

## Press release

### Goods handled in 2012 still well over 29 million tonnes

## bayernhafen Gruppe relies on its strengths

Regensburg, 5 February 2013 - In its double anniversary year in 2012 – bayernhafen Bamberg was 50 years old, and bayernhafen Nürnberg turned 40 years old – the bayernhafen Gruppe continued to rely consistently on its strengths. As a site- architect, it secured new customers and supported existing customers by expanding the amount of space available on their path to growth. At the same time, it expanded intermodal transport, secured new links to the sea ports by working in close cooperation with operators, and thus made a lasting contribution to shifting traffic from road to rail and waterways.

Across all six locations in Aschaffenburg, Bamberg, Nuremberg, Roth, Regensburg and Passau, the bayernhafen Gruppe was able in 2012 to maintain its volume of goods handled by ship, rail and truck almost at the level of the previous year: After handling 29.8 million tonnes in 2011, the figure in 2012 was around 29.6 million tonnes, a fall of 0.8%. The volume of goods handled by ship rose by 4.2% to 3.674 million tonnes. The volume moved by rail was 6.7 million tonnes (previous year: 7.1 million), a decrease of 5%. The growth in container handling continues: In 2012 the intermodal sector handled a total of 421,214 TEU (standard units), which is 2.3% more than in 2011. There was also great success with the Rolling Road across the Brenner Pass: After the previous Austrian operator pulled out, bayernhafen managed in December 2012, through a German-Italian cooperation, to secure the future of the Rolling Road.

### Inland shipping increases once again

Ice caused all shipping to be halted on around 20 days in January and February 2012 on the Main-Danube Canal; the Rivers Main and Danube were also affected by permanent frost. In April, shipping came to a standstill for up to three weeks along around 760 kilometres - due to maintenance work being carried out on locks on the River Main, the Main-Danube Canal and the River Danube. Despite this, inland shipping very much made up for this and over 2012 as a whole it handled 3.674 million tonnes of goods – this is 4.2% more than the 3.526 million tonnes handled in the previous year. The instances of lightering when the level of water in the Danube was low also had an impact here.

A third of the goods handled by ship were agricultural and forestry products as well as foodstuffs and animal feed – this sector increased by almost 20% in 2012. By contrast, there was a further decline in the amount of iron and steel handled – by another -26% compared with 2011. One reason for this is the closure of a steelworks in Serbia. This means that the amount of steel transported by ship has decreased by over 60% since 2006 – to just about 7% of the total volume of goods moved by ship. The transportation of vehicles, semi-finished products and finished products also

decreased by -57% – this was also because a lack of shipping capacities meant that car shipments switched from boat to rail. This also demonstrates how important a highly efficient transport infrastructure (e.g. on the Danube) is for the development of South-East Europe.

### **Still on course for growth - the four container terminals at the bayernhafen sites added another 2.3% in 2012**

Four bayernhafen sites have a container terminal: Aschaffenburg, Bamberg, Nuremberg and Regensburg. This is where containers are moved from one mode of transport to another; at bayernhafen Nürnberg articulated trailers and swap bodies are also handled. Across all four intermodal transport terminals, the amount of unaccompanied intermodal transport increased from 411,800 TEU (standard units) in 2011 to 421,214 TEU in 2012 - despite a difficult economic climate on a high basis once again an increase of 2.3%. "Intermodal transport is where it's all happening," says Alexander Ochs, procurator and the person responsible for intermodal transport at the bayernhafen Gruppe, "there are many opportunities here for intelligent transfers of traffic from road to rail and waterways. The more efficiently the container traffic is managed, the more interesting it becomes to the exporting industry. With LogOn, the real-time information platform for all of the parties involved in the logistics chain, we strengthen the appeal of intermodal transport and conserve the environment."

### **The site-architect bayernhafen continues to invest - in its sites**

The bayernhafen Gruppe invested around 14 million euros in 2012. A large proportion of this went into preparing areas of land for development. For instance, at bayernhafen Regensburg an area of 12 hectares was acquired. The major share of the investments is also earmarked for plots of land in 2013; around 3.5 million euros will be invested in railway infrastructure and improving the crane facilities. The total level of investment at the bayernhafen sites will amount to around 13 million euros in 2013.

