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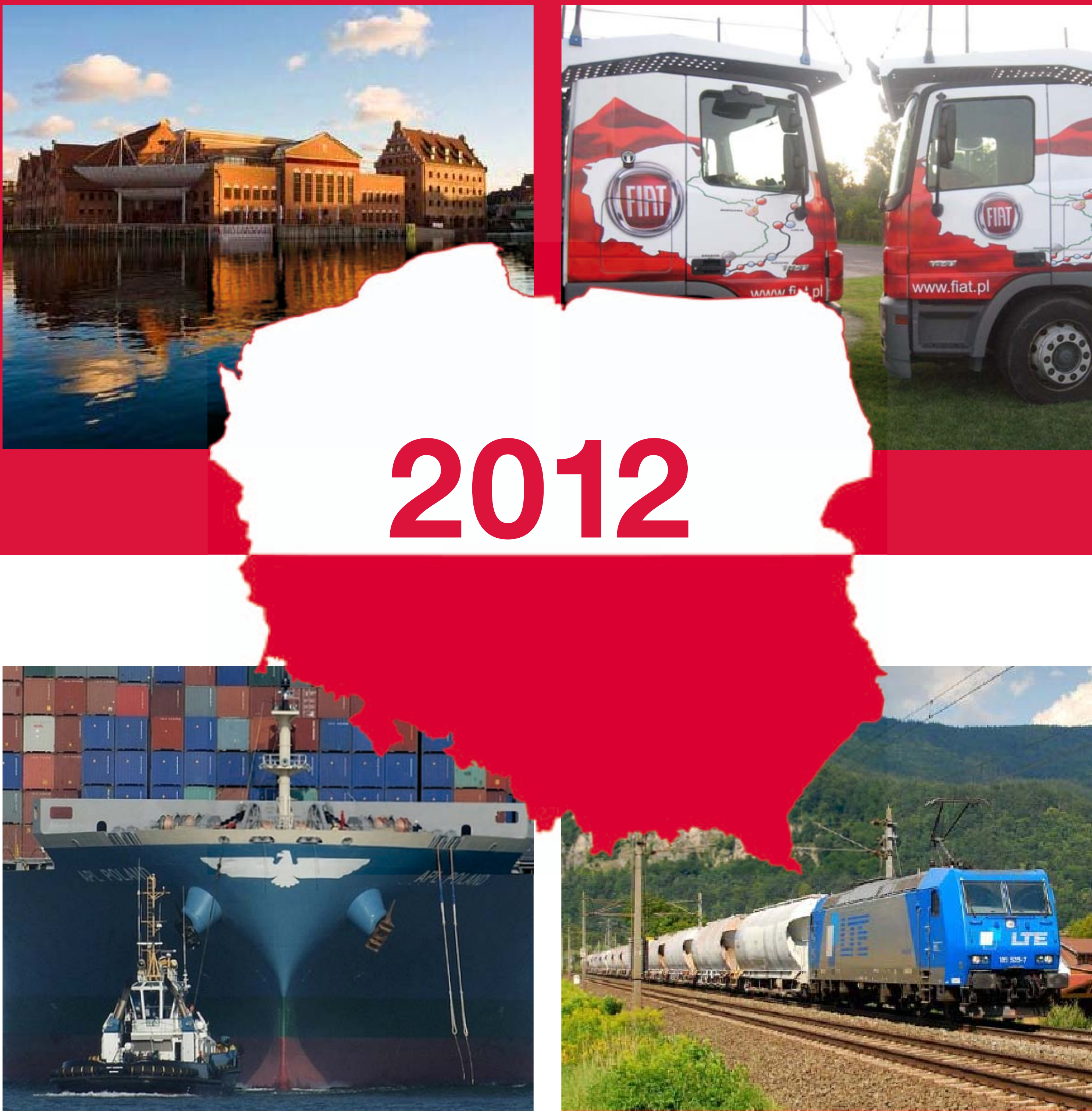
the Italian Shipping, Ports, Transport and Logistics weekly web magazine

BALTIC TRANSPORT

An overview of the dynamic Polish shipping, port and logistics industry

Special Supplement no.19 of May 7th 2012 - Editor in Chief: Angelo Scorza



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Polish ports at the forefront of Baltic development

The 3 days *Transport Week 2012* conference attended by many Port Authorities and ports, rail and logistics operators of the Baltic Sea Region, was in a way an interesting anticipation of the *European Sea Ports Organisation (ESPO)* conference, to be held in mid May in nearby Sopot, a tourist resort midway from main Polish ports of Gdansk and Gdynia - which are fiercely competing for the regional leadership - and making with them the so-called Tri-City (Triple City) conurbation.
Both events bring the spotlight on one of the most dynamic area of logistics development in Europe, one of the several reasons that induced *Ship2Shore* to publish this special supplement feature on the Polish port, transport, intermodal, logistics, shipbuilding and shipping industry.

BALTIC TRANSPORT

Ship2Shore

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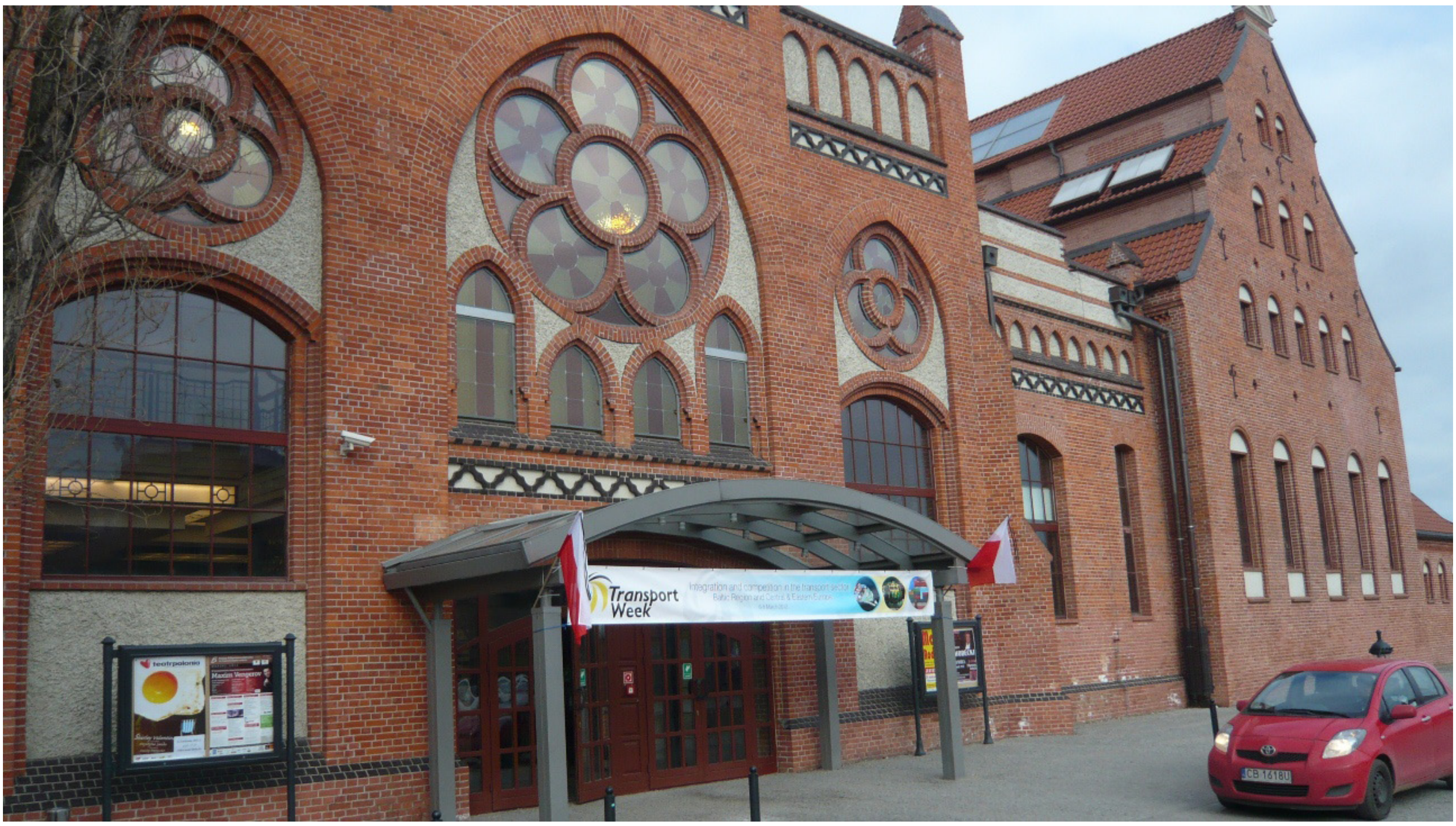
The *Transport Week 2012* conference in Gdansk showed the Baltic ports' remarkable progress

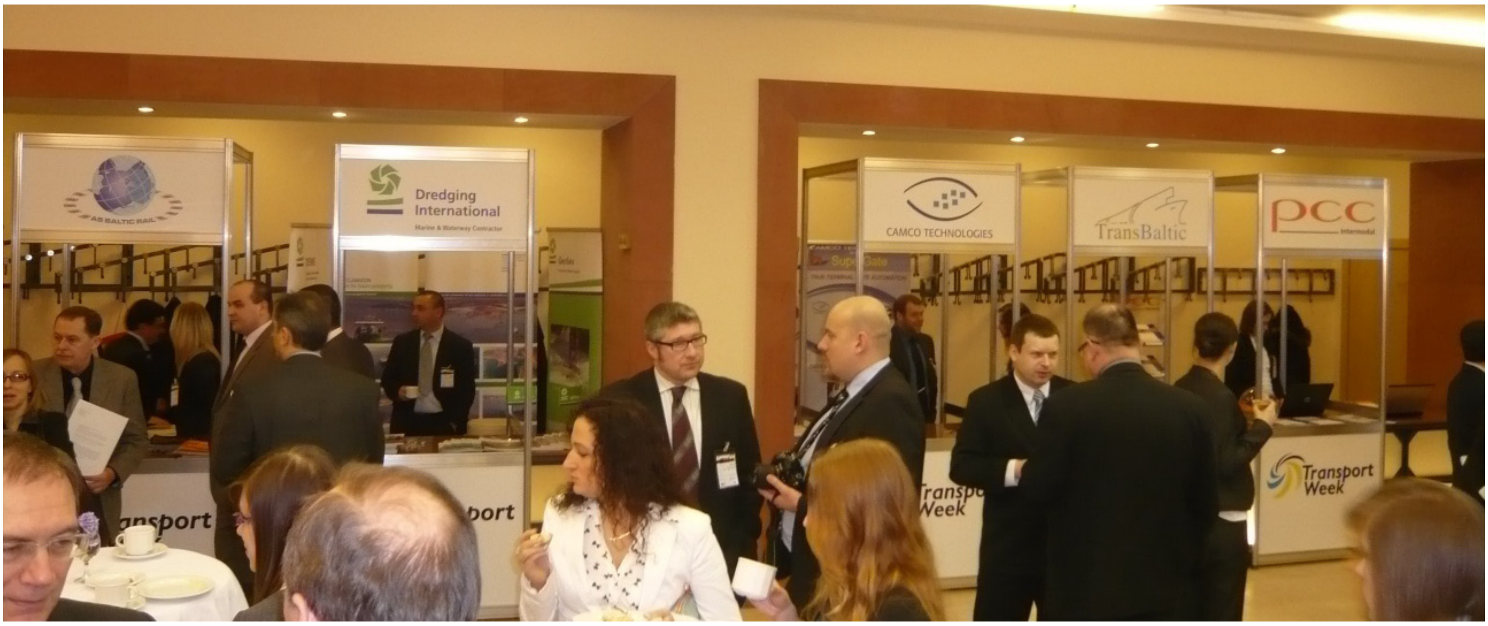
The Transport Week 2012 conference – held in early March at the premises of Polish Baltic Philharmonic in Gdansk and organized by Bogdan Oldakowski's Actia Conferences – was attended not only by Port Authorities and operators of the Baltic Sea Region, for which it was primarily meant, but also by the ones of the Adriatic Sea.

The conference was opened by Dutch consultant Patrick Uyttendaele (MTBS) with the case study of the successful privatization process, completed last year (*S2S n. 10/2011*), of the Jadranska Vrata container terminal in Rijeka (Croatia). Bidders in the process included world-class terminal operators like APMT, ICTSI, HHLA, TBC, and DP World, later shortlisted to 3 (APMT, HHLA, and ICTSI). Eventually the terminal was granted to Manila-based International Container Terminal Services, Inc. (ICTSI), renamed Adriatic Gate Container Terminal (AGCT) and entrusted to expert CEO Antonio P. Passaro, who also attended the meeting.

Uyttendaele remarked how the privatization process, in which he was involved since 2003, was politically sensitive as Croatia was on the path to enter the European Union and the stakeholders in the process included the World Bank, which is funding the Rijeka Gateway development project. The consultant also stressed how important it is, for a successful privatization, that its goals are all clearly stated in advance as well as the way to get from it a return on the investment. The same MBTS has been entrusted with a pre-feasibility study for the Third Pier in Koper (Slovenia), which is the main feature of this port's substantial development plan that will make of it an even tougher competitor of nearby Trieste.

"The (European) East meets the (Far) East!" was the motto of the speech of Boris Wenzel, CEO at Deepwater Container Terminal (DCT) in Gdansk, reminding the recent political meeting between Poland and China which established a kind of 'economical twinship'. "To date we're already handling the 13,000 TEUs ships of Maersk's AE10 direct service with the Far East, and are awaiting their giant 18,000 TEUs Triple-E class vessels as one of the few terminals presently able to handle them." DCT throughput jumped from 3,439 TEUs in 2007 to 634,811 TEUs last year. "We'll reach 1 million in 2012 and, we hope, 4 millions within a dozen of years when our ambitious projects will be finalized" says Wenzel. These include a second container terminal and the Pomerania Logistic Park on a 200 hectares area. "We'll need these spaces, because the Baltic region, as a consequence of the BRIC countries growth (in ten years they should make for 22% of the world's GDP), will reach, from the current 8.5 million TEUs, 24 millions by 2025" explained the manager, adding that he does not see the new large Russian port of Ust Luga as a menace, as it will essentially decongest the crowded port of St. Petersburg. "Our true competitors are the hub ports of the Northern Range, especially the German ones, which are behaving in marketing like they were closer to Russia than Poland. However, our sea is 100 per cent ice free and with the direct service from Asia and good rail links (a new one will be added within 2012), we can spare the cargo a feeder service from Hamburg to St. Petersburg!"





stressed Wenzel.

"In our port, we've already 7 concessionaires of terminals and port services. Now it will be the turn of the Baltic General Cargo Terminal, the Polish leader in ro-ro and break bulk" pointed out Marius Karbowski of Gdynia Port Authority, which registered in 2011 a 15.9 million tonnes throughput plus 616,441 TEUs at the Baltic Container Terminal (BCT), which is also controlled by ICTSI. "We're speeding up with the investments provided by our 2003-2015 development plan, substantially supported by European funds, but our trump card is the 25 hectares Bulgarian Quay logistic zone on which we'll invest some 37 million euros between 2012 and 2014" explains Karbowski. BCT's investments thus mirror the ones of DCT, also because they too are thinking of a deepwater terminal, though in the future.

"Gdynia and Gdansk are not fighting each other, however" pointed out Julian Skelnik, marketing director at Gdansk Port Authority, as well as vice chairman at ESPO and at the Baltic Ports Organization (BPO): "There's no conflict or overlapping, and I want to stress that, after many years, we eventually succeed in taking away throughput from the Northern Range. In any case, besides DCT's and the town's project for the tunnel under the Dead Vistula (to be opened in 2015) we've plenty of our own ideas, like a new offshore oil terminal, PERN's project for liquid cargo and the privatization of Gdansk Cargo Logistic SA, a company that handled 3.5 million tonnes of our port's overall 25 millions throughput in 2011."

