



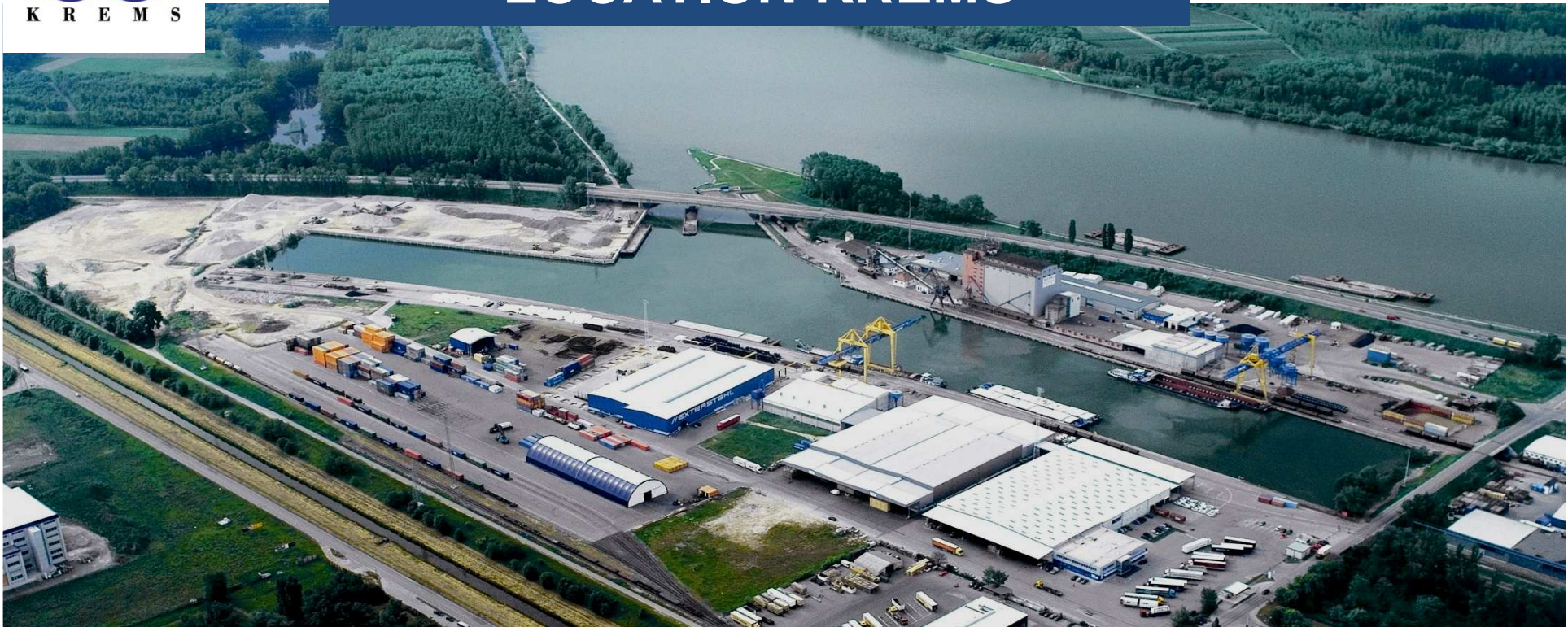
EU-DSR, Bucharest, Oct. 27 2011
Working Group 2: "Multimodal river ports & sustainable freight transport"

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Business Development
Mierka Donauhafen KREMS GmbH & Co KG



Mierka Donauhafen KREMS is an independent and privately owned service provider offering over 70 years of experience and expertise to our customers. Our team of 65 employees develops tailor-made solutions for your logistics needs and handles more than one million tons per year.

Unique PPP-model: City of Krems and Hafen- und Industriebahn (HIB) invest in infrastructure (quay walls, rail tracks, gantry cranes), Mierka operates the port and invests in storage halls and logistics equipment.



