAT 12:00													5 2 7
SAT 12:00 SAT 18:00			APX Service SAT1800 - SUN 0600 - mvs 1400 (avr. 600/400)	2									7 0 7
SAT 18:00 SAT 23:59			GOAL: BERTH 70	2									8 0 8
SUN 00:01 SUN 06:00				2									8 0 8
SUN 06:00 SUN 12:00				3									6 2 8
SUN 12:00 SUN 18:00			Poland Sun1200 - Mon0600	2									6 1 7
SUN 18:00 SUN 23:59			Mvs. 800	2									5 2 7
			1									13 2 29	

- Co-ordination, allocation and planning of vessels' berths
- Establishing vessels' work programs

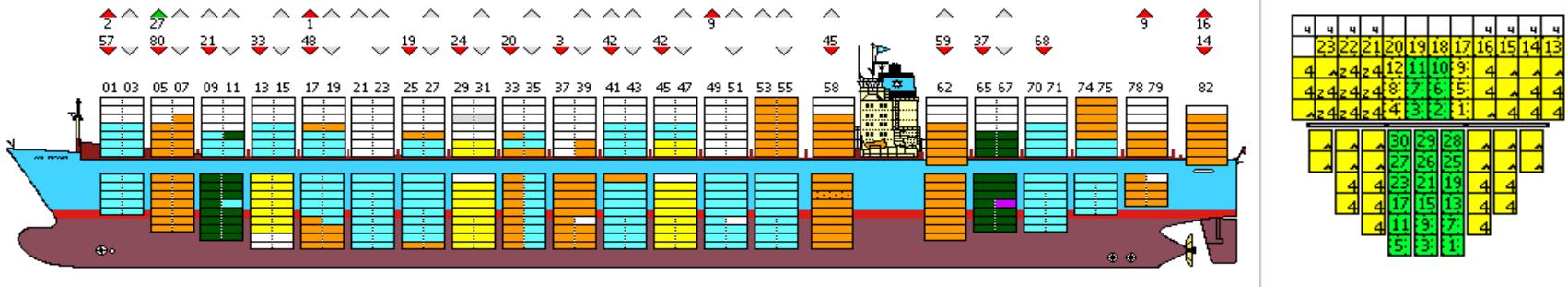


- Planning of allocations
- Management of container flow
- Limiting /avoiding yard restows
- Supervising yard efficiency
- Route optimisation



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Vessel Planning



- Planning vessel stow according carriers' requirements
- Establish and optimise cranesplit
- Sequencing of crane work order
- Yardplanning of import transhipments
- Generating vessel profiles



General supervision of all load/discharge related data (EDI messages)

Control of incoming data in respect of:

- missing container/late-arrivals
- missing BHT Reference No.
- awkward cargoes
- non ISO containers
- other discrepancies