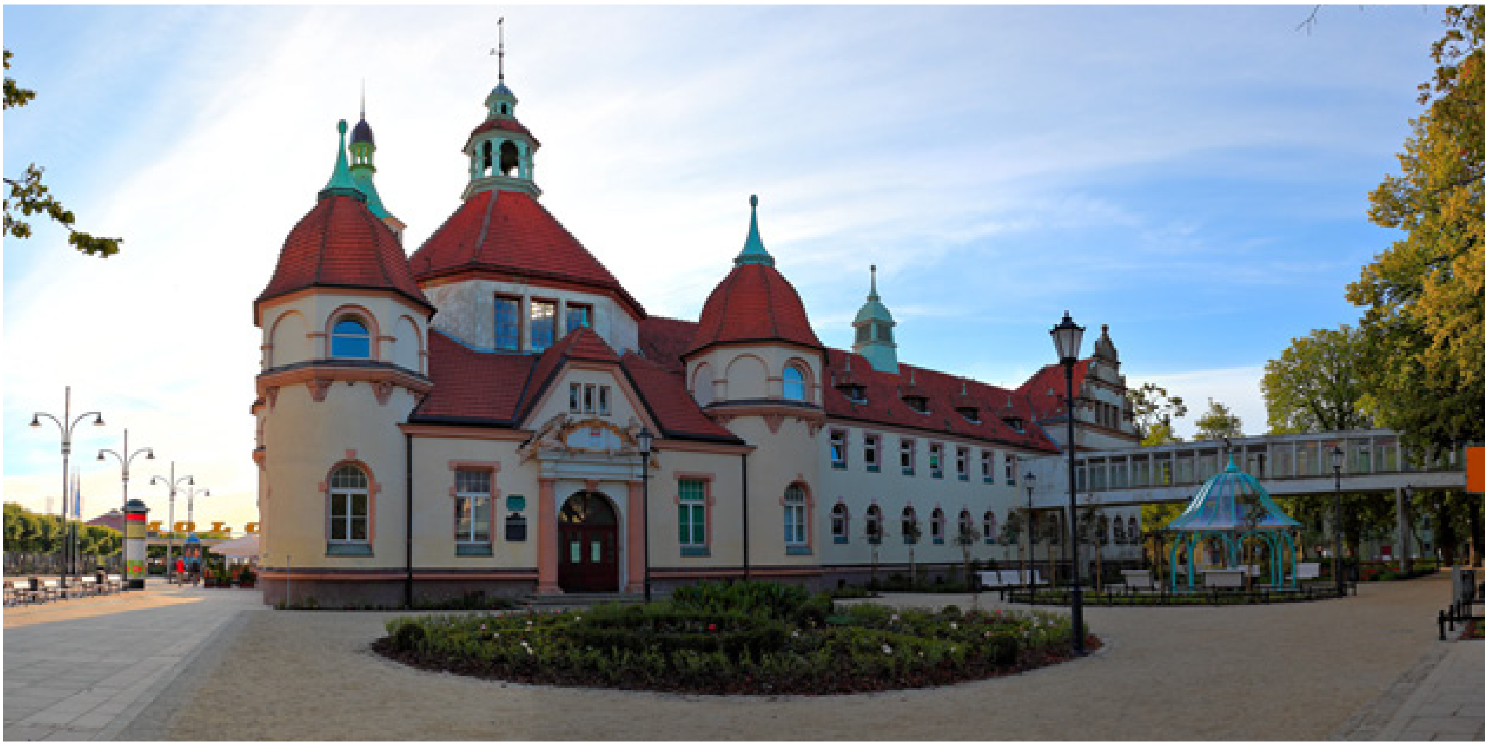
Bojan Hlača, executive director since 16 years of Rijeka Port

Authority, reminded the good results from some (7) quay privatizations, the recent grant of the concession for building the new container terminal (in addition to AGCT) on Zagreb Quay (680 meters of berthing, sea depth 18 meters, 500,000 TEUs) to a (mainly) Italian pool (S2S n. 2/2012), and the project for another container terminal for 1.5 million TEUs on the Krk island alongside the existing oil terminal, while hoping for the liberalization of Croatian railways within 2012. In 2011 Rijeka handled 9.3 million tonnes of cargo and 150,677 TEUs (including the ones at AGCT).
Such liberalization already happened in Koper, where Estonia-based (but owned by Anglo-Saxon investors) Baltic Rail AS started by end-2012 a weekly rail service between this port and Gdansk, hauled by sister company Rail Polska, which thus joins the Adriatic and the Baltic Seas once reckoned independent economic regions. On its side, competitor PPC Intermodal – a Polish subsidiary of German PCC Group - should inaugurate within May a service to Sopron (a hub in Hungary) to be extended to the North Adriatic, most probably to Koper (or, more unlikely, Trieste).
It is precisely Koper (more than 600,000 TEUs in 2011) that is leading the shift from road with a 60% of cargo forwarded by rail and with at least 6 MTOs already operating in the port, namely, besides above-mentioned Baltic Rail, Adriakombi, Metrans, Adria Transport, AWT and Argo, said Capt. Tomaz Martin Jamnik, vice chairman of Koper Port Authority. "Just 31% of our throughput is domestic, as our markets include the Czech Republic, Slovakia, Hungary, Bulgaria, and Romania. A recent study of ours shows that containers bound to Poland from Ashdod (Israel) through Koper instead of Hamburg save money and time (as much as 10 days). So we expect that our current 17 million tonnes throughput will increase to 21 by 2015 and to 27 by 2025. That's why, we need to build, at the back of the Second Pier, a distripark with a container freight station (CFS), and to extend, before building the Third Pier, the other two" remarked Jamnik, who praised the work done by the North Adriatic Port Association (NAPA) despite some people were sceptic that the 5 member ports could co-operate, adding also that he is unconcerned by Trieste's periodical polemic claims that Koper is favoured by the government as "the port doesn't get a penny from Ljubljana."

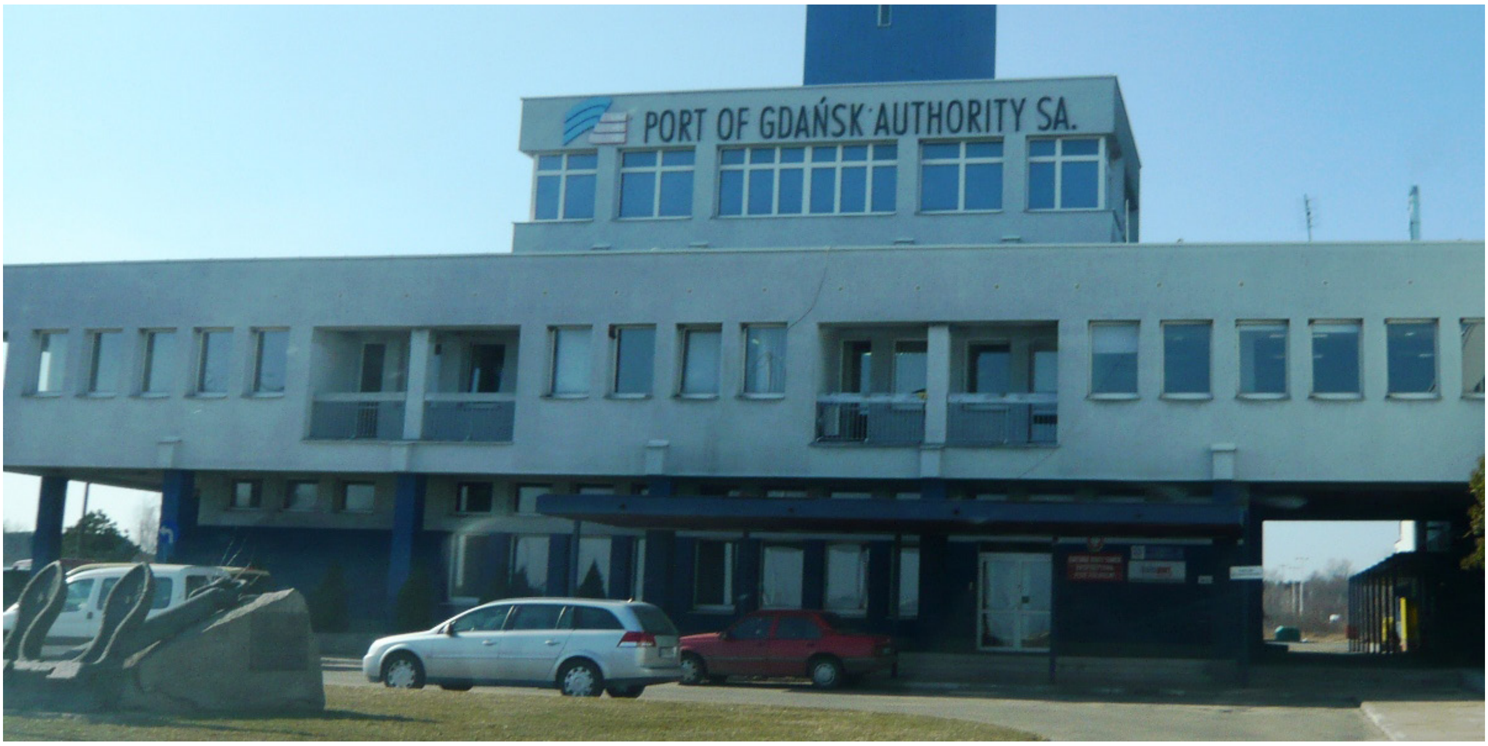
"The Montenegrin port of Bar is a small one, but harbours the same ambitions of the much larger ports around it. Our development projects include the oil terminals and a new one, in Bigovica, for the acetic acid trade. Besides, the port lies entirely within the 350 hectares customs free zone, so we're confident that new investors will come to our shores" said Deda Delović, director of the port's development department, in conclusion.

Sopot to host the ESPO 2012 Conference

The Port of Gdansk, in conjunction with the Port of Gdynia, will play host this year to the General Assembly and the accompanying annual Conference of the European Sea Ports Organisation (ESPO), which will be held on 10-11 May 2012 at the Sheraton conference centre in Sopot.
It is the first time an ESPO gathering at such high level is hosted in Poland.
This year's conference will focus on financing ports operations and investment projects. Comprising a broad spectrum of experts and specialists in the port sector, the event will provide a platform for sharing opinions and examining current financial capacity presented by the European seaports. It will also attempt to indicate ports' development prospects and to define their options for financing infrastructure investment projects, taking into account financial resources from the European Union funds, regulations regarding public assistance and the experience to date with public-private partnership.



Port of Gdansk



The Port of Gdansk Authority SA Spolka Akcyjna (i.e. Joint Stock Company) is a commercial partnership established in 1998 and operates based on the provisions of the Act on Seaports and Harbours and the Code of Commercial Companies. Its shareholders are the State Treasury 86%,
the Municipality of Gdansk 2% and entitled employees 12%.
The remit of the Port of Gdansk Authority SA includes: management of properties and port infrastructure forecasting, planning and programming of port development construction, development, maintenance and upgrading of port infrastructure, acquisition of properties for port development needs, rendering of services connected with the use of port infrastructure, assurance of access to port reception, facilities for wastes from vessels with the purpose of their recycling or neutralization; port services are rendered by privately-run companies.
Traffic in 2011 was equal to a value of cargo handled worth EUR 25 billion, while the turnover was over 25.3 million tons (compared to some 2 millions more in 2010), with the following breakdown:

	Years	
	2010	**2011**
Ore	10 423	5 102
Grain	781 152	816 123
General Cargo	6 132 028	7 300 488
Other Bulk	2 676 312	5 006 644
Coal	3 180 939	1 789 259
Liquid fuels	14 401 243	10 387 872
Total	27 182 097	25 305 488

Containers turnover

Years	TEU
2007	96 873
2008	185 661
2009	240 623
2010	511 876
2011	685 643

The Port of Gdansk record turnovers of 1978 (27.2 million tons) were due to appreciable coal handling volumes (11.7 million tons) as well as those of liquid fuels (6.2 million tons). The success of today is based on these bulk cargo volumes but in adverse quantities: liquid fuels 14.4 million tons and coal 3.2 million tons, coal taking for the first time the third position after general cargo, mostly (85%) containerized.
The passed year, in spite of the world crisis, appeared to be the fourth most successful for the Port of Gdansk Authority SA in history. The success has a structural dimension: bulk cargo, including liquid fuels (41%) and dry bulk (30%) ceased to prevail so distinctly over general cargo (29%).
"It is certainly no fun to experience the migration of Russian crude oil to Russian ports, to cause substantial underexecution of Naftoport's handling capacity. Similarly, the decline of world demand for Polish coal has affected the operation of the Gdansk Northern Port" says a spokesperson. "However, that kind of events are completely beyond the Port of Gdansk Authority's reach. Real solicitude about the port means just to develop its infrastructure to help operators compete

for gaining cargo. The relevant dredging of access canals, building of proper diameter swinging areas and ensuring maximal possible draught at the queues made the port Gdansk recognizable as adapted to any size of ship".

The coal gap appeared in 2011 was filled with aggregate imports, Gdansk meeting in this way the great demand by road and house construction industries. The 3.6 million tons of building materials handled in 2011 means a 244% rise.

In 2011 Gdansk made itself show to the whole world thanks to Deepwater Container Terminal. "DCT development dynamics astonishes the most persistent European sceptics. This whizz-kid of the Port of Gdansk operates today half the Polish sea transport container turnover and DCT's management Board declares to be second only to St. Petersburg in 2012. The launching of the direct Far-East Asia service resulted in a 113% increase in container volume handling in 2010 and another 34% one in 2011. The hub status of Gdansk can no longer be questioned, account taken that 63% of the total container volume were transported by ocean-going liners. The appreciation of the terminal handling capacity has attracted other ship owners: the Maersk ships of the AE10 service, operating for 2 years now, are expected to be soon joined by G6 Alliance liners, including Hapag Lloyd, APL, OOCL, NYK, Hyundai, MOL".

At present Gdansk serves 11 regular shipping lines, communicating with 15 countries: 7 container lines (including one overseas service), 3 general cargo lines for ro-ro/passengers, cars and conventional general cargo, one bulk cargo line. Apart from Maersk Line, shipowners like Euro Marine logistics NV, Mibau, PŻB, Seaway Logistics, Team Lines, CMA CGM and Unifeeder have maintained their regular shipping service.

The volume regained after 30 years is awaited to be kept up also in 2012 and the following years.

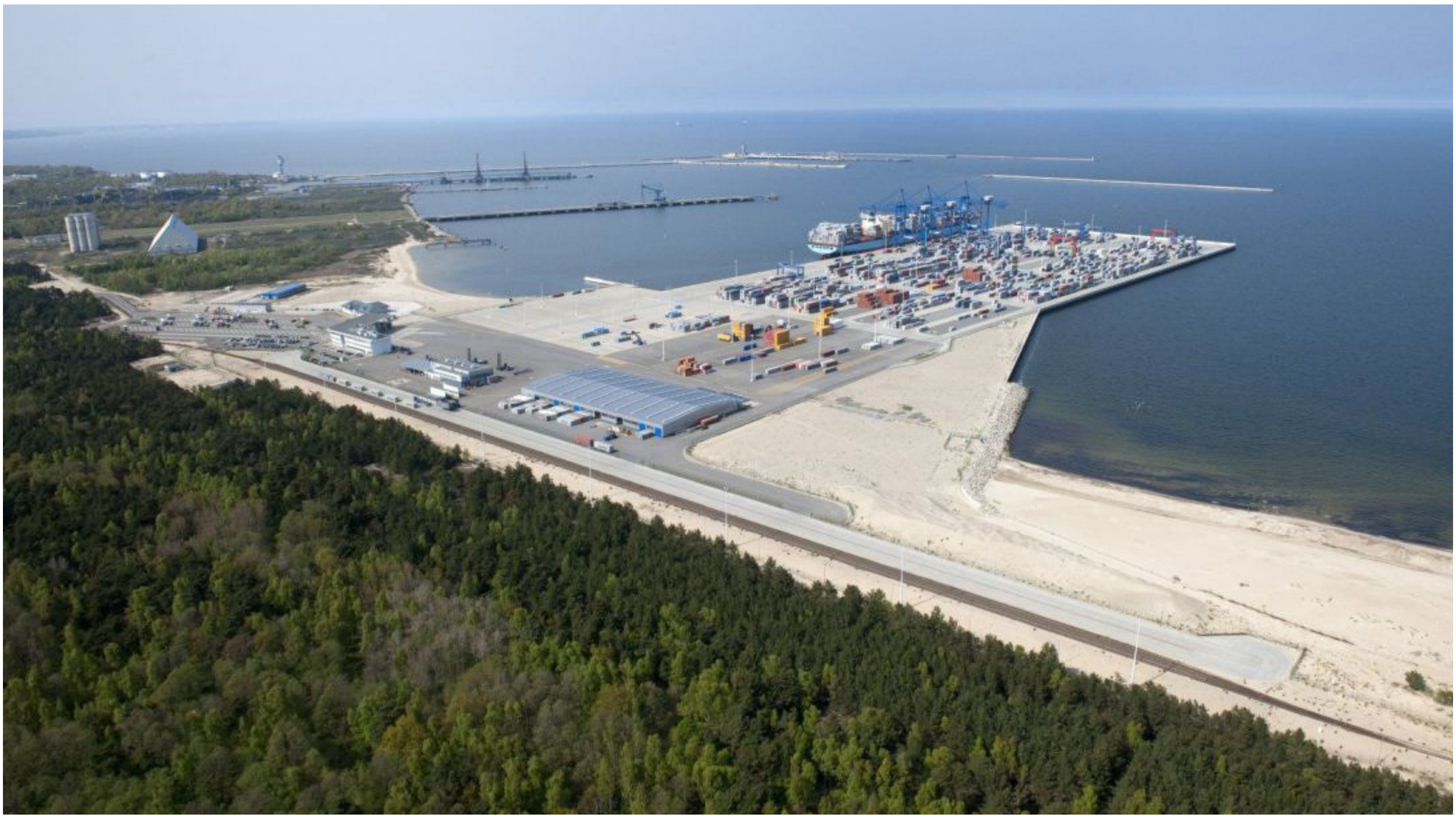
Further growth in handling dry bulk cargo (aggregates, grain, biomass, coal) and especially a leap in containerized cargo are expected. The hydro-navigation advantages of the port, as well as its all-year-long accessibility for non-iceclass ships, are a good prognostic for the service of Russian crude oil transit.