### **"We have a clear strategy and are active in the market."**

"Successful commercial sites need a clear strategy," says Joachim Zimmermann, Managing Director of the bayernhafen Gruppe: "We see ourselves as a location architect and rely on sectoral clusters with a sustainable future, for example in logistics, the timber industry, energy industry, recycling and agriculture. We spread the risk with a wide range of customers from the manufacturing, commerce and service sectors. We offer a highly efficient port infrastructure as well as efficient links between all three modes of transport. Strong companies encounter open pathways - a winning combination. For us, it is both an affirmation and a commitment to be there for our customers over the long term. In 2012, we almost achieved the same level of goods that we handled in the previous year, and we still have our eyes set on

achieving a figure of 30 million tonnes. The volume of containers handled at the bayernhafen sites also continued to grow in 2012 – by a further 2.3% compared with the previous year. And in 2012 we established new rail connections, to Germany's North Sea coast and to the largest port in Europe at Rotterdam. We are therefore bringing the logistics chains for new businesses that are setting up and for shipping agents closer and closer together."

### **New business development and expansions in very different sectors**

Once again in 2012, the amount of space utilised by businesses setting themselves up at the bayernhafen port sites grew, thanks to existing customers expanding their business operations and new entrepreneurs and family businesses being attracted to base themselves at the sites. For instance, BayWa Agrar, which has been at the East Port in **Regensburg** since 1964, expanded the capacities of its grain handling operation by the end of 2012, with an investment of 14 million euros. The new ship loading facility has a loading capacity of around 500 tonnes per hour, and the silos can hold 70,000 tonnes. This state-of-the-art facility is important for both local millers and for the overseas market. Over 70% of the products supplied by BayWa are transported by ship. The most recent newcomer to bayernhafen Regensburg is TraSt Logistics GmbH: logistics service provider Johann Schweiger jun. offers the transshipment and storage in particular of bulk goods such as grain, fertilisers and animal feed. A new addition at bayernhafen **Aschaffenburg** is MES Logistische Dienstleistungen GmbH, whose 120 employees cater for the wide range of logistics requirements from the automotive industry in particular.

At bayernhafen **Nürnberg**, several companies continued their market offensive in 2012. Two family companies are new additions to the Port of Nuremberg: Emons Spedition GmbH has been there with its new transshipment and logistics facility since March 2012, and Berger Beton has been on the site with its new ready-mixed concrete plant since August 2012. There were then also expansions by companies that are already operating successfully from the port: For example, in May 2012 the parcels and express delivery provider DPS opened up its new logistics facility. On 20 July 2012, SZG Zweckstätter, a specialist logistics provider for bulk goods such as road salt, fertilisers, construction materials and wood pellets, officially opened its 15th depot. Finally, at the end of August 2012 the freight forwarder Raben Logistics Nuremberg opened up its new, energy-efficient logistics terminal. And the action continued at the beginning of 2013: On 9 January 2013, DB Schenker Logistics held the ground-breaking ceremony for a new logistics centre in which the company's Nuremberg activities, including the previous branch office in the city centre, will be merged together at one single site.

### **Gateway to the world for German plant engineering**

Once again in 2012, high-quality bulk goods were moved in and out of the sites

belonging to the bayernhafen Gruppe. For example, among other cargos bayernhafen **Aschaffenburg** transferred two transformers by rail and a filtrate container for cellulose production by ship. At bayernhafen **Passau**, well over 4,000 tonnes of heavy cargo were moved in total, for example transformers, vessels, cold boxes, plate heat exchangers and tanks - including Lower Bavaria's biggest heavy cargo of all time, a 260 tonne transformer which arrived by ship, was then moved onto road via the roll-on/roll-off facility and then transported on to the electrical substation in Simbach am Inn. At bayernhafen **Bamberg**, the company Zapf continued the loading of ready-made garages onto ship. In 2012, bayernhafen **Regensburg** moved over 12,000 tonnes of heavy cargo in total, including a 150 tonne transformer, the biggest that SGB (Starkstrom-Gerätebau GmbH Regensburg) has ever constructed. Finally, bayernhafen **Nürnberg** once again increased its transshipment of heavy cargo in 2012 by 2.6% to 18,110 tonnes. Since 2012, bayernhafen Nürnberg has also boasted the hydraulic strand jack system of Züst & Bachmeier Project GmbH Nürnberg. This lifts turbines, large transformers, vehicles and machinery weighing up to 600 tonnes onto ships – this means that the port is no longer reliant on the availability of mobile cranes and therefore makes bayernhafen Nürnberg even more flexible when it comes to handling heavy cargo.