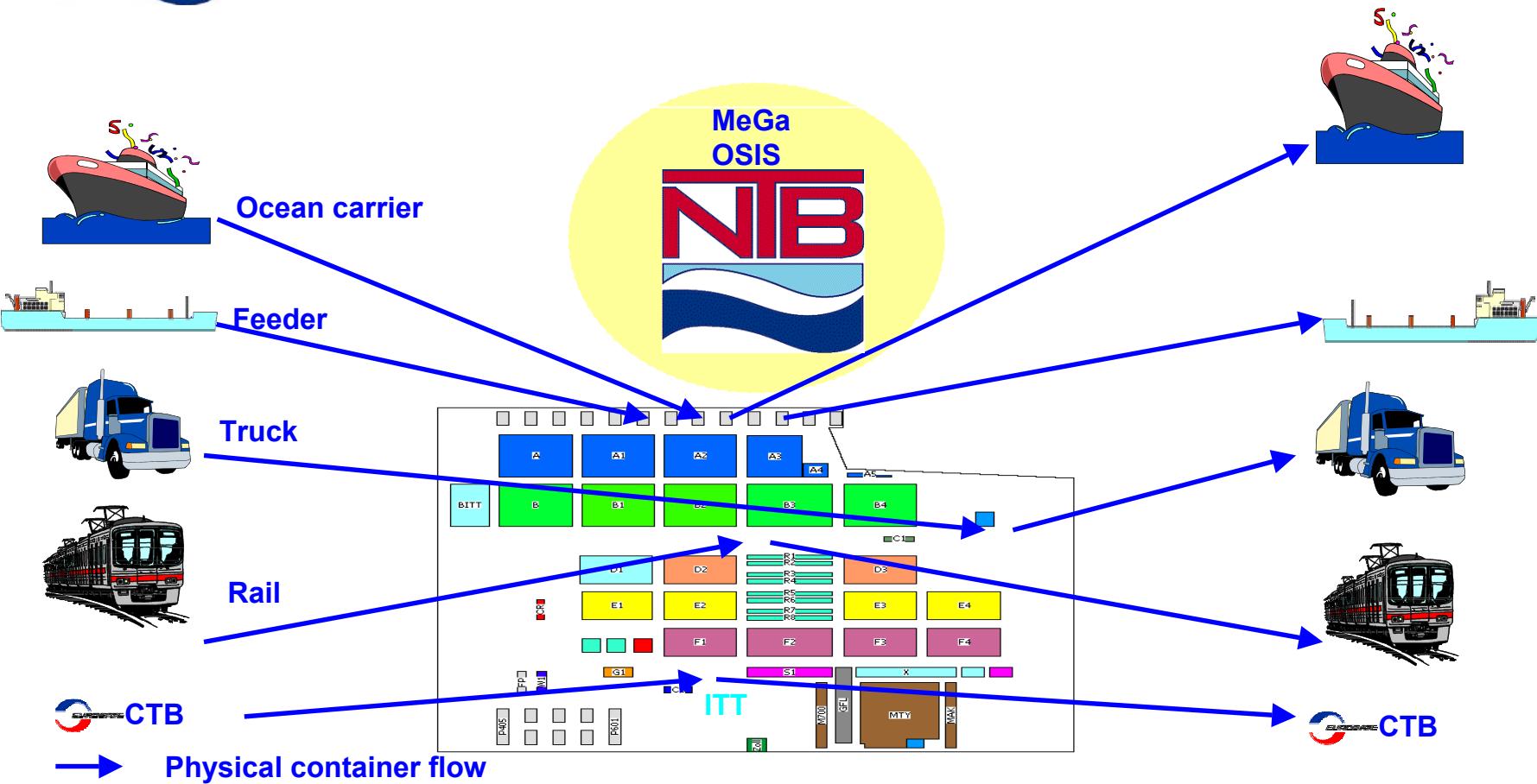
ACTION and CORRECTION!