The Port of Gdansk Authority is going to expand its deepwater terminals to enhance distribution functions in the Baltic region. To this end, new infrastructural investments are assumed, including the Pomeranian Logistics Centre, the PERN's depots for petroleum and its derivatives, the Northern Port Dry Bulk Terminal or an electric power station designed to be located within the Port's territory. Last but not least in terms of expanding the Port's handling capacity is the appearance of a new proprietor for the joint-stock company PG Eksploatacja (so far owned by the Port of Gdansk Authority), which operates at the most attractive queues of the Inner Port.

"The optimistic future outlined above results not only from the Port's 1000-years' tradition of operation, but also from the present proper management, whose evidence seems confirmed by the European Commission confering the Port of Gdansk with the TEN-T core network node status".

The high level of handled volume is accompanied by good financial results of the Port Authority, allowing the coverage of part of the necessary investments into new infrastructures as well as the high costs of maintaining and modernizing the old infrastructures, together with external capital.

The following constructions exemplify such undertakings: the Gdansk Bulk Terminal at the Bytomskie Queue embarked in 2011 and carried out by Malteurop Polska Sp. z o.o.; Cold Room and Fish Freezer in the Port Duty Free Zone (an investment of the North Atlantic Producers Group) or the 1377-metre long tunnel under the Martwa Wisła river canal, together with the Sucharski Route, the latter being an EU co-financed project of the Municipality of Gdansk.



Deepwater Container Terminal (DCT) Gdansk

On 5th March 2012 Deepwater Container Terminal (DCT) Gdansk became the first container terminal operator in Poland to receive the Authorized Economic Operator (AEO) certification, established in 2008 by the European Commission to secure a smooth international trade flow accepted by Customs worldwide. The certification procedure started at the end of 2010 with extensive preparatory works involving all departments in the Company in order to meet with requirements of Customs Authorities as well as of other departments from the Ministry of Finance.

DCT Gdansk is a Polish registered company majority owned by GIF II (Global Infrastructure Fund II), a specialized fund managed by a member of Macquarie Group of Companies of Australia.

Its terminal offers year-round ice-free access with a 17.0m deep approach channel and up to 16.5m depth along the berth, such features making it an ideal gateway to Poland as well as a transshipment hub for St. Petersburg and the rest of the Baltic region. The rail terminal, 2 x 1,000m long, is adjacent to the marine facility. DCT is adjacent to the 200 ha Pomeranian Logistics Center, of which the first 100 ha phase developed by Goodman is to open in 2012 and will offer port centric logistics solutions to the Polish market. Past winter DCT Gdansk started using two new 53m outreach (19-wide) Liebherr cranes, just more powerful than the 3 existing ones. “With 5 ship to shore cranes, can be achieved a 60% higher productivity level than with 3 cranes and, more important for a medium-sized terminal, gives us flexibility to operate multiple vessels at the same time” CEO Boris Wenzel said.

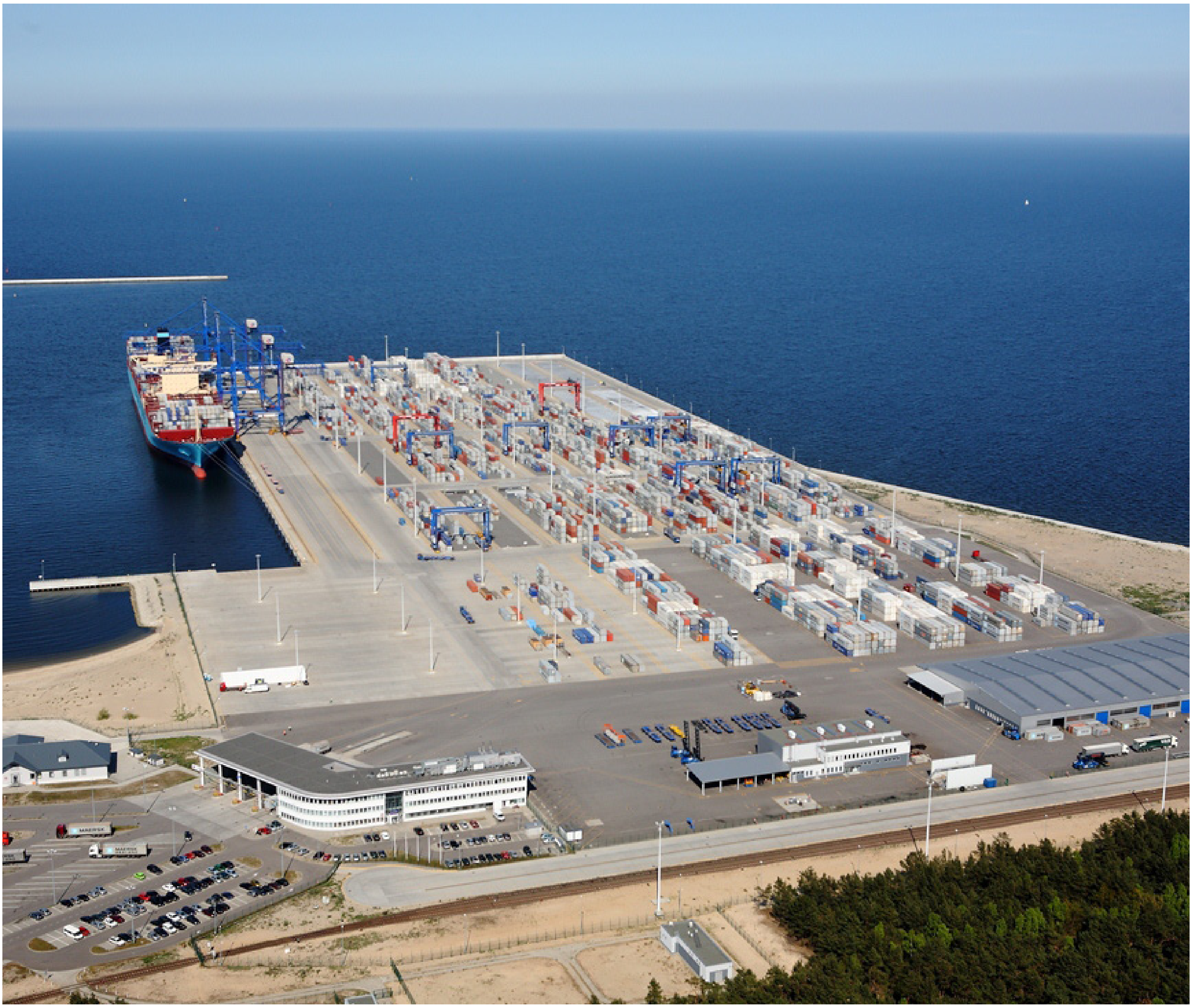
The Polish container terminal operator is pushing to get more deepsea vessels calls and Baltic transshipment business, at the expenses of Hamburg and Rotterdam. "We are cheaper than other Northern European ports not just in terms of stevedoring costs; our overall transshipment solution can provide lines with 10% savings compared to Rotterdam and over 15% to Hamburg".

Wenzel – supported by an analysis from OSC Ocean Shipping Consultants of the UK, claims the Asia-Europe trade lane is gradually splitting into Asia-West Europe and Asia-Baltic trade lanes; so the cost of serving the Baltic from German and Benelux ports is increasingly less competitive. Also Gdansk offers the benefit of requiring just a single vessel to service a weekly loop to St. Petersburg against (at least) two vessels on loops from Hamburg or Rotterdam. "Our port is naturally advantaged with its ability to serve 15,500 TEUs ships holding a strategic place in the region."

In May 2011 Maersk Line started the first regular E class vessels call to the Baltic, the Maersk Elba, following the peaceful revolution initiated in January 2010 when the Danish global carrier first established a regular connection between the Far East and Gdansk served by 8,000 TEU vessels. With the successive upgrade to 15,500 TEU vessels such revolution is now in full swing.

"The AE 10 service with E class vessels constitute a great chance to develop Gdansk into a major European hub, which will allow Poland to become independent from Northern Europe ports, and itself become the gateway port for a number of other countries in the CEE. It was time to change the old habit that the main port for Polish import and export was Hamburg" Wenzel stressed.

The dynamic growth contributed to the terminal's record number of transshipped containers already in 2010: 47,153 TEUs, a figure exceeding by some 10,000 volume transshipped in Gdynia.



An interview to DCT's CEO Boris Wenzel

Which main development plan has been carried? Please outline main investment just made (also their value) and those already planned (with assumed dates of completion).
"We have done quite a lot of things recently: purchasing 2 more quay cranes, 3 more RTG cranes and 7 IMV (internal movement vehicles) in August 2011, fully operational since November 2011. We also plan to increasing yard capacity within 2012 to achieve 1,5 million TEUs within 2013. In 2012 DCT will modernize its railway siding; now only one of DCT's two railway tracks (618 m long each) is available for loading and unloading of containers, second one is a technical track used by shunters for maneuvers. In the next months DCT will prepare the second track for loading procedures i.e. by dedicating a RTG (rubber tyre gantry) for the siding. In the year 2013 DCT plans to build two additional tracks".


Boris Wenzel

What is the competitive profile of the Company?
"DCT Gdańsk is the first deapsea facility that triggered the creation of a new deep sea shipping market in the Baltic Sea to attract ocean mainliners that traditionally ended their route in one of the German or Benelux ports. Our strong points are several: being the only hub in the Baltic Sea region receiving direct calls from Far East and the only Baltic facility with weekly Ultra-Large Container vessels calls, being much closer to final destinations than other hub ports in Northern Europe, having almost unlimited possibilities of development (DCT is outside of the port city Gdańsk and is surrounded by forests and beaches), boasting lower inland transport costs from DCT to final destinations, having no transshipment and feeder costs, finally meaning less CO2 emissions.

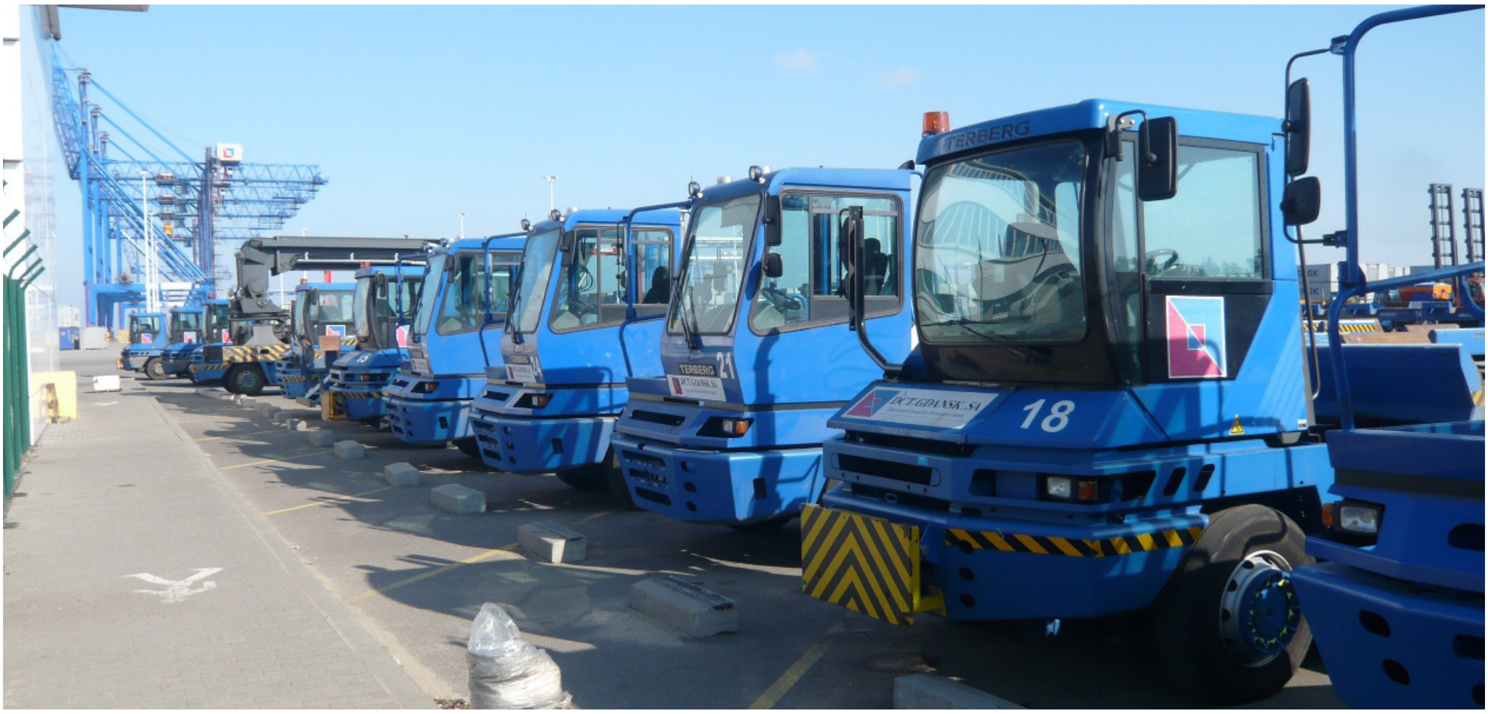
Any weak point?
"Just the fact we are still developing; as a very young company DCT is still not considered as one of the main players in the Central-Eastern European market, for the time being…"

Who are your most aggressive competitors? Are they in Poland or abroad?
"We do not compete with other Polish container terminals. DCT plays a leading role in the action of creating one national policy of Polish container industry, encouraging the creation of a strong market able to compete with traditional German and Benelux ports".

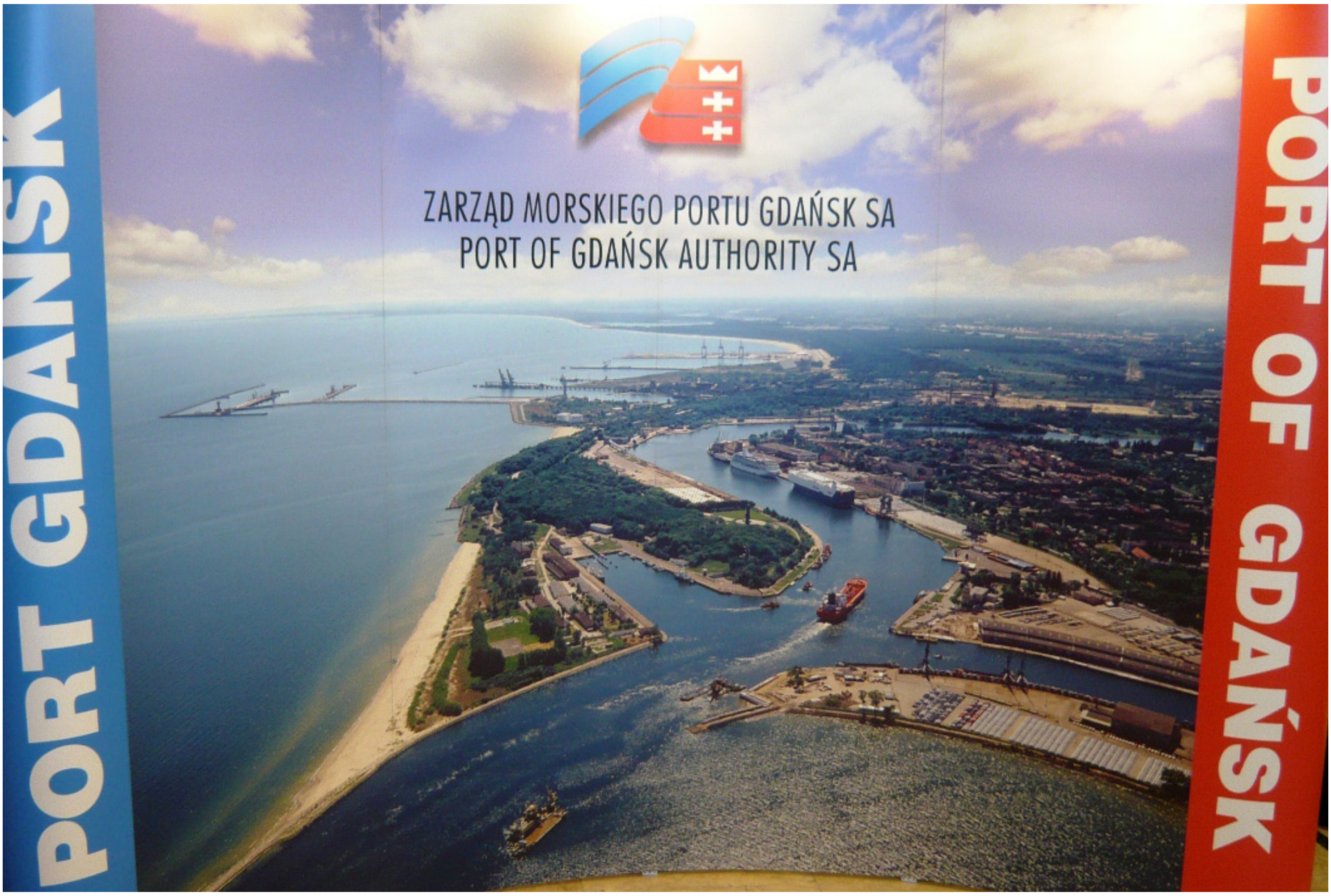
In essence, what are the future prospects of the Company?
"The demand for our product, which is providing service of Ultra-large vessels calling directly from Far East, is constantly growing. We plan to develop our facility and build another quay; this project, which should be fulfilled by 2015, will enlarge DCT handling capacity up to 4 million TEUs".

