



# Container Terminal, Intermodal Logistics

Hong Kong, 23 November 2017

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# CONTSHIP: MORE THAN JUST A TERMINAL OPERATOR



## UNIQUELY INTEGRATED PORT-TO-DOOR OFFER



CONTAINER  
TERMINAL

RAIL  
TRACTION

CY DEPOT  
RAIL HUB

LAST MILE  
TRUCKING

+ CUSTOMS

+ CUSTOMS  
+ WAREHOUSING  
+ CNTR DEPOT



RAIL CONNECTIONS

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



# LA SPEZIA, GATEWAY TO EUROPE



# RAIL HUB MILANO



**300,000** m<sup>2</sup>  
SURFACE



**300,000** TEUs  
HANDLING CAPACITY



RAIL TRACKS  
**4 x 750** m  
**3 x 550** m  
**12 x 600** m  
(shunting)



**7,000** TRAINS/YEAR IN & OUT



**railhub milano**

US\$ 33 million of PRIVATE INVESTMENT



# LA SPEZIA, FIRST PRIVATE TERMINAL IN ITALY



1971



1987

US\$ 240 million of PRIVATE INVESTMENT



2017



The future



- ✓ 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



**7<sup>th</sup>** LARGEST export MANUFACTURER IN THE WORLD

**2<sup>nd</sup>** 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>





**45% of  
ITALIAN GDP**

Melzo  
(Milan)

