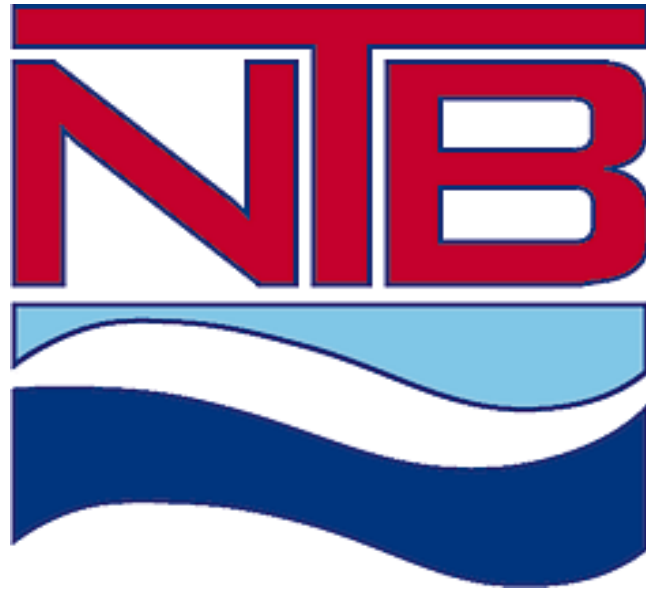




NORTH SEA **T**ERMINAL **B**REMERHAVEN



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Shareholders



BLG AG & Co.

50%



EUROKAI

EUROKAI KGaA

50%



EUROGATE GmbH & Co. KGaA, KG

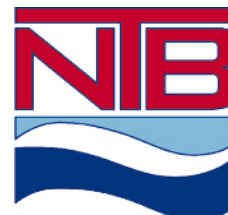
50%



MAERSK SEALAND

MAERSK DEUTSCHLAND GmbH

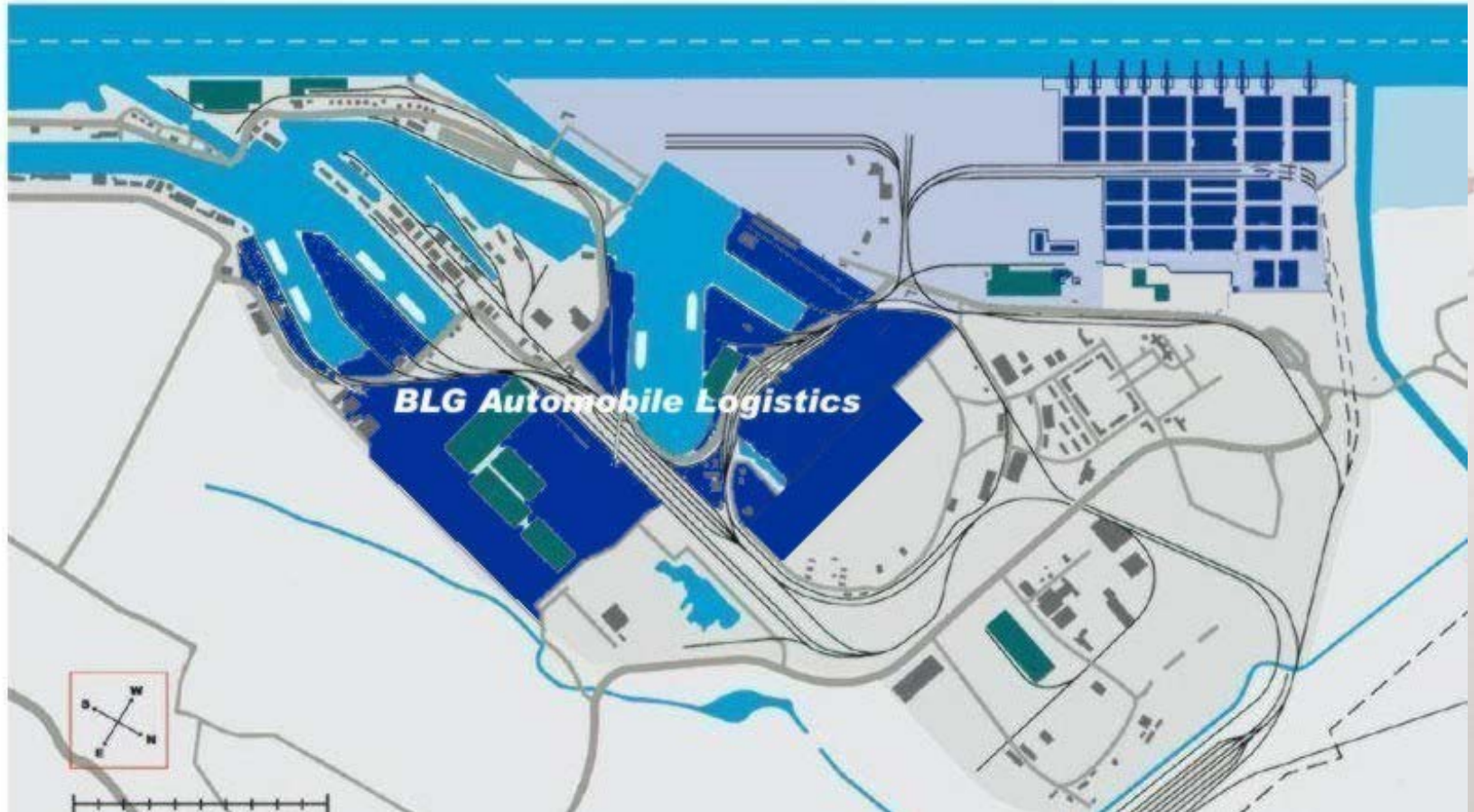
50%





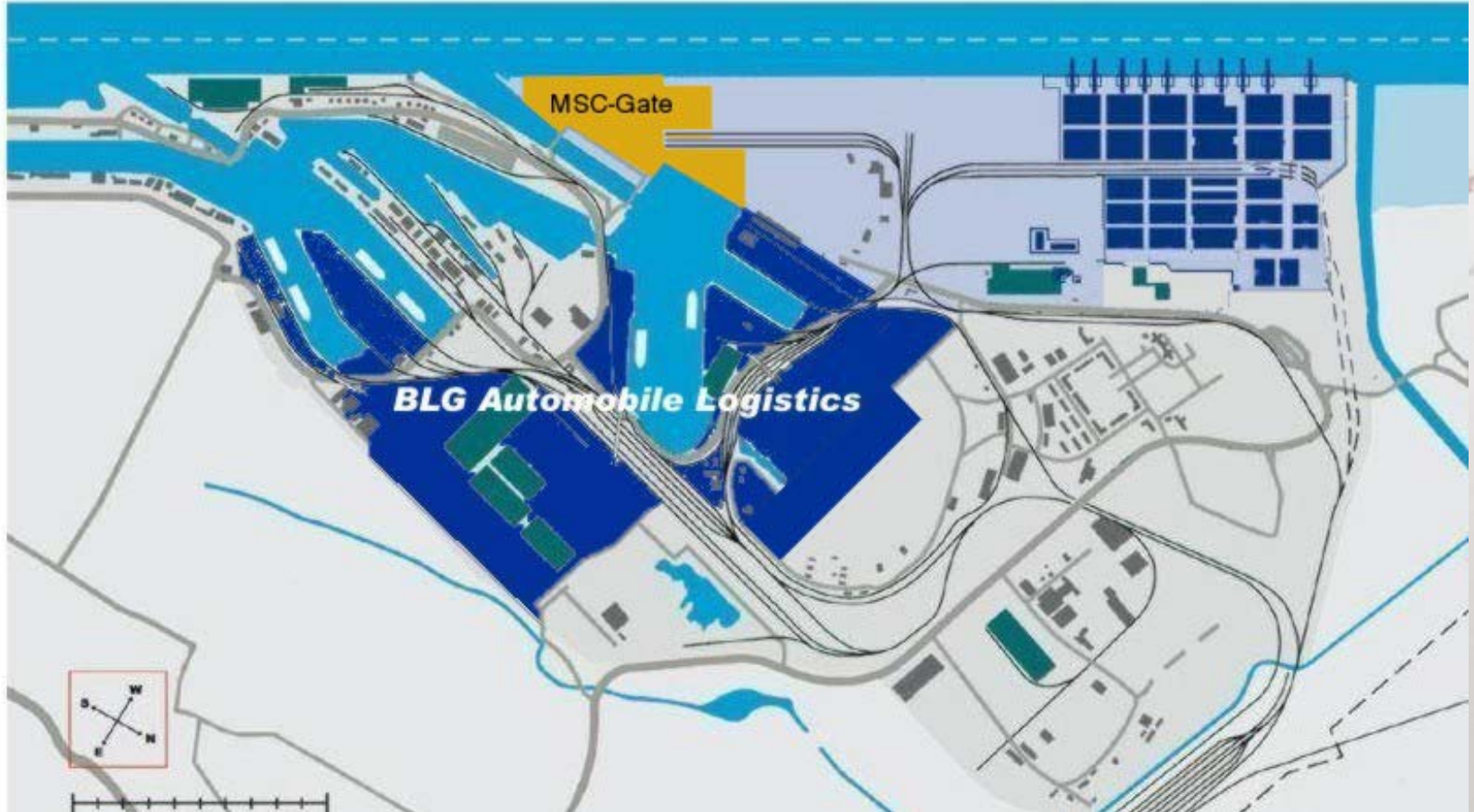


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Operators Nordhafen / Stromkaje



