

Barcelona Europe South Terminal **BEST**

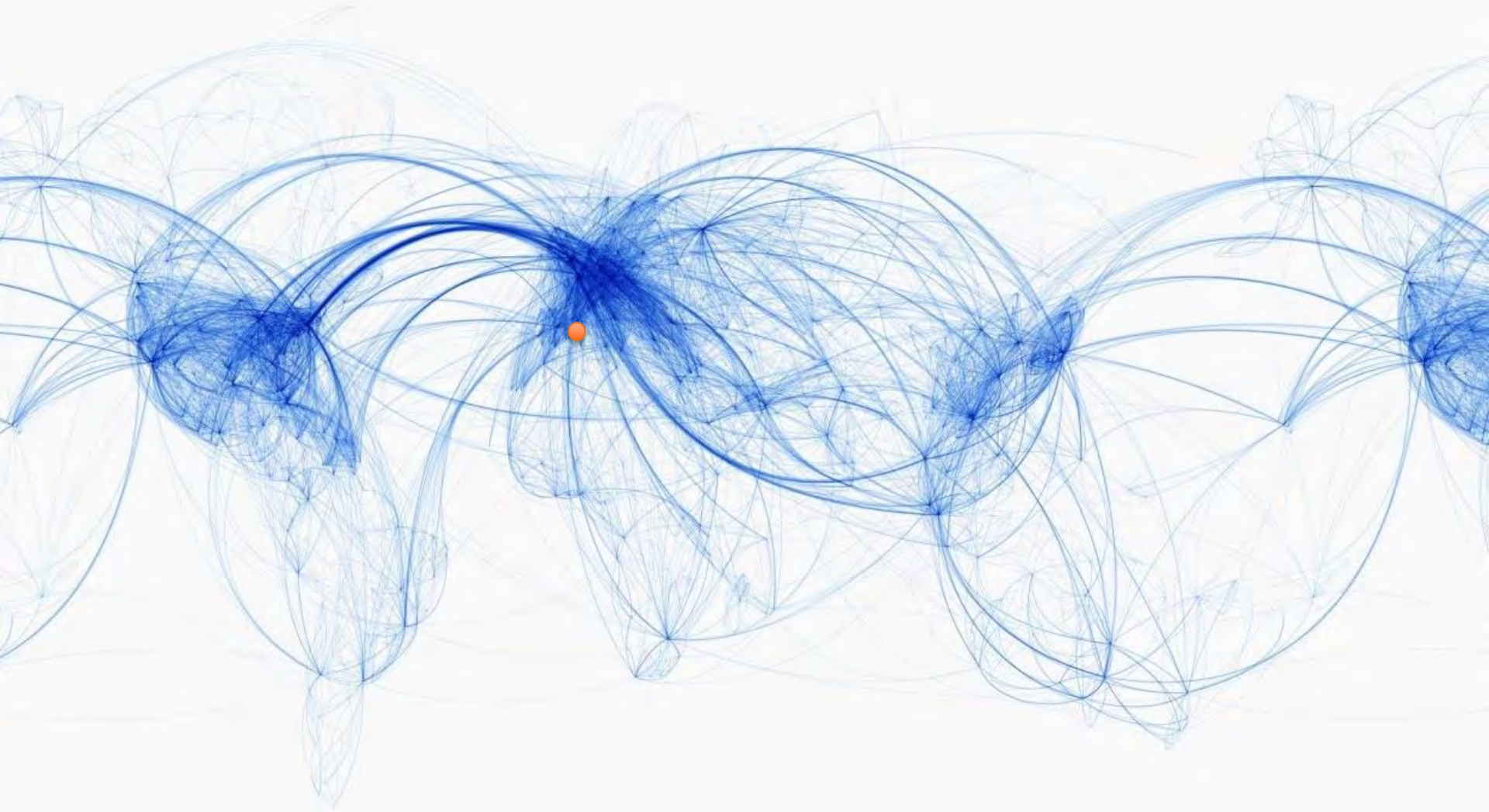
COMMERCIAL PRESENTATION