22% of  
Italian GDP

250 km

8% of  
Italian GDP

150 km

8% of  
Italian GDP

7% of  
Italian GDP

TRIESTE

VENICE

RAVENNA

GENOA

La Spezia

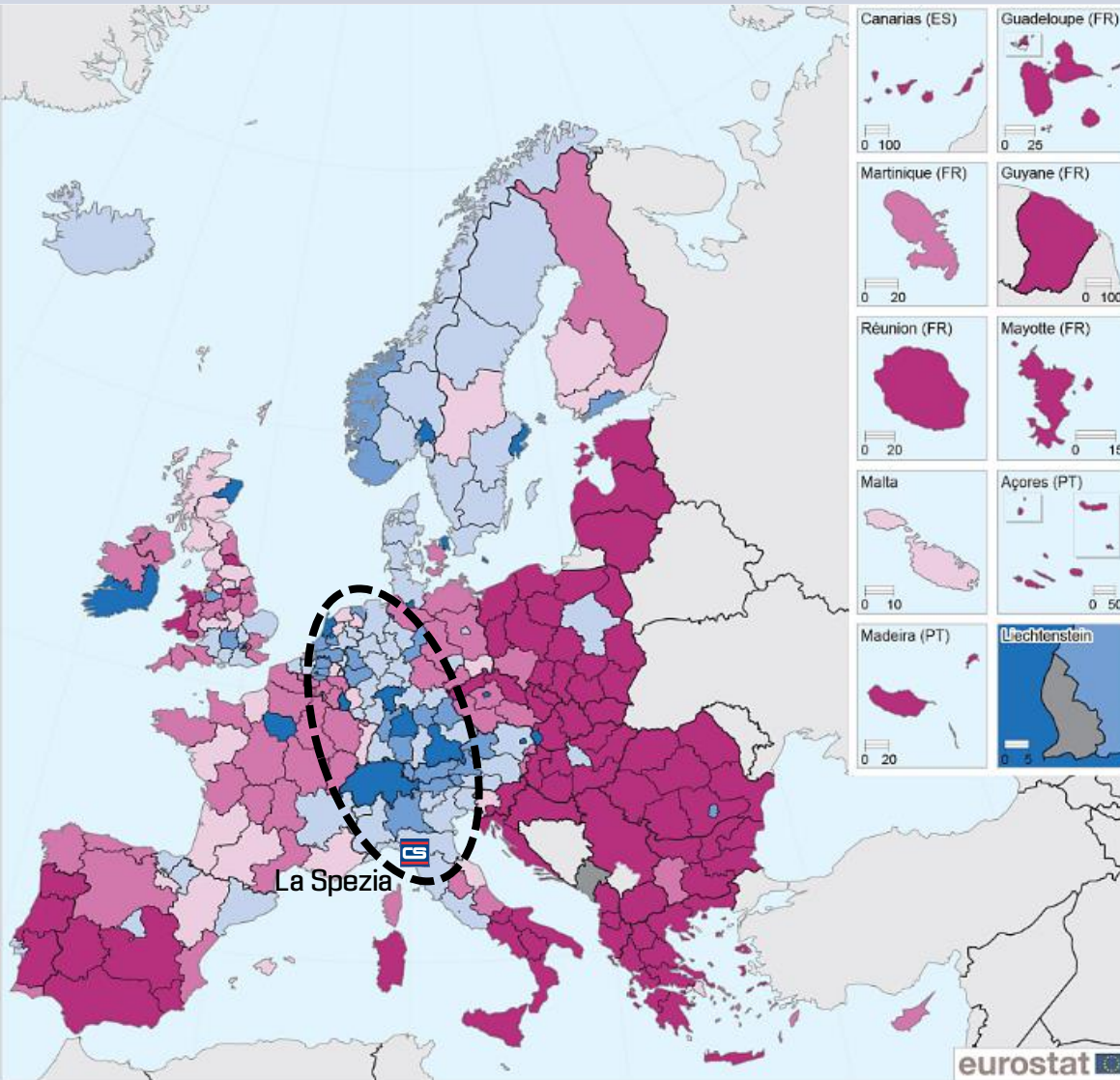
LIVORNO

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

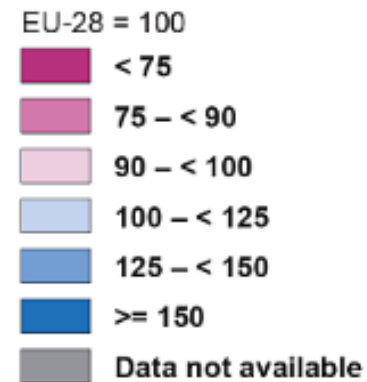
source: ISTAT, elaboration Contship Italia (oil products not included)



# GDP PER CAPITA (2015) BY EUROPEAN REGION



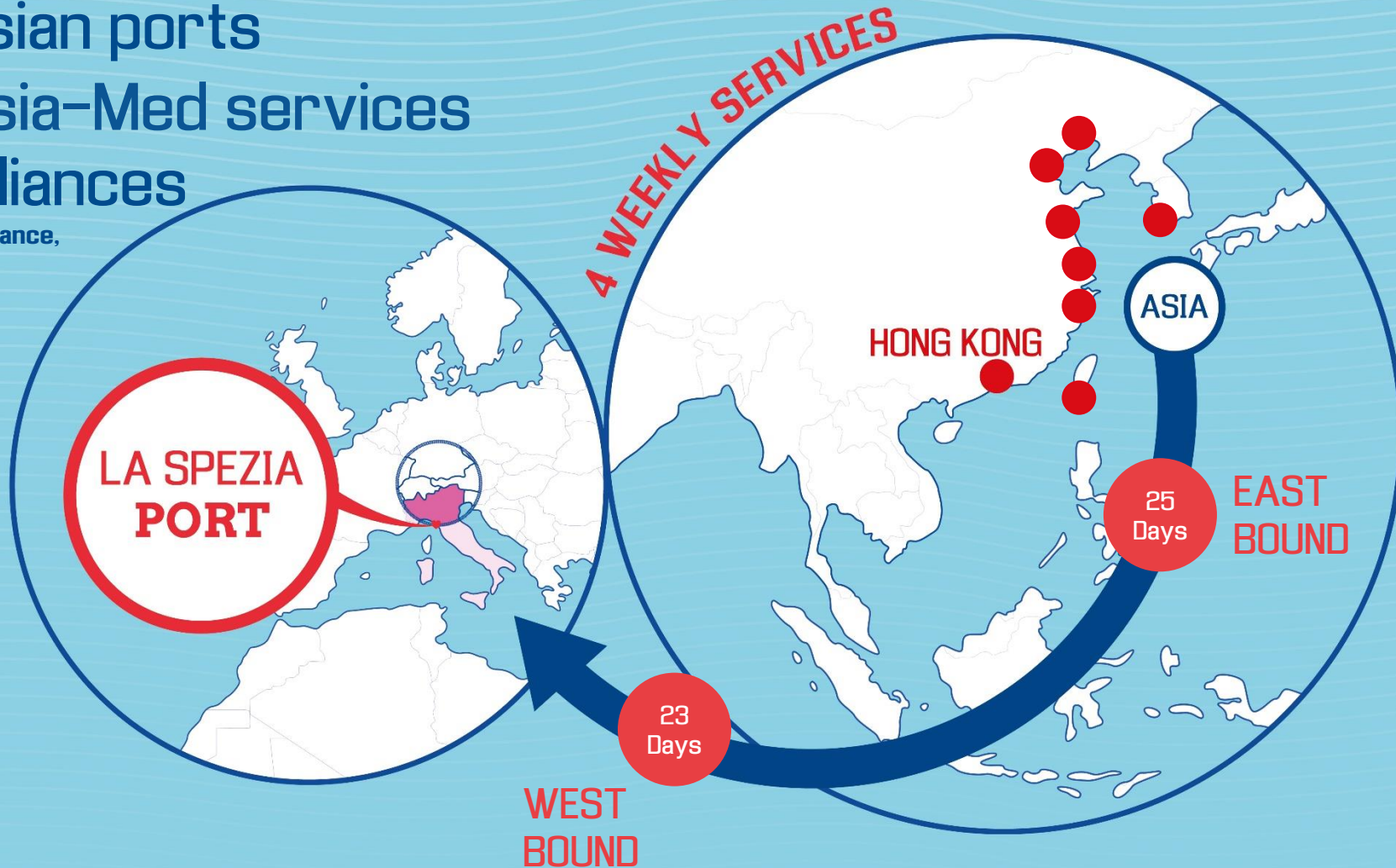
(% of the EU-28 average, EU-28 = 100)