Permanent co-ordination with Vessel Planning/Shiftleader



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

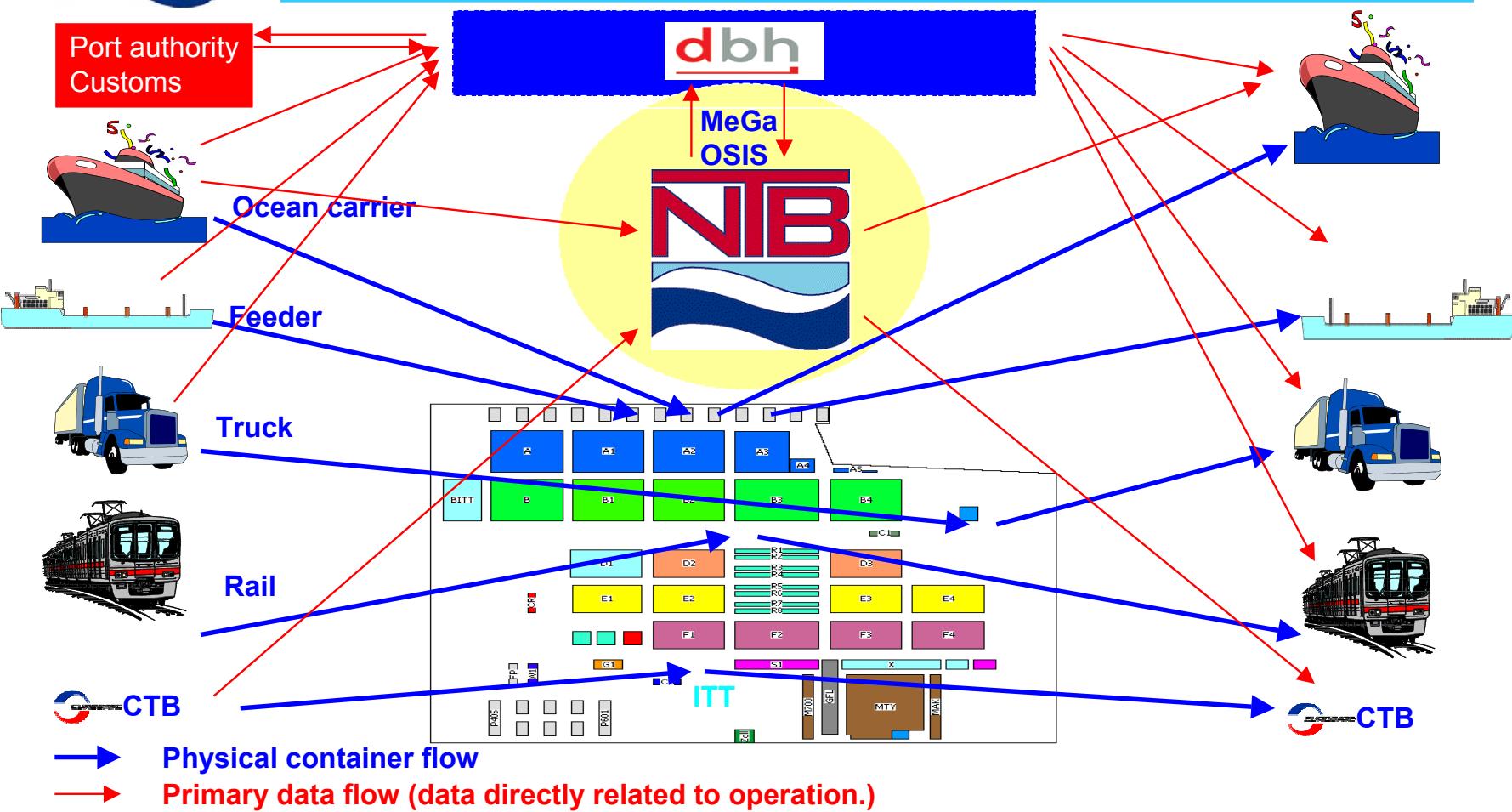
Communication Channel





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

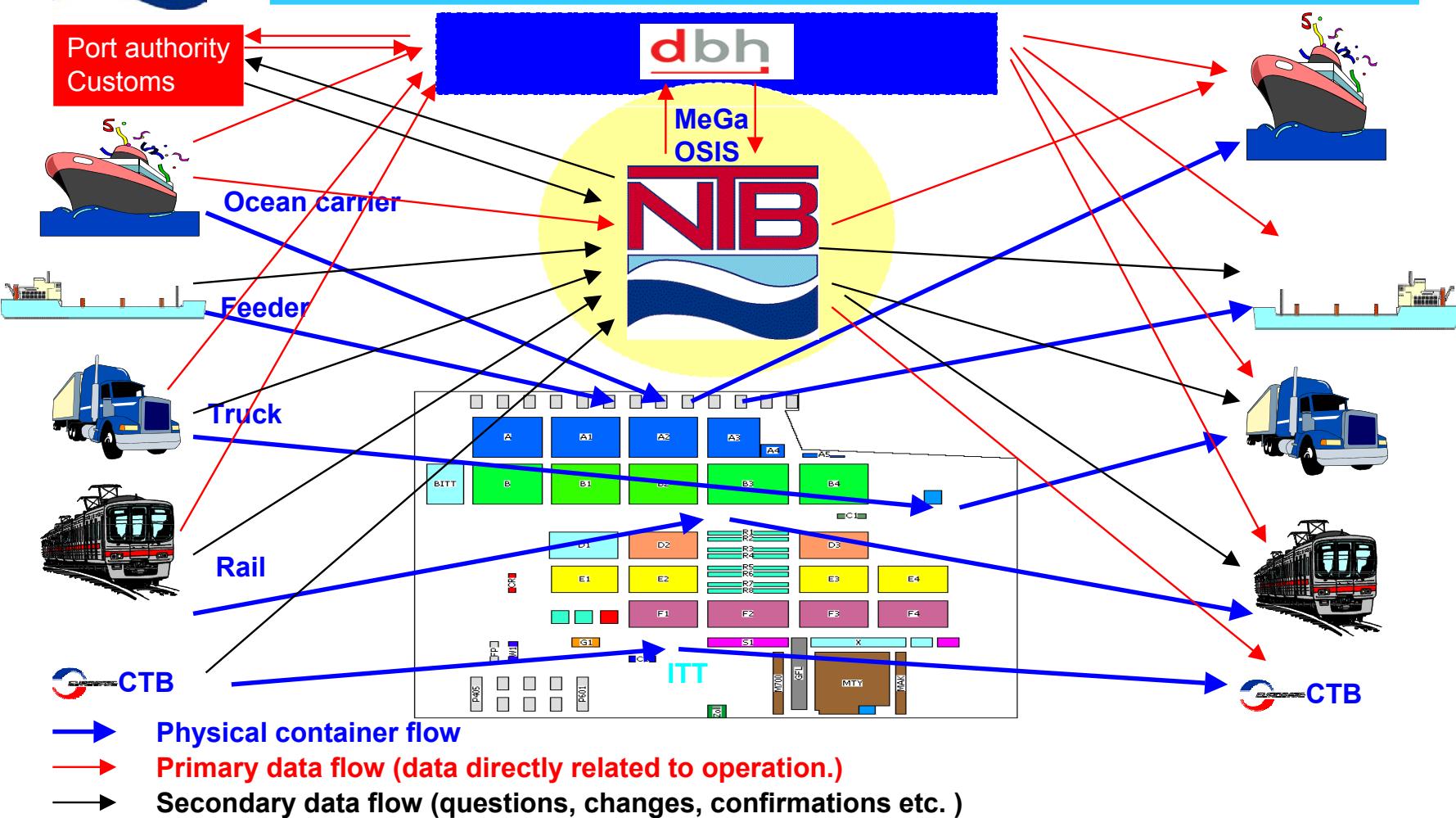
Communication Channel





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Communication Channel





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.
Workflow Vessel Operation

EDI incoming
COPRAR Load/Discharge
(Load- / Disch. instructions)