The world of Hutchison Ports

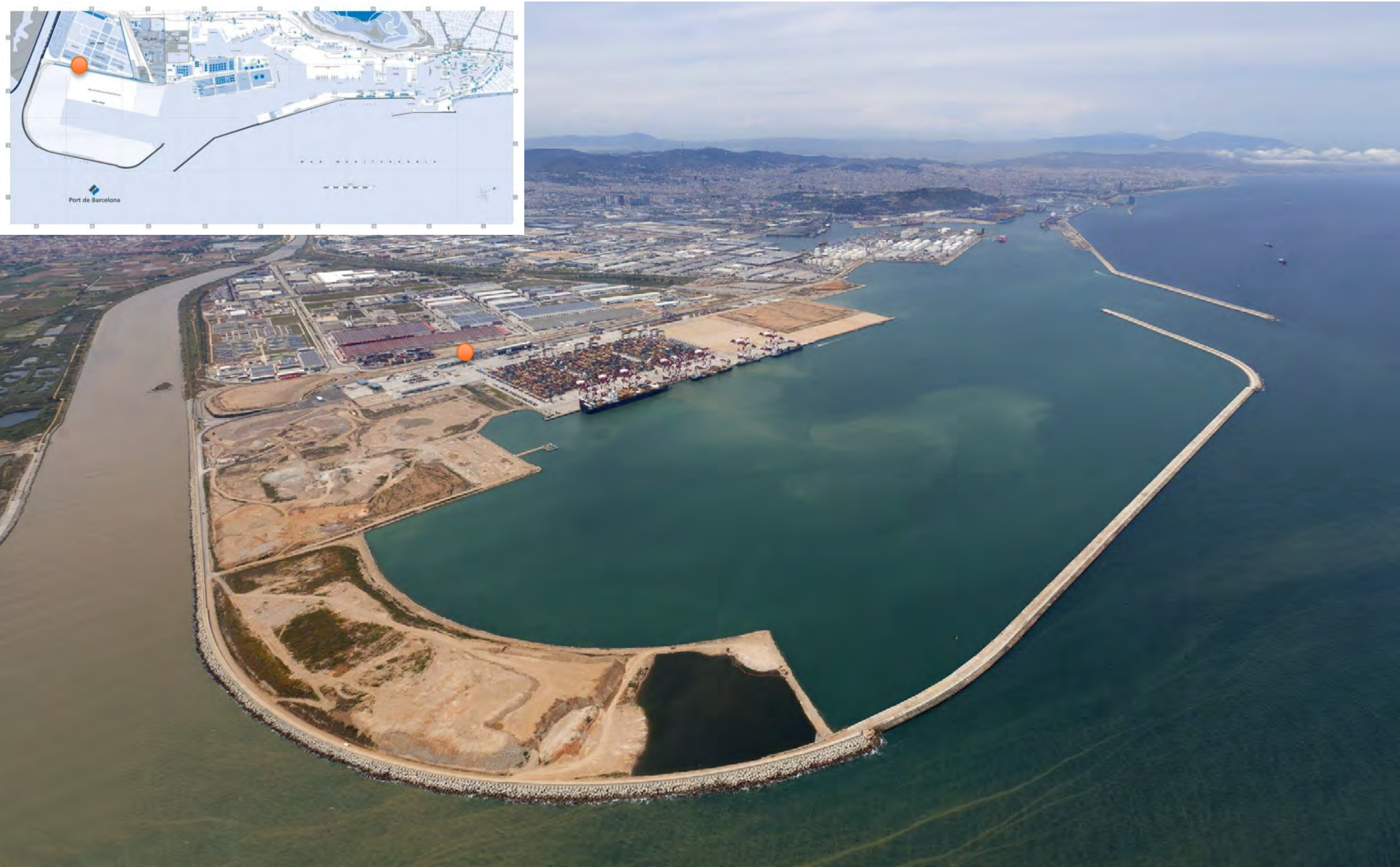
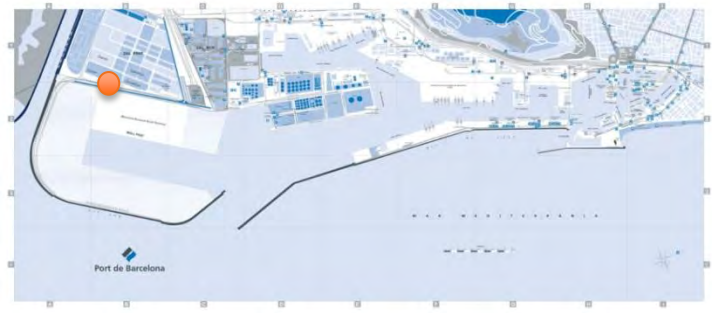
49 Ports in 26 Countries



