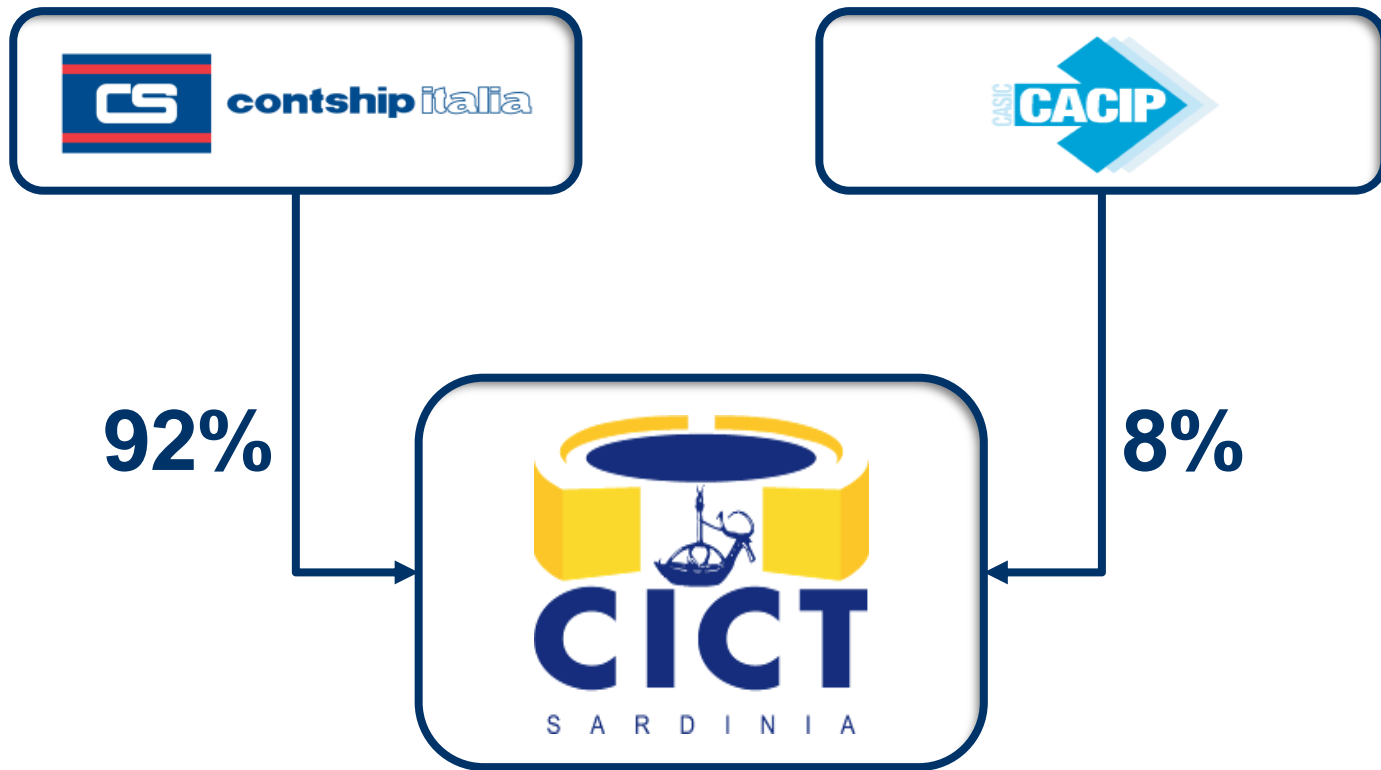




**cagliari international
container terminal**

CICT Shareholders



2013 Group Profile



contship italia group

Your Italian SUPPLY CHAIN PARTNER



CONTSHIP MISSION

We strive for excellence
creating value for
our CUSTOMERS
our EMPLOYEES
our SUPPLIERS
and the LOCALITIES
in which we work