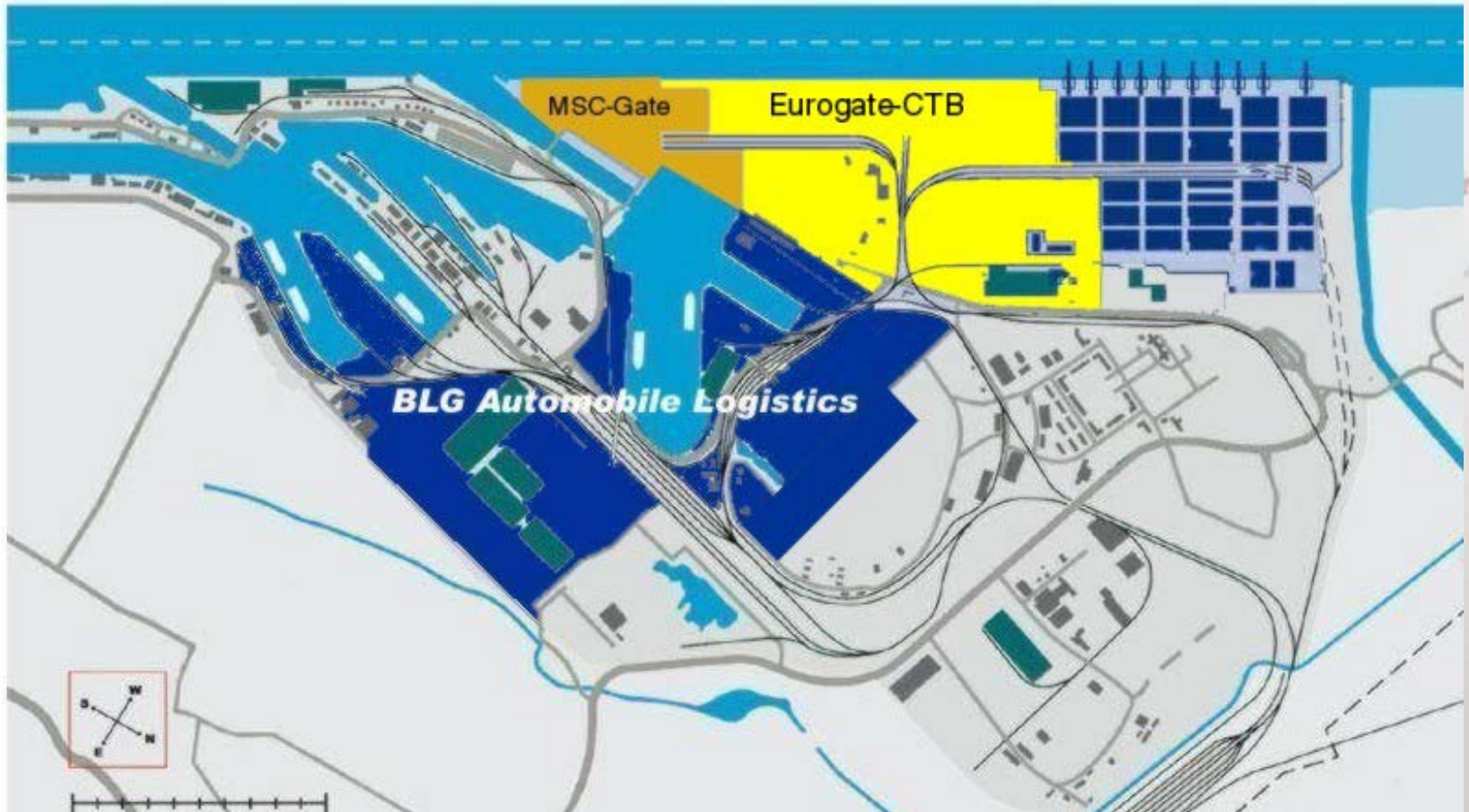


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Operators Nordhafen / Stromkaje



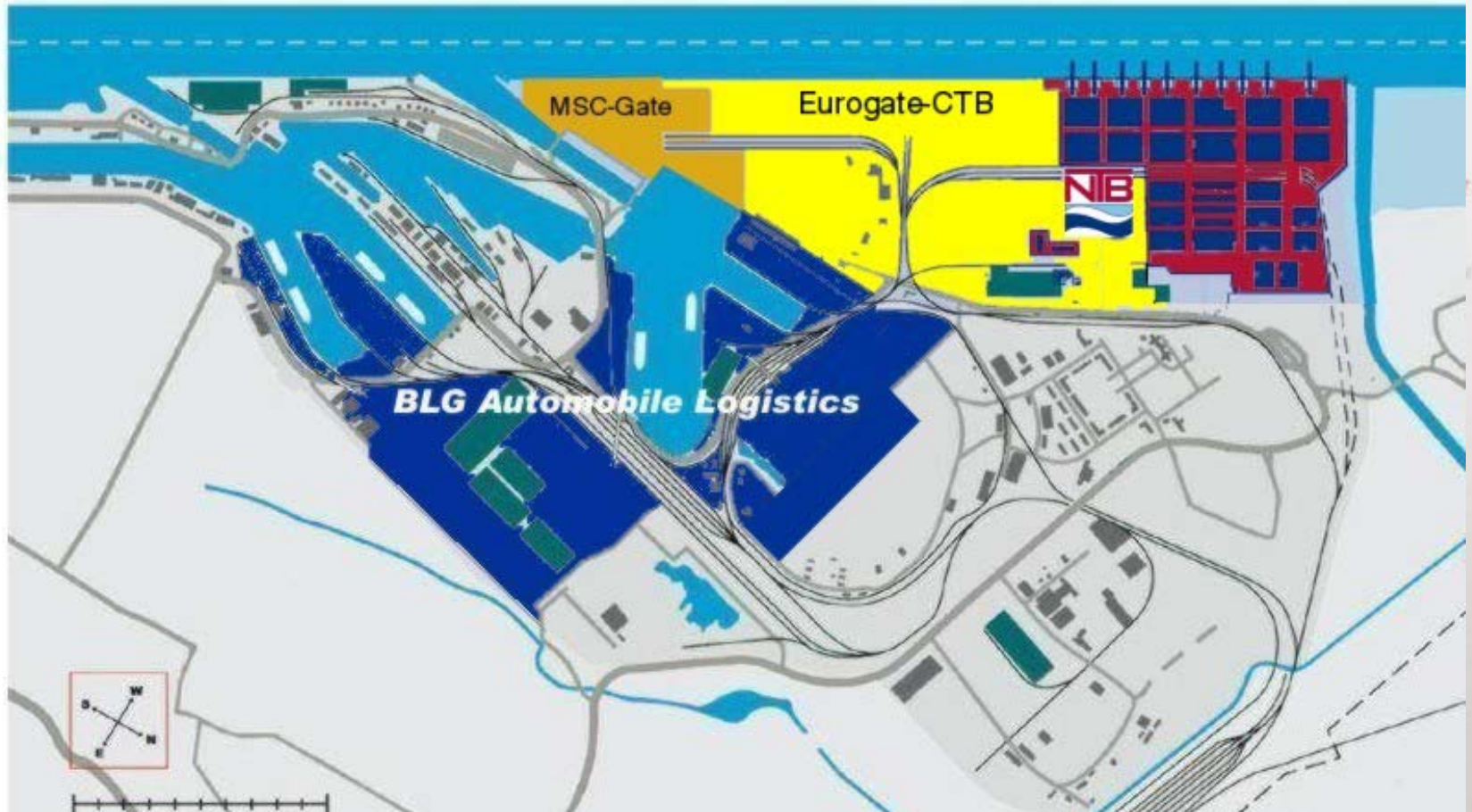


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Operators Nordhafen / Stromkaje





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

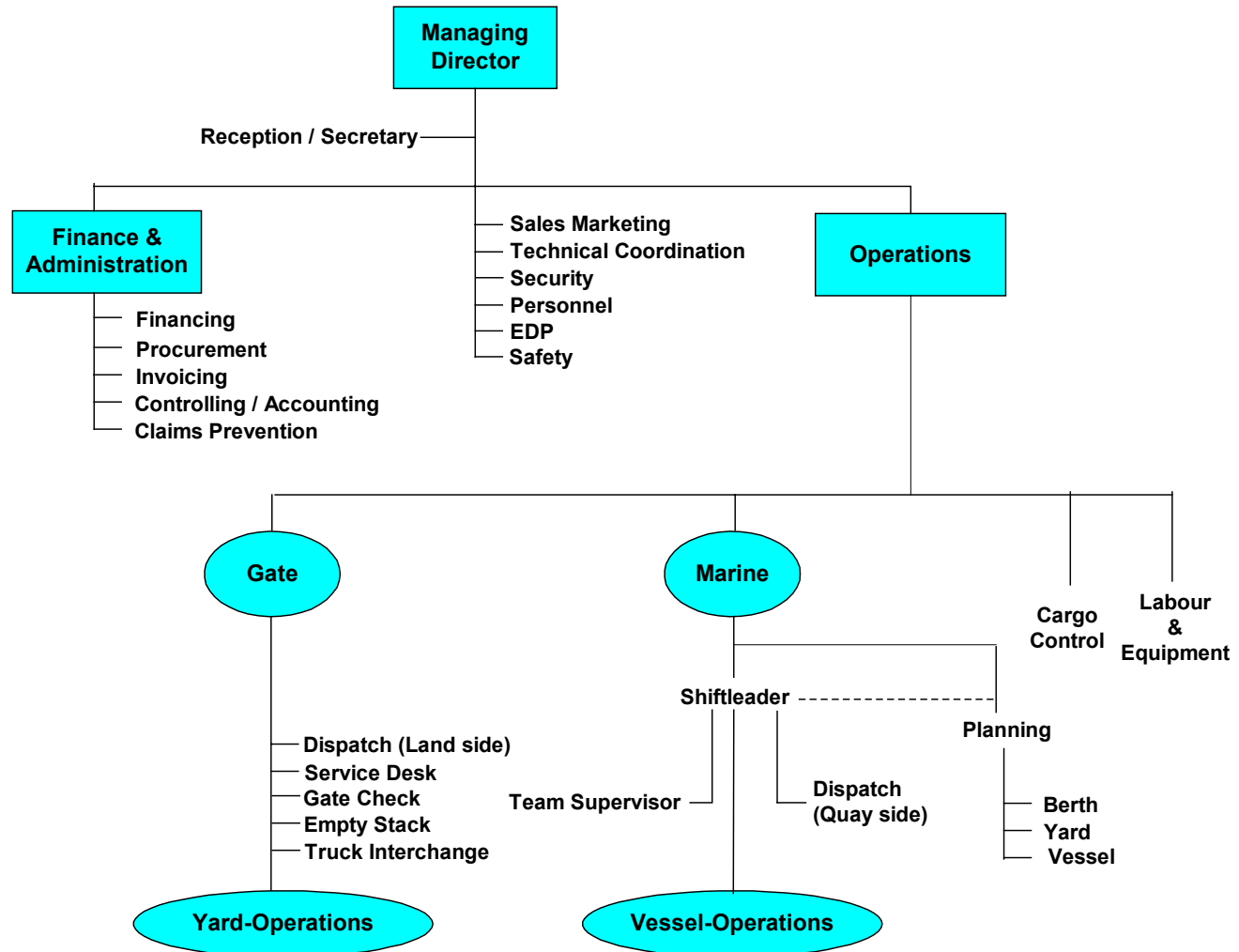
January 2006

Handling of the ten millionth TEU



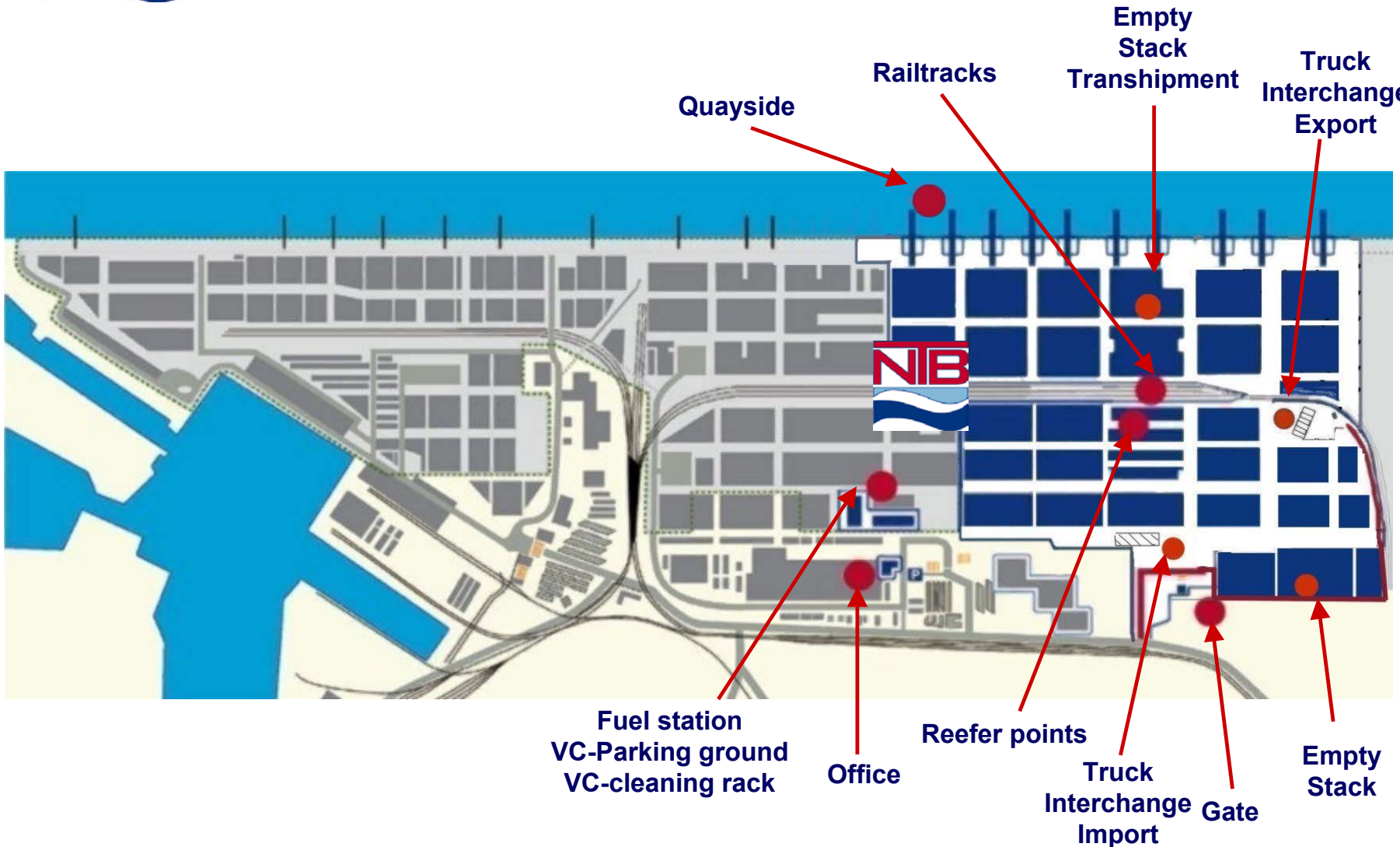
NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Organisation Structure