Does your Company receive any public subsidies to be more competitive?
"No! DCT Gdansk is fully financed by private capital and never received any subsidy or state aid so far".

Do you have clients from Italy and Med?
"DCT did not have direct customer from Italy or Med as forwarders but we receive and send many containers to Med or Italian locations (as shortsea business). One of our indirect clients is FIAT for example".



GTK Gdansk Container Terminal



In November 1998 Gdansk Container Terminal (GTK) became operational at Szczecinskie Quay. The terminal can service ships of a maximum capacity of 20,000 DWT Lo/Lo and Ro/Ro systems.

Major advantages include comprehensive terminal and depot holder services and free zone facilities. The terminal offers the following regular weekly feeder services: Team Lines on Gdansk – Hamburg link; Team Lines/CMA CGM on Gdansk – Hamburg link; Unifeeder on Gdansk - Rotterdam and Gdansk - Bremerhaven - Hamburg.

The terminal is run by GTK whereas services are rendered by tort of Gdansk Cargo Logistics SA.

In November 2011 GTK launched another container line when Team Lines' POL2 service started covering a weekly connection Hamburg (Tuesday) - Szczecin (Thursday) - Gdansk (Friday).

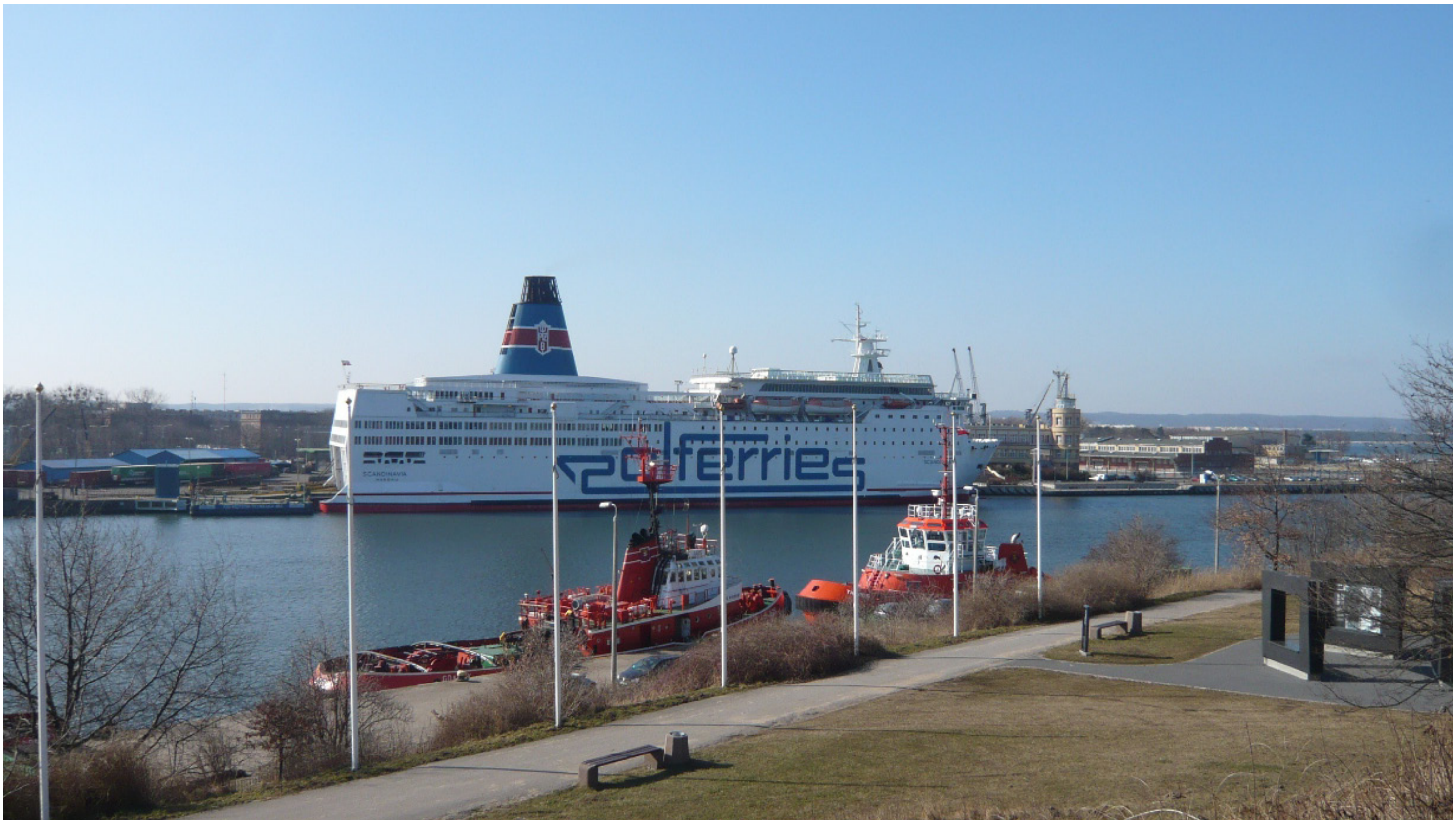
The terminal, with an annual handling capacity of 100,000 TEU, is coping with the crisis quite well. In the difficult 2010 it handled 62,309 TEU sea-borne but slightly less in 2011. Due to large container volume growth increasing storage capacity is planned.

GTK founder and former head for many years Krystian Klein and the current President Karolina Wlodarczyk always emphasize that friendly attitude is GTK's most prominent feature.

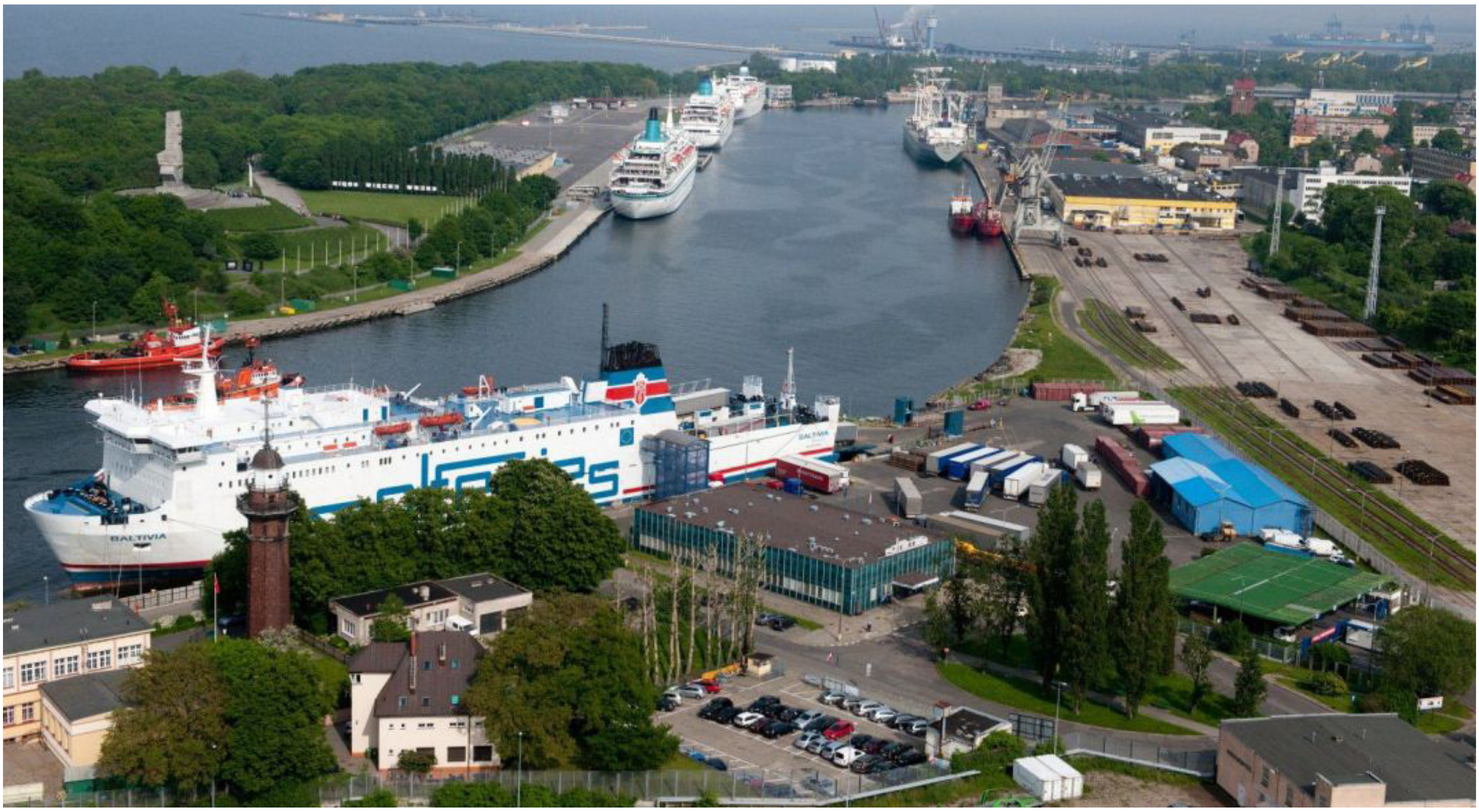
"This attribute is a synthesis of all the vital elements of latest proposal Daily Maersk service, which Maersk line offers within the package of connections between Asia and Europe. Oceangoing giant ships, operating between four Asian and three European ports, are to ensure such a comfort of service as that guaranteed by feeder ships operating between GTK and all major Baltic ports. GTK is moving ahead boldly through the 13th year of its operations in the Baltic container shipping market, despite all the hardships other EU economies are struggling with".

The straight connection between Poland and China has been recently reinforced in the port business, especially after last winter the Polish Premier paid visit to the Asian immense country.
At the moment, Polish export to China is one-tenth of trade on the way back, though there is confidence to revert this trend.
Although this process may take a long time, Gdynia and Gdansk are already prepared to handle cargo transportation from Asia and are therefore strongly motivated to lobby and stand up to compete with other European ports, starting from historical (business) rival Hamburg, which has always tried to cut for itself a leading, if not aegemonic, role in the Baltic.
The two ports want to be the gateway to Europe and the Chinese city of Zhuhai plans to represent Asia in this partnership program. Chinese wish to attract Polish investors from food, biotechnology and sanitary sector and experience exchange.
For this purpose, Pomeranian Special Economic Zone signed an agreement with Zhuhai in Guangdong province, in connection of cooperation between Pomeranian ports and Gaolan port, to provide logistical support and coach Polish and Chinese exporters. Zhuhai authorities declared port expansion and construction of a logistics center.

Polferries Ferry Terminal



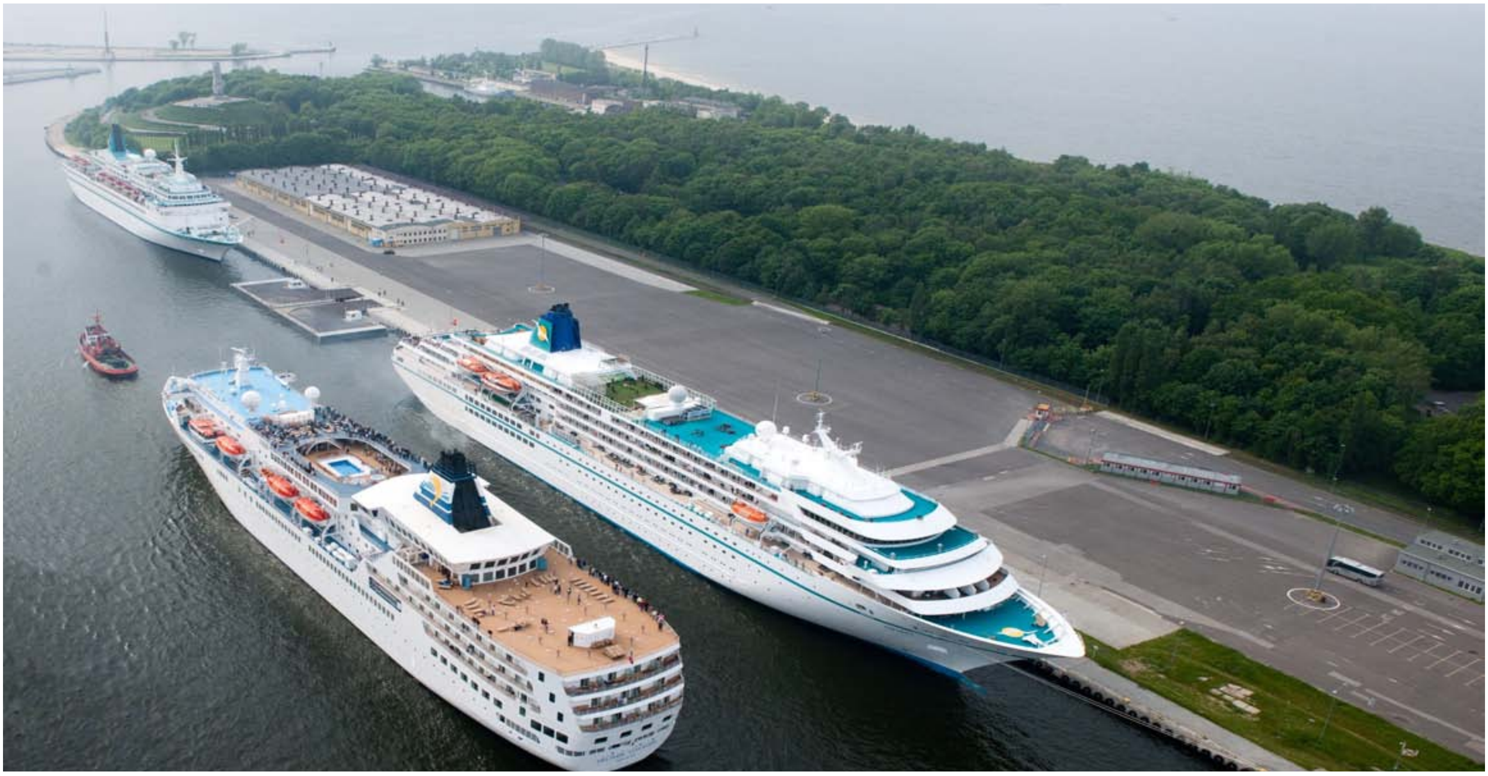
The terminal is managed by the Polish Baltic Shipping Co. Polferries, a sole company with entirely Polish state-owned capital, although the Government has put it up for sale.
After two years ago an approach from Danish operator DFDS failed to be successful, in March the Polish Ministry of Treasury moved the deadline for the completion of exclusive talks with a consortium known as Polen Line which includes: Swedish House Ltd in Warsaw, Cyprus-registered Polen Ferries and a certain Gustav Myrstern. If an agreement on the sale cannot be reached, negotiations may start with Zegluga Polska, part of the Polish Steamship (Polsteam) group.
Passenger and vehicle traffic is serviced by two ferries which provide connection to Nynäshamn in Sweden every day - the 283-mile long crossing takes 18 hour –namely: the Scandinavia, able to take aboard 1,800 passengers and 515 passenger cars or 175 passenger cars and 38 lorries; the Baltivia, able to take aboard 250 passengers, 80 lorries and 30 passenger cars.
Polferries also operate a third vessel, the Wawel, from Swinoujscie to Ystad (Sweden).



New ferry terminal

New cargo and passenger ferry terminal is located at Obroncow Westerplatte Quay near the entrance to the port and within a short distance from the centre of Gdansk. The suspension bridge provides the terminal with an excellent transportation link to national and international road network, in particular to the Gdansk-Warsaw express road (the distance to Warsaw is 345 km).