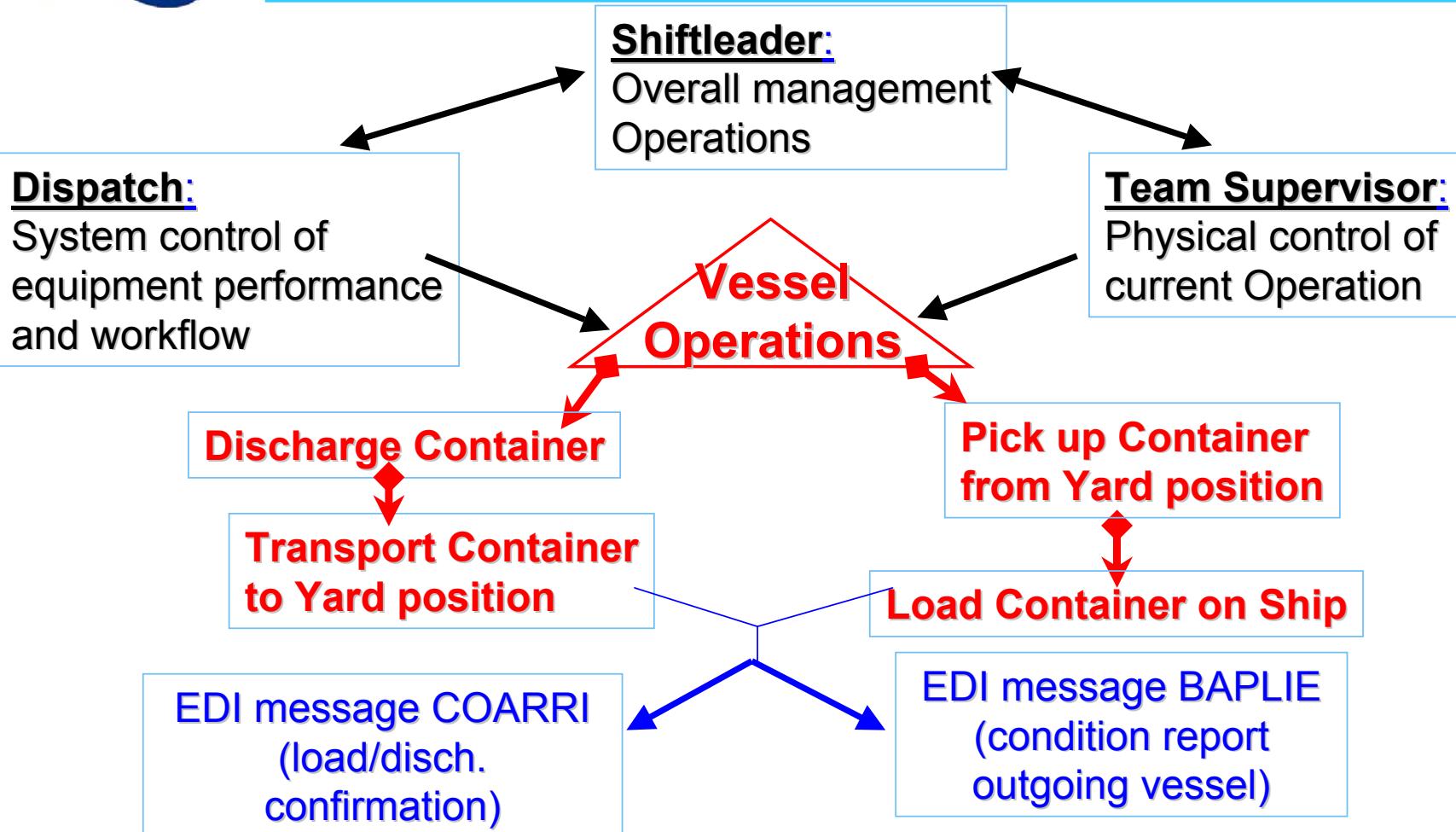
EDI incoming
BAPLIE
(condition report
incoming vessel)