Cecilia Eckelmann - Battistello



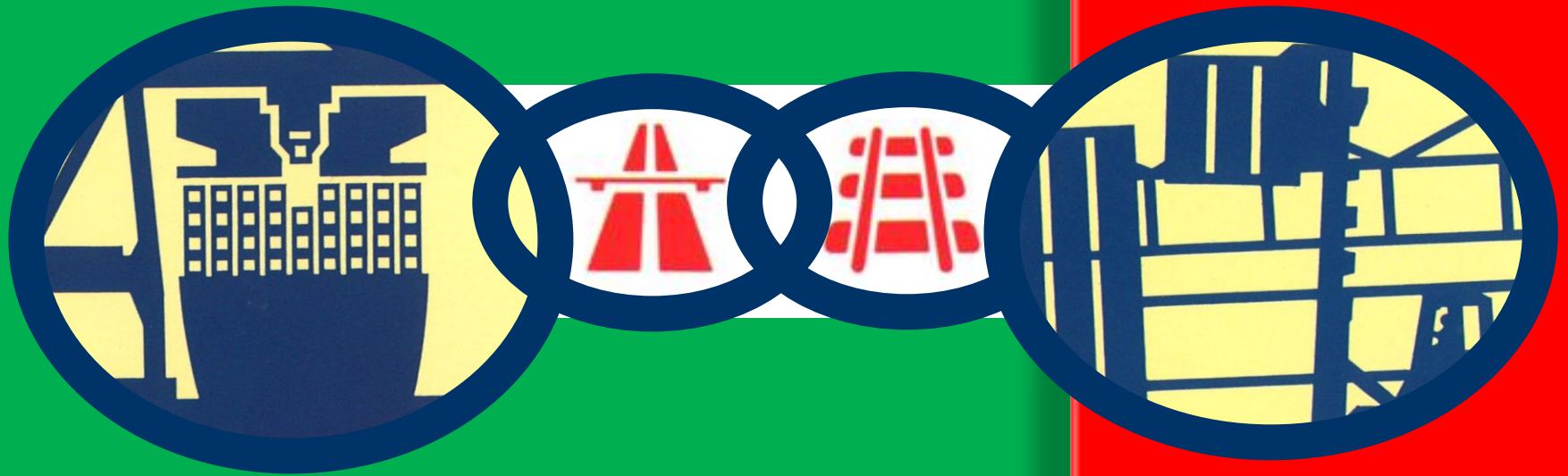
Pioneer in CONTAINERIZATION



1969 **1971** **1977 - 1982** **1990** **1995** **'97-'99** **'01-'04** **2008** **2011** **2012**

<p>Angelo Ravano establishes Contship.</p> <p>The first liner service is operated from Fos Sur Mer to Casablanca with M/V Sea Maid (82 TEUS capacity).</p>	<p>Container Terminal Operation commences in La Spezia.</p> <p>Contship operates the first private container terminal in Italy.</p>	<p>Contship operates the first ever container line service from Europe to India.</p>	<p>Contship establishes Eagle Container Line as the first independent liner service to Australia.</p>	<p>Sogemar is merged with Intermodale Italia.</p> <p>Contship creates the larger private intermodal network in Italy.</p>	<p>Operations commence at Medcenter Container Terminal in Gioia Tauro.</p>	<p>Contship Container lines Ltd is sold to CP Ships.</p> <p>Eurokai becomes the main shareholder of Contship Italia Group.</p>	<p>Terminal Container Ravenna and Cagliari Internat. Container Terminal join the terminal network.</p> <p>Contship launch South-North intermodal corridors in Europe with Hannibal.</p>	<p>Operations commence at Tangier</p>	<p>La Spezia LSCT is the first gateway in Italy to operate ULCC 14,000 Teus class.</p> <p>In Gioia Tauro, MCT now operates up to 3 ULCC class simultaneously.</p>	<p>Contship establishes Oceanogate Italia, as a Group rail traction company.</p>
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Contship PARTNER in value proposition