BARCELONA IN THE MARITIME WORLD



PORT DE BARCELONA



HINTERLAND LOCATION

240 HA

ZAL Port 



DHL

NIPPON EXPRESS
Global Logistics Provider

RHENUS LOGISTICS

DB SCHENKER

SEUR

BOFILL & ARNAN
LOGÍSTICA INTERNACIONAL

KUEHNE+NAGEL

Yusen Logistics

TRANSCOMA logistics

GEFCO
GLOBAL LOGISTICS FOR MANUFACTURERS

WORLD DUTY FREE GROUP



Carrefour

DECATHLON

LEROY MERLIN

Damm

amazon

INDUKERN

DeLonghi Group

Polar FRESH GROUP

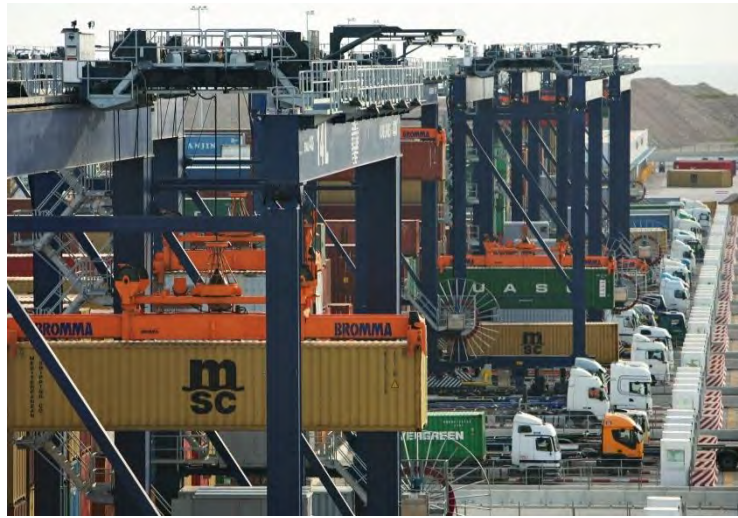
Alfil.be OFFICE PRODUCTS

PRIVILEGED MARITIME ACCESS