Cargo Control

Preparing / finalising data sets
for vessel planning

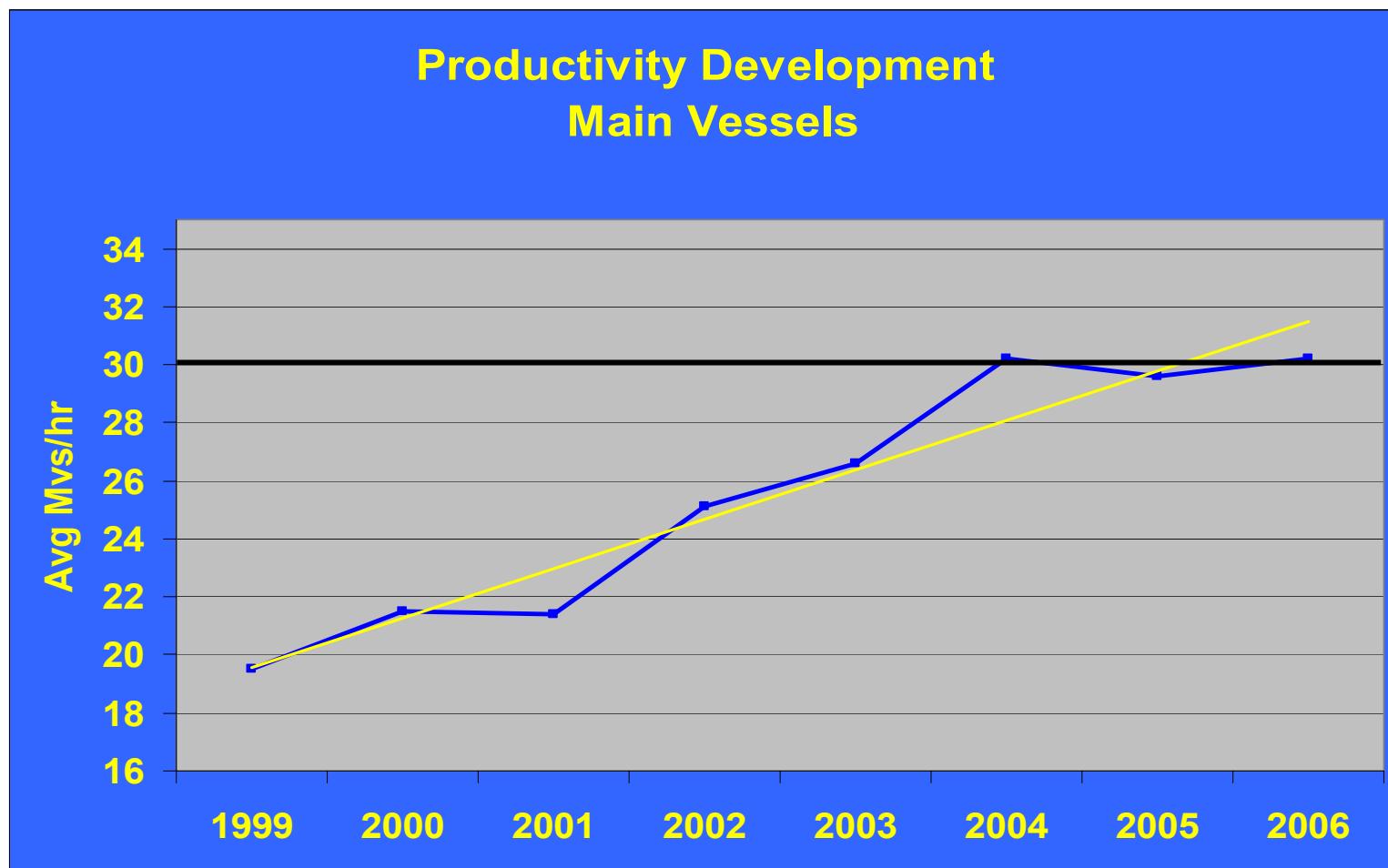


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.