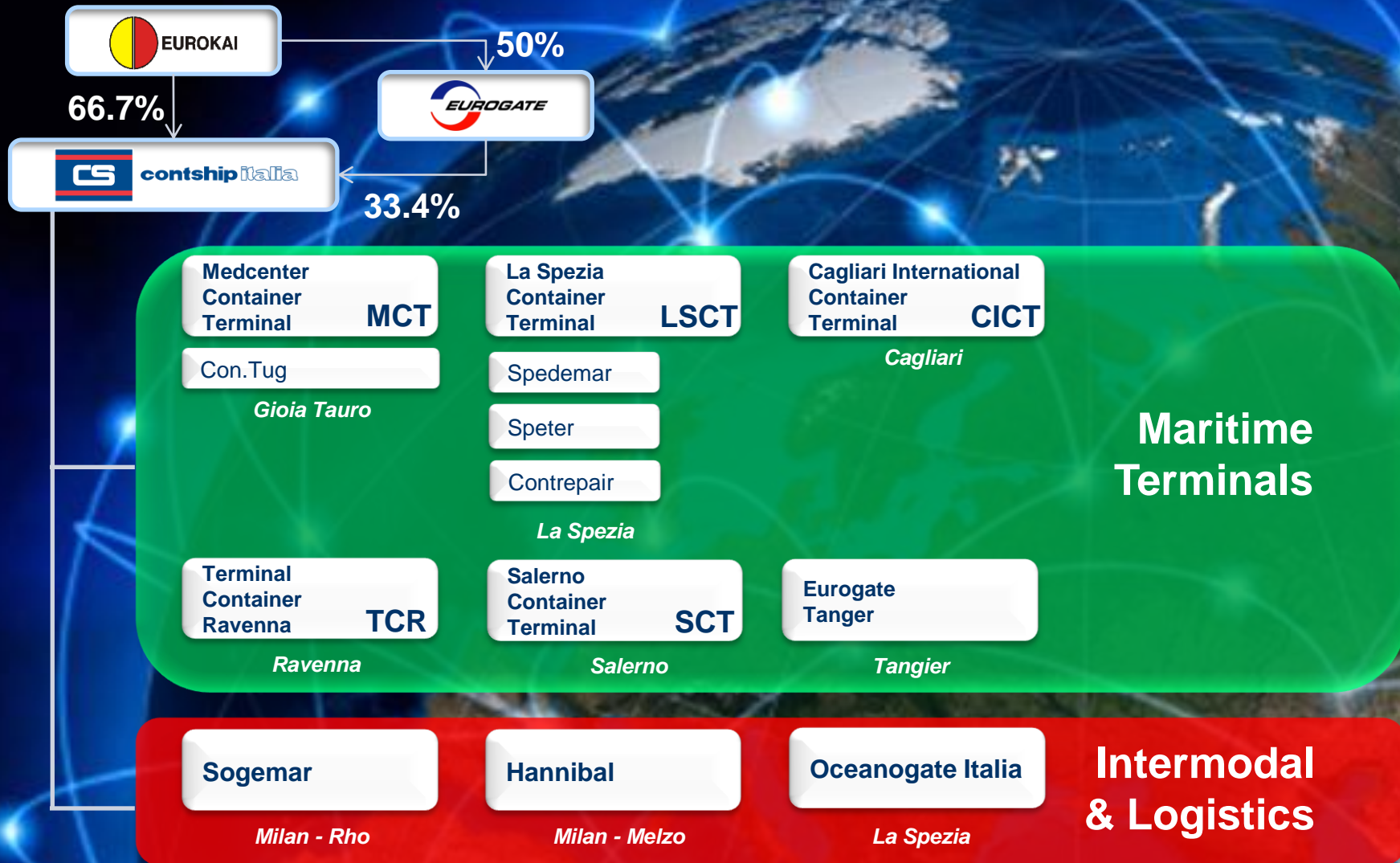
SERVING THE GLOBAL SUPPLY CHAIN

**MARITIME
TERMINALS**

**INTERMODAL
& LOGISTICS**

ONE FLAG TEAM SOUL 

The GROUP STRUCTURE



PRODUCTS



Minimal deviation from main EAST-WEST route

CAGLIARI

- Quay: 1,520 m @ - 16 m
- Cranes: 7 (5 of which 18 rows)
- ULCC up to: 9,500 Teus class

GIOIA TAURO

- Quay: 3,391 m @ - 18 m
- Cranes: 22 (9 of which 23 rows)
- ULCC up to: 18,000 Teus class

TANGIER

- Quay: 810 m @ - 18 m
- Cranes: 8 (23 rows)