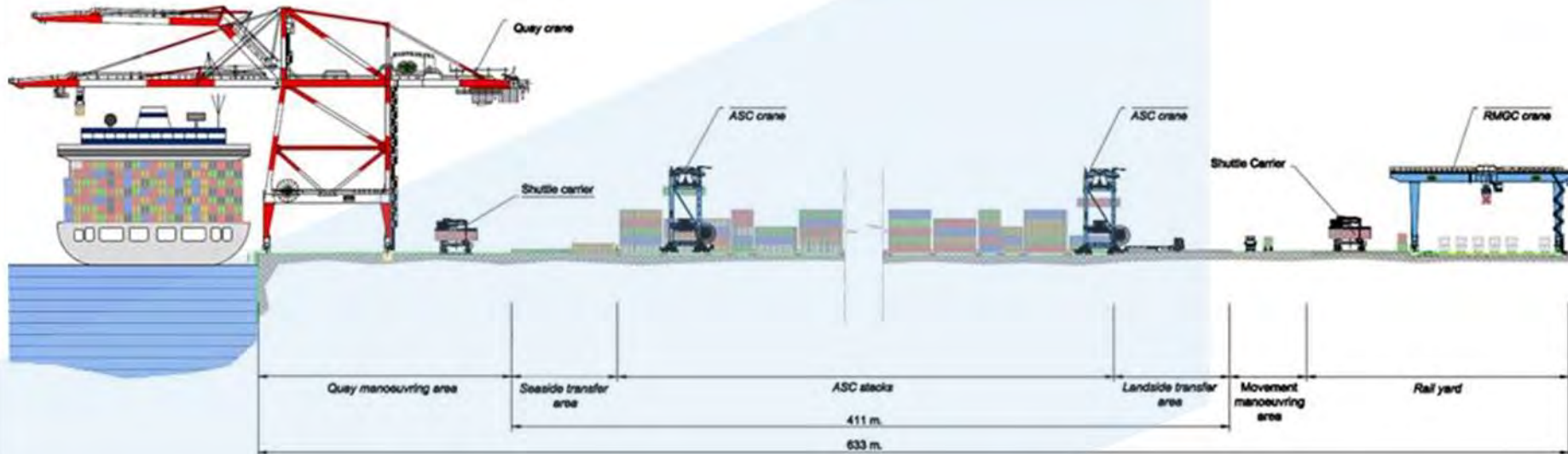




OPERATIONAL MODEL



OPERATIONAL MODEL



THE TERMINAL



Rail terminal stacking area

Rail terminal
8 tracks of 750m long Iberian and UIC gauge
2 RMG

Next phase
Automated blocks: +13
ASC cranes: +26

Quay
1500m
Quay cranes: 11
Depth: 16,5m
Berth lines: 4

Storage area
Automated blocks: 27
ASC cranes: 54
Reefer Plugs: 1,350

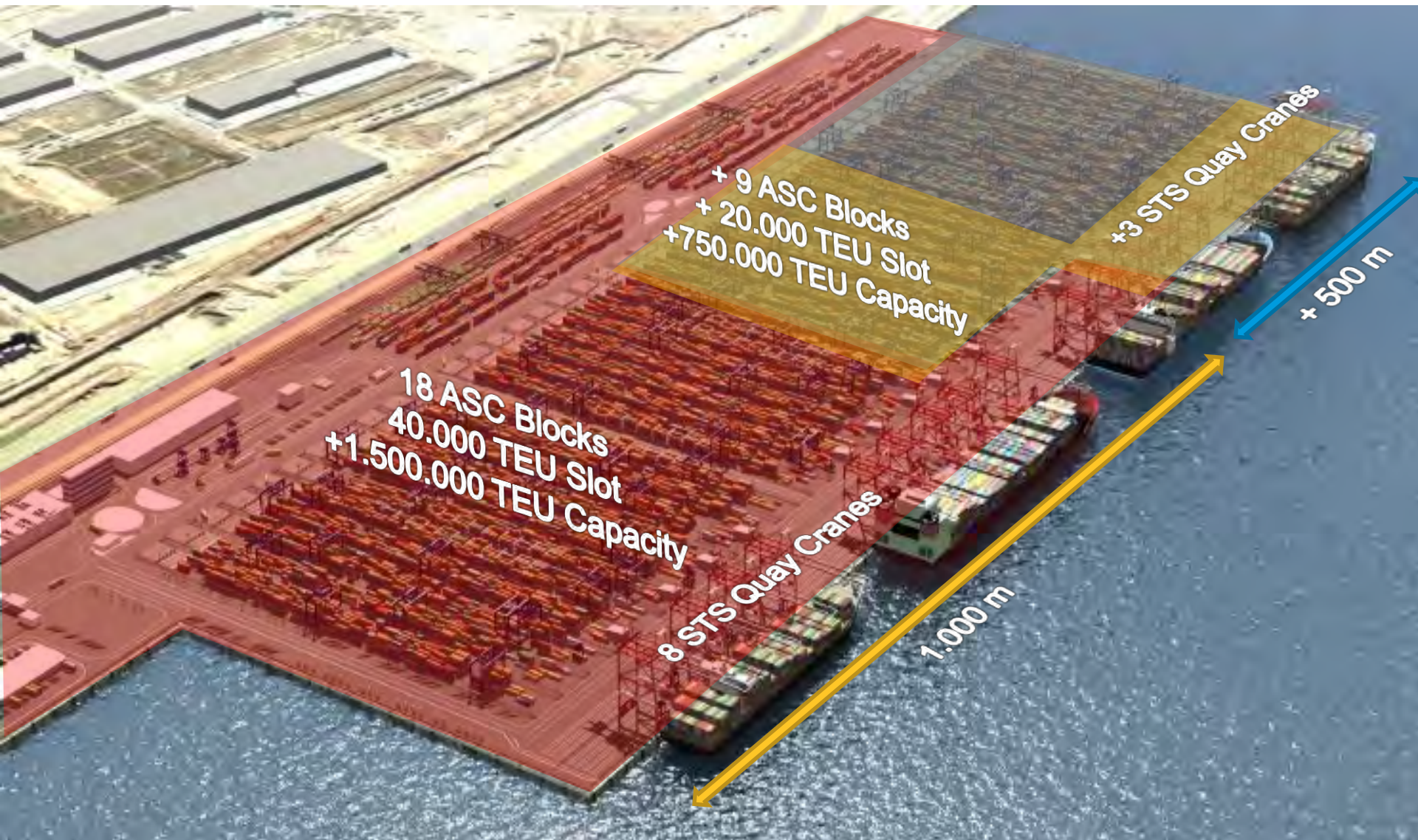
Special Area

Offices

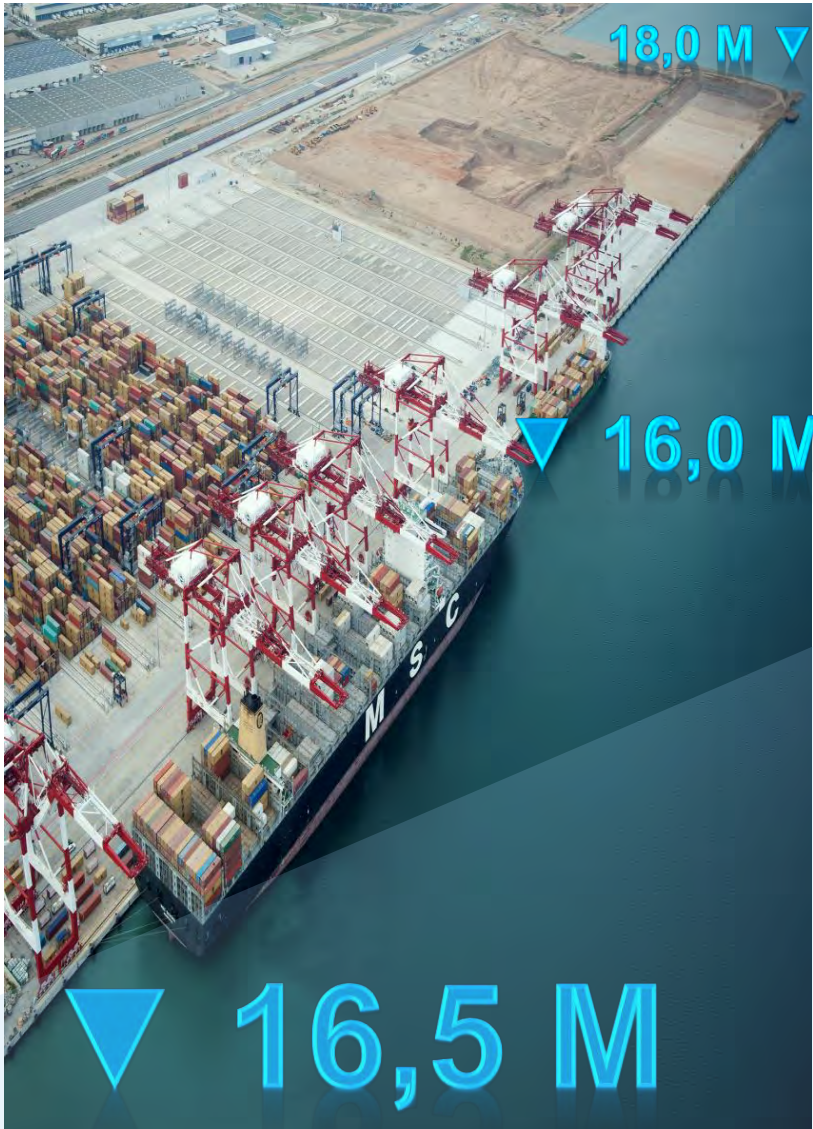
Gates
Entrance: 3 OCR,
10 pre-gates,
4 main gates
Exit: 8 custom gates, 5 exit gates