#### **bayernhafen brings the coast closer**

Since the spring of 2012, there have been two new train connections from bayernhafen to the North Sea coast: The first block train connects the bayernhafen sites in Aschaffenburg and Regensburg to Hamburg and Bremerhaven twice a week, and the train operator is IGS Intermodal Container Logistics. The second block train connects bayernhafen Nürnberg to Europe's largest port in Rotterdam three times a week. The idea for this train was developed jointly by TX Logistik AG and European Gateway Services, the logistics subsidiary of the Rotterdam terminal operator ECT. The new train transports containers and swap bodies around 40 per cent more cheaply than trucks. "The direct link to the sea ports is a crucial benefit to the Bavarian economy," says Joachim Zimmermann, "and this applies to both imports and exports. The new intermodal transport link to Rotterdam strengthens the Group's international network. This extension to the service on offer benefits the exporting economy in the Nuremberg region – and beyond."

Since the beginning of 2013, Metrans - the subsidiary of Hamburger Hafen und Logistik AG (HHLA) - and the bayernhafen Gruppe have been increasing the transfer of containers from road to rail. From mid-February 2013, a Metrans train will travel five times a week from the sea port of Hamburg to the container terminal at bayernhafen Nürnberg, on to Munich and then back again to Hamburg. This new connection forms part of the "Hafen Hamburg 62 +" project, initiated by Hafen Hamburg Marketing, LKZ Prien and bayernhafen Gruppe in 2012 in order to move even more transfers of containers between Hamburg and Bavaria onto rail.

### **Rolling Road will continue to run reliably over the Brenner Pass in the future**

In 2012, the Rolling Road from bayernhafen Regensburg to Trento transported a total of 21,587 trucks by rail over the Brenner Pass, 5,846 fewer than in 2011. The reason for this was that the Brenner Pass was closed to rail traffic for several weeks in the summer of 2012. On the other hand, the lifting of the sectoral prohibition on road transport had scarcely any effect on the Regensburg-Trento Rolling Road as, in contrast to other Rolling Roads, this particular route is designed very much to meet the needs of the market. The evidence for this is that, after the previous operator Ökombi surprisingly pulled out of operating the route, bayernhafen managed very quickly, through German-Italian teamwork, to get the Rolling Road back up and running.

Since 8 December 2012, the train has once again been transporting trucks over the Brenner Pass on a daily basis: Trenitalia, a fully owned subsidiary of Ferrovie dello Stato, organises the train and runs it from Trento up to the Brenner Pass. From there up to bayernhafen Regensburg, Deutsche Bahn takes over the running of the train. It has commissioned Lokomotion Gesellschaft für Schienentraktion mbH as a subcontractor to do this. Trasposervizi sells the Rolling Road service to haulage companies. The two terminal operators, Interbrennero in Trento and bayernhafen in Regensburg, are of course also on board. "The Rolling Road makes a valuable contribution to the transfer of shipments of goods from road to rail," says Joachim Zimmermann.

### **Even more passenger vessels in Bamberg and Regensburg**

In 2012, 578 cruise ships docked at the port of Bamberg – an increase of 12.5% compared with 2011. In 2013, the threshold of 600 cruise ships might be broken. In Regensburg too, where the mooring point for river cruisers is operated in cooperation with the city council, the number rose from 712 vessels in 2011 to 770 vessels in 2012. This represented an increase of 8.2%. Together this means almost 200,000 cruise ship tourists visiting one of the two World Heritage cities.

### **Preliminary decision made for Danube expansion**

Joachim Zimmermann: "The bayernhafen Gruppe welcomes the fact that, with the decision which has been made by the Bavarian coalition committee in relation to expansion of the River Danube, planning certainty is created for all of the parties involved. After over 50 years of discussions, the bottleneck is now to be widened. The around 70 kilometre section between Straubing and Vilshofen is regarded nowadays in the shipping industry as the biggest bottleneck in the link between the North Sea and the Black Sea. As part of the extensive EU study which was conducted, all of the parties involved - experts, scientists, shipping representatives, natural conservationists and local residents - were brought together around a table.