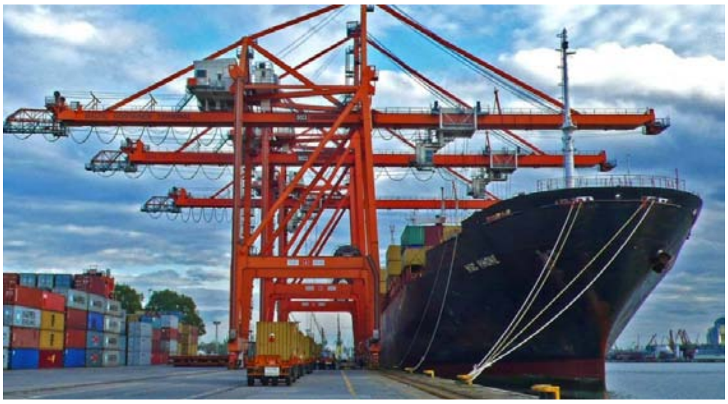
The Westerplatte Ferry Terminal - guaranteeing the simultaneous handling of vessels at 3 berths, each one fitted with a ro-ro ramp - is open for business; the Port of Gdansk Authority SA invites business partners interested in the launch of new regular shipping services.



Port of Gdynia

Gdynia, a part of the Tri-City conurbation, used to be a small fishing village. However, it was not always a part of Poland: from 1309 to 1466 Gdynia was conquered by the Teutonic Order, then was first a part of the Kingdom of Prussia (1772-1870) and then a part of the German Empire (1870-1920). Under the Treaty of Versailles of 1919 Gdynia became part of the new Republic of Poland, whereas Gdansk and Sopot were incorporated into the newly established Free City of Gdansk. Soon afterwards the Polish government decided to make Gdynia a major seaport. The erection of the provisional port commenced in 1921 and the year 1923 saw the completion of its construction as a small harbour with a 550-metre pier and a wooden tide breaker. It was mainly used by the navy and the fishermen.The port was constructed first, whereas the city of Gdynia was built later: it was in 1926 that Gdynia was granted its city rights. During World War II the city, known as Gotenhafen, bacame the most important German naval base. In 1945 nearly the whole shipyard equipment and buildings were damaged by the withdrawing German troops. Fortunately, despite extensive war damage, Gdynia promptly recovered and nowadays it is the third largest port of Poland. After the war Gdynia became reunited with the neighbouring cities of Sopot and Gdansk and 6 years later was renowned as the largest and most modern Baltic port and as the tenth biggest port in Europe; nowadays Gdynia is a thriving port city and boasts the largest shipyard in Poland.

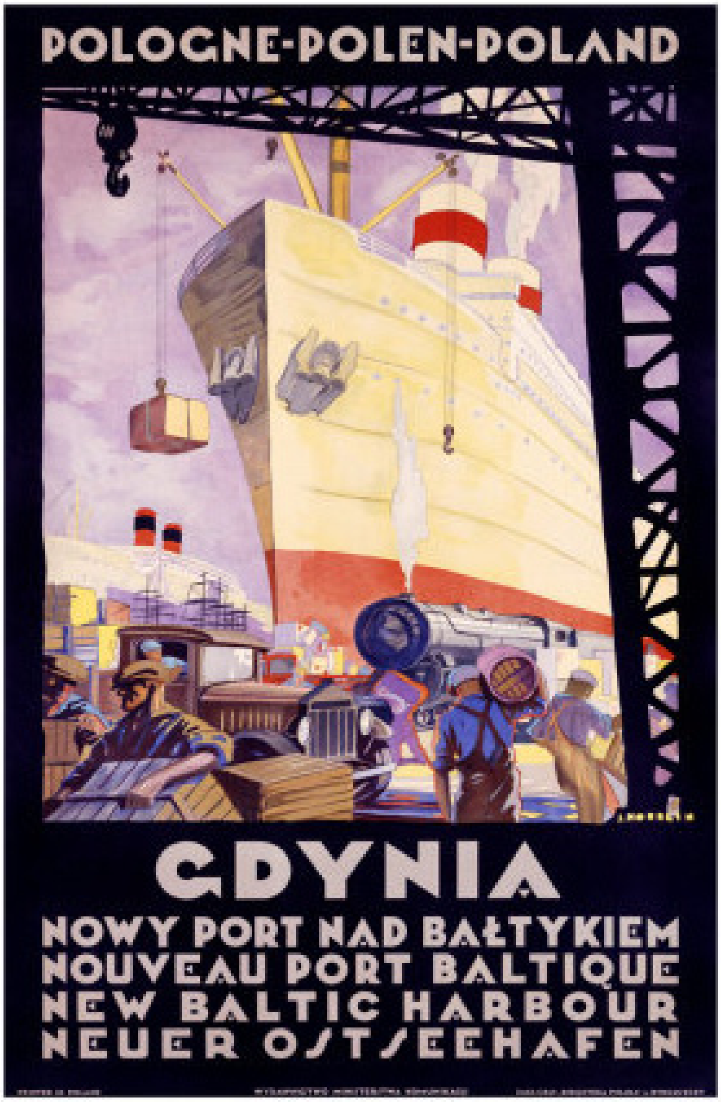
The Port of Gdynia - ice free and with no tides - offers 11,000 metres of quays for ship operations on a total area of 755.4



hectares, being able to accommodate vessels up to 13 meters draught; it
is a universal, modern port, specialized in handling general cargo, mainly unitized cargo shipped in containers and in a Ro-Ro system; it also counts on a well-developed network of multimodal connections, including the hinterland, regular Short Sea Shipping lines as well as the twice daily Stena Line ferry connection Gdynia-Karlskrona and the Motorway of the Sea, an important element of the Corridor VI of the Trans-European Transport Network (TEN-T).
The other important ro-ro service, that guarantees the majority of seaborne trade between Finland and Poland, is the Helsinki-Gdynia-Rostock Route with 6 sailings weekly by Finnlines (Grimaldi Group).
Containers are handled at the Port of Gdynia by two modern terminals located in the Western Port: Baltic Container Terminal Ltd. (member of the ICTSI Group) and Gdynia Container Terminal S.A. (member of the Hutchison Group); largest clients calling are MSC and CMA-CGM.
Ro-Ro operations are provided by the General Cargo & Ro-Ro terminal, currently modernized within a project supported by the EU Cohesion Fund. As a multipurpose port, Gdynia is ready to serve all types of cargo, also by modern bulk terminals: Baltic Grain Terminal Ltd., Maritime Bulk Terminal Gdynia Ltd., Baltic Bulk Terminal Ltd., Westway Terminal Poland Ltd. and Petrolinvest.
The entire port is administered by the Port of Gdynia Authority S.A., which has the statutory obligation to manage all the port's land and infrastructure. The grounds, used by stevedoring and auxiliary service companies, are leased out for the period up to 30 years by the Authority.
The Port is now proceeding with the successive sale of shares in port-owned companies, as a result of obligations imposed by Parliamentary legislation on it to restructure and privatize these companies in order to separate operations from administration duties.
The process is now coming to the end: in 2012 the last company, Baltic General Cargo Terminal, will be on sale and, at the same time, strategic investment projects are being undertaken in the port.

Baltic General Cargo Terminal Gdynia (BTDG)

From the beginning of April, Spliethoff launched a new direct service from Port of Wilmington (North Carolina, USA) to Baltic General Cargo Terminal Gdynia (BTDG). The Dutch company makes the route once a month, using S-type vessels, 20,000 ships loaded by side loader forklift trucks and features three cranes with 120 tons of lifting capacity each (240 tons when working in tandems). The new service accommodates break bulk, dry bulk as well as project cargo.



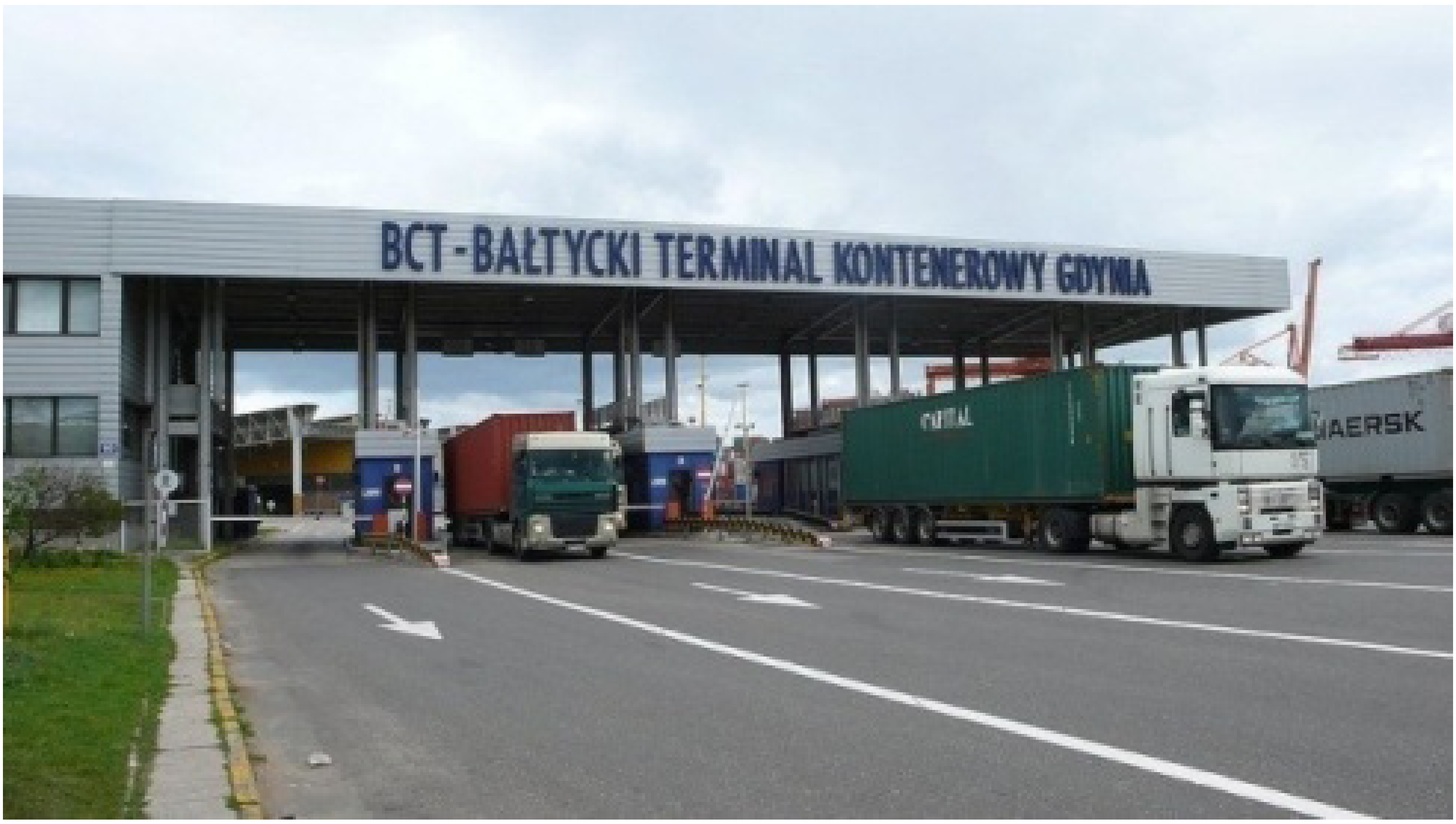
Baltic Container Terminal (BCT) Gdynia

The Baltic Container Terminal in Gdynia, currently employing 280 people, is designed for an annual handling capacity of 750,000 TEU, potentially to be increased to 1.2 million TEU, and controls 27% of the Polish container market. The terminal equipment includes 3 railway sidings extended on 650 metres aside 4 super postpanamax quay cranes, 20 RTGs, 2 reach stackers and 2 new RMGs.

The present company is the results of the 2003 privatization that saw Philippine group International Container Terminal Services, Inc. (ICTSI) winning the 20-years concession contract.

Kużajczyk Michał

"We are in good financial conditions and past year was especially successful since we handled 361,856 TEU, almost 30% more than in 2010 (281,142 TEU), thanks to several factors such as attracting a new customer, the Hong Kong based shipping company OOCL, signing new Short Sea contracts for the automotive industry and introducing direct connections to British ports. Our intermodal transport also increased and presently the share of the containers coming in and out via rail exceeds 37% (+20% on 2010)" says Michał Kużajczyk, BCT Marketing Manager, who also recalls that BCT and the administration of the Port of Gdynia have consistently followed their investment programs in early 2011, by which the port channel was deepened to 13.5 meters. As a result, the largest container ship in Port Gdynia's history - the MSC Krystal with 5,762 TEU capacity - was able to moor in January 2012. Currently BCT is starting the largest investment program in its history: since take over in 2003, BCT has invested 140 million PLN in development of the terminal, valued over PLN 153 million, of which 35% financed by EU funds. "A few weeks ago the Center for EU Transport Projects (the department under the Ministry of Infrastructure) awarded other funds for a further development of the terminal. Between 2012 and 2015, within the framework of this program, BCT will invest in equipment, infrastructure and computer systems by purchasing new RTGs, RMGs and quay cranes, as well as other handling equipment" states Kużajczyk. "The yards and terminal roads will be also modernized and a number of reefer container racks will be added. A DGPS system for container positioning will be deployed and automated gates installed. This 3-year investment program, worth USD 51 million, will increase the terminal's capacity to almost double it, while - thanks to the purchase of new RMGs and Port of Gdynia's investment in new,



longer rail tracks - railside capacity will be augmented".

BCT's spokesperson claims that this terminal operator has assets which other Polish terminals lack: "Gdynia hosts nearly every sort of shipping companies and forwarding agencies. Also we handle mostly cargo in international trade, while the large part our biggest competitor trade in Gdańsk is transshipments to Russia and Scandinavia. Moreover, we enjoiy convenient connections with the hinterland as a part of the North-South European transport corridor (The Baltic Adriatic Corridor)".

The Port of Gdynia can also claim the best rail and road connections of Polish ports.

"BCT has the largest share of intermodal transport of all container terminals in Poland, 37%; this is very important since we comply with the EU directive 'White Paper Transport 2050', which promotes the idea of moving almost half of the containers transported from the roads to the railroads".

Kużajczyk does not hide behind one factor that diminish the strong position of BCT, the depth of the port channel, whose current depth (13.2 meters) may soon pose a problem for competitiveness, since the largest carriers that can use Gdynia presently have a 6,000 TEU capacity. "Gdynia will not be able to handle the large vessels estimated to run by 2014 unless an investment program for further deepening the channel is realized. BCT is working with the Port administration on such project that allows in nearest future to accommodate ships two or three times larger than today".

BCT's CEO Krzysztof Szymborski stressed that the inclusion of the company into ICTSI's network allows a direct Baltic-Adriatic link with Rijeka (Croatia), where sister company AGCT Adriatic Gate Container Terminal has been managing the main container facility after winning an international tender last year. "Both terminals are investing in intermodal capacity, both companies are running joint intermodal project linking their businesses" he says.

Early this year a state-of-the-art scanner for container screening was installed at BCT, supported by the Pomeranian Customs Office; the USD 2.5 million investment wil increase security and safety.

Almost those same days, the berthing of the 5,762 TEU vessel MSC Krystal represented an all time record for BCT: this shipcall was possible due to dredging works conducted last year, which deepened Port of Gdynia water areas to 13.5 m. MSC Krystal sails on the MSC Loop 4 service, rotating between ports of Antwerp, Bremerhaven, Gdynia and Klaipeda.

Mass Bulk Terminal Gdynia (MTG) Sp. z o.o

In early February bulk carrier Panamax type Alam Pesona, with a cargo of over 73,000 tons of power coal, called at Maritime Bulk Terminal Gdynia (MTMG).

This is the first visit in 2012 of such a large vessel in Gdynia bulk terminal, which thus started a kind of parade of large bulk carriers, which are going to call at MTMG the current year.

Unloading of such a large amount of coal was a practical test of the capability of the terminal crew as well as of the equipment, especially a new 124-ton mobile crane Liebherr LHM 550 Litronic type purchased in December 2011. The new Liebherr crane's capacity is of over 120 tons on the hook and of 75 tons on the ropes grab and has a maximum range of 48 metres. The crane is equipped with a grab with a capacity of 33 cubic meters; thus two capacities of the grab are enough to load the whole wagon with coal.

The crew of MTMG passed the winter test and thanks to their excellent reloading capacity of up to 20,000 tons per day, the cargo handling time has been significantly reduced and thus the length of stay of the vessel at the terminal. "In other words, the unloading of the vessel of panamax type at MTMG now takes about three days – stressed a spokesman - this is another success of our crew whose good work contributes to the growing importance of mass terminal in Gdynia on the Baltic".