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Terminal-Overview









NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Status September 1st, 2005

Facilities:

	Quay Length	1,110 m
	Terminal Area	703,700 m²
	Reefer Connections	1,499

Equipment:

	Van Carriers	47 (of which 27 4-high)
	Fork-Lift Trucks	3
	Gantry Cranes	10
	Mobile Harbour Crane	1 Liebherr LHM 400

IT:

	Operations	Navis SPARCS / EXPRESS
	Administration	SAP
	Personnel	PAISY / TARIS

Personnel:

		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:

	Qay Length	1.110 m	<u>on order:</u>	total
	Terminal Area	703.700 m²		
	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		

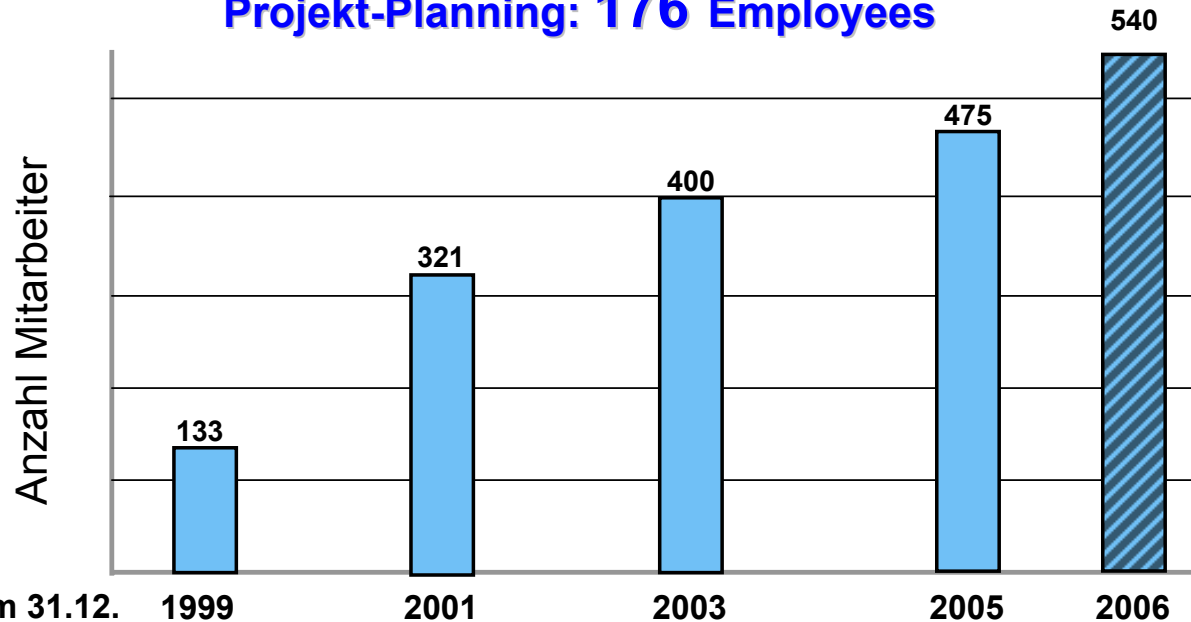
IT:

	Operations	Navis SPARCS / EXPRESS
	Administration	SAP
	Personnel	Paisy / TARIS



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Staff Development

Projekt-Planning: 176 Employees



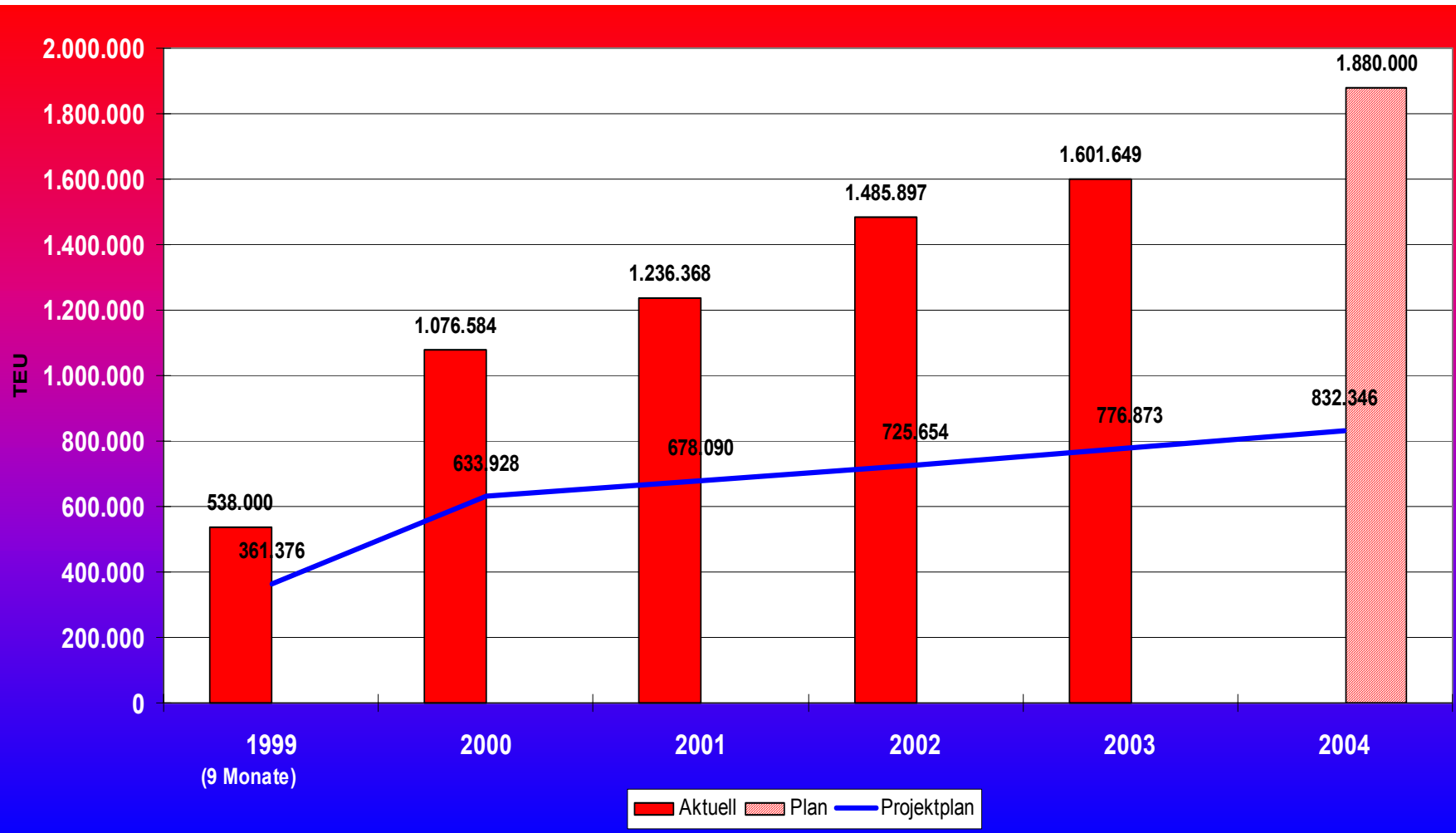
In addition (beside others):

- 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)