We hope that all of the parties involved will now support the decision and that work to implement the plans will now commence swiftly. It is important that no more time is lost so that the ecological benefits of river barges as a mode of transport can be exploited and progress can also be made in relation to flood protection. Of the three modes of transport, the inland barge is the most ecological, it consumes only a fifth of the CO<sub>2</sub> produced by trucks, and creates neither traffic jams nor noise. In the planned overall blueprint for transport development on the Regensburg–Passau axis, all three modes of transport - rail, road and waterways - should be considered. Also and particularly in relation to infrastructure questions, it should be a matter of course to regularly examine decisions which have been taken and to adapt them to the latest developments if necessary. For the bayernhafen Gruppe with six logistics sites on the River Main, the Main-Danube Canal and the River Danube, having reliable links between the three modes of transport is a basic requirement."

**Different forms of dialogue generate acceptance of the port site** "We want to show the people why the port is so important for the quality of life of all of us," says Joachim Zimmermann, "and this is why in 2012 we stepped up our dialogue activities even more and will continue to follow this approach in 2013." For example, in 2012 bayernhafen extended two invitations to people to come to a port festival entitled "Experience the port first-hand": on 16 September to mark the 50th anniversary at bayernhafen Bamberg, and on 30 September to mark the 40th anniversary at bayernhafen Nürnberg. Both occasions attracted tens of thousands of people, who took advantage of the many different things on offer, had a look behind the scenes at the businesses based at the port and saw for themselves at the port site what makes logistics so exciting. During the Bavarian Garden Show in Bamberg, which ran from 26 April to 7 October 2012, its neighbour bayernhafen got involved with the "Green School" and with an interactive port adventure trail. Over 1 million visitors came to the show in total. The teachers' guide for 3rd and 4th year classes as part of the water and shipping school project of the Federal Waterways and Shipping Administration South is on the verge of being completed. Together with the Federal Association of Public Inland Ports, bayernhafen provided active assistance with the "Inland Ports and Logistics" chapter.

### **Increase levels of dialogue further**

Joachim Zimmermann is convinced that the level of acceptance of the inland port grows through dialogue: "If you can see logistics up close, ask questions and experience the port first-hand, you develop a very different attitude to the port infrastructure. With the expansion of the Danube in Lower Bavaria, we have seen that there is no substitute for engaging in dialogue with all of the parties involved at an early stage. We and all of the other responsible parties within the waterway system are required to make the public appreciate the importance of the ports, the advantages of inland shipping and the close links between the different modes of

transport. We intend to expand the level of dialogue at our six bayernhafen sites even further."

For instance, on **15 September 2013** bayernhafen is extending an invitation to people to come to a **port festival** in **Aschaffenburg** at which once again companies based at the port will open their doors and provide insights into the world of logistics. With over 500 resident companies with more than 12,000 employees, the bayernhafen sites are among the driving forces of the economy in Bavaria.

# The bayernhafen Gruppe in the 2012 financial year

## Overview of figures, data and facts

### Locations:

Aschaffenburg, Bamberg, Nuremberg, Roth, Regensburg, Passau: six locations on the Rhine-Main-Danube axis, incorporation into the international rail and road network and close links to the hub airport in Frankfurt and to Nuremberg Airport

### Port facilities:

Total area of port sites: approx. 800 hectares,  
of which approx. 500 hectares have businesses on them

Quayside: approx. 20 km

Railway facilities: length of track approx. 110 km

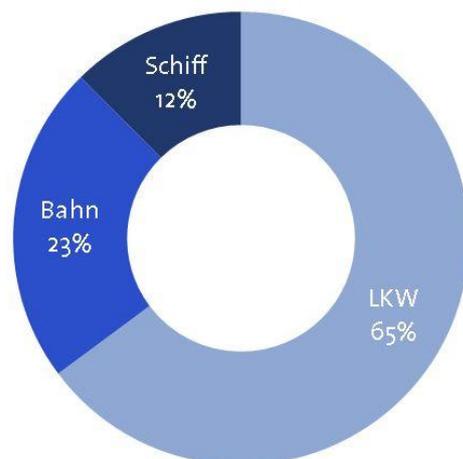
Transfer facilities: cranes, intermodal terminals for different types of containers and loading units, roll-on/roll-off shipment facilities, terminal for the Rolling Road, heavy cargo transshipment points