Capacities & Equipment

- Total operational area: 250,000 m²
 - 23,000 m² for logistic operations
 - 18,000 m³ for bulk operations
 - 2,000 m³ loading area (10 hoppers)
 - 60,000 m² open storage area
 - 50,000 m² terminal area
- 2 gantry cranes with up to 50 t lifting capacity, 2 mobile cranes, 1 luffing jib crane
- 3 coil carrier, 2 bobcat, 15 forklift trucks up to 2-7 t, 1 forklift truck up to 14 t and 2 reach stacker with a lifting capacity up to 45 t

Services

- Trimodal cargo handling
- Storage logistics for general cargo and bulk goods, e.g. bagging
- Multimodal Freight Station
- Chartering Ship / Rail / Truck
- Containerterminal services
- Project Logistics
- Customs clearance with an own warehouse
- Stuffing / Stripping / Packaging

Cargo & Products

- Agriculture products
- Chemical commodities
- Minerals
- Iron and steel products
- Wood
- Paper
- Consumer goods
- Machinery
- High & Heavy components
- Container

Chartering

- Ship-Rail-Truck, Connection Rhine-Danube

Container Terminal

- Handling Barge-Rail-Road
- Depot-Storage-Stuffing-Stripping
- Repair-Trade-Leasing

Grain Terminal

- Silo capacity 20,000 to
- Handling and quality management
- Rhine-Main-Danube Export/Import

Packing

- Fertilizer-Terminal
- Automated Bagging
- Big Bag Filling

managed by Mierka Befrachtung

MIERKA
BEFRACHTUNG
GESELLSCHAFT M.B.H.

shares: 100% MDK

INTERNATIONAL
WienCont
K R E M S

shares:

MDK 74%, WienCont Wien 26%

managed by

DANUGRAIN

shares:

Raiffeisen Ware Austria AG 60%, MDK 40%

managed by

„DANUFERT“ Handelsgesellschaft m.b.H.

shares:

Raiffeisen Ware Austria AG 60%, MDK 40%



Rhenus AG & Co. KG has held a 26 percent stockholding in the equity of Mierka Beteiligungs GmbH since June 2010. As a result, Mierka Donauhafen Krems has gained access to the capacities of one of the leading logistics companies in Europe.

In cooperation with Rhenus Port Logistics, Mierka Donauhafen Krems can provide **end-to-end trimodal logistics concepts** along the 3,500 kilometer long Rhine/Main/Danube waterway area - from the North to the Black Sea.



Mierka and Rhenus believe in a positive development of the Danube region. We are convinced, that the Danube can play a crucial role in the transport system of the region – provided that the river infrastructure will be improved!