- ULCC up to: 18,000 Teus class

PRODUCTS



TRANSHIPMENT PLATFORMS



GATEWAYS TO EUROPE

LA SPEZIA

- Quay: 987 m @ - 15 m
- Cranes: 10 (5 of which 20 rows)

RAVENNA

- Quay: 640 m @ - 10.5 m
- Cranes: 4 (2 of which 17 rows within 2013)

SALERNO

- Quay: 890 m @ - 13 m
- Cranes: 4 (3 of which 17 rows)

To / from Americas

To / from Far East, Middle East & India

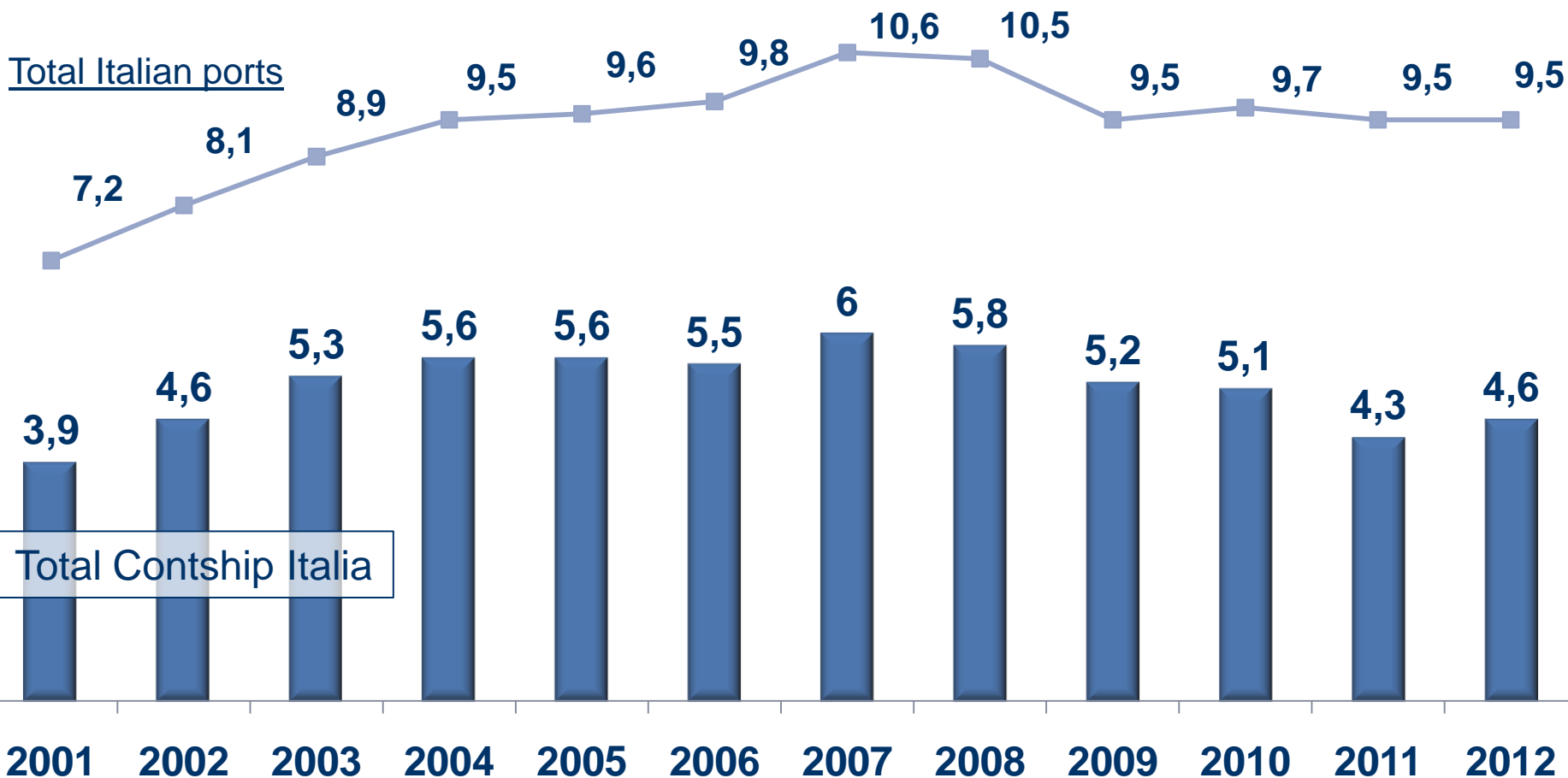
East Med

Direct access/proximity to multiple markets

VOLUMES (TEUS/000,000)