### Goods handled in 2012

(compared with the previous year):

29.591 million tonnes in total (- 0.8%);  
of which 3.674 million tonnes by ship (+ 4.2%),  
6.737 million tonnes by rail (- 5.0%),  
19.180 million tonnes by truck (- 0.2%)

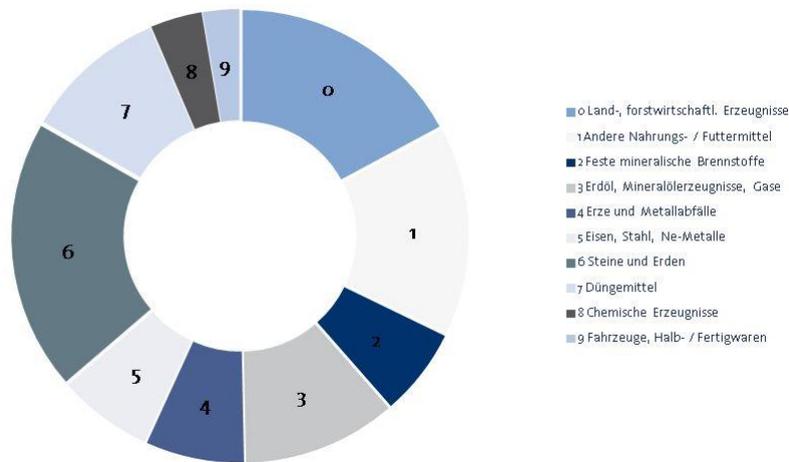
### Modal split in 2012:



[Schiff = Ship, Bahn = Rail, LKW = Truck]

### Goods handled by ship by goods classes:

- 628,000 tonnes of agricultural and forestry products (Goods cl. 0)
- 556,000 tonnes of other foodstuffs and animal feed (Cl. 1)
- 234,000 tonnes of solid mineral fuels (Cl. 2)
- 408,000 tonnes of crude oil, petroleum products, gases (Cl. 3)
- 261,000 tonnes of ores and scrap metal (Cl. 4)
- 253,000 tonnes of iron/steel and metals (Cl. 5)
- 721,000 tonnes of stones and earths (Cl. 6)
- 380,000 tonnes of fertilisers (Cl. 7)
- 137,000 tonnes of chemical products (Cl. 8)
- 97,000 tonnes of vehicles, semi-finished and finished products (Cl. 9)



### Intermodal transshipment in 2012

- (compared with the previous year):
- unaccompanied intermodal transport  
(containers, articulated trailers and swap bodies):  
421,214 TEU (+ 2.3%)  
of which approx. 3,957 TEU by ship (- 55.4%)  
and approx. 417,257 TEU by rail (+ 3.6%)
- accompanied intermodal transport (Rolling Road):  
21,587 trucks transported (- 21.3%)

### Economic power:

around 500 established companies with around 12,000 employees

### Employees:

210

**Turnover in 2012:**

around 34 million euros (forecast)

**Total assets in 2012:**

around 185 million euros (forecast)

**Managing Director:**

Joachim Zimmermann

## Corporate Structure

Six locations make up the Bavarian corporate group bayernhafen Gruppe: Aschaffenburg, Bamberg, Nuremberg, Roth, Regensburg and Passau. The limited company, Bayernhafen GmbH & Co. KG is the sites operator.

The Nuremberg and Roth sites are operated by Hafen Nürnberg-Roth GmbH, with an 80% share by Bayernhafen GmbH & Co. KG, a 19% share by the City of Nuremberg and a 1% share by the City of Roth.

The Free State of Bavaria is sole shareholder of Bayernhafen GmbH & Co. KG.

Bayernhafen GmbH & Co. KG has a stake in the operating companies of the intermodal transport terminals in Bamberg – baymodal Bamberg GmbH - with 74.9 per cent of the shares – and in Aschaffenburg – TCA Trimodales Containerterminal Aschaffenburg GmbH - with 49 per cent of the shares.

Via Hafen Nürnberg Roth GmbH, the corporate group also has a 25 per cent stake in the company which operates the terminal for intermodal transport in Nuremberg – TriCon Container-Terminal Nürnberg GmbH.