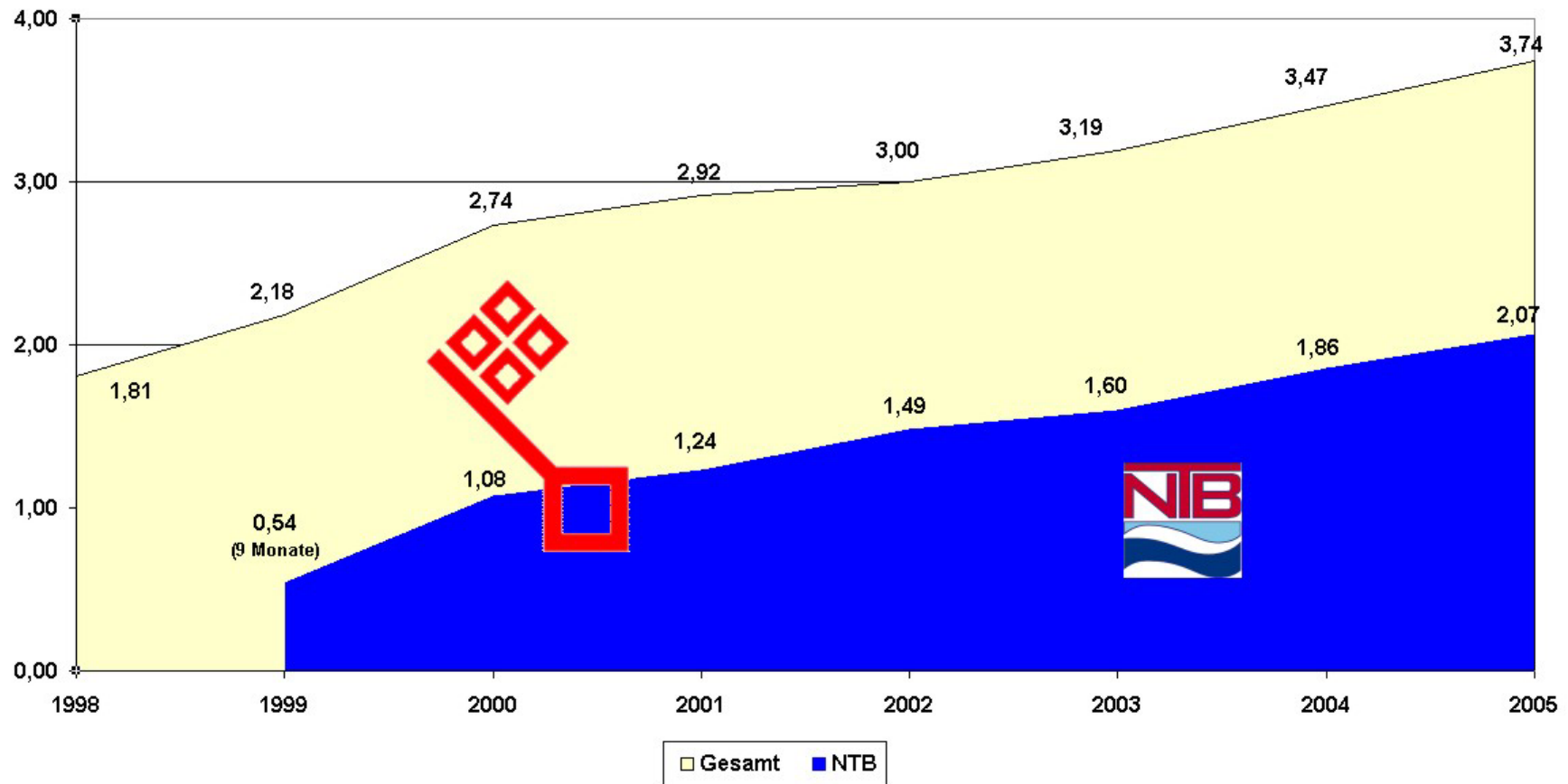




NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

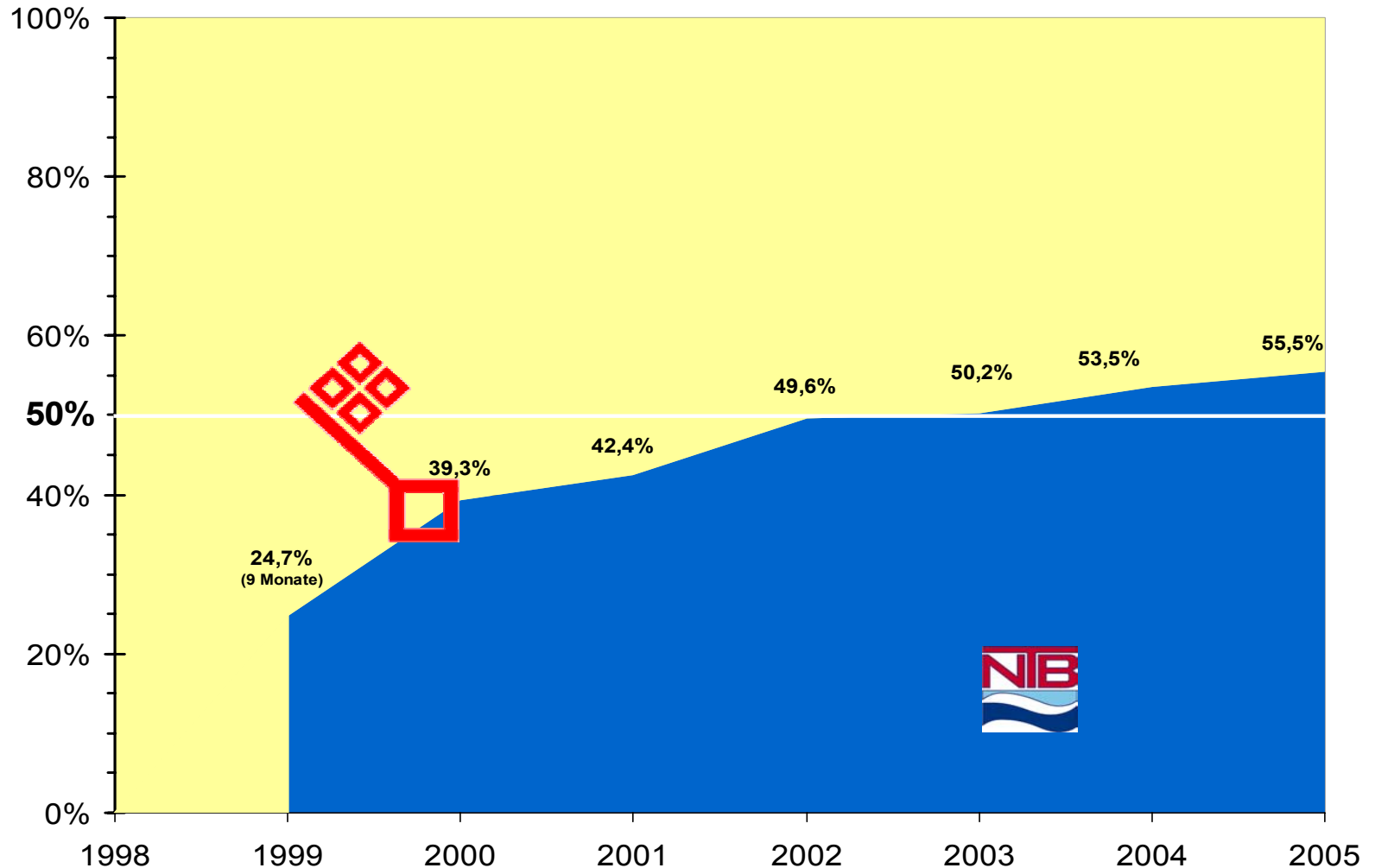
Volume Development TEU (Bremen/Bremerhaven)

Volume Development 1.000.000 TEU
(Bremen/Bremerhaven)



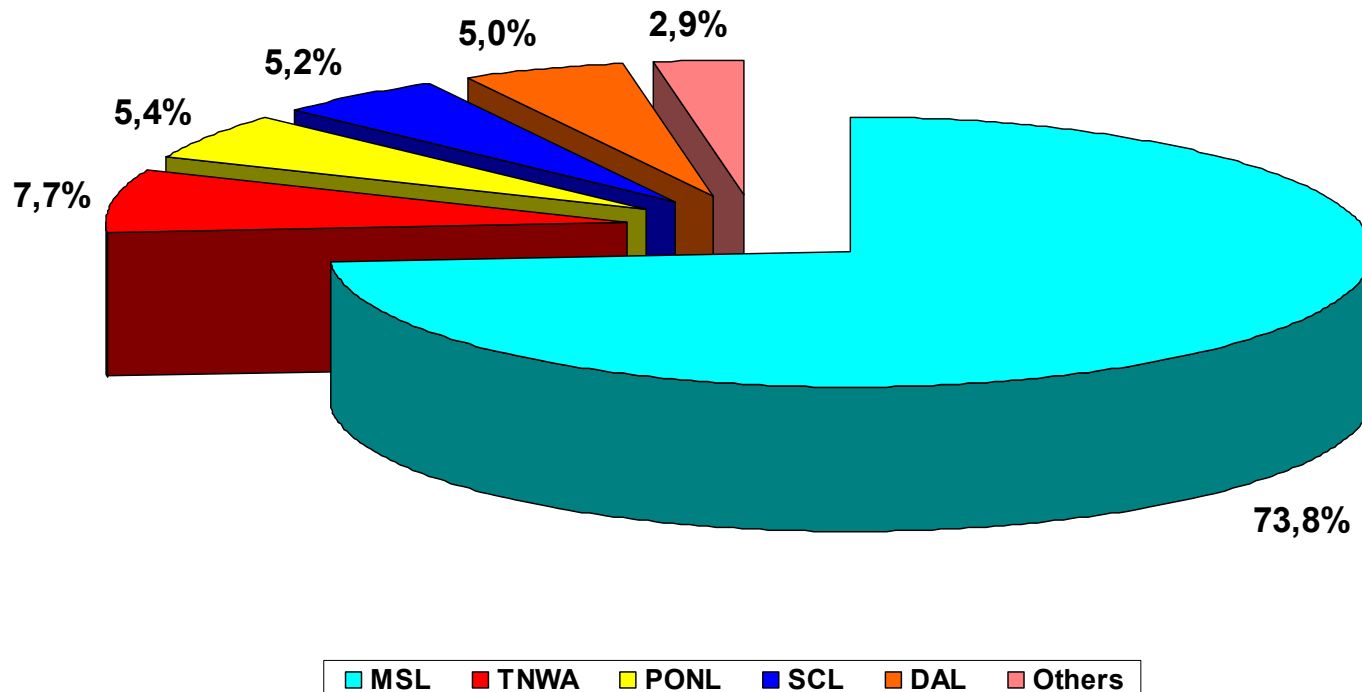


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. NTB volume share (Bremen/Bremerhaven)