Workflow Vessel Operation





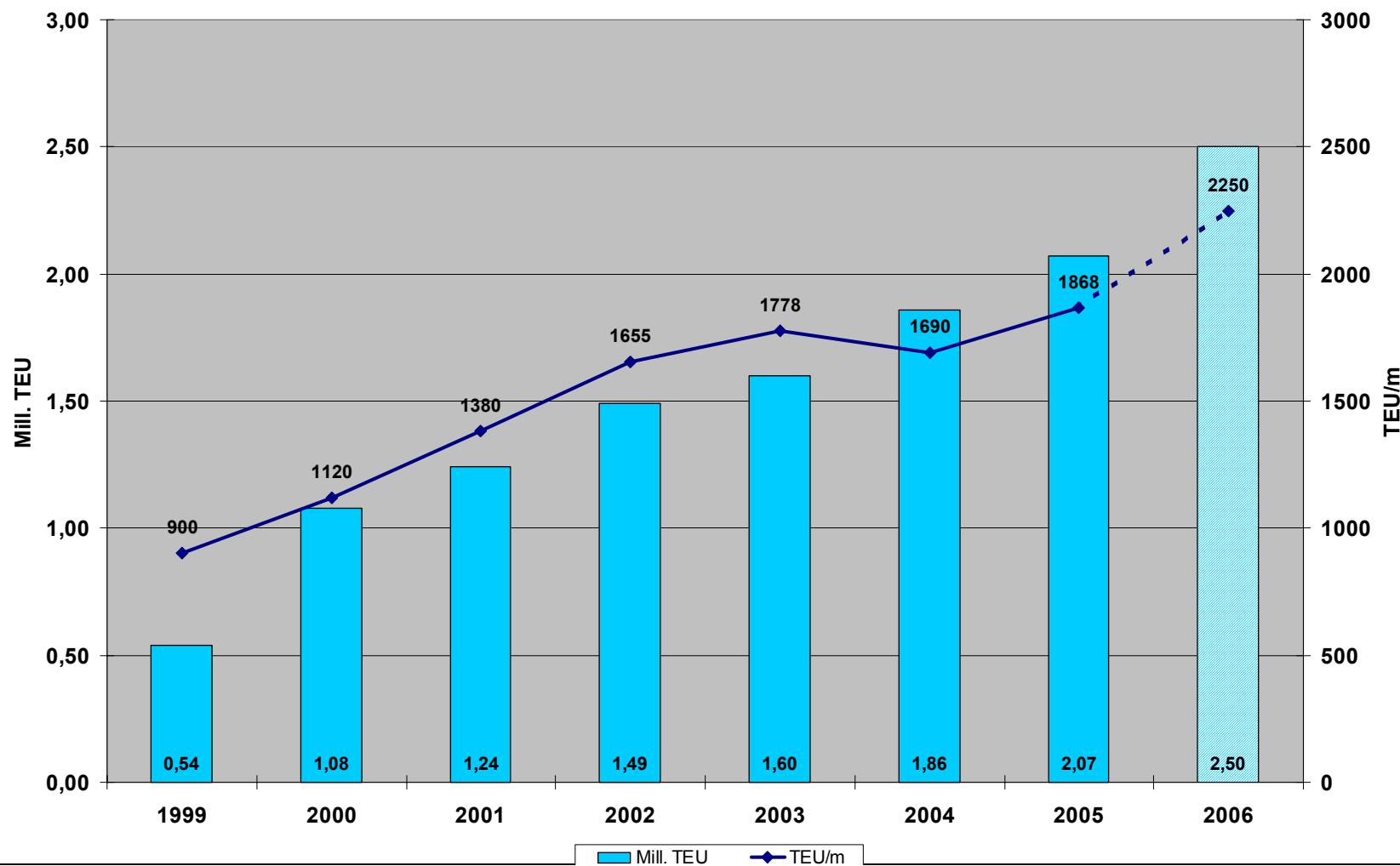
NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.
Productivity 2001 - 2006 ytd





