

Managing Supply Chain Movements as the Biggest Private Port Operator in Lübeck



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| <ul style="list-style-type: none">+ FAST+ EFFICIENT+ RELIABLE |  |  |  |  |
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DIVERSIFICATION IN THREE AREAS



- + Biggest private port operator in the port of Lübeck
- + 4 own terminals in Lübeck
- + Handling abt. 2.3 mio mt/year
- + Own forwarding logistic company



- + Ship Owner with full commercial + technical management for 12 vessels
- + Ship & Cruise Ship Agent for abt. 320 vessels per year in port of Lübeck



- + Own concrete mills in Northern Part of Germany

OVERVIEW OF LEHMANN TERMINALS IN LÜBECK



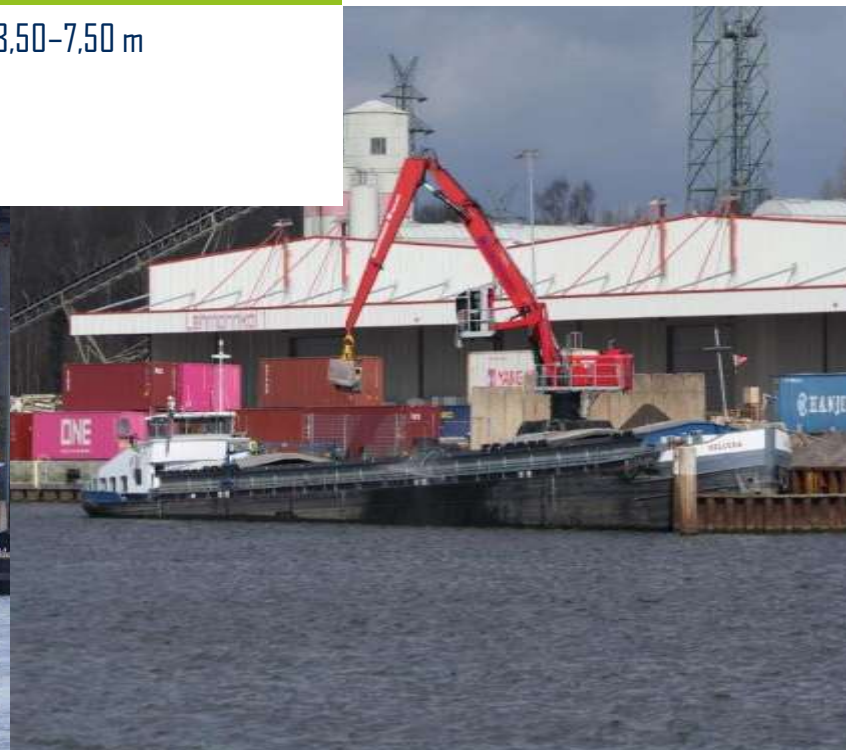
Die Lehmann-Standorte
The Lehmann Locations

- ① Lehmannkai 1
- ② Lehmannkai 2
- ③ Lehmannkai 3
- Cargo-Terminal Lehmann CTL



- + QUAY DIMENSIONS:
- + TERMINAL CAPACITY:
- + WAREHOUSE CAPACITY:
- + RAILROAD CONNECTION:

LENGTH: 300 m / DEPTH: 8,50-7,50 m
62.500 m²
8.000 m²
1/140 m





- + 2 EXCAVATORS
- + MISC. FORKLIFT TRUCKS
- + 1 RORO-RAMP

- + QUAY DIMENSIONS:
- + TERMINAL CAPACITY:
- + WAREHOUSE CAPACITY:
- + RAILROAD CONNECTION:

LENGTH: 300 m / DEPTH: 9,00 – 8,50 m
80,000 m²
1,000 m²
4/1370 m (TOTAL)





- + 2 HARBOUR CRANES 2X125T
- + 5 REACHSTAKERS
- + 1 RORO-RAMP

- + QUAY DIMENSIONS: LENGTH: 755 m / DEPTH: 9,00 – 8,00 m
- + TERMINAL CAPACITY: 270,000 m²
- + WAREHOUSE CAPACITY: 52,000 m²
- + RAILROAD CONNECTION: 3 / 900 m (TOTAL)





- + 2 EXCAVATOR
- + 2 REACHSTAKERS
- + 2 RORO-RAMP

- MISC. FORKLIFTS
- MISC. TUGMASTERS
- MISC. MAFI-TRAILERS

- + QUAY DIMENSIONS:
- + TERMINAL CAPACITY:
- + WAREHOUSE CAPACITY:
- + RAILROAD CONNECTION:

LENGTH: 550 m / DEPTH: 7,50 m
90,000 m²
3,000 m²
1/140 m (TERMINAL) + 820 m





- + 2 HARBOUR CRANES 8T + 16T
- + 3 WHEEL LOADERS
- + 2 EXCAVATOR

Outsourcing of logistic operations into one hand:

- Target to offer full service through the supply chain from manufacture to consumer
- Combined cooperation with other logistic companies to guarantee one stop shopping for the customer



<https://www.inpacmedia.com/nachhaltigkeit/zukunft-deutschland/qaeter-auf-de-schiene>

More warehouse capacity required in the future:

- As a consequence of more individual customers with different lot or cargo sizes in the forest industrie more warehouse space will be required in future

PORT AS LOGISTIC HUB



New standards in transportation of goods:

- Expansion of combined transport
 - Shifting transport modes from trucks to railway to have environmental friendly and faster transport solution
 - Connecting Lehmann terminals to Mega Hubs for combined transport e.g. Lehrte in Germany with several railway destinations within Europe.



TERMINAL INFRASTRUTURE

More rail infrastructure required in future:

- Imperative to have direct access to rail infrastructure to guarantee combined transport e.g. with container and trailers
- Length of railway need to be increased to handle block trains upto 750 m length in future
- Further investments in rail and terminal infrastructure at new terminal LK1+ to handle future demands



Bigger and more flexible port equipment:

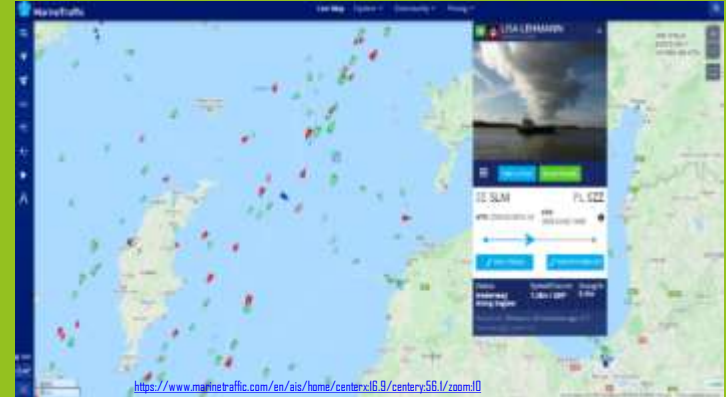


Flexibility of port equipment needed to handle various cargoes like container project cargo up to max 125 mt per unit

Implementing new technologies like automatic spreader to save time and costs for all parties involved

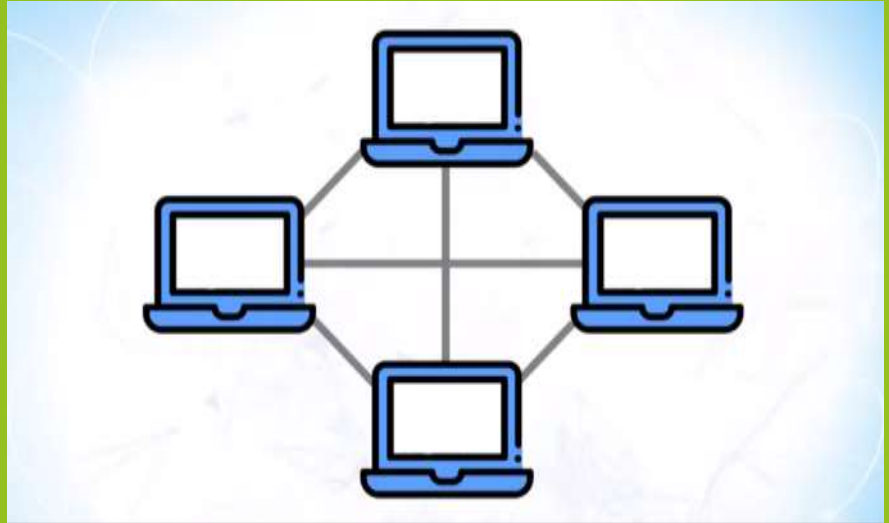
IT and EDI interfaces for vessel tracking:

- Technologies like GPS and AIS enable tracking of supply chain for better planning at the terminals
- Exchange of data on digital platforms to work more efficiently between all parties involved in vessel operation and terminal handling



Implementation of new IT technologies:

- Adoption of blockchain technology
- Improves cooperation through supply chain and creates a shipper to carrier direct network
- Utmost priority has implementation of comparable 5G Networks



https://pauib.be/ZzhS3b7L_3g

More & more automatization is needed:

- Commissioning of AGV's to increase efficiency within warehousing during night shifts to speed up and improve operating cycles



+ FAST
+ EFFICIENT
+ RELIABLE



THANK YOU FOR YOUR ATTENTION