Inspection area

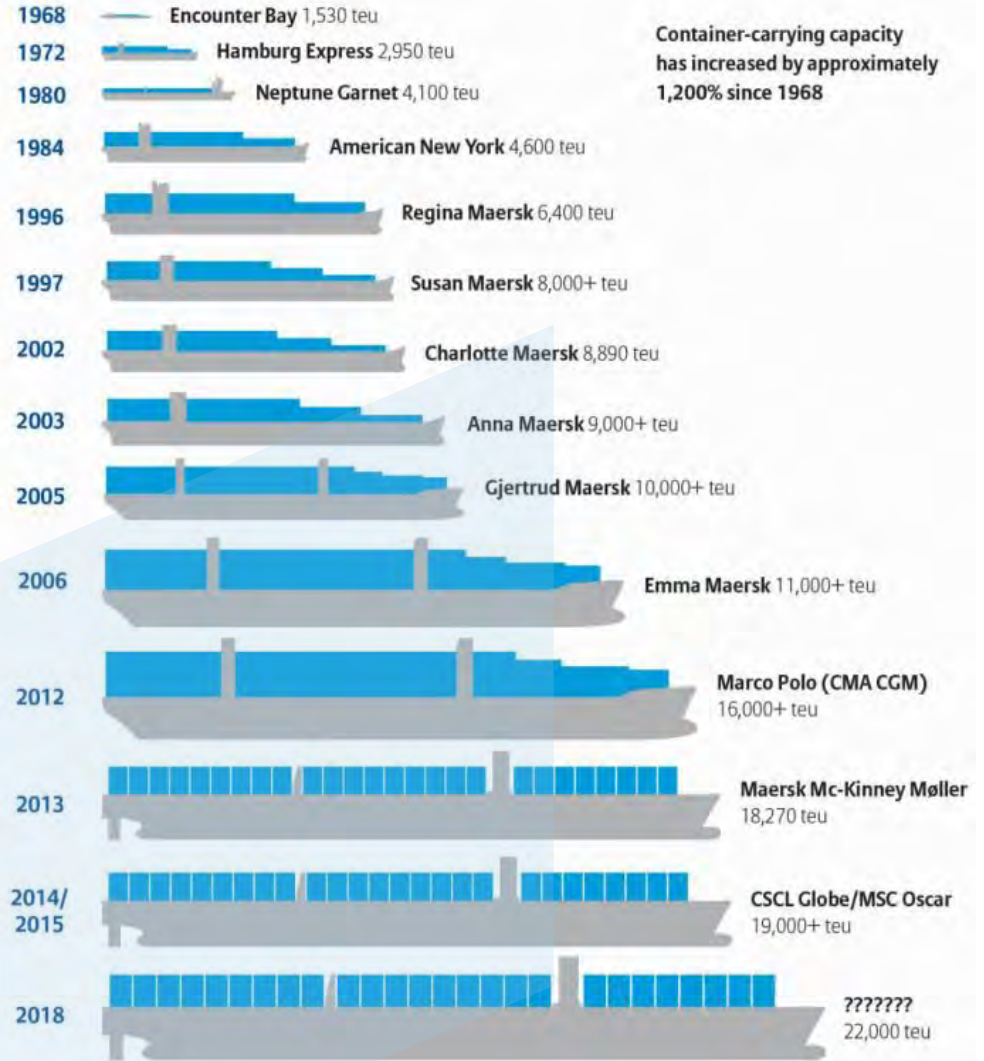
PHASE DEVELOPMENT



BERTH DESIGN



50 years of Container Ship Growth



Container-carrying capacity has increased