Port of Hamburg

The Port of Hamburg – not to be confused with the Hamburg Port Authority - is a marketing association founded by mainly Hamburg based port and shipping related business companies, at present encompassing over 280 member companies. “The association receives member fees from member companies and has annual research and marketing projects for partners as port authority and others. “For more than 25 years we’ve been specialists in port marketing and market research” they said. “We would like to develop more special events to promote and discuss certain commodities and transport chains including seaport hinterland traffic.

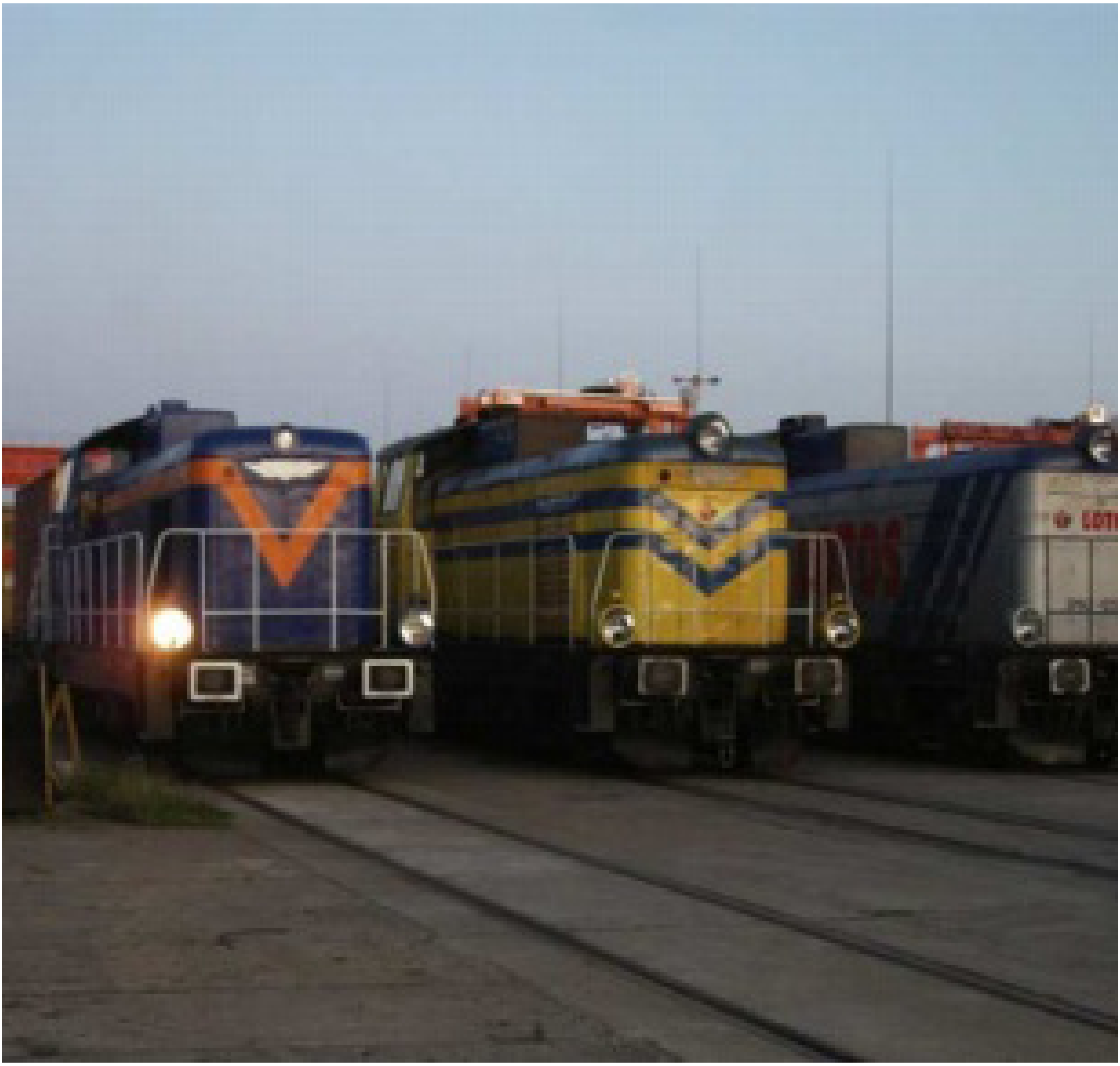
With 132 million tons of handled cargo in Hamburg (+9% in comparison to 2010) and 9 million TEU (+14% in comparison with 2010), the port had a very successful cargo handling result in 2011.

Altogether 3.3 million TEU were handled in transshipment traffic in Hamburg last year and, with over 150 sailings per week, Hamburg remains the most important feeder port in Northern Europe for the whole of the Baltic region.

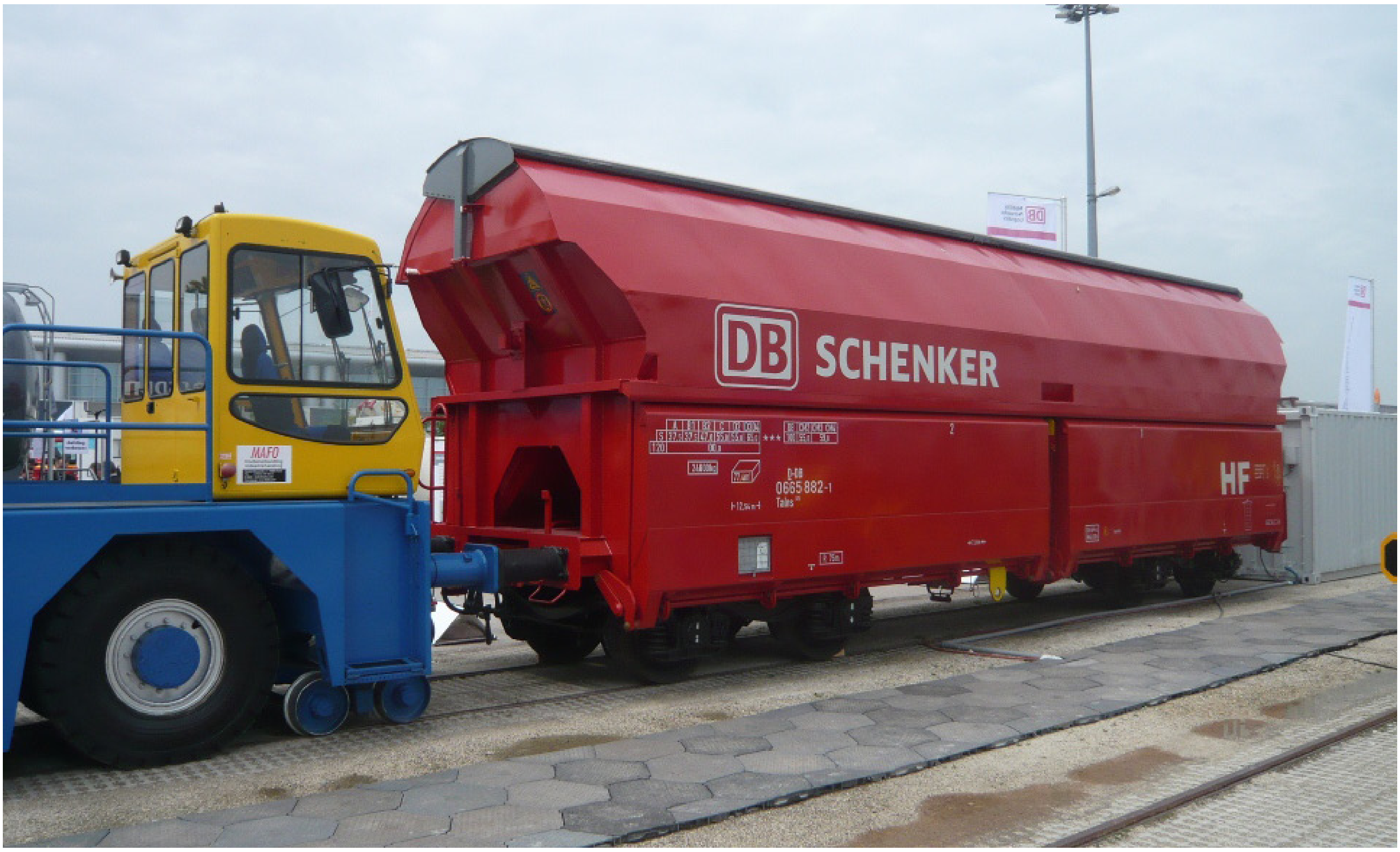
Container throughput in the Baltic trade developed equally satisfactorily: gaining 27%, in 2011 transshipment traffic by feeder grew at an above-average rate. Russia reported +35.7% growth in container throughput via Hamburg and with 596,000 TEU is meanwhile the Port of Hamburg’s second most important trading partner in container traffic. With altogether 238,000 TEU, in 2011 feeder services with Polish ports reported above-average growth of 33.3%. Not surprisingly, feeder connections between Hamburg and the Polish ports were further expanded during 2011 and overall 5 new feeder services commenced operation between Hamburg and Baltic ports in 2011.

The Polish ports of Gdańsk, Gdynia, Świnoujście and Szczecin are served from Hamburg by 11 feeder services with a total of 20 sailings per week. In addition, provisional estimates by Port of Hamburg Marketing indicated that between Hamburg and Poland a comparable transport volume to 2010 of approximately 240,000 TEU was reached on truck and rail container traffic.

There are 25 railway operators in Poland, where rail transport has been liberalized a few years ago.
According to the European Railway Review, which is to organize in Warsaw during May the *3rd Polish Rail Development* 2012 conference, over EUR 4.7 billion is being invested in the domestic rail network in the coming years, while the country is engaged in new projects and freight operators have committed to deep fleet renewal and investment plans, exploring opportunities arising from a newly liberalized market.
A study by German consultant SCI says Poland's railway technology market is worth EUR 2.4 billion, making it the largest among the new EU member states and is set to grow by 2.7% annually to 2016, up to EUR 2.9 billion. The concentration on many large infrastructure modernization schemes on the country's main rail corridors is the driver of such development.



DB Schenker Logistics



In February this year DB Schenker Logistics announced its offer of 12 semi-trailer spaces (out of the 28 spaces on each blocktrain) on its intermodal service between Italy and Poland, the first of its kind on the Verona-Ostrava route.
Initially 3 round trips a week are offered via Cemat, Kombiverkehr and Bohemiakombi as operators and DB Schenker expects to load 3,600 trailers a year. Blocktrains are formed at Verona Quadrante Europa Terminal in Italy and travel to Ostrava-Paskov Terminal on the border, where trailers are handed over to Schenker's Polish operator for distribution all over the country.
Considering that overall the proportion of intermodal rail transport is growing rapidly, DB Schenker Rail Poland plans to introduce this type of logistics solutions for its customers, as exemplified by the new direct connection between Poland and the UK, as well as by implementation of intermodal transport between German ports and Gądki (Poznań) terminal. Using resources of DB Port Szczecin, the company is developing a network of inland transport inclusive of intermodalism.
The frequency of a recently started train service connecting Wroclaw (Poland) and Barking (UK) through the Eurotunnel - the first service was introduced during November 2011 - is set to be improved later this year.
The 60-hour-long journey allows the reliable forwarding of up-to 2.85m high swap-bodies and containers using UIC gauge wagons crossing the Eurotunnel and High Speed 1 in the UK to avoid the restricted UK railway gauge. Services to/from additional UK terminals are also being considered.
DB Schenker Rail is to strengthen rail freight services between Poland and the UK with the planned introduction in September of a second weekly service between the two countries. "The doubling of train capacity demonstrates that DB Schenker Rail has been successful in developing a new rail freight corridor across Europe between Poland and the UK. Further services are to be introduced with the aim of operating 5 freight trains per week between the two countries during 2013" said Alexander Hedderich, Chief Executive of DB Schenker Rail.
This train is the second regular rail freight service to use High Speed 1 rail route, the only European sized railway in the UK. As such, the train can be loaded with European sized curtain sided swap bodies, enabling greater volumes by rail and encouraging modal shift from road to railway.
In late April, Deutsche Bahn and Hamburger Hafen und Logistik AG (HHLA) reached an agreement on the restructuring of their affiliated companies in seaport hinterland transport; accordingly, DB Schenker Rail assumes management control of TFG Transfracht KG and, in return, HHLA receives DB's shares in Polzug Intermodal GmbH and Metrans a.s., Prague.

PCC Intermodal

On April 11 PCC Intermodal signed an agreement with the Frankfurt/Oder city which entitles the Polish company to operate on the German container inland terminal for the next 20 years.

Listed on the Warsaw Stock Exchange, PCC Intermodal (whose main shareholder is PCC SE Group, located in Duisburg, Germany) has already been operating since 2008 in Frankfurt/Oder, this facility being in the network of regular rail connections, as a hub, which allows a consolidation of cargoes traveling from European ports, Ruhr Region, Berlin etc. to Upper and Lower Silesia, through central Poland, to polish ports and further to Moscow.

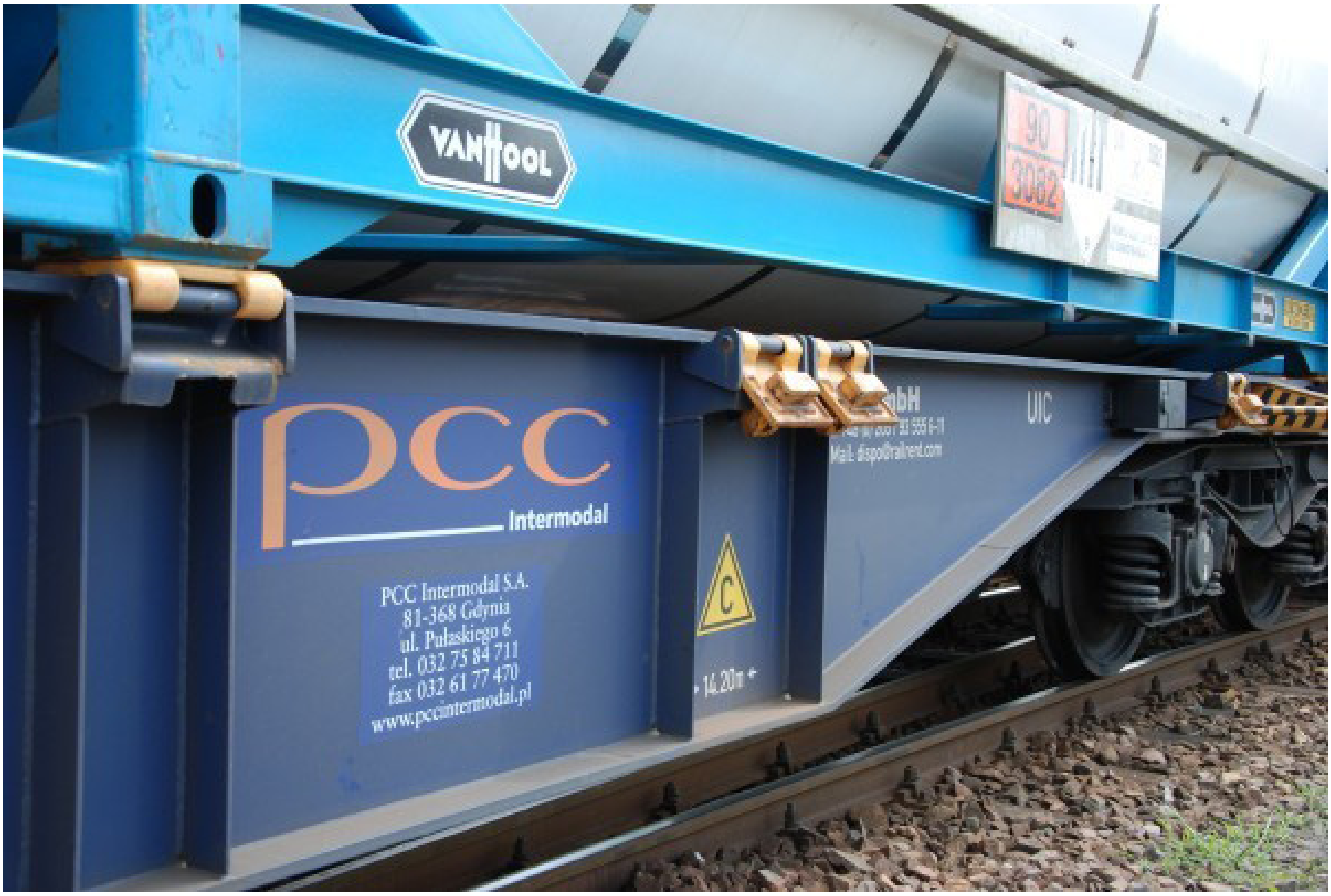
Currently PCC Intermodal operates on four inland handling terminals (Kutno, Frankfurt/Oder, Brzeg Dolny and Gliwice) and plans to build two new objects in eastern Poland and a dry port, Intermodal Container Yard in Pomorskie Province.