- 43** Asian ports
- 4** Asia-Med services
- 3** Alliances

2M, Ocean Alliance,  
THE Alliance





Up to 200 trains per week



> 35% of cargo delivered by rail : **ranked 1<sup>st</sup> in Italy**

## 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)  
6 trains/week



# 100% PAPERLESS CUSTOMS PROCESS



## ANTICIPATE

-48 H preclearing



SHIP



fast corridor

TRAIN



## DEFER



INLAND HUB



LAST MILE DELIVERY TO FINAL DESTINATION





CS e-business services

GLOBAL Cross-Terminal Services | INTRANET Services | LOCAL Terminal Services

Search report data... | Print | Top

## Operational Services

### LSCT - VESSEL MONITORING

Search Voyage

SEARCH CRITERIA

Terminal: LSCT

Voyage Status: PLANNED | OPEN | CLOSED

Active vessels are highlighted

VESSELS	VOYAGES
ALULA	
ARVEDI TBN	
ASTRID SCHULTE	
AURETTE A	
<b>BENEDIKT RAMBOW</b>	Customer Voyage: [ETA:Nov 15, 2017] YA746A / YA746A   Terminal Voyage: 000021 / 000021   Line / Service: MSC / ALG
BERLIN BRIDGE	

46 records | 1 records

CS e-business services

GLOBAL Cross-Terminal Services | INTRANET Services | LOCAL Terminal Services

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## Units In Terminal

### LSCT :: UNITS IN TERMINAL

Yard Summary | Advanced Search | Units Selection IMPORT 20' | Trace CMAU0386650 | Track

Terminal	In /Out	Full	Carrier	Date/Time	Class	Status	Booking	Line	POD
LSCT	OUT	Y	Truck		Import	Pending		APL	ITSPE
LSCT	IN	Y	CMA CGM TOSCA	11-nov-2017 14.03.56	Import	Executed		APL	ITSPE

CS e-business services

GLOBAL Cross-Terminal Services | INTRANET Services | LOCAL Terminal Services

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## Units In Terminal

### LSCT :: UNITS IN TERMINAL

Yard Summary | Advanced Search | Units Selection IMPORT 20' | Trace CMAU0386650 | Track