by approximately 1,200% since 1968

BERTH DESIGN



LAST GENERATION EQUIPMENT



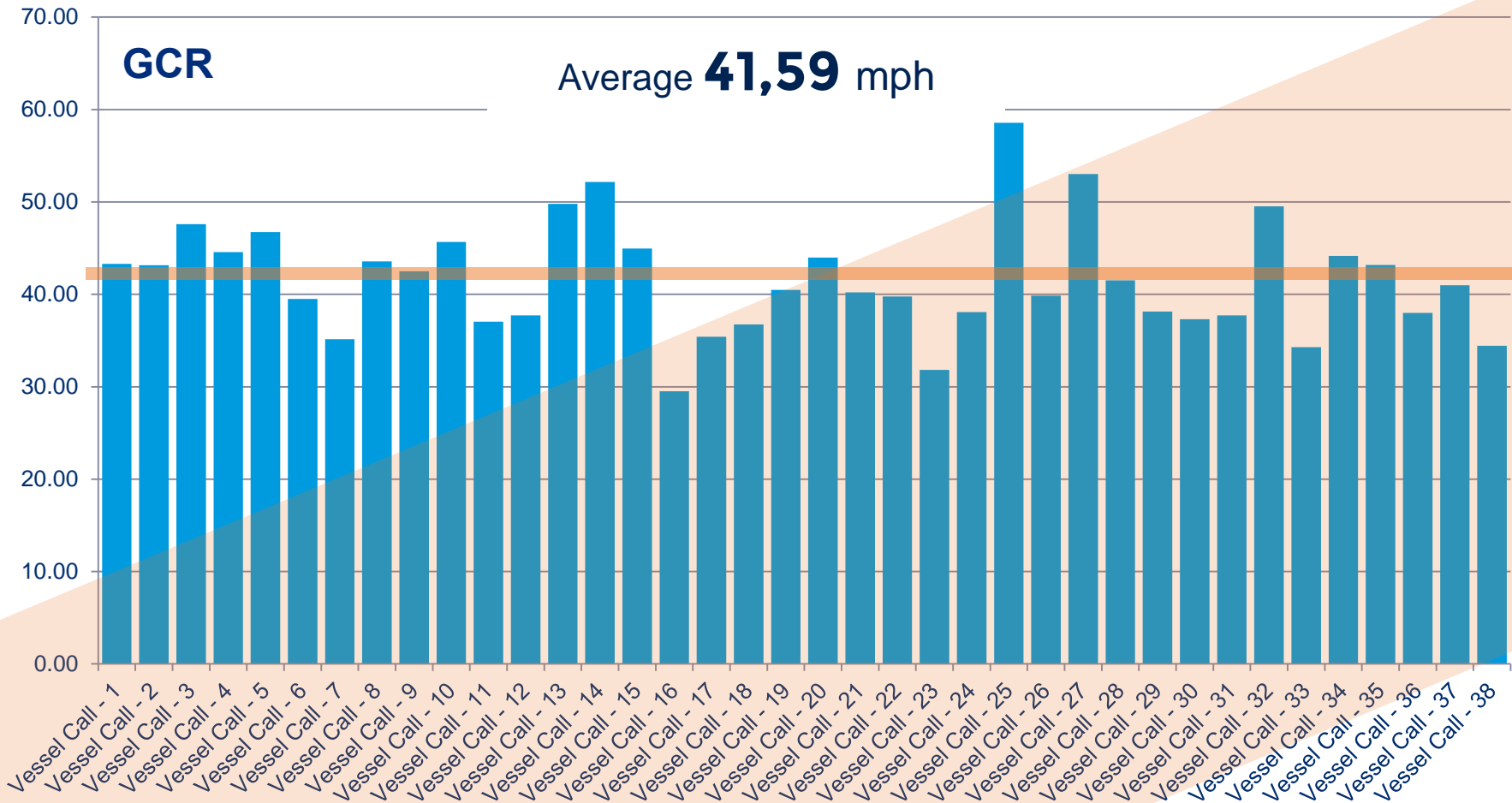
71,5 m

64 m

42 m (New Cranes up to 47 m)