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



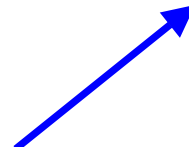
Berth-Planning



Yard-Planning



Cargo Control



Vessel-Planning



Dispatch/Operations



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

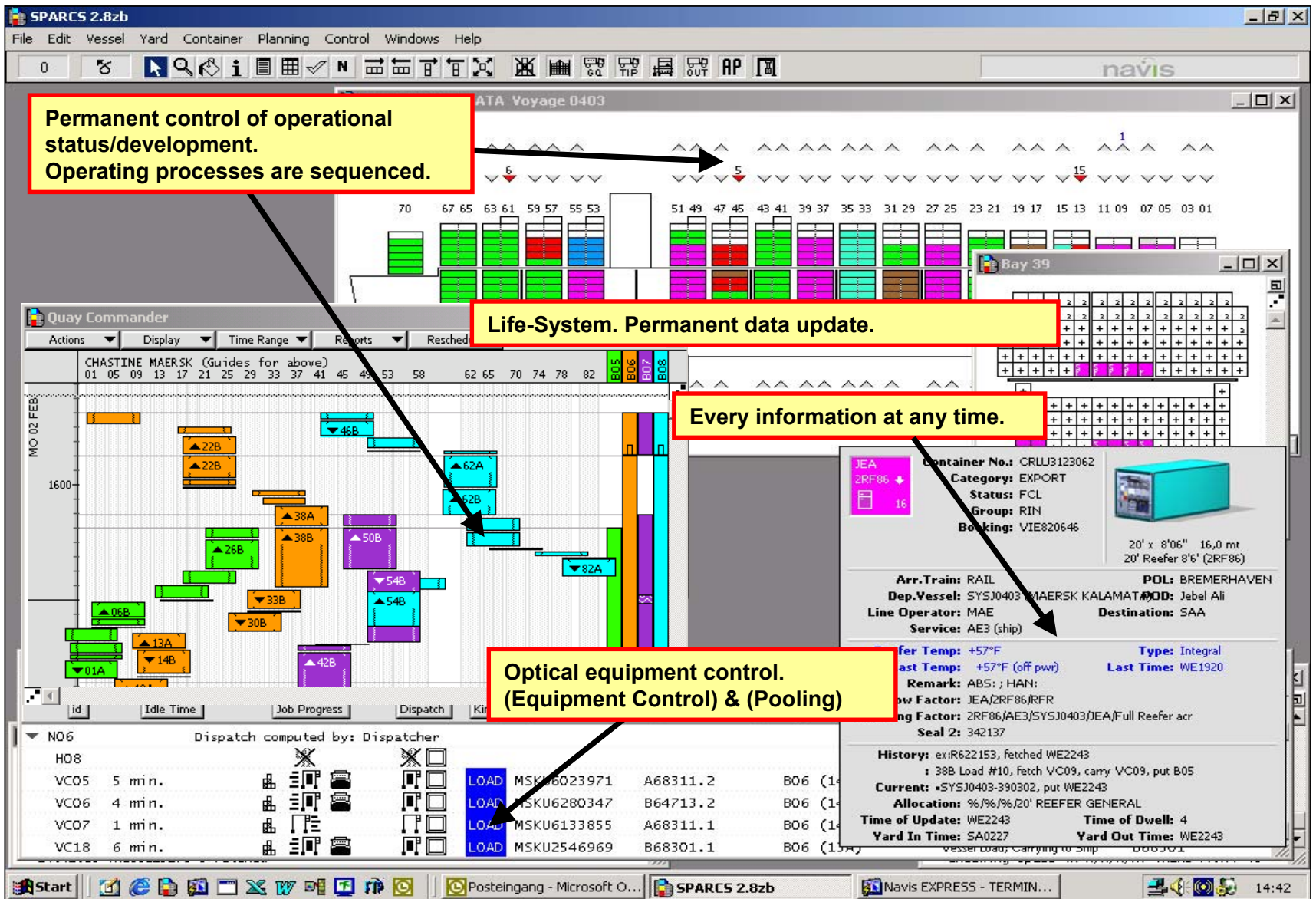
Pooling

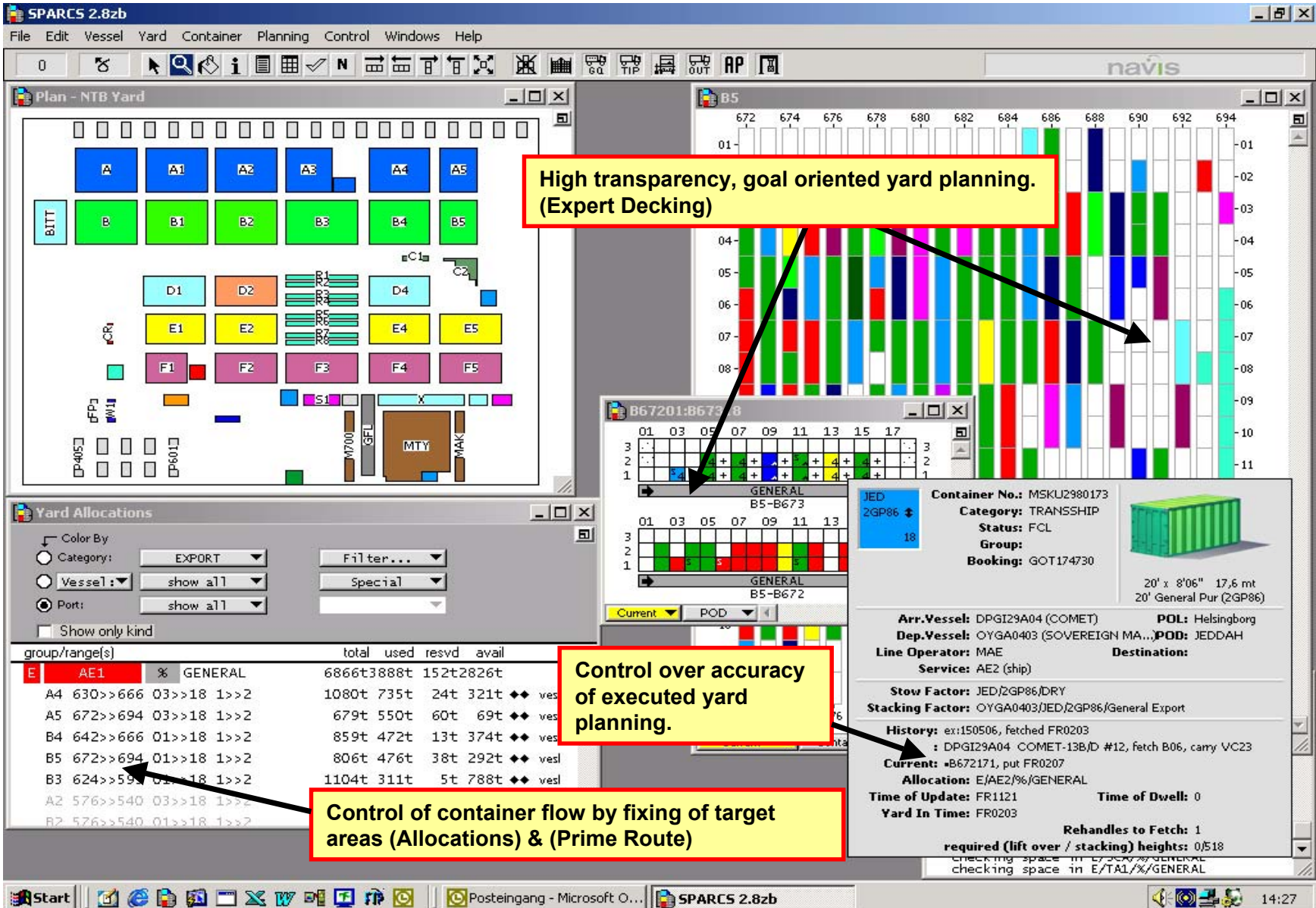
- Automatic optimisation of efficient yard slot utilisation

Expert Decking

- Optimising job sequences and driving distances

Prime Route







NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Berth Planning

Proforma Vessel Schedule

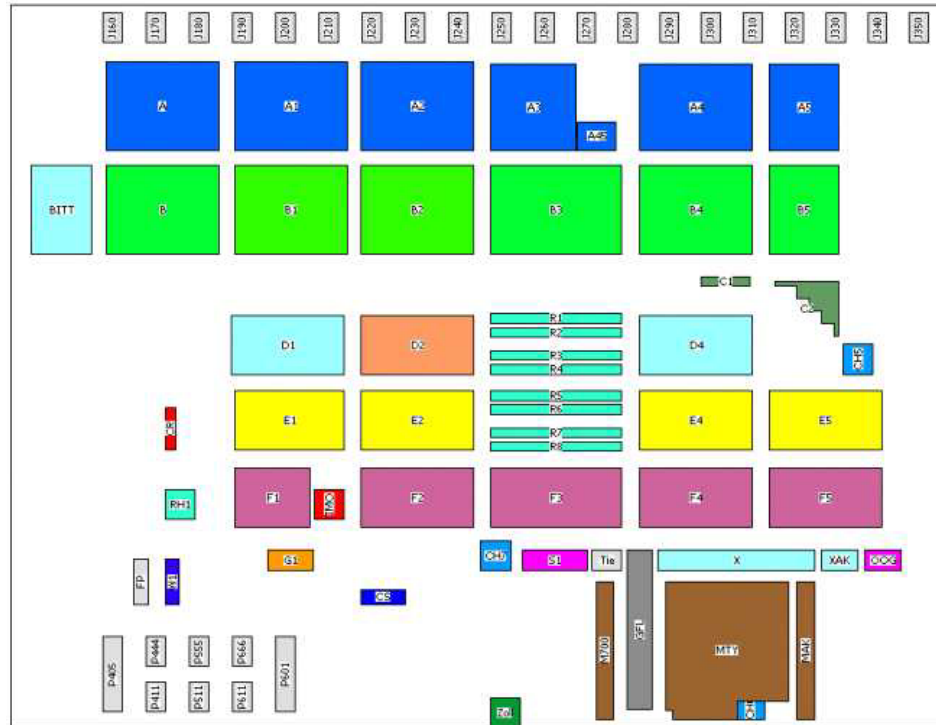
Depth along (m)	15,1	15,6	15,2	15,0	14,3	15,3	15,6	15,3	15,2	14,8	14,6	14,5	15,0	15,0	14,9	14,3			
NTB Terminal	2200 MT	2300 MT	2250 MT	2300 MT	2300 MT	2300 MT	2300 MT	2300 MT	2300 MT	2800 MT	2800 MT	3000 MT	3100 MT	3100 MT	3200 MT	3150 MT	Anforderung	Total	
MON 00:00 MON 06:00	2150MT	2250MT	Poland Sun1200 - Mon0600	2	MidEast 1 Sun1800 - Mon1200 - mvs 1300	1	2800 MT	Baltic Feeder - STI Sun 1200 - Mon 1400	2	3000 MT	3100 MT	3200 MT	3150 MT	3150 MT	3150 MT	3150 MT	7	0	7
MON 06:00 MON 14:00			Mvs. 800	2	BERTH 80	3		Mvs. 1000	2								6	1	7
MON 14:00 MON 22:00			Russia AAR Loop Mon0600 - Mon2200	2													7	1	8
MON 22:00 TUE 06:00	UF TII/HeI 100 1		Mvs. 850	2													8	0	8
TUE 06:00 TUE 14:00	TA2 Tue 0600 - Tue 2200 - mvs 1500			3	AE2 Mon2200 - Tue2200 - mvs 2900	4											9	0	9
TUE 14:00 TUE 22:00	GOAL: BERTH 90			4	Goal: BERTH 120	4		Hamburg Sh. B	1								9	0	9
TUE 22:00 WED 06:00			Kursiu	2	MidEast 2 Tue2200 - Wed1800 - mvs 1400	5											5	3	8
WED 06:00 WED 14:00			KLD 500	2	GOAL: BERTH 70	2											6	2	8
WED 14:00 WED 22:00	NCL V-N?? 1				Kursiu 330	2	UF OsiM d 250	2									0	5	5
WED 22:00 THU 06:00	TA3 Wed 2200 - Thu 1400 mvs 700			2	KLP/AHU	1		Baltic Feeder - RIX WED2200 - THU2000	2	AE9 Wed 2200 - Thu 1800 - mvs 1400	3						7	1	8
THU 06:00 THU 14:00	GOAL: BERTH 40			2				Mvs. 1000	1	GOAL: BERTH 90	4						8	0	8
THU 14:00 THU 22:00			UF OsiM 200	2	Marocco Thu1400-Thu2200	1											4	3	7
THU 22:00 FRI 06:00	Scanned Service Thu2200 - Fri1400 - mvs 400			2	TL CVX 75	1											2	3	5
FRI 06:00 FRI 14:00	Berth 50			0	Kursiu 330	1											2	2	4
FRI 14:00 FRI 22:00	CANEX Fri1400 - Sat0300 m - mvs 1100			3	West Norway Fri1400 - Sat0600	2											7	0	7
FRI 22:00 SAT 06:00	GOAL: BERTH 65			3	Mvs. 575	1											6	1	7
SAT 06:00 SAT 12:00					UF TII/HeI 100	1											5	2	7
SAT 12:00 SAT 18:00																	7	0	7
SAT 18:00 SAT 23:59	APX Service Sat1800 - Sun 0600 - mvs 1000 (mvs 1000/1000)			2													8	0	8
SUN 00:01 SUN 06:00	GOAL: BERTH 78			2													8	0	8
SUN 06:00 SUN 12:00				2													8	0	8
SUN 12:00 SUN 18:00				3													6	2	8
SUN 18:00 SUN 23:59																	6	1	7
																	5	2	7
																	138	29	