The bayernhafen Gruppe is an active moderator for the development of logistics solutions and networks. They act as site architects, who develop the common company and location strategies, invest in a highly flexible infrastructure and work in close co-operation with the resident companies to unlock added value potential. The aim is, to further strengthen the position of the port as a logistics hub and platform for the worldwide exchange of goods. Strategic area management insures a mix of industries from transport, warehousing, logistics, services and production.

## Photos

We would be happy to provide you with the following photos as jpg files. Please specify "bayernhafen Gruppe" as the source of the photos. Further media photos of print quality are also available to download on our website. You can obtain the details to access them after registering at:

<http://www.bayernhafen.de/presse/pressefotos.html>

Image 1



Ports can be such beautiful places – "the port lit up" during the 50th anniversary of the port at bayernhafen Bamberg. The "light ball" on the port crane came from the lighting manufacturer RZB Rudolf Zimmermann, which along with over 20 other companies opened its doors to the visitors.

Image 2



"Rush hour" in the West Port of bayernhafen Regensburg: The port cranes have their work cut out to unload and load the ships. Grain, road salt, construction materials, kaolin ... lots of goods find a natural home on the inland barge, the most environmentally friendly mode of transport.

Image 3



THE container terminal for the Nuremberg region in the heart of bayernhafen Nürnberg: Goods are transferred using intermodal transport between rail, water and road by ten loading sidings, four rail gantry cranes and a total capacity of 533,000 TEU per year.

**Image 4**



Since 8 December 2012, the Rolling Road has once again been carrying trucks daily from bayernhafen Regensburg over the Brenner Pass to Trento. This is made possible by a German-Italian cooperation involving bayernhafen, the operator of the terminal in Trento, Interbrennero, Trenitalia, Trasposervizi and the German rail transport company Lokomotion.

**Image 5**



At the end of 2012, BayWa Agrar expanded its grain transfer facility in Regensburg's East Port. The new ship loading facility now has a loading capacity of around 500 tonnes per hour, and the silos can now hold 70,000 tonnes. The capacity for drying

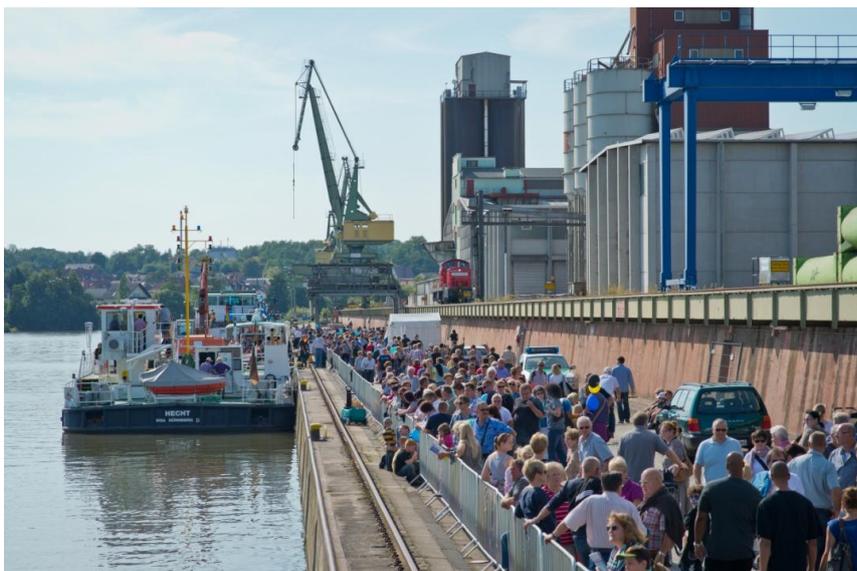
wet corn has also been doubled: to 1,600 tonnes per day. The level of investment was 14 million euros.

**Image 6**



Appreciation of the port infrastructure starts at an early age - this is what a happy (maybe future) engine driver looks like: With the "engine driving licence" organised by DB Schenker Rail, young visitors to the Bamberg port festival were able to have a go at driving engines themselves.

**Image 7**



Ports that are accessible – tens of thousands of visitors to the port festivals in Bamberg and Nuremberg wanted to find out what makes logistics so exciting. Here in

Bamberg they were able to "board" a working ship belonging to the Waterways and Shipping Office, a cargo vessel from the Bavaria fleet and a river cruiser.

**Image 8**



Joachim Zimmermann,  
Managing Director of Bayernhafen GmbH & Co. KG, Regensburg