Goose-neck Cranes * 11 STS Cranes * Twin-Lift System * 61 T Under Spreader

UNRIVALED PERFORMANCE



* Real Data of the Last 15 days of April 2017

OUTSTANDING SERVICE LEVEL

MSC JADE

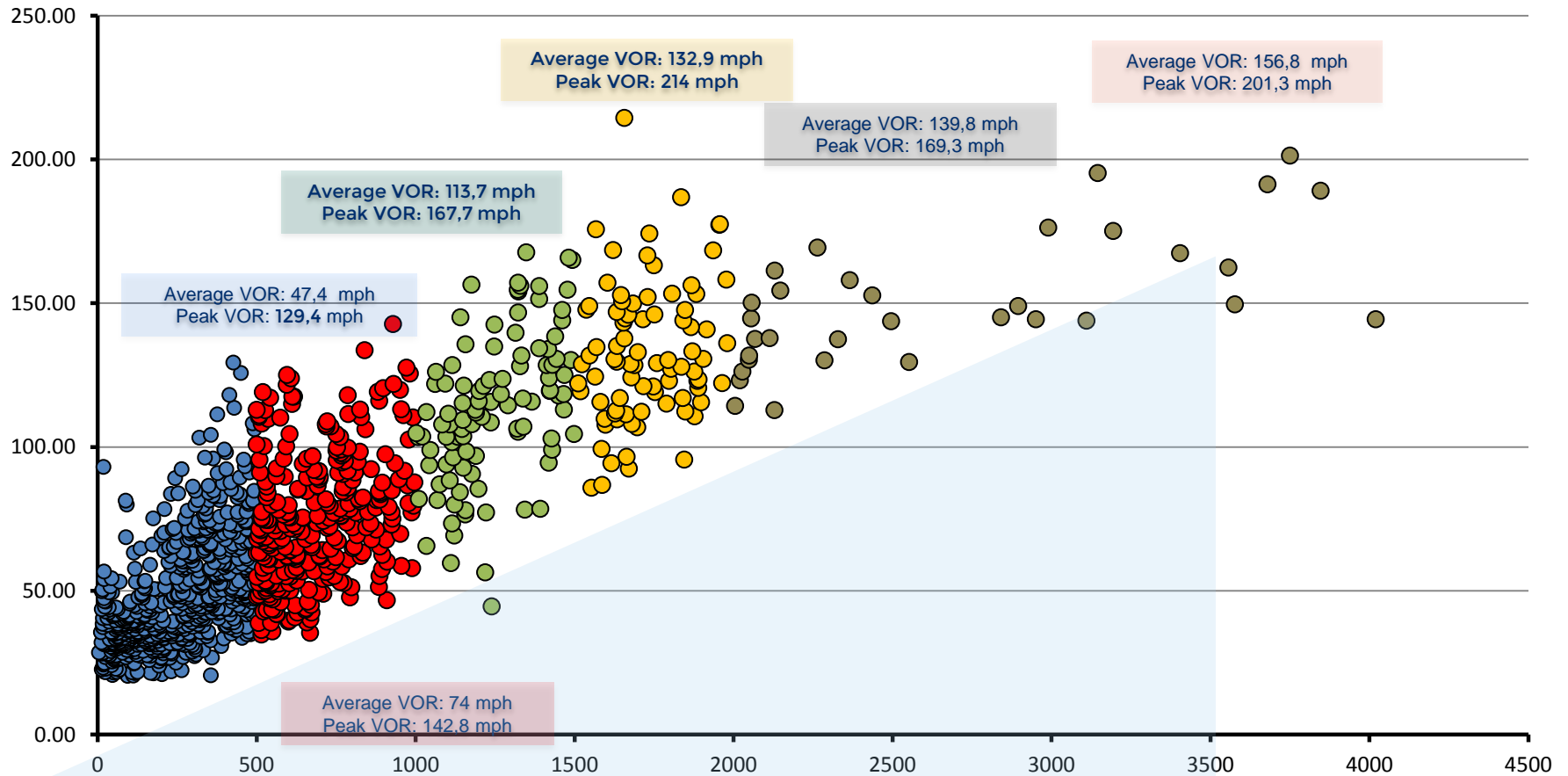
19,000 TEU CAPACITY

FEBRUARY 2017



SERVICE LEVEL ACHIEVED

VOR



* Real Data of 2015 and 2016

GATE FACILITY

10 AUTO PRE-GATES
7X24 GATES
4 MAIN GATES
65 TRUCKS BUFFER
200 INTERNAL SLOTS
3 OCR SYSTEM
MEGA PORTS
5 EXIT GATES
8 SICAD GATES



HINTERLAND CONNECTIVITY


Transit Time reduction BCN vs. North of Spain

Shanghai - Barcelona → 26 days

Shanghai - Pamplona (Noain) → 27 days **(by rail from BCN)**

Shanghai - Bilbao → 36 days



 BEST has interest in 3 different inland terminals: TMZ (Zaragoza), TIN (Noain) and Miranda de Ebro.

From	To	Frequency	Transit Time
BEST	Pamplona (Noain)	3 / Week	AB
BEST	Zaragoza	15 / Week	AB
BEST	Madrid	5 / Week	AB
BEST	Tarragona	4 / Week	AB
BEST	Miranda de Ebro	2 / Week	AB
BEST	Burgos (Villafria)	2 / Week	AB
BEST	Selgua	2 / Week	AB



(*) By Road from BEST to Perpignan

(*)

BEST	Perpignan	3/ Week	AB
BEST	Bayonne	3/ Week	AB
BEST	Bordeaux	3/ Week	AB
BEST	Lyon	3/ Week	AB
BEST	Toulouse	3/ Week	AB
BEST	Paris	3/ Week	AC
BEST	Lille	3/ Week	AC

BEST has set up a rail operator that offers connections with Bayonne and Bordeaux from Noain (Pamplona).