Group By: None

Stock Yard Units Report

UNIT	Booking	Danger	Ov	Reefer	Weight	POL	POD	Carrier IN	Carrier OUT	ISO S/T	Line IN	Line OUT	IN Date	Days
CMAU0386650		N	N	N	14420	MTMLA	ITSPE	CMA CGM TOSCA		22G1	APL		2017-11-11 14.03	3
CMAU1273811		N	N	N	5100	CNTAO	ITSPE	COSCO FORTUNE		2200	APL		2017-10-28 09.31	17

CS e-business services

GLOBAL Cross-Terminal Services | INTRANET Services | LOCAL Terminal Services

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## Operational Services

### LSCT - VESSEL MONITORING

Vessel: BENEDIKT RAMBOW, Terminal Voyage: 000021 / 000021, Line Voyage: [ETA:Nov 15, 2017] YA746A / YA746A

Search Voyage | Overview

OPERATION REPORTS

VESSEL DETAILS

VESSEL NAME: BENEDIKT RAMBOW | CALL SIGN: V22B04 | IMO CODE: IM09327578 | TERM. CODE: BENEDI | FLAG: ANTIGUA ANI | VESSEL TYPE: FCC | SIZE (m): 9957

VISIT DETAILS

TERMINAL: LSCT | VISIT STATUS: OPEN | CUSTOMER VOYAGE: YA746A / YA746A | TERMINAL VOYAGE: 000021 / 000021

ARRIVAL: ETA - Expected Time of Arrival: 15-nov-2017 18.00.00 | ATA - Actual Time of Arrival: [ ]

BERTHING: ATB - Actual Time of Berthing: [ ] | START BOLLARD: 9 | END BOLLARD: 3

L/D OPERATIONS: START: [ ] | END: [ ]

DEPARTURE: ATD - Actual Time of Departure: [ ]

LINE	DISCHARGE										STATUS	LOCKED	RESTOW	SHIFTING		
	FULL			EMPTY			TOTAL								F/E	EXE
MSC	20'	40'	OTH	20'	40'	OTH	TOTAL	TOTAL	TOTAL	TOTAL	F/E	EXE	TO GO			
							100	200	300	300		300				
TOTAL VESSEL MOVES: 100 200 300 300 300																