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

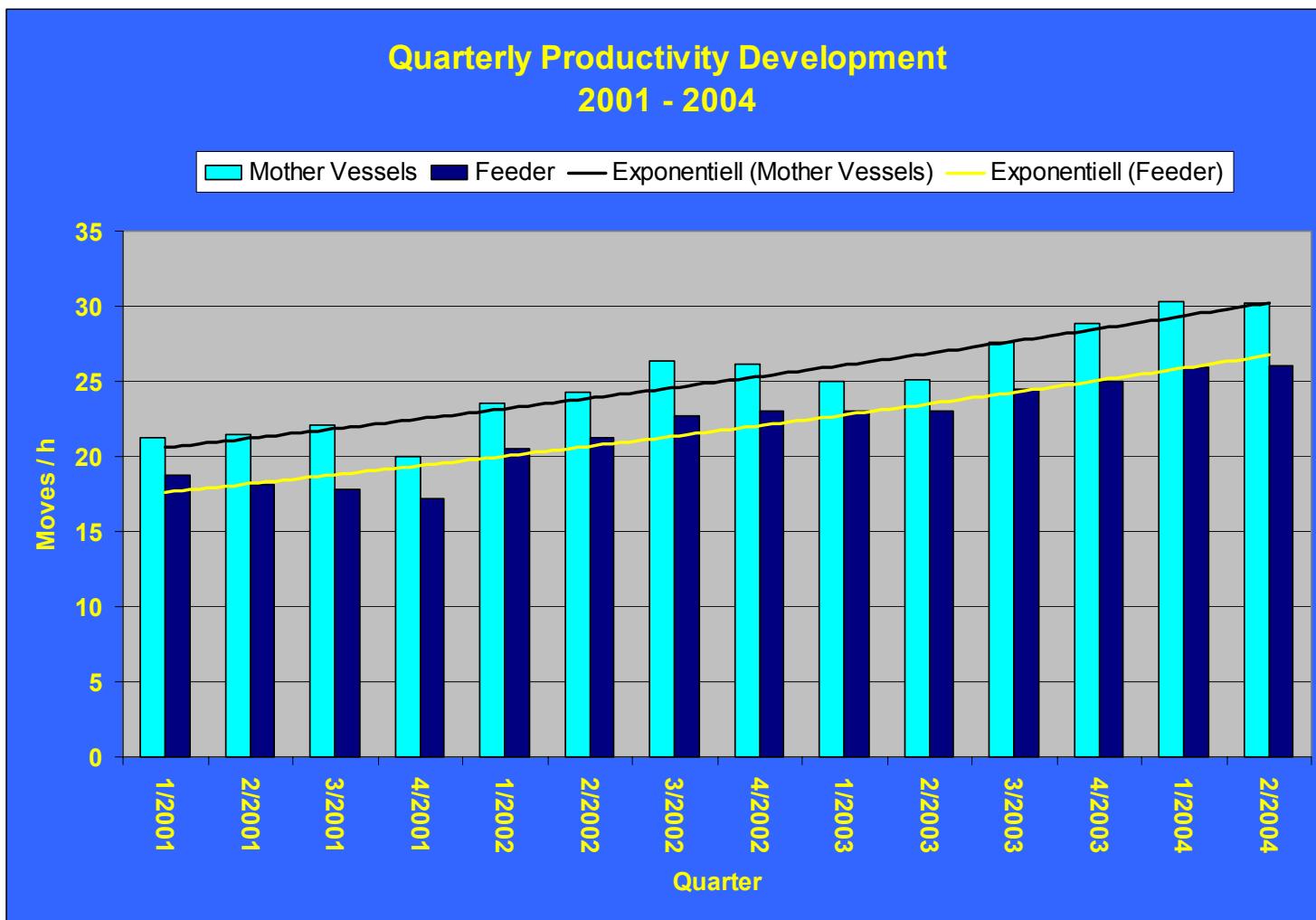
Quay Wall Productivity





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Productivity





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Productivity Targets / Success factors

Pre NAVIS

GMPH MV 20

GMPH FDR 17,5

Post NAVIS

Target
2003

Target
2004

27,5

30

24

25

Success factors/ major obstacles:

- Data integrity
- Schedule reliability
- Vessel stow
- Terminal layout / space / rail tracks



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Social Benefits

Pension Fund PKDW	Organised by NTB incl. partial payment of social taxes
NTB-Relax	Lifetime-working-hours account
Workgroup "Prevention"	consist of works council, management, works doctor, safety co-ordinator, health insurance, employers mutual insurance association
Health days	2 annual events: cholesterol measurement, nutritional consulting, backbone check, lung function check, blood sugar test, influenza vaccination
Fitness training	subsidy of € 12,50 monthly per participant
Company Christmas party	subsidy of € 26,50 per employee
Gifts	Birthday, Wedding
other subsidies	Collective activities (like dragon-boat-racing, jogging)
Sponsorship	company sports team (like Soccer, Bowling, Skittle)
Canteen	Opening time 20 hours the day, funds to canteen prices
Works council agreement	Protection of non smokers



Setting New Standards