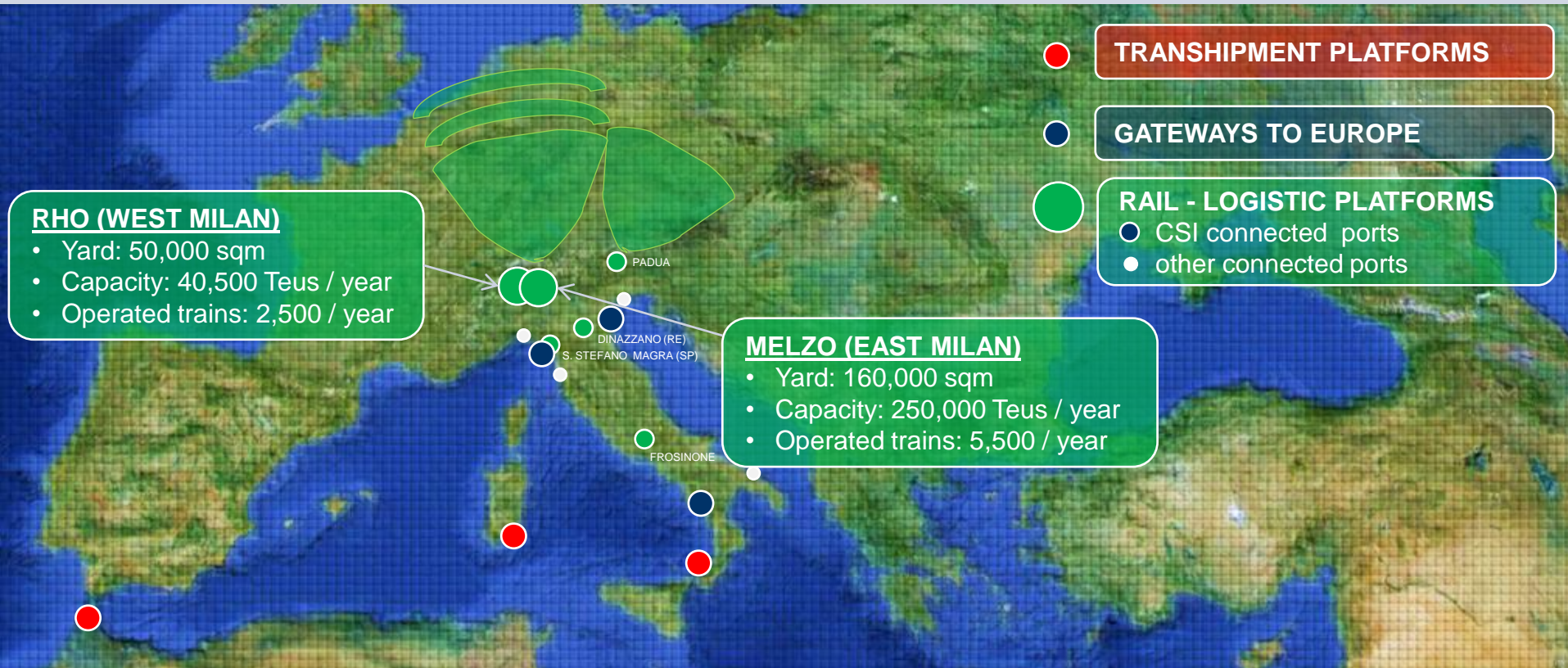
Maritime Terminals Network Development



Contship Italia Group shareholding participating interests in Italy as at 1/08/2012