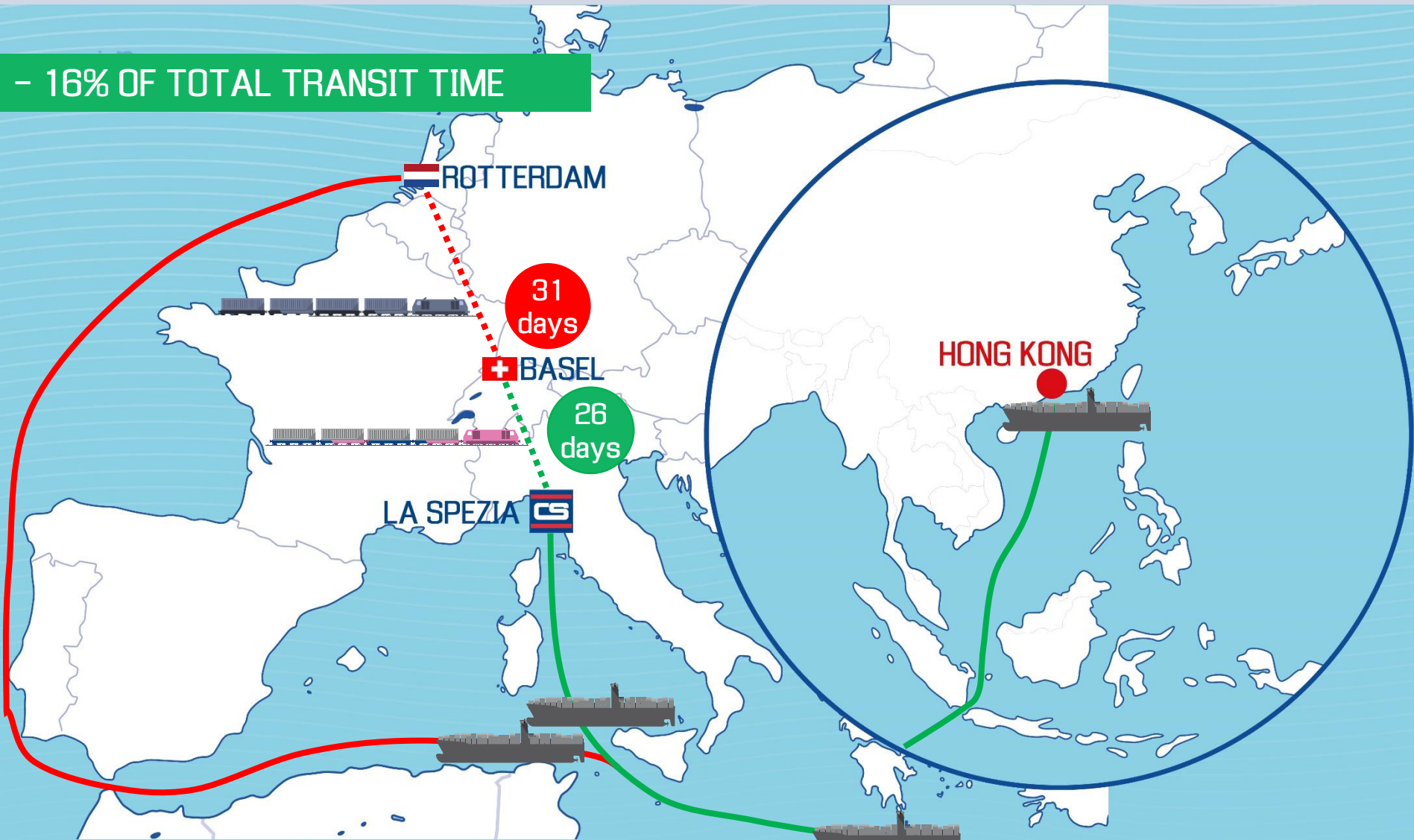
LINE	LOAD										STATUS	LOCKED	RESTOW	SHIFTING		
	FULL			EMPTY			TOTAL								F/E	EXE
MSC	20'	40'	OTH	20'	40'	OTH	TOTAL	TOTAL	TOTAL	TOTAL	F/E	EXE	TO GO			
							49	49	98	98		98	2			
TOTAL VESSEL MOVES: 49 49 98 98 98 98 2																