RAIL TERMINAL

8 RAIL TRACKS
750 EFFECTIVE LENGTH
2 GAUGE SYSTEM
2 RAIL CRANES
OCR SYSTEM
750.000 TEU

+135,000 TEU IN 2016
+ 3,000 TRAINS IN 2016
15% OVER LOCAL VOLUME



1.500.000 TEU

220 PEAK VOR (VESSEL OPERATING RATE)

2.800 GATES PER DAY

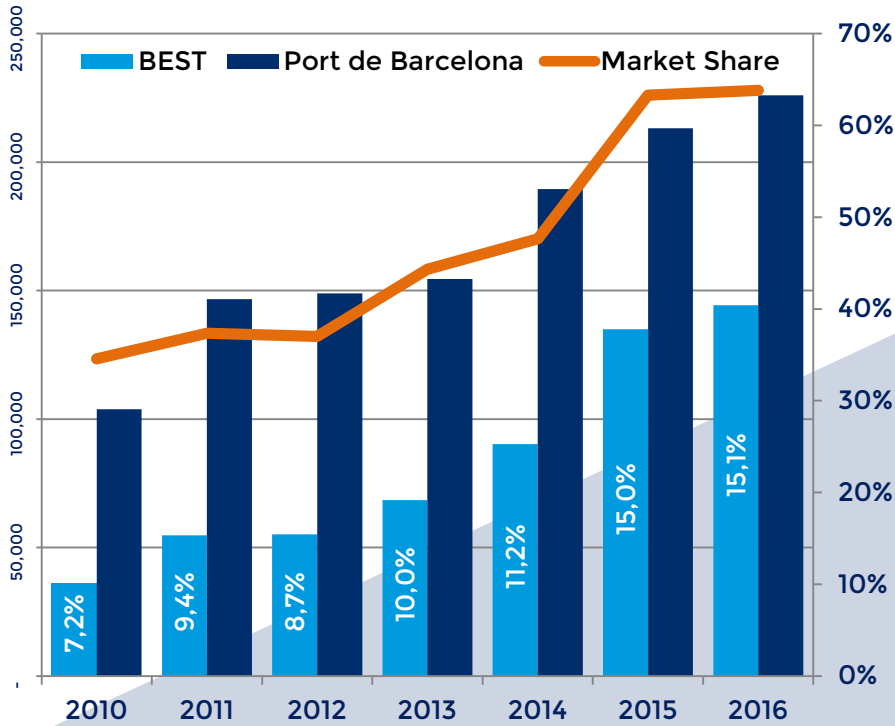
35' TRUCK TURNAROUND TIME

16 TRAINS PER DAY

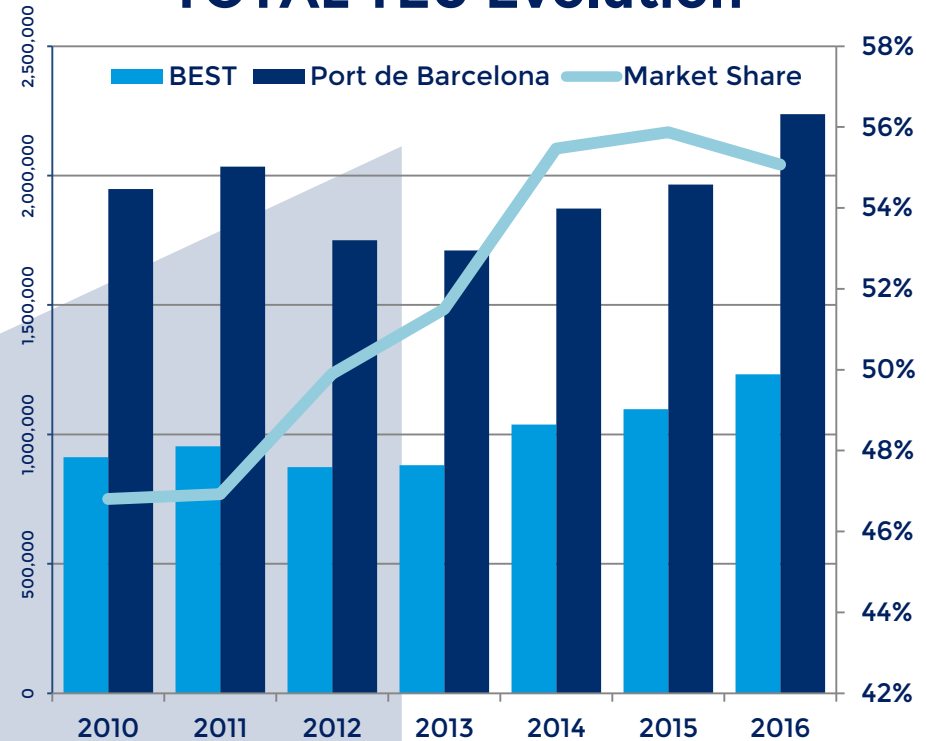
15% LOCAL RAIL VOLUMES

MARKET POSITION

RAIL TEU Evolution



TOTAL TEU Evolution



15% LOCAL TRAFFIC BY RAIL

65% CONTAINER RAIL MARKET SHARE

55% TOTAL CONTAINER MARKET SHARE

PORTFOLIO OF CUSTOMERS



MEDITERRANEAN SHIPPING COMPANY



MAERSK
LINE





Welcome to
HUTCHISON PORTS
BEST



THE WORLD'S LEADING PORT NETWORK