PRODUCTS

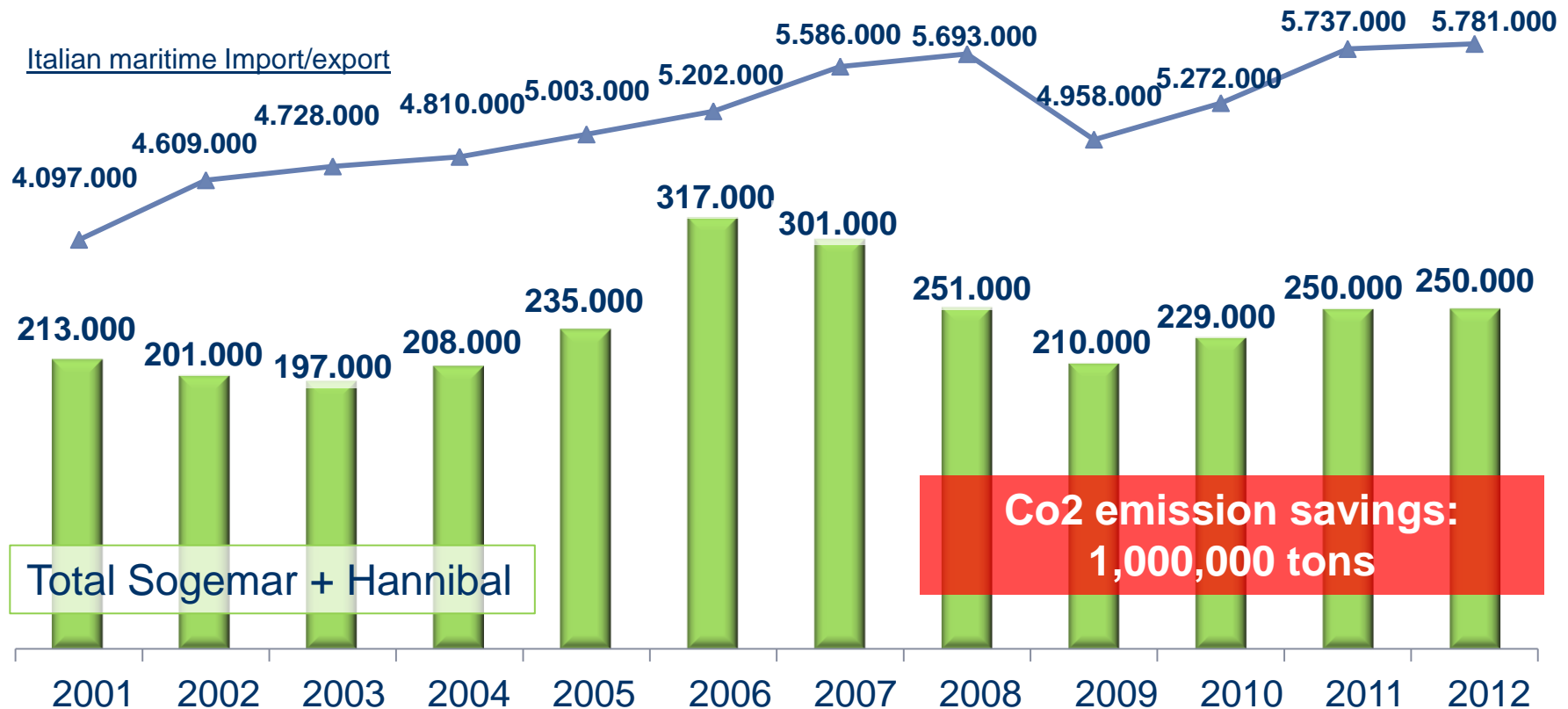


Supply Chain Vertical Integration

INTERMODAL transport (TEUS)



Intermodal Transported Volumes



SOLUTIONS



ONE FLAG
TEAM
SOUL



Why CONTSHIP ITALIA GROUP ?



6

STATE OF THE ART MARINE
CONTAINER TERMINAL

55 ship to shore
cranes

8.5 km of quay

3.3 million sqm

5,300 operated
vessels

ONE FLAG
TEAM
SOUL



Why CONTSHIP ITALIA GROUP ?



2

MULTIMODAL
TRANSPORT
OPERATORS

THE LARGEST INTERMODAL
NETWORK IN ITALY



2

owned
rail hubs

24.9

km of rail
tracks

1

TRACTION
COMPANY

3,900

block trains

ONE
FLAG
TEAM
SOUL



Why CONTSHIP ITALIA GROUP ?



24/7



2420 PERSONNEL

ONE TEAM SOUL



“GLOCAL” touch in a “GLOBAL” market

7 editions - 70,000 copies of
“Il Diario di Contship” distributed



2,500 child every year (age 8 to12)

CAGLIARI



The Centre at Your Service



<i>n.miles</i>	Deviation (Suez-Gibraltar)	Average Distance (from Spoke Ports)
ALGECIRAS	0	1.221
PORT SAID	5	1.079
MARSAXLOKK	6	688
DAMIETTA	20	1.042
ALEXANDRIA	32	NIL
CAGLIARI	56	724
GIOIA TAURO	66	660
VALENCIA	143	941
PIRAEUS	161	765
LIMASSOL	183	1.039
BARCELONA	209	865
TARANTO	260	762

Serving Central, East and West Med



PILOT POINT



**cagliari international
container terminal**

Distance: 2 miles

Minimal deviation from Suez – Gibraltar main route

Extended Home port for North African countries

Optimal weather conditions 365d/y

TURNING BASIN
Diameter: 590 m

Zero delays on vessel maneuvering IN - OUT



Your Extended Home Port



CAGLIARI

SPECIAL FOCUS ON
MARKET PROXIMITY



2012 CICT Reliability - Global



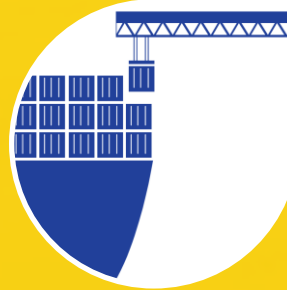
Wait at
anchor
(Pilot Station)

1.3 Hours

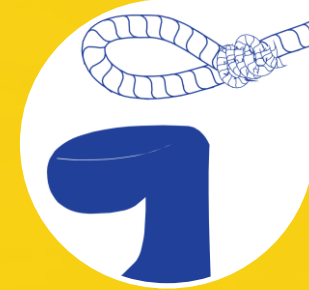


Vessel
on berth

20 Minutes



Start
operations



Unberthing
after end
operations

1.2 Hours

Average data calculated on 379 ocean vessels and 432 feeder vessels calls during 2012



CICT @ a glance



WATER
DEPTH
Cntr
ROWS

@ - 16 m

17

17

18

18

18

18

18

7
QUAY
CRANES

LENGTH
OF QUAY

The Quay – 1,520 m

YARD
AREA



TOTAL STAFF
209

400,000 sqm



YARD EQUIPMENT
17 RTGs + 4 Reach Stackers + 8 Front Loaders



REEFER PLUGS
936

MOBILE
100 tons

CICT common FEEDER network



Cross Roads at the Center of the MED



CICT substantial capacity
Cost advantages using
CICT as first Italian port
**ANCHORAGE DUES
IMMEDIATELY !**