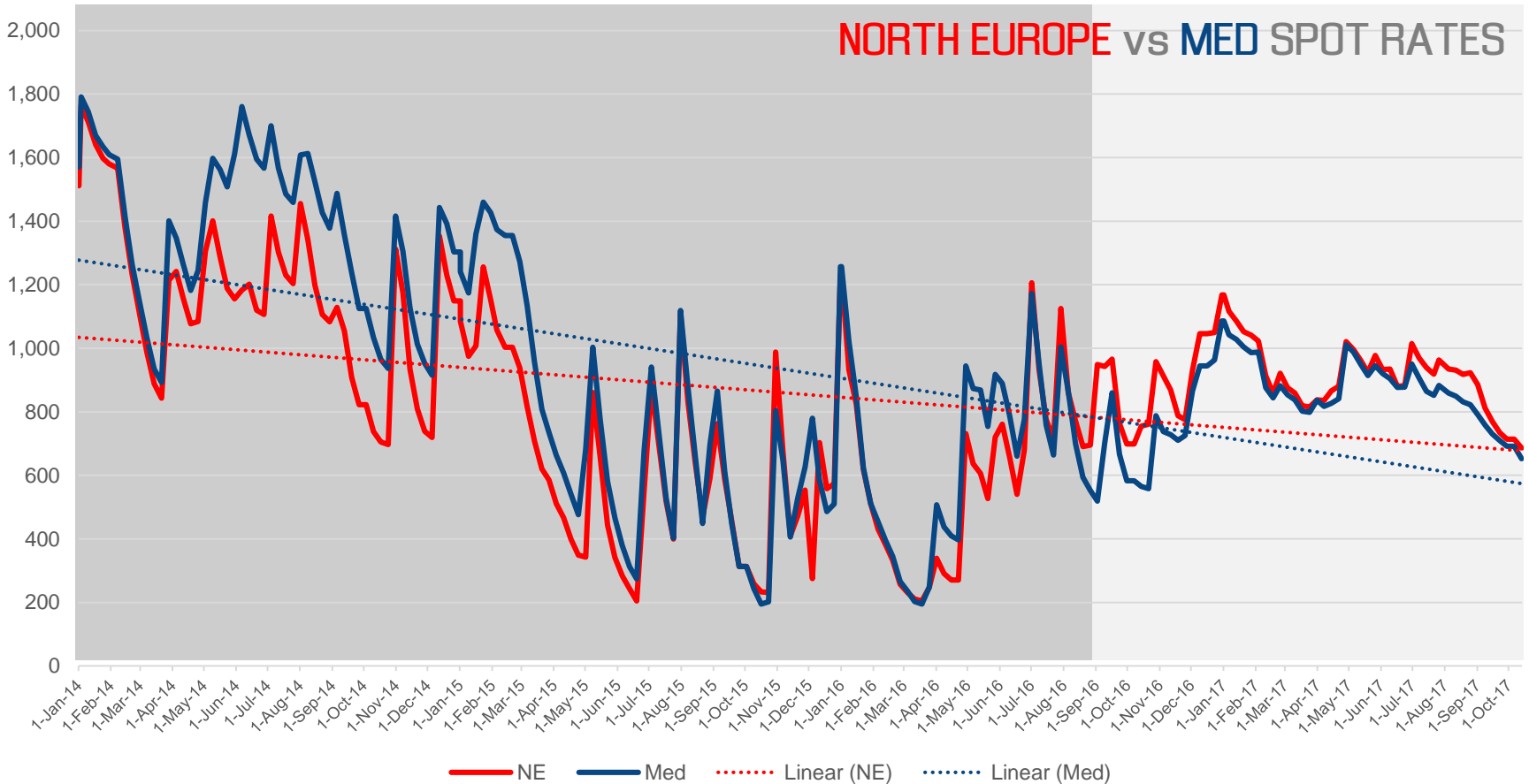
# GATEWAY TO EUROPE BY SAVING TRANSIT TIME



- 16% OF TOTAL TRANSIT TIME



# SHANGHAI CONTAINERIZED FREIGHT INDEX

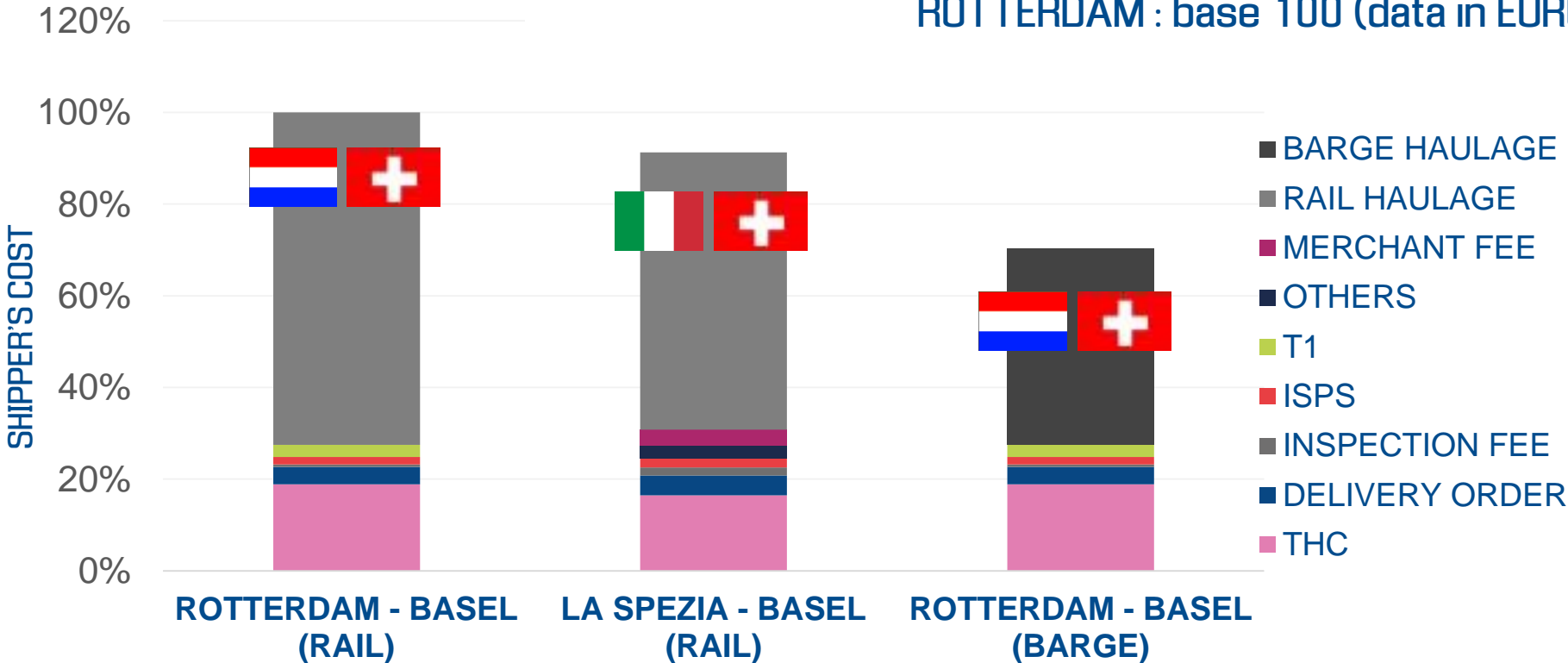