Upcoming investments announced by PCC Intermodal include extension of Kutno and Gliwice, extension and modernization of Brzeg Dolny, empowerement of machinery in Gliwice and Kutno.

"The takeover of the terminal in Frankfurt/Oder is the next step in the company's development strategy: constructing a coherent, regular network of rail connections between european ports and major economic regions of Europe" commented Jarosław Kubiczek, Business Development Manager, clarifying also that traffic through ports constitutes up to 90% of business for an intermodal operator in Poland, whose volumes are dramatically increasing: from 700,000 TEUs in 2007 to over 1.3 million TEUs last year, with predictions of 2.5 million TEUs in 2015 and 4 million TEUs in 2020.

Jaroslaw Kubiczek

"We have been established in 2005 from a Polish entrepreneur based in Germany due to a combination of factors. The holding company immediately envisaged a great potential in this market and figures achieved prove that this assumption was correct" Kubiczek pinpoints. "Basically we take care of international transport from the Northern Range ports (Rotterdam, Hamburg, Bremerhaven, Gdynia and Gdansk, while from Antwerp we utilize a slot from a different operator) to a number of inland



hub terminals: Herne in the Ruhr area (Germany), which is a public terminal; Kutno, whose first phase of development (out of two, originally there were four) has been completed; Gliwice, Brzeg Dolny and Frankfurt/Oder (at the German border)"
PCC Intermodal has been growing by about 20% on a yearly basis. "In 2011 we made a traffic of some 100,000 teus, generating a turnover of 35 millon Euros, provided by 70 trains per month (starting from just 4 in 2005). We mostly carry maritime container and about 15% tanktainers".
The Polish company shows incessantly ambitions of further development, especially southward: "In May we will open a new service to Sopron, the hub terminal in Hungary and then its natural extension to either Koper or Trieste, even though the Italian port is less probable. I wish to stress that we are not imitating the Baltic-Adriatic service just implemented by our competitor Baltic Rail (the other main rival company being Polzug): these two services are in parallel but definitely different".
PCC Intermodal's manager is happy with the liberalization alreay occurred in the Polish rail market.
"For the domestic transport we do not use the former monopolist operator PKP, but rather go through Lotos Rail, a private operator based in Gdansk. For the international business we get the services of ITL, a company stemming from the French rail operator SNCF".
The fleet of PCC Autochem based in Brzeg Dolny is comprised of 50 road tankers.
The company offers road-bound transports and forwarding services within the country and abroad. PCC Autochem is specialized in hazardous goods transports, especially transports of liquid chemicals. In December 2011 PCC Intermodal launched a new regular connection to Moscow.
Since the company's inception in 1993, PCC Group has three divisions: Chemicals, Energy and Logistics. Over 70 subsidiaries and associated companies working in the PCC Group employ 2,200 staff in 12 countries. Group sales generated in the three divisions have risen from 60 million Euros in 1994 to 620 million Euros in 2011.

Maersk Poland

Maersk Poland started to operate in February this year its first train line transporting containers from DCT Gdansk port to Schavemaker Katy Wroclawskie terminal.
The Maersk Amber Express service runs both ways, two times a week, delivering containers unloaded from ships traveling in AE10 service schedule - train's timetable is synchronised with Maersk Line vessels - connecting Gdansk with the Far East ports and also from smaller ships sailing from the North Sea to Gdansk. Prokont and Schavemaker Cargo are partners in this venture.
"Expanding our offer is the next step in creating new intermodal transport strategy" says Thomas Bagge, Director of Maersk Poland, which is planning new lines connecting other regions of Poland.
In March Maersk Poland kicked off its second rail service in Poland, the Baltic Express.
The dedicated new rail service links DCT Gdańsk with Euroterminal Sławków in southern Poland. Trains run on the route twice a week in both directions, carrying boxes from Maersk's AE10 service and from feeder links. The timetable is synchronized with the arrivals of container ships at DCT.

PKP Cargo

On April 11 this year Jakub Karnowski - formerly the chairman of PKO Banks investment fund since 2008 - was appointed new chairman of the Polish State railway company PKP, being supported in such duty by economic scientist Piotr Cizkowicz, the secretary of the advisory committee for environmental affairs in the Polish Ministry for Economic.

Since the dramatic decline experienced in 2009, when freight transport dropped by almost 30% as a result of the economic crisis in Europe, PKP Cargo's overall transport statistics are on the rise again - last year's volume went up by 7.5% to 33.96 billion tkm - despite still lower in comparison with the pre-crisis results; the company noted 9.1% growth rising from 119.6 to 130.5 million tons.

The aggregate commodity group (stone, gravel and lime), whose percentage in last year's general transport was 23,8%, noted the most spectacular rise with an increase by half in comparison to 2010 (10 million additional tons). Also cement gained 15.3% and sand 40.7%, whereas hard coal transport stayed on same level as last year (52.5 million tones). Intermodal transport increased by 32%.

Just 24 h after the Polish government invited expressions of interest for the sale of a majority stake in PKP Cargo to a strategic investor in March 2011, the state-owned freight operator announced it had started running its own trains on the German network.

Until that moment, PKP Cargo had used a third-party operator to handle its cross-border traffic, then the company obtained the necessary operating licences and safety certification from the Eisenbahn-Bundesamt. With the use of multi-system locos it is able to accelerate services and reduce border delays.

The first trains to run under the new arrangement are operated on behalf of the Mosolf logistics group, moving cars from the Fiat assembly plant at Tychy near Katowice to the logistics hub at Elstal/Wustermark near Berlin. PKP Cargo is operating each way over the 400 km route 6 trains per week. Each train is 600 m long, transporting 300 cars on Mosolf's purpose-built automotive wagons. On arrival at Elstal/Wustermark, 2 trains a week continue for a further 12 km to a transshipment centre at Etzin, from where imported vehicles are distributed across Germany by road. The remaining 4 trains are handed over to a Belgian operator for onward movement to EuroTerminal in Antwerp, a total distance of 1,500 km from Tychy. From here, Mosolf's Italian logistics partner Grimaldi ships the cars to destinations such as the UK, Spain and Morocco.

"We are setting new standards with the launch of this service and tapping into one of the largest railway markets in Europe - said PKP Cargo's Board Member for International Affairs Daniel Ryczek at the launch of the first through train – and wish to develop, so we need to become more active in international terms. Foreign competitors have been operating in the Polish rail market for some time, now we are demonstrating that PKP Cargo can operate productively outside Poland. And the new route is just the start: we will soon open up other destinations and other traffic".

In May last year Polish, Czech, French and Italian companies, as well as private equity funds, showed their wish to buy the Polish railway cargo carrier. "We have received a dozen offers from companies and investment funds, from Poland and other countries" confirmed Lukasz Kurpiewski, spokesperson at PKP.

The estimated market value of PKP Cargo is 4 billion Zloty (about 1 billion Euros); the Polish Treasury wants to sell 50% (plus one share) of its 97.33% holding.

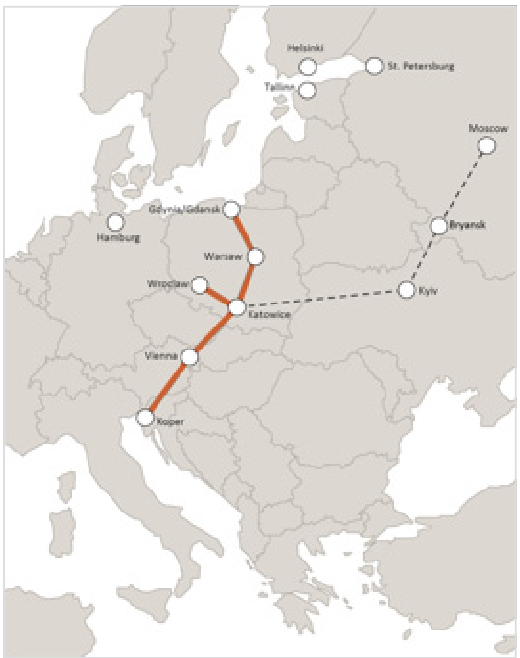
According to unconfirmed indiscretions, potential buyers include French SNCF, Ceske Drahy and an Italian cargo company, whereas funds such as CVC Capital Partners, Bridgepoint (owner of CTL Logistic) and Penta Oak Tree are also apparently interested.

Baltic Rail

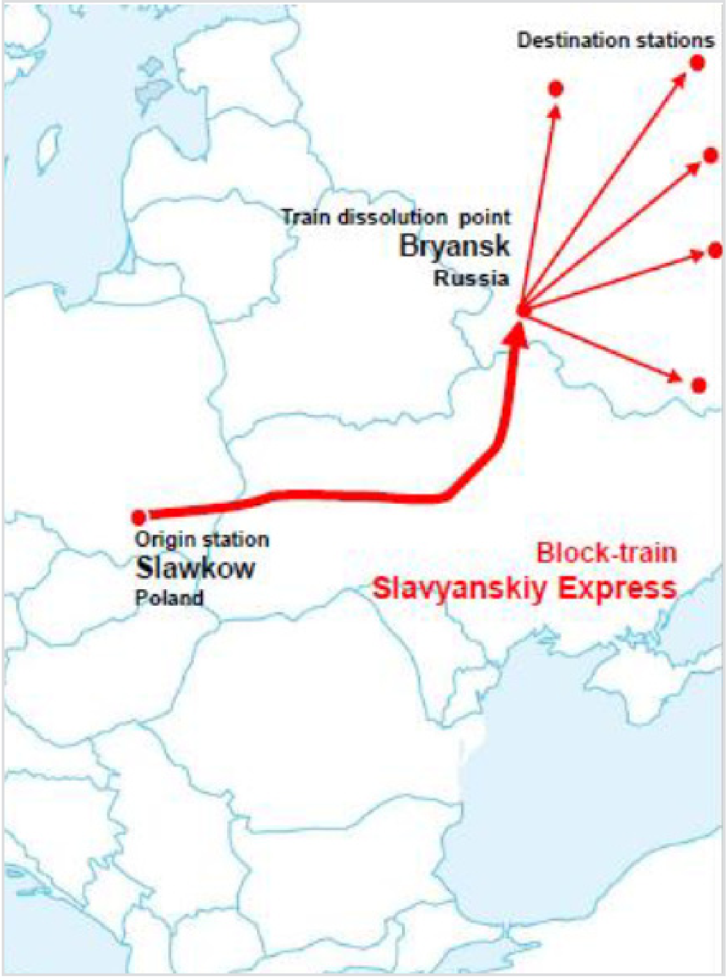
The rail liberalization process allowed Estonia-based (although owned by Anglo-Saxon investors) Baltic Rail AS to start in November 2011 a weekly rail service between Koper (Slovenia) and Poland, hauled by sister company Rail Polska, which thus connects together the Adriatic and the Baltic Seas, once reckoned independent economic regions.

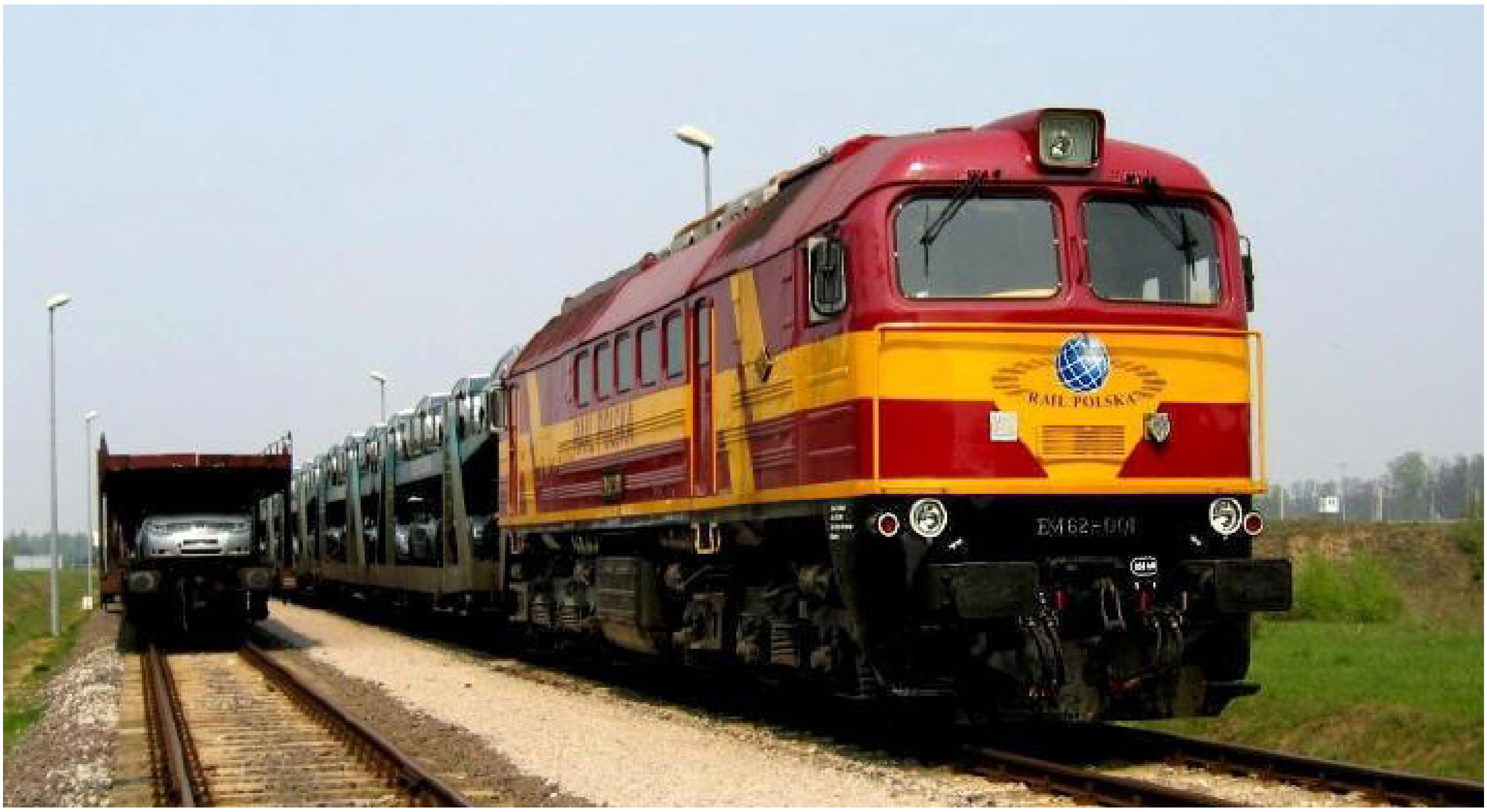
"The development of the new North-South railway corridor from Baltic to Austria and Slovenia, i.e. the route to Koper of our regular trains from Poland and viceversa, provides savings in time and money" says Vadim Shabarov, Director of Railway Operations, Baltic Rail AS (Rail World Group), whose CEO is British manager Stephen Archer. "Our train runs between Port of Koper and well developed industrial region of Southern Poland to serve industries in Silesia area - Katowice, Krakow, Wroclaw, Northern Szech Republic and Northern Slovakkia. Train stops in Vienna on both ways in the Freudenau Hafen terminal and is able to take containers from Koper to Vienna and back, and also reposition containers between Vienna and Poland. The transit time Koper – Vienna is 20 hours, Koper – Dabrowa Gornicza just 38 hours. Trains take also high cube containers at the same price as standard boxes and of course we can offer really nice contractual prices for regular movement".

Being a train operator, Baltic Rail is working with maritime global container carriers and freight forwarders. "The service still runs once per week leaving Koper on Wednesday evening. A second weekly service is expected to start in the second quarter of 2012. Being private and neutral, Baltic Rail



operates the train on an open access and non-discriminatory basis".
From May 2012 Baltic Rail has started a new rail service from Katowice (Dabrowa Gornicza) to Gdynia and vice-versa. Koper train and Gdynia train are synchronized between each other and allow to offer a connected services, as for example Vienna-Gdynia-Helsinki or Vienna-Gdynia-St.Peterburg.
From Katowice (Dabrowa Gornicza) the company also provides a good connection to a regular train from Slawkow (Poland) to Bryansk and Moscow (Russia), operated by FESCO Central Europe GmbH.
As from April 2nd 2012 the company is represented in Northern Europe by ASECO Container Services GmbH from offices in Hamburg and Bremen. "Their appointment to represent Baltic Rail in the region improves our connectivity with large international shipping lines and shippers in the major shipping centers. Baltic Rail's capability and knowledge of container train and railroad operations will be better represented to customers seeking solutions for their inland transportation needs in Central and Eastern Europe" CEO Archer commented the fresh arrangement.
Baltic Rail AS is a part of Rail World group, which is a private management, consulting and investment company based in Chicago, US. Over last twenty years its head, Edward Burkhardt, led successful privatizations of English, Welsh & Scottish Railway in UK, New Zealand and Estonian Railways. Its current operations are in Poland, Estonia, Ukraine, US and Canada.