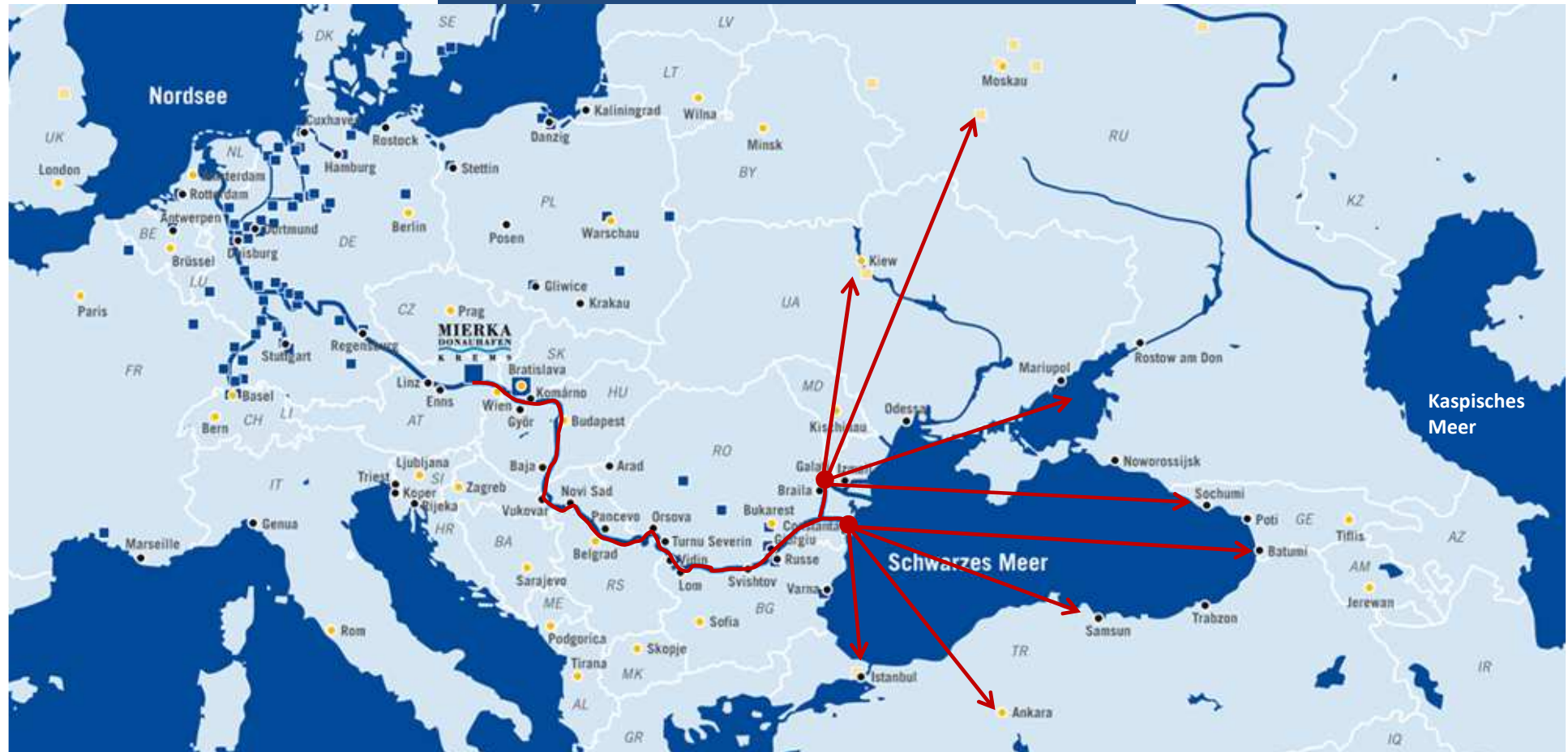
We want to serve our customers with cost efficient and intelligent transport solutions integrating Danube navigation.



AIMS OF THE MIERKA RHENUS PARTNERSHIP:

- 1. FURTHER DEVELOPMENT OF KREMS**
- 2. DEVELOPMENT OF OTHER TRIMODAL DANUBE LOCATIONS**
- 3. EXPANSION OF DANUBE NAVIGATION ACTIVITIES**

GEOGRAPHICAL COVERAGE



Danube<->Black Sea: via Galați and Constanța the growth markets in the Ukraine, Russia, Turkey, Central Asia and Levante can be efficiently reached.

- Rhenus Port Logistics locations
- Selection of Rhenus locations

BUSINESS DEVELOPMENT BULK

INDUSTRIES:

- STEEL - INBOUND
- AGROBUSINESS INCL. FERTILIZER
- COAL
- RENEWABLE ENERGY
- MINERALS
- LIQUID BULK



INDUSTRIES:

- STEEL - OUTBOUND
- CONSTRUCTION BUSINESS
- WOOD INCL BIOMASS
- PAPER
- PROJECT CARGO
- BIG BAG HANDLING
- AUTOMOTIVE

INDUSTRIES:

- WIND ENERGY
- APPARATUS CONSTRUCTION
- OVERSIZED MACHINERY ETC.
- ROLLING CARGO
- PROJECT CARGO



BUSINESS DEVELOPMENT CONTAINER



DANUBE NAVIGATION: EFFICIENT FOR CUSTOMERS AND ENVIRONMENT

USP:

- CAPACITY IN TERMS OF
 - TONNAGE
 - VOLUME / DIMENSIONS OF CARGO HOLD
- ATTRACTIVE FREIGHT RATES
- ENVIRONMENTALLY FRIENDLY

FRAMEWORK CONDITIONS NEEDS

1. DANUBE INFRASTRUCTURE

- Improvement of fairway conditions (low water periods)
- Strategic projects – long term solutions
- Short term solutions **URGENTLY** needed – extreme situations in 2011 -> loss of customers



- LOCK MANAGEMENT – transit times
- (PUBLIC) PORT INFRASTRUCTURE – quay walls, connection to rail and road network, dredging of port basins etc.
- FLEET - support of private investments
- ICT – further development of RIS – cooperation with logistics sector
- Education and Training
- Promotion – Image

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