# PORT-TO-DOOR COSTS



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**



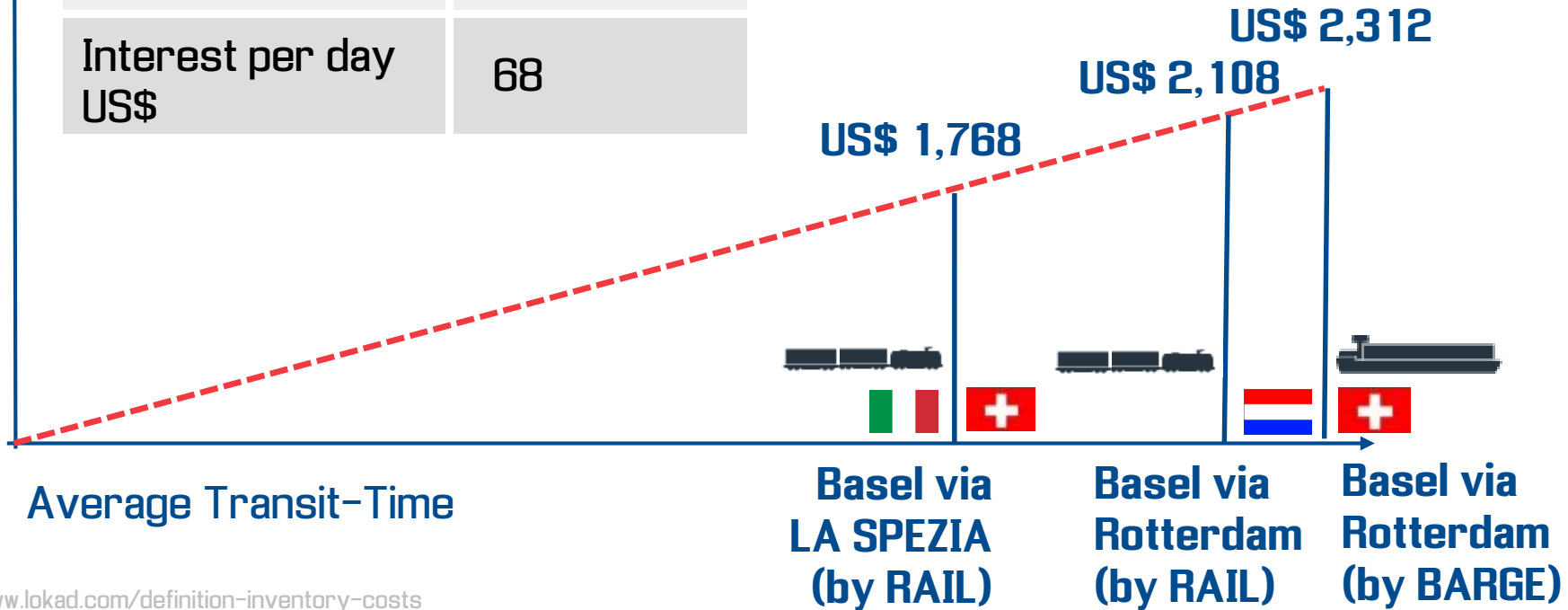
# INVENTORY COST IMPACT (HONG KONG – BASEL)