High Connectivity



Supply Chain Excellence: MAINTAINING OPERATIONAL FLEXIBILITY



Over 4.7 million TEUS handled since
Contship acquisition in 2003

Maximum reliability for
mother-mother and mother-feeder direct connections

Flexible commencement of vessel operations

Logistic Value Added Services available in the Terminal



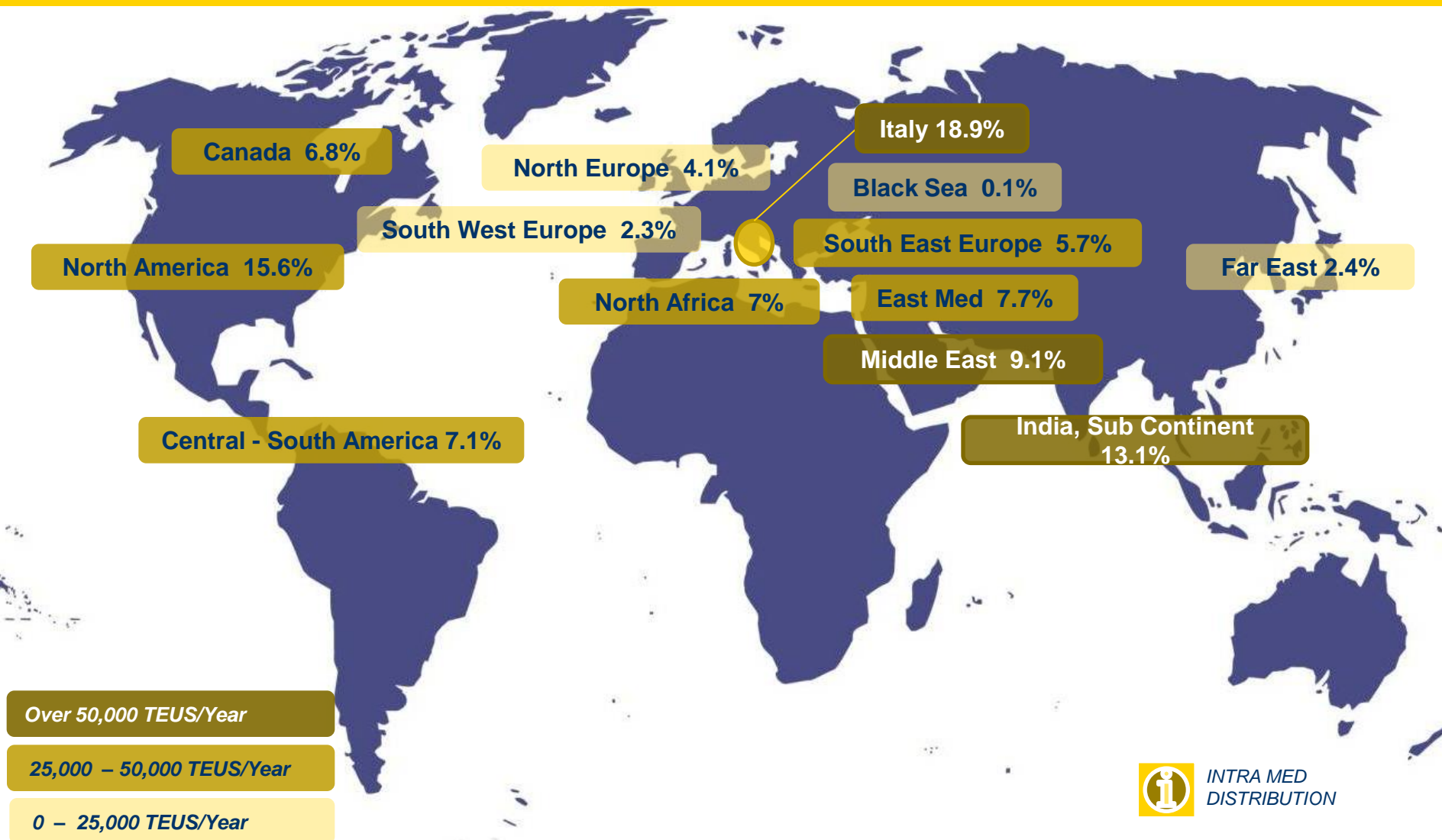
Volumes (TEUS) and Capacity



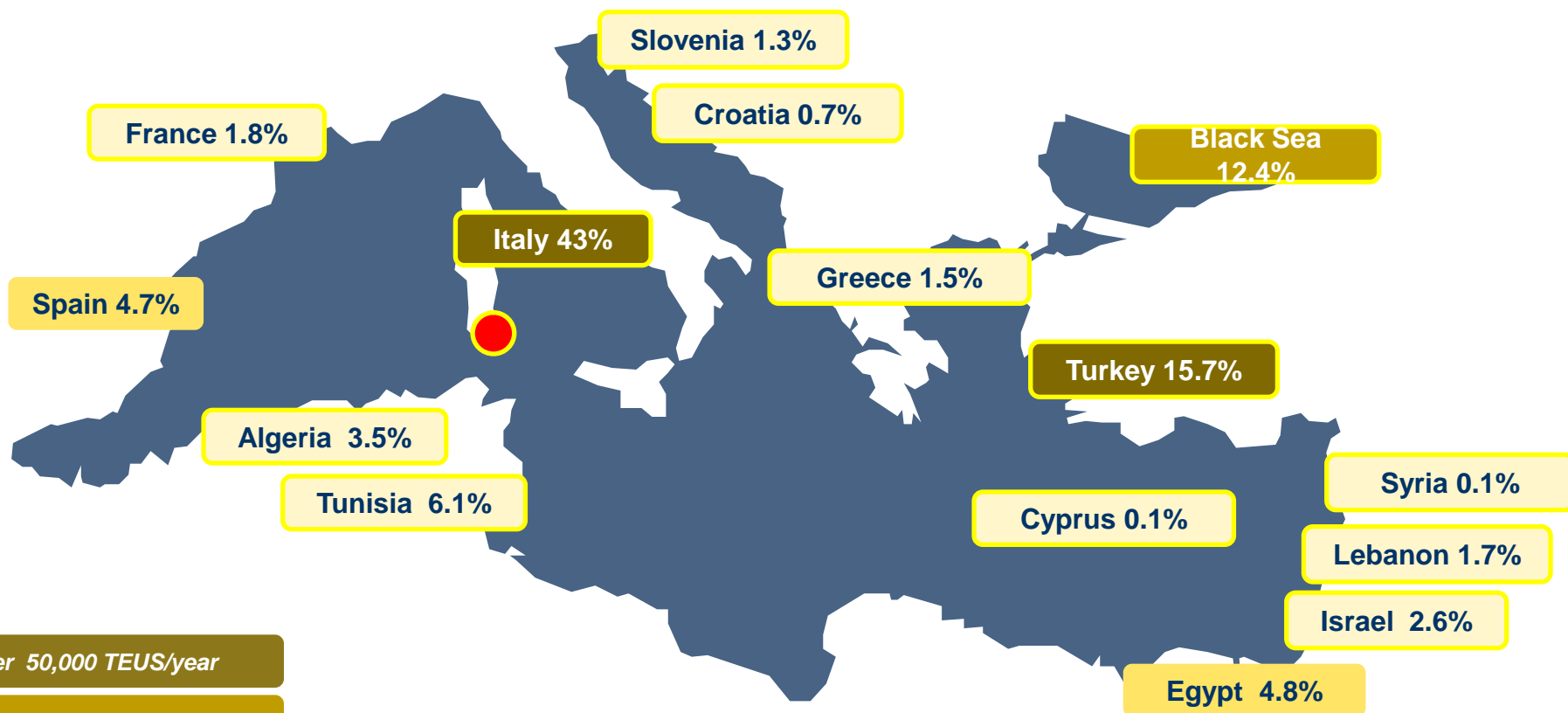
* Year of CICT entering into Contship Italia Group participating shareholding