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



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Yard Planning

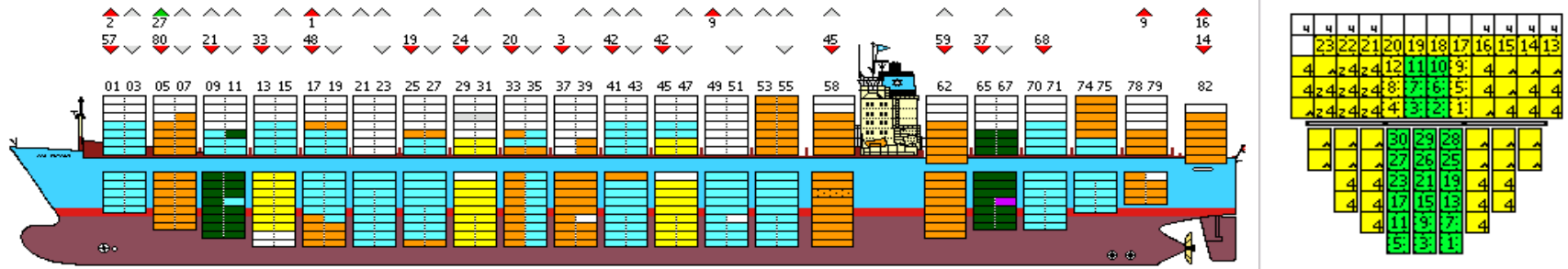


- Planning of allocations
- Management of container flow
- Limiting /avoiding yard restows
- Supervising yard efficiency
- Route optimisation



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
-



NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Cargo Control

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

Control of incoming data in respect of:

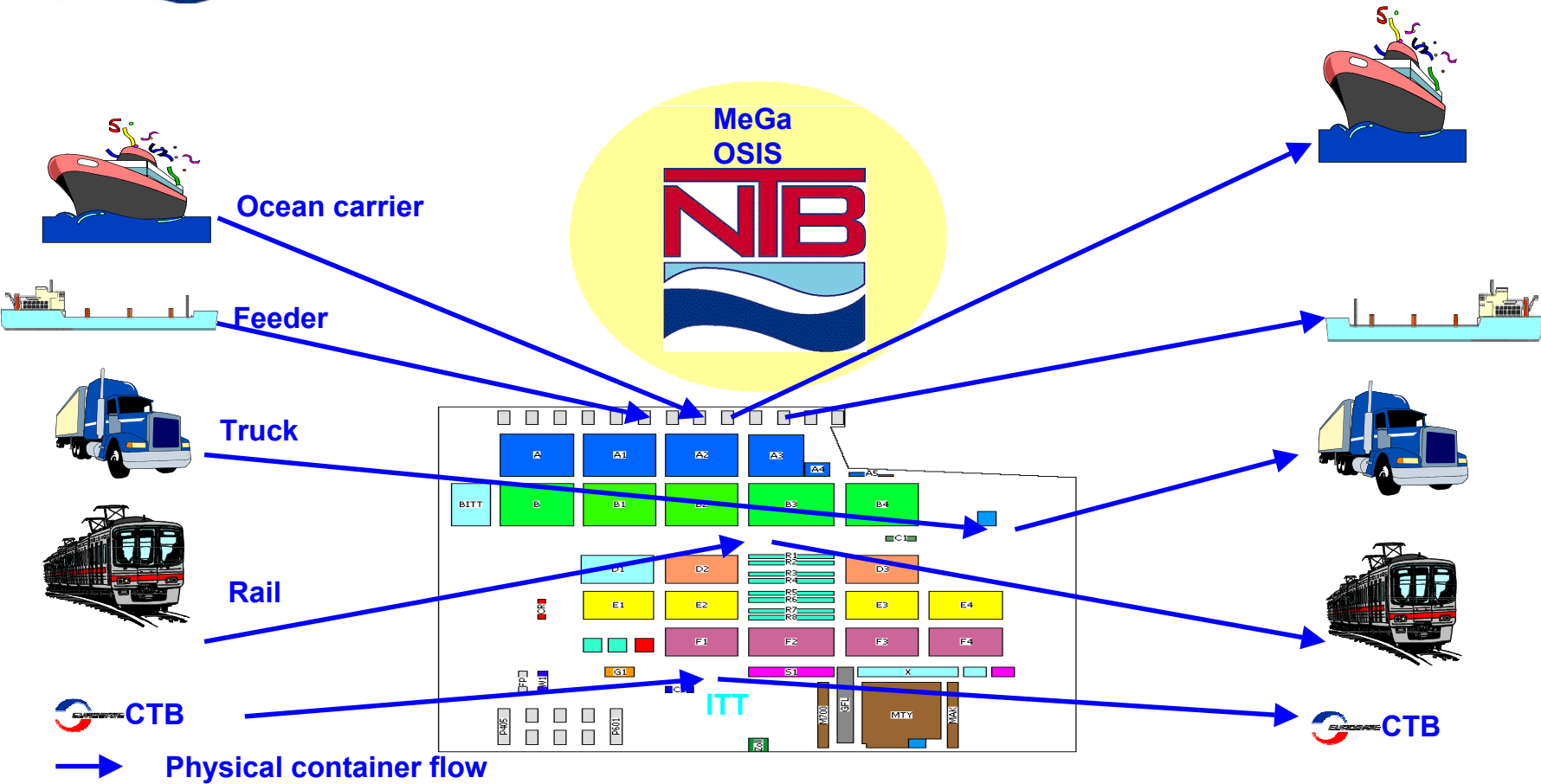
- missing container/late-arrivals
- missing BHT Reference No.
- awkward cargoes
- non ISO containers
- other discrepancies

ACTION and CORRECTION!