US\$

ASSUMPTION	
Value container US\$ 100,000	<ul style="list-style-type: none"> <li>•Capital costs : 15%</li> <li>•Storage space costs : 2%</li> <li>•Inventory service costs : 2%</li> <li>•Inventory risks costs : 6%</li> </ul>
Interest p.a. US\$	25,000
Interest per day US\$	68

**US\$ 544**  
**SAVING x 40ft cntr**



<https://www.lokad.com/definition-inventory-costs>



# SERVING THE SWISS MARKET via CONTSHIP



Trains:  
round trips / week

1

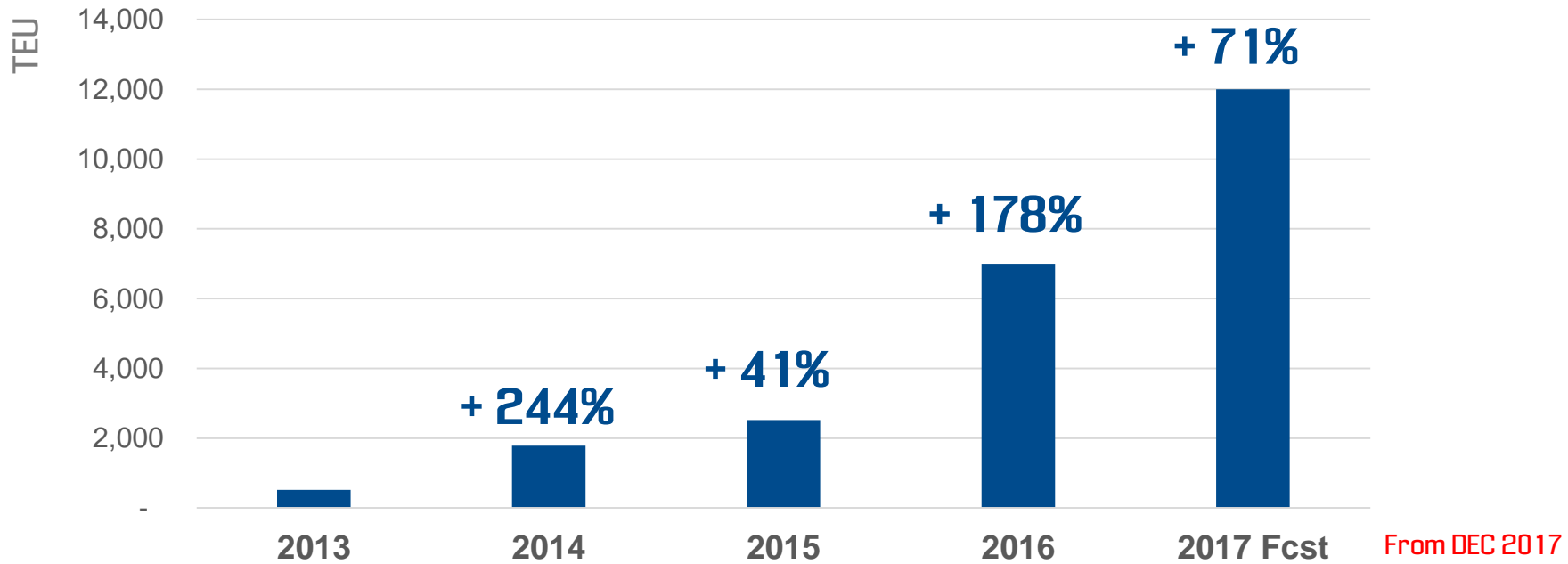
1

2

2

3

5





- ✓ 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 **accomodating 16,000 teu ships**

Scan the QR code





# YOUR **ITALIAN** PARTNER OF CHOICE



[www.contshipitalia.com](http://www.contshipitalia.com)

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