CICT customers trade coverage



CICT Med distribution



Over 50,000 TEUS/year

25,000 – 50,000 TEUS/year

10,000 – 20,000 TEUS/year

0,000 – 10,000 TEUS/year

Percentages reflect portion of total volumes exchanged in Cagliari

Ready, Steady



Vessel Name
Vessel Operator
Service

Rio Bravo
Hamburg Sued
IOS / East Bound

Kenza
EMES
WBS

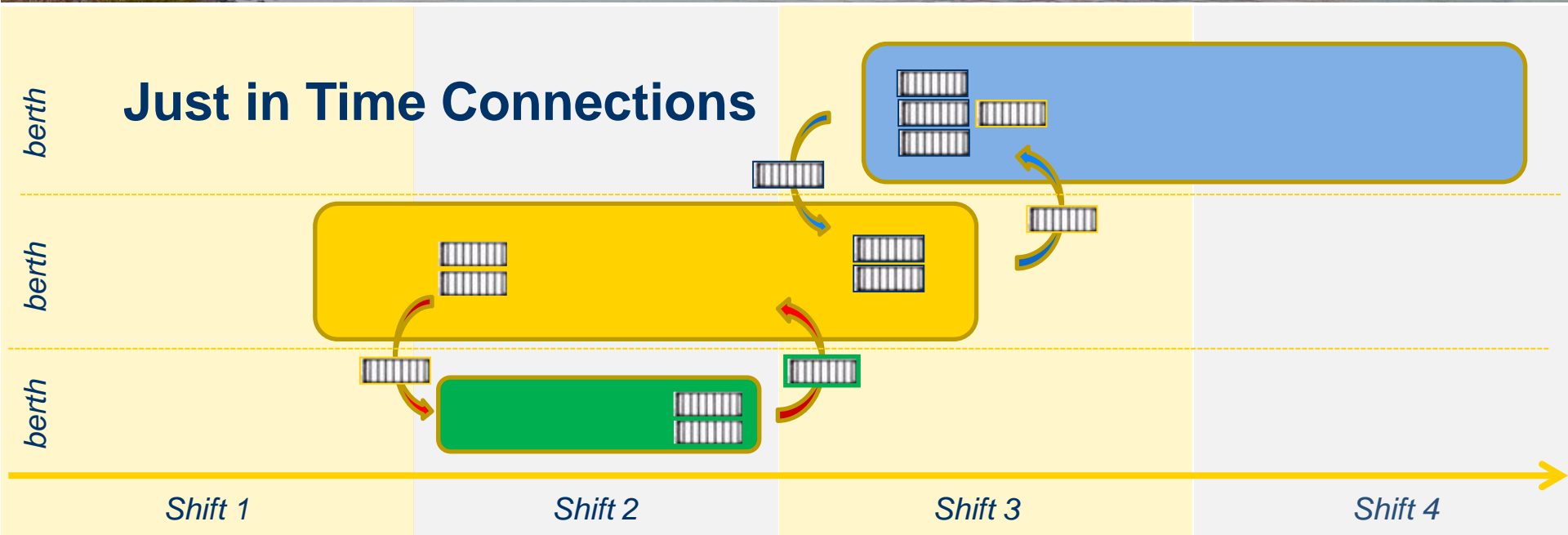
Esra A
Arkas
spot

BF Catania
UFS
CSA

Rio Blanco
Hamburg Sued
IOS /West Bound

Karla A
EMES
CBS

Just in Time Connections



...Go! Increasing Port-Terminal Capacity



From 1.2 million TEU to 3.6 million TEU of capacity

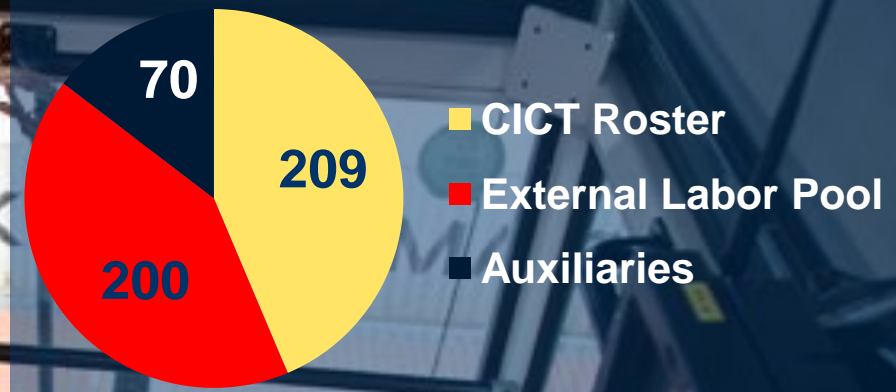
Equipment and yard improvement to enable the operation of 3 x 18,000 ULCCs

Port Expansion



Work in progress

The KEY factor: our PERSONNEL



Average Age: 37 years old

Education: 82% diploma

12,500 h of training per year

Discounted Anchorage Dues



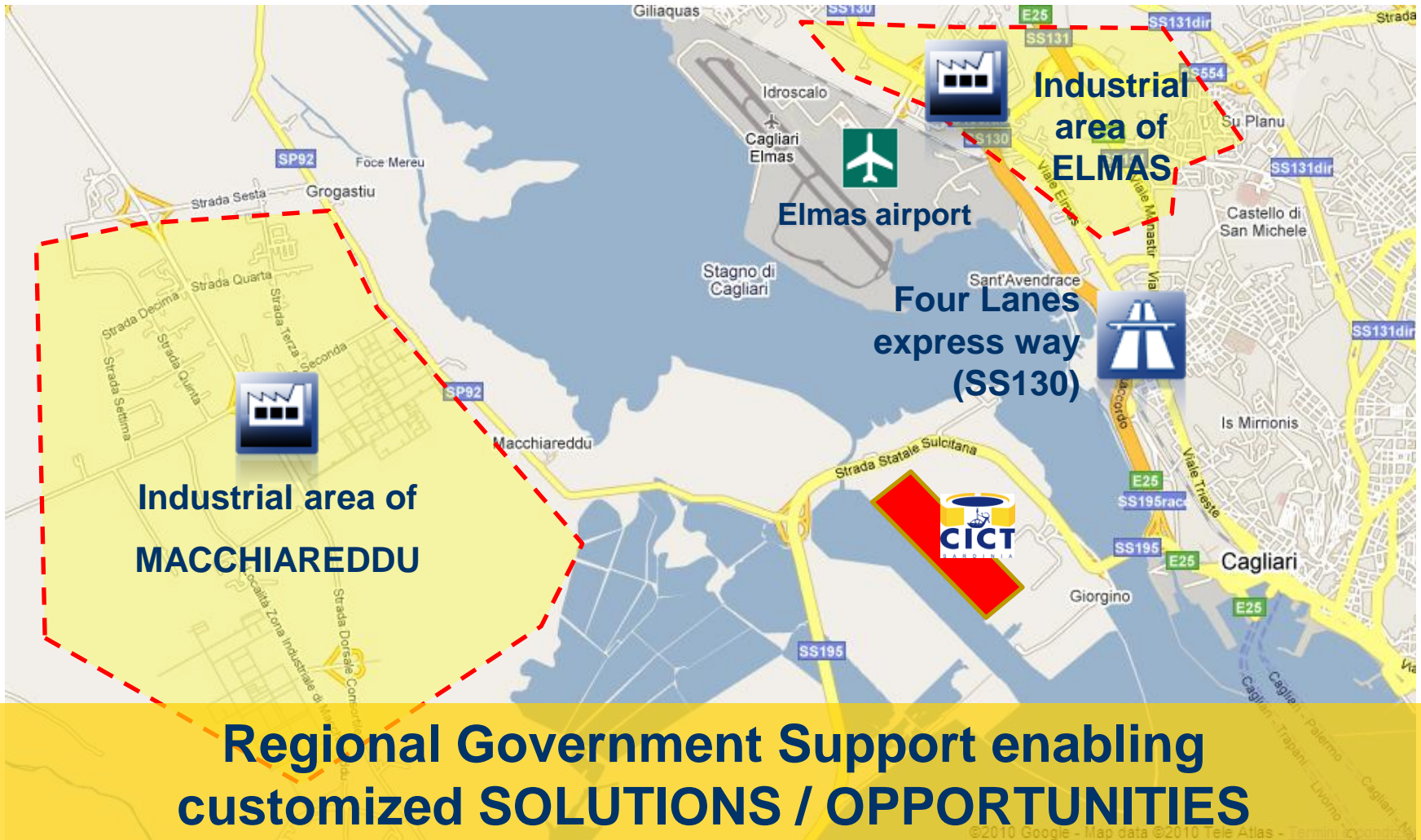
- 90%

Regular Service to Cagliari (minimum 12 calls/y)

Minimum 75% of cargo to be transhipped



Proximity to ...



Gateway for Sardinia



READY for business