Permanent co-ordination with Vessel Planning/Shiftleader

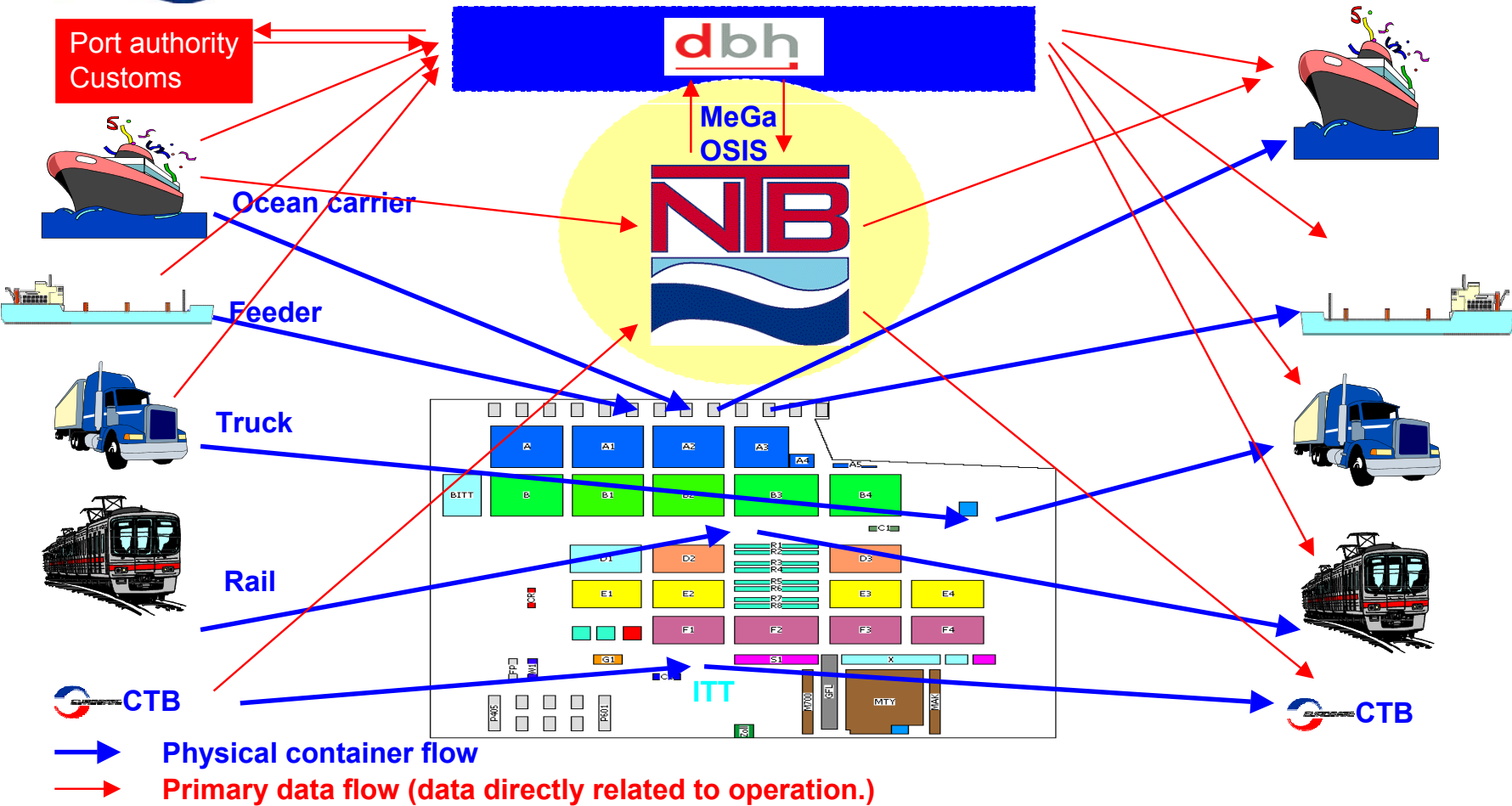


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Communication Channel



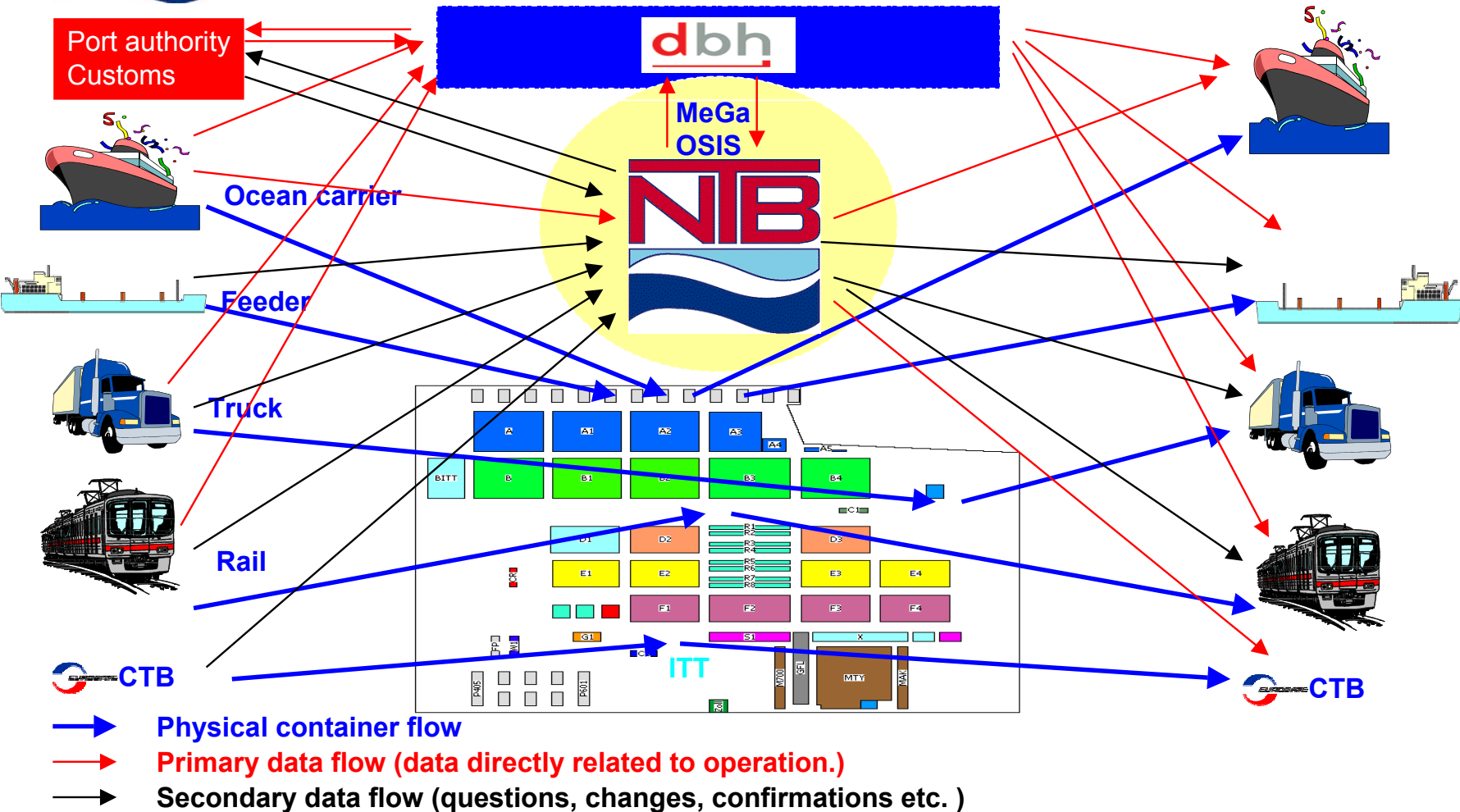


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Communication Channel





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Communication Channel



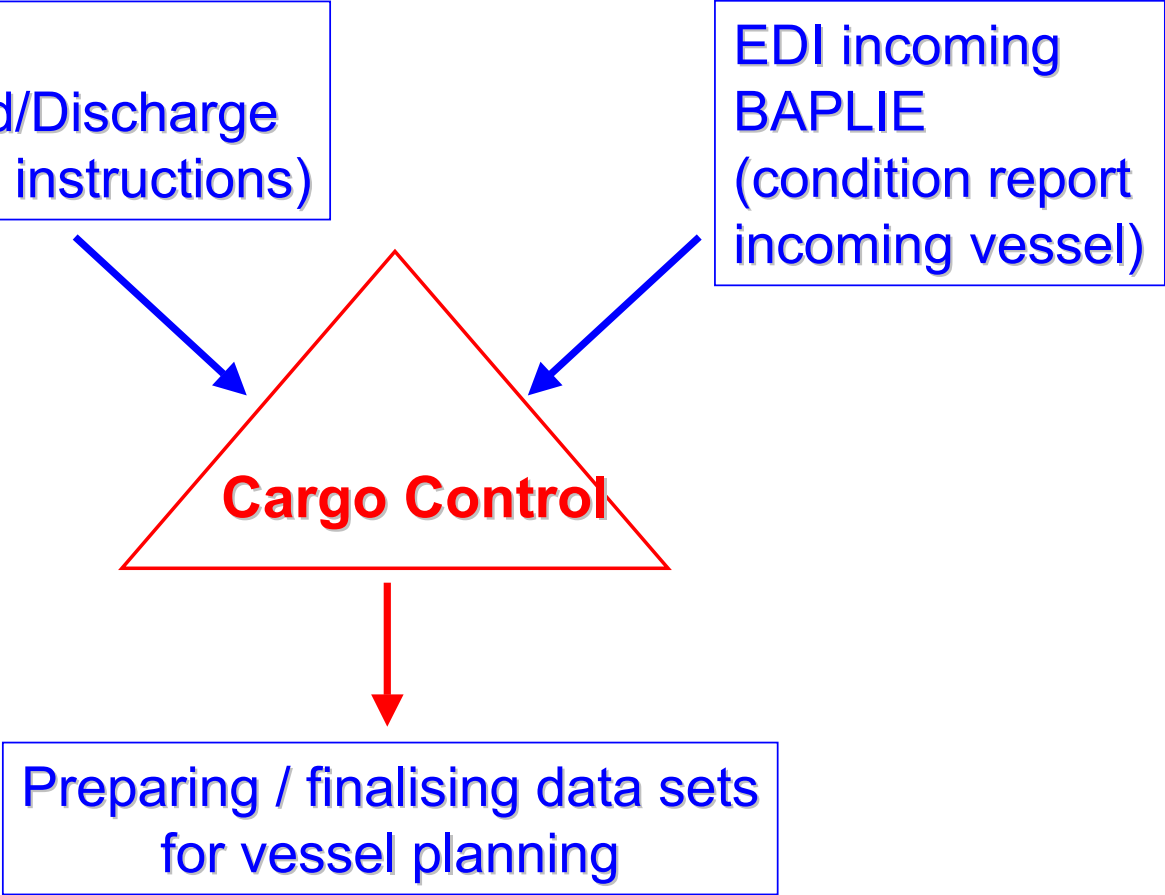


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Workflow Vessel Operation

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

EDI incoming
BAPLIE
(condition report
incoming vessel)



```
graph TD; A[EDI incoming COPRAR Load/Discharge (Load- / Disch. instructions)] --> C; B[EDI incoming BAPLIE (condition report incoming vessel)] --> C; C[/Cargo Control/] --> D[Preparing / finalising data sets for vessel planning];
```

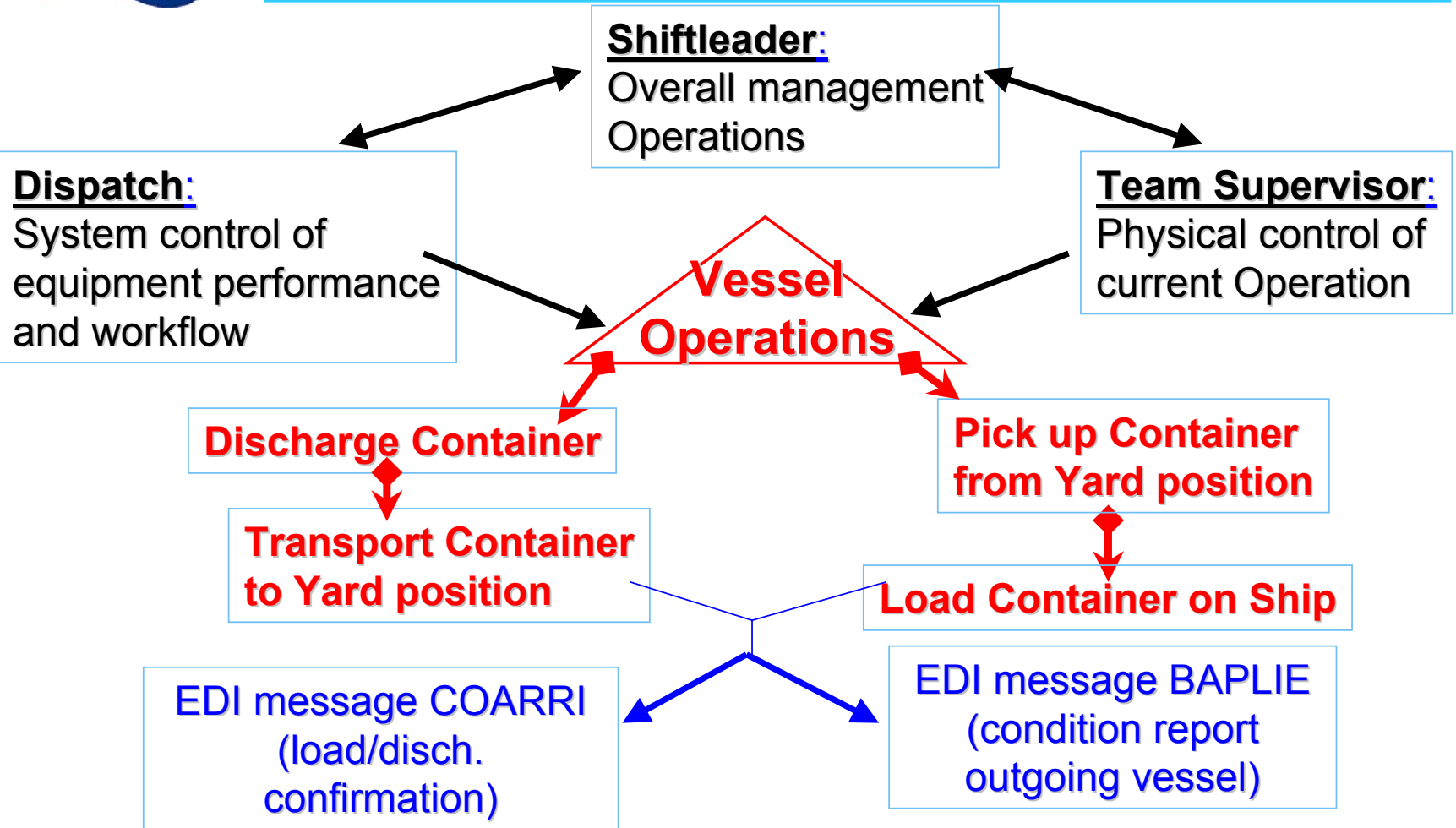
Cargo Control

Preparing / finalising data sets
for vessel planning



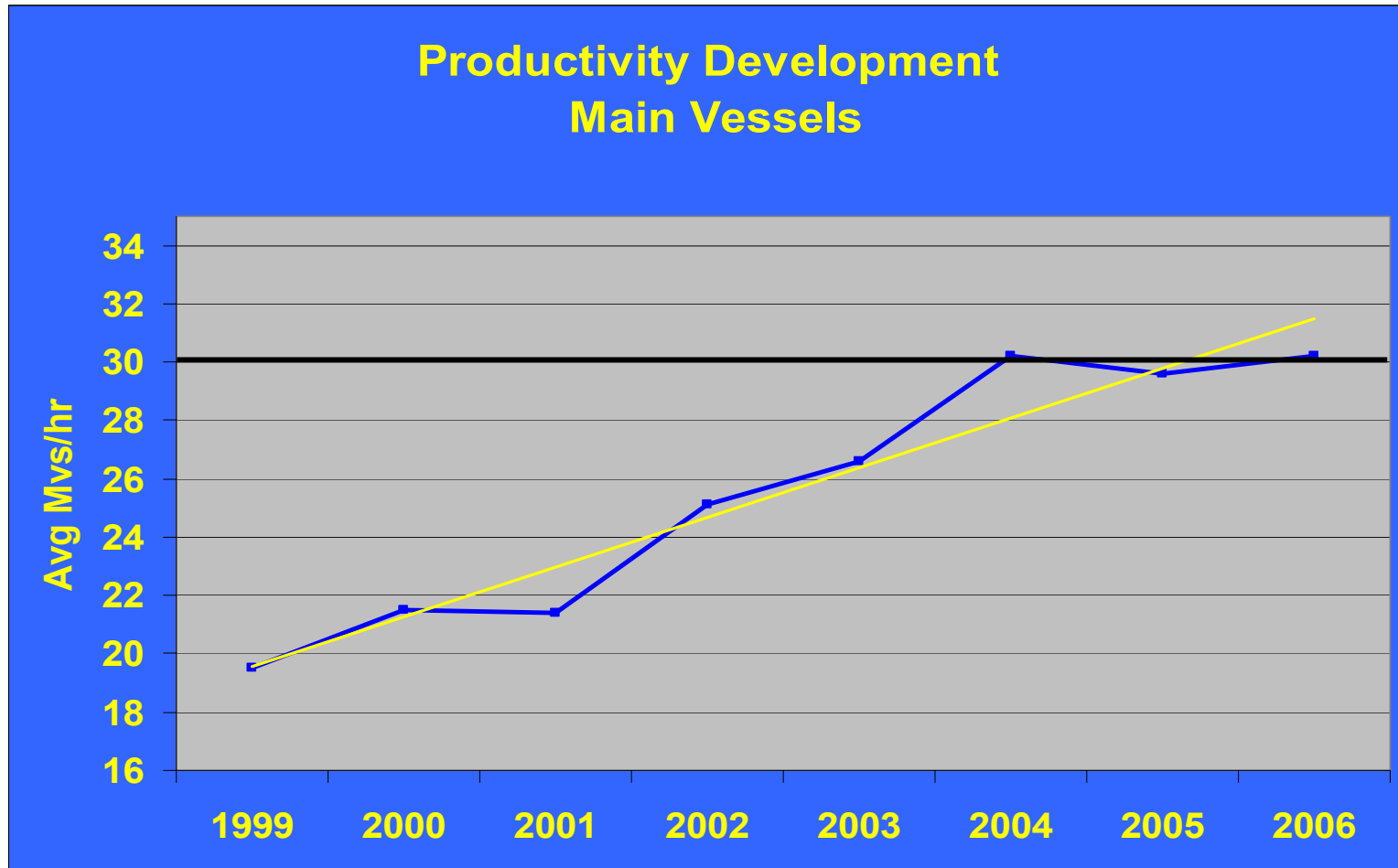
NORTH SEA TERMINAL BREMERHAVEN GMBH & CO.

Workflow Vessel Operation



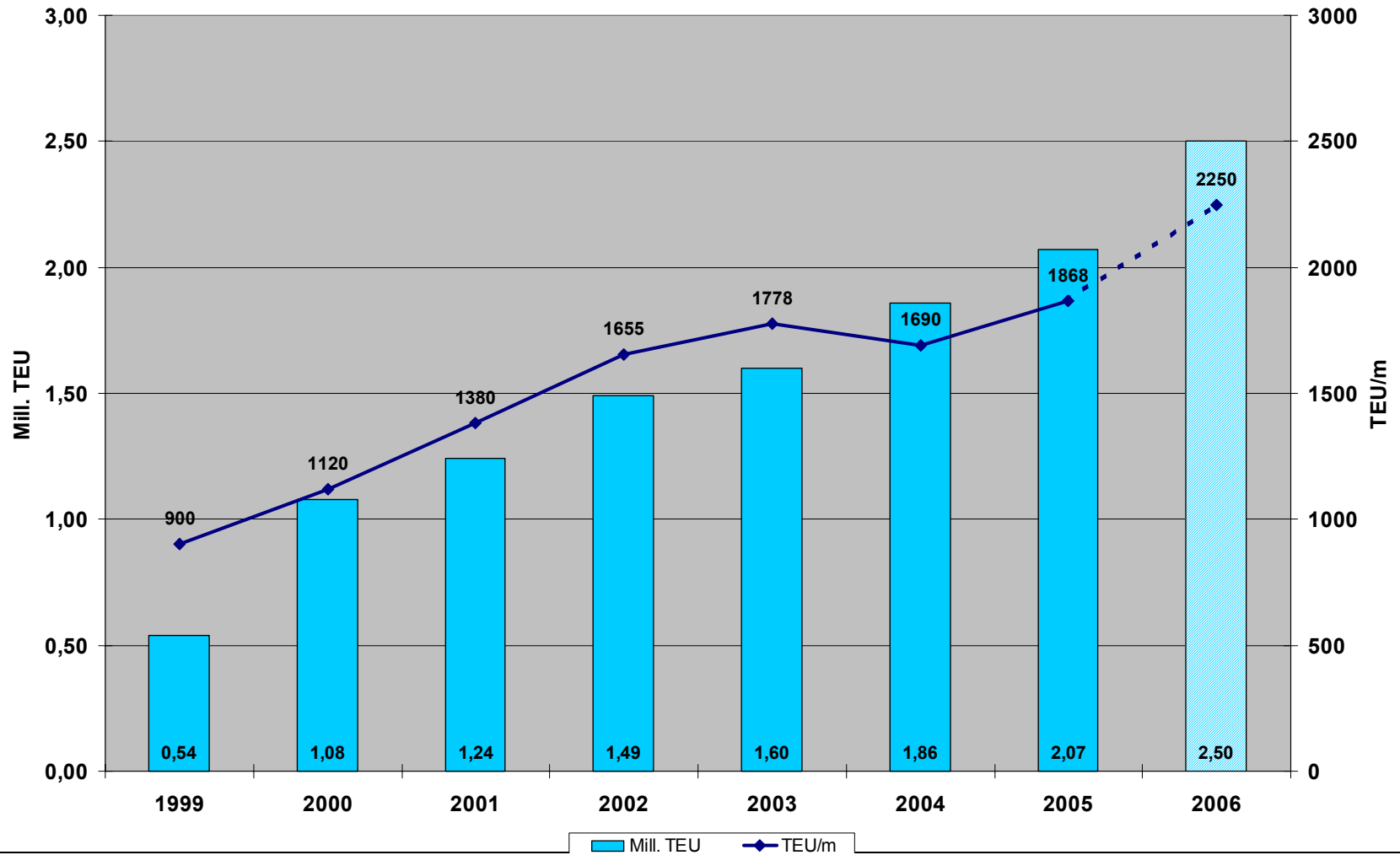


NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Productivity 2001 - 2006 ytd





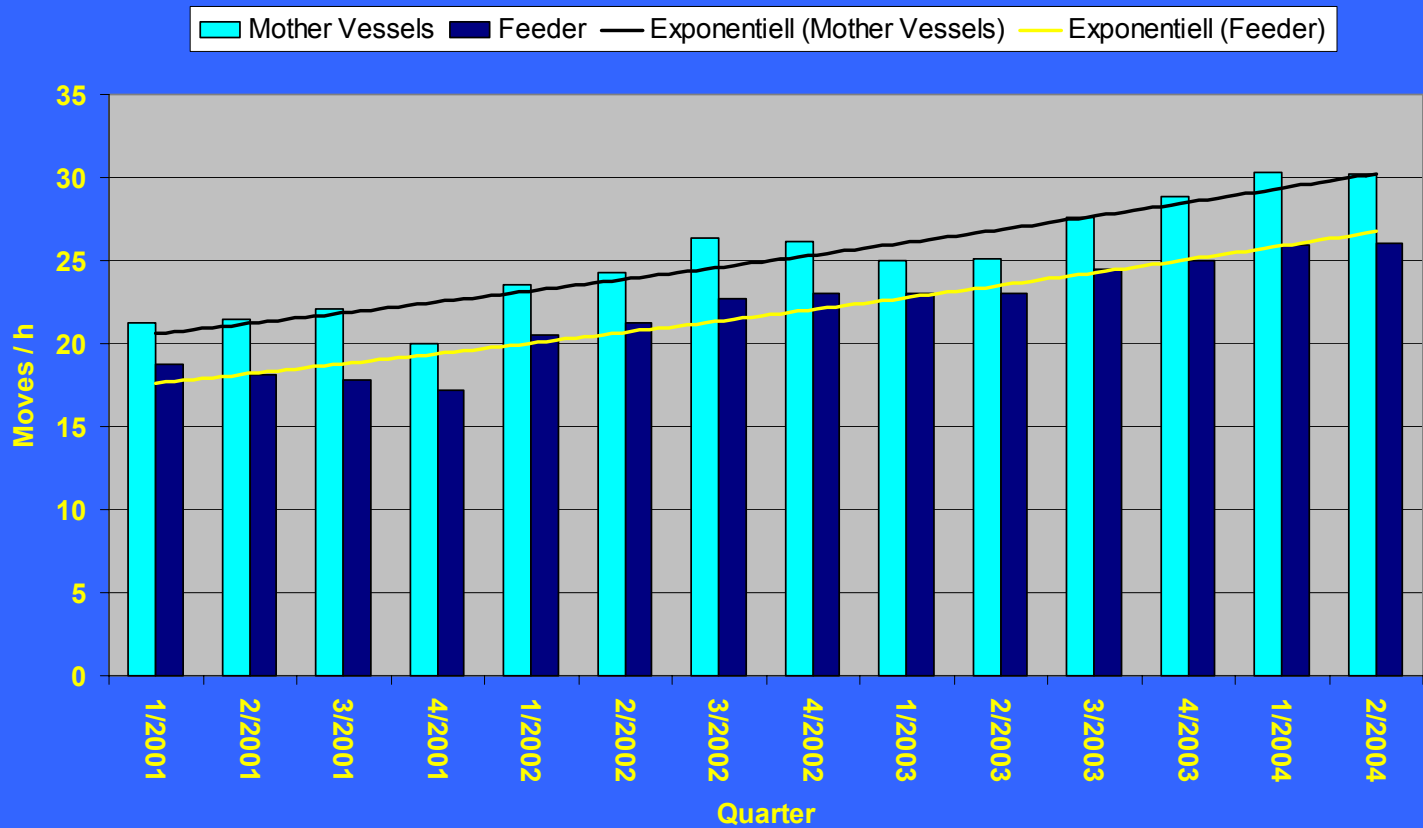
NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Quay Wall Productivity





NORTH SEA TERMINAL BREMERHAVEN GMBH & CO. Productivity

Quarterly Productivity Development 2001 - 2004





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

Pre NAVIS

Post NAVIS

GMPH MV 20

GMPH FDR 17,5

Target
2003

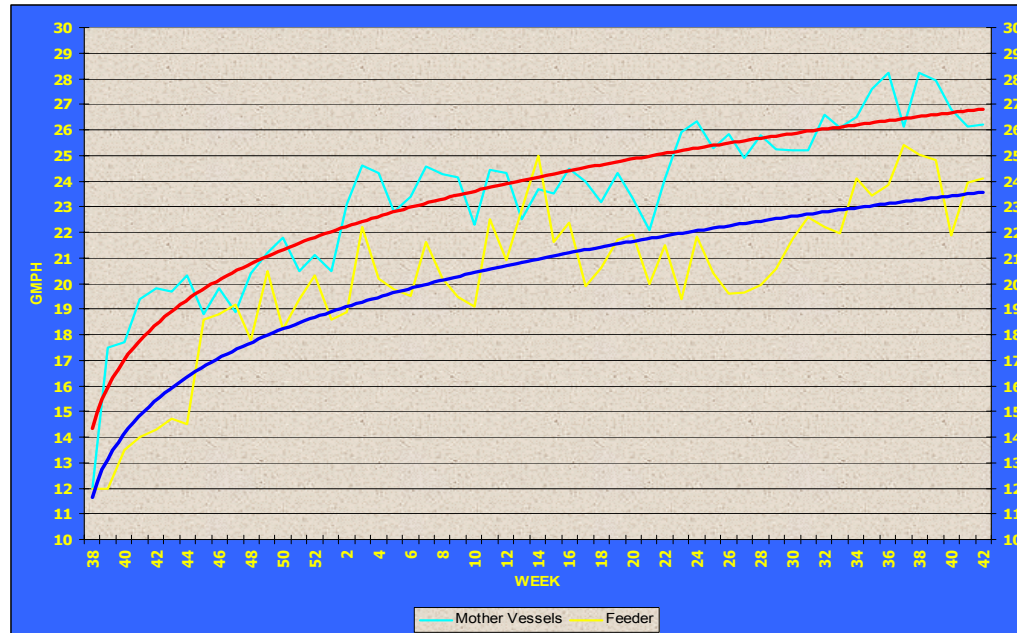
27,5

24

Target
2004

30

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