POLZUG Intermodal

Hamburg is a fundamental hub for container transports to and from Poland. In 2011 the German Port had a feeder volume of 234,000 TEUs with Polish ports (+34% compared to 2010) and intermodal traffic with Poland amounted to roughly 120,000 TEUs, thus confirming that Hamburg is still the major source and destination for Polish container truckers.

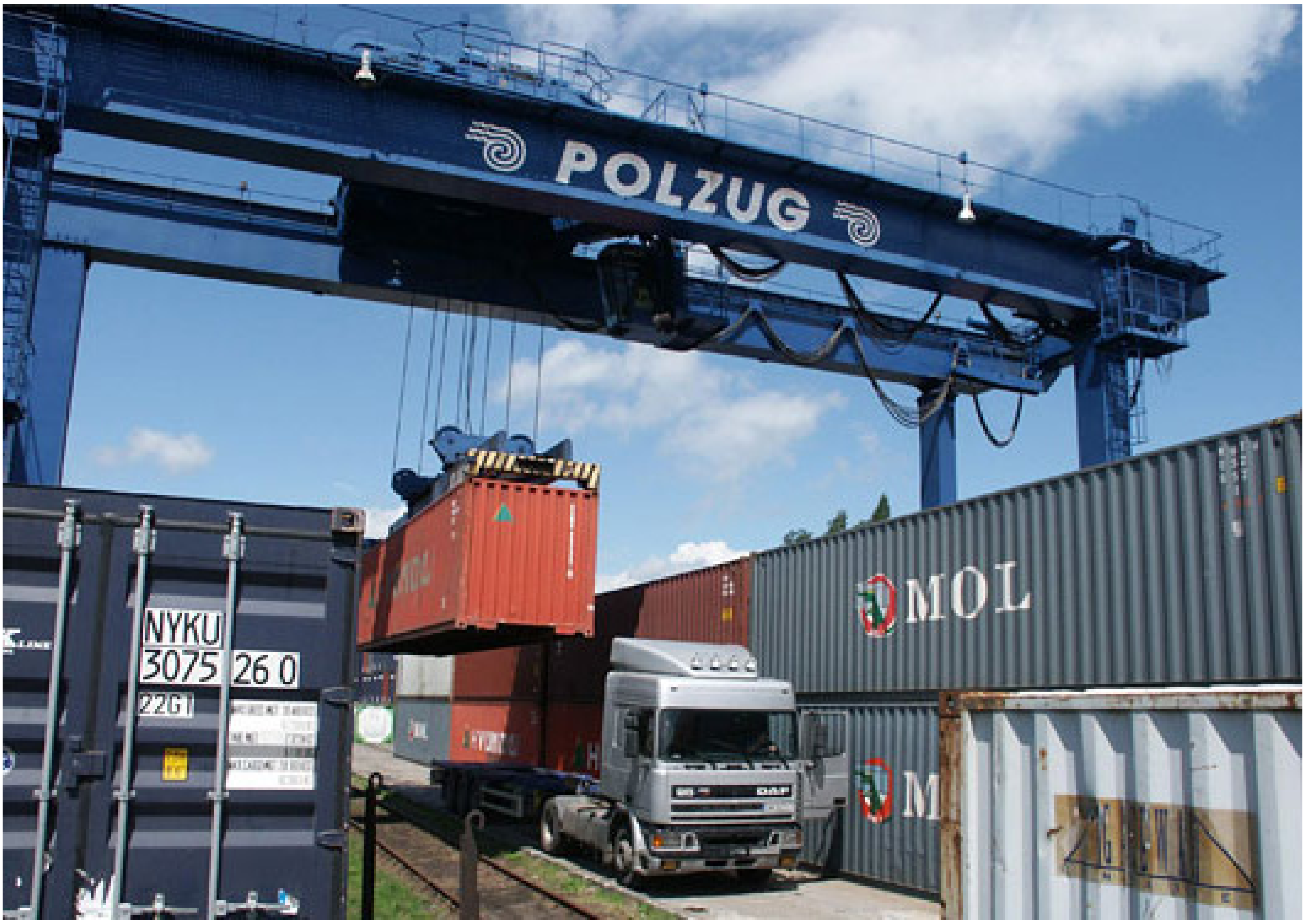
To provide intermodal operations from the German port is POLZUG, a company stemming from HHLA, which enjoys the following terminals: Poznań, Pruszków (Warsaw), Dąbrowa Górnicza (Katowice) and Wrocław.

HHLA Intermodal also invests in Poland to promote the establishing of modern inland container terminals and the 'industrializing' of intermodal transportation by shuttle train concepts.

In fact POLZUG Intermodal, together with HHLA, has initiated several greenfield and brownfield projects in Poland to extend the existing terminal network: Wroclaw was extended and modernized in 2008; Dabrowa Gornicza was opened in June 2010 replacing the Slawkow terminal; a new hub terminal near Poznan has replaced the local Gadki terminal in August 2011; finally a new terminal in Warsaw area is under development for opening in 2013 and thus replacing Pruszkow.

"The new areas are significantly larger than the existing terminals to allow state-of-theart terminal services and provide for additional services and partnership with logistics service providers (e.g. value added services like warehousing and distribution, commissioning, cleaning and repair for containers and trucks)" says a spokesperson, recalling that "in Poznan and Dabrowa Gornicza HHLA is landlord, POLZUG is lessee and terminal operator. The same concept is foreseen for Warsaw".

It is evident that container terminals in North Sea have modernized and upgraded their rail handling facilities in order to prepare for expected handling growth. "Polish ports are to follow soon. Feeders need to wait until the ocean vessel has left the port; usually it takes up to 7 days to transport a container to Polish ports (counted



from arrival of the ocean vessel in main port until the arrival of the feeder in Gdynia/Gdansk). For rail the transit time is 4-5 days (until arrival at inland terminal). Direct calls by ocean vessels in Polish ports create sufficient cargo potential to open more regular intermodal lines to Polish hinterland container terminals".

"Azerbaijan, Georgia, Moldavia or the Ukraine: barely any destination in the East is too remote for us!" said proudly a spokesperson for POLZUG Intermodal which in 2009, through affiliate company Silk Road Express, inaugurated the first regular container block train in the Caucasus. With such block trains, Polzug has opened up Poland and its Eastern European hinterland for the container ports of Northern Europe ever since 1992. In Poland as the key market, the company serves 8 terminals in the main centres of economic activity. The comprehensive range of services includes final deliveries, container storage, electronic depot reporting and Customs clearance.

In this framework, the new hub terminal in Poznan is crucial. DB Schenker is providing traction in Germany, and DB Schenker Rail Polska on the Polish side, specially deploying multi-current locomotives, allowing transit time to be cut to 12 hours from Hamburg to Poland and viceversa. "Apart from shorter transit time, for customers this means greater reliability for the services. Across 320,000 sqm, HHLA Intermodal Polska invested 15 million euros in the new hub terminal. Such a first-class location is of sure interest to logistics service providers and warehousing companies".

Hapag Lloyd

As from early May, Hapag-Lloyd will be offering a new weekly express connection – the so called Russia Express Service (REX) – linking Hamburg and Bremerhaven directly with St. Petersburg, Helsinki and Gdynia with 2 ice-class vessels, each one capable of 1,400 TEU.

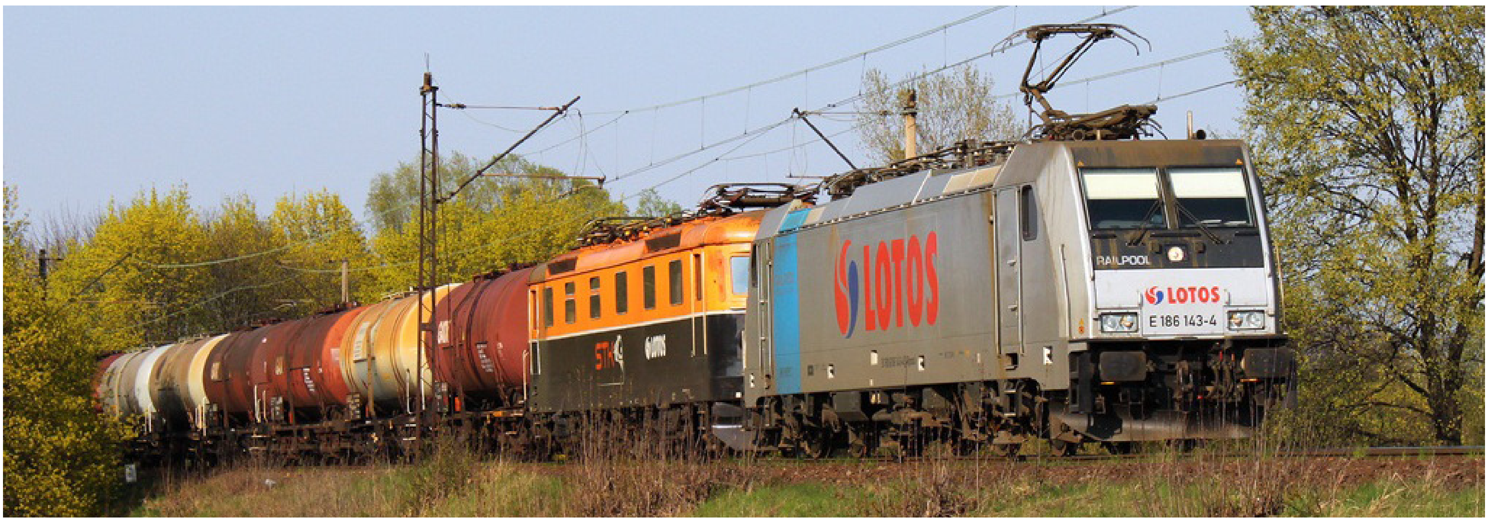
LOTOS Kolej

LOTOS Kolej is a Polish rail company - operating as a part of Grupa LOTOS JSC - responsible for transporting Lotos Group products and delivering petrol for Rafineria Gdańska.

LOTOS Oil S.A. is a joint-stock company, being part of LOTOS Group. The company's activities include production and distribution of lubricants: car oils, industrial oils and greases, base oils as well as distribution of car cosmetics and chemical products.

The rail company precedessor, Zakład Transportu Kolejowego Rafinerii Gdańskiej operated up to March 2002. Since 2003 the company has the license to transport petrol along all PKP PLK lines and is operating outside Tricity, serving refineries in Czechowice-Dziedzice, Jasło and Gorlice.

The rail company manages over 80 km of track on the refinery's property; main locomotives used are ST43, SM42 and SM48. Lotos Kolej uses many different kinds of oil tankers for transporting products of the Lotos Group.



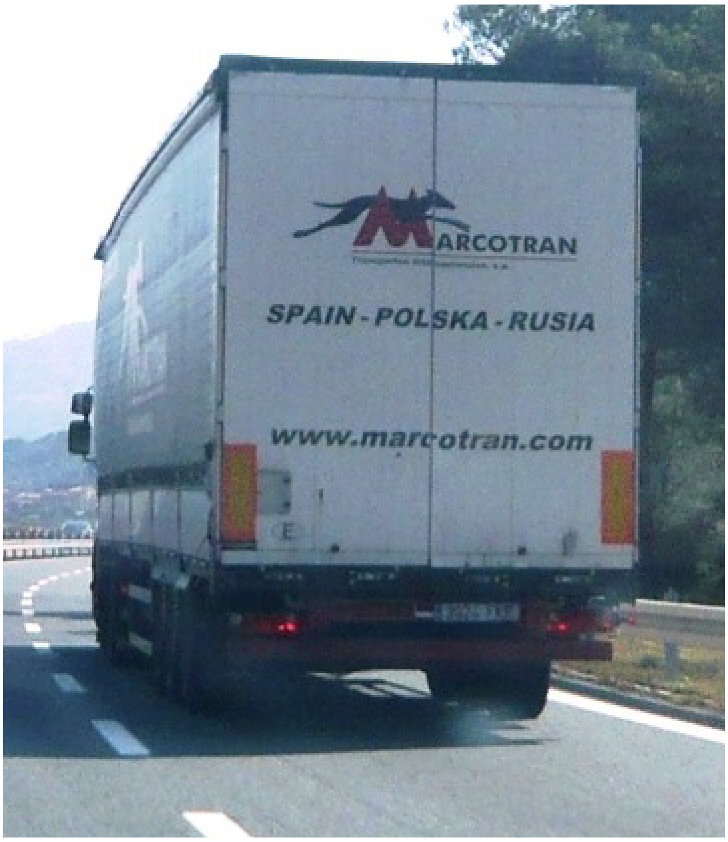
FedEx has just signed an agreement to acquire **Opek** Sp.z o.o., a family-owned courier founded in 1994 which has built an express network covering the country.
The company operates an automated hub in Lomianki (Warsaw) and hubs in Lodz and Katowice, in total operating 44 stations in Poland. Opek has revenues of $ 70 million and handles 12.5 million shipments annually. FedEx expects the transaction to be closed next summer.
In March 2012 **Greencarrier Freight Services** acquired a majority share in the leading logistics service provider in Poland, **Transpoint International**, from Managing Director Arkadiusz Prejna, who retains remaining shares. The Swedish-headquartered logistics specialist has thus established an even stronger position in the Nordic and Baltic Sea regions. Transpoint in Poland provides cross-border transportation services, delivering parcels and part- and full loads between Finland, Scandinavia, the Baltic States, the UK, Turkey, the Czech Republic, Slovakia and Poland.
The acquisition consists of Transpoint Poland and subsidiaries in the Czech Republic and Slovakia.
"Greencarrier Freight Services is an ideal partner for us with its network of offices in our major markets in the Nordic countries, the Baltic states and the UK" says Arkadiusz Prejna. "Together we plan a continuous expansion of our business not only in road but also in ocean and air freight."

Greencarrier Freight Services was founded in 1994 and is one of the Nordic region's largest privately owned companies specialising in global transportation. With the acquisition of Transpoint it has reached a turnover of 175 million Euros and 425 employees in 13 countries.
Leading global logistics provider **Agility** received the AEO-S (Authorized Economic Operator) certificate for safety and security in its Poland offices. "We are very pleased about this achievement

- said Thomas Peikert, Managing Director, Agility Area Central Europe – since, through intensive preparation, at our Polish branch we reviewed and have now optimized our processes. This certification reflects our commitment to providing customers with the highest safety standards".

Karina Kaszyca (Hoyer Poland)

Agility's presence in Poland dates back to four years ago: in January 2009 the international group achieved a milestone with the opening of a new sea and air freight office in Warszaw (IATA licensed), following the opening of the office in Wroclaw for road freight and sales in 2008.
The opening of the Polish capital city branch immediate brought benefit to an existing customer such as Lufthansa Cargo AG, "We are constantly on the lookout for adequate logistics and infrastructure partners willing to invest with us, to generate growth and open up even more routes to the East. We also have plans to develop our different branches through such partnerships especially for handling, warehousing and customs clearance" commented at the time Oliver Hellmold, Managing Director of Agility's Europe's Area Central.
In April 2012 **Hoyer** expanded further more the range of services it offers in Poland: aside renting Intermediate Bulk Containers (IBCs) to customers, now it also provides the entire logistics package for these small-scale containers, an activity managed from Hoyer offices in Katowice.
"IBCs are still not that well known in Poland, although these containers are an ideal alternative, as an intermediate between a drum and a tanker, no matter whether you are transporting chemicals or food" explained Karina Kaszyca, Hoyer's new Area Sales Manager for IBC sector in Katowice. "In addition to rentals we can perform the entire logistics involved and, as part of our fleet management service, we take care of the operation of customer-owned IBCs. For our customers this means high-quality transport and at the same time tremendous cost effectiveness. Our single-source, full-service offer means that customers can lower their logistics overheads substantially" she said.
Hoyer is leader in the European IBC market with 20,000 units consisting mainly of standardized types with a capacity ranging from 500 to 1,000 litres, used to transport and store liquid products, in case provided with special coatings and heating systems and licensed for hazardous cargo.
It was exactly 20 years ago when, in April 1992, **Kuehne + Nagel** founded its national company in Poznan. This important anniversary was celebrated with customers and business partners as well as national and local political representatives.
Kuehne + Nagel was among the first logistics providers to enter the Polish market after the profound political transformation in Eastern Europe, and today it ranks among the leaders in the national logistics market. Its 1.900 experts offer full range of air, sea, road & rail, contract logistics services and lead logistics solutions and warehousing space under management is 190.000 sqm.
While initially Kuehne + Nagel offered international forwarding services for local customers, it opened its first warehouse just one year later. "We are proud of our long-lasting partnership with Bosch, the first customer served in the contract logistics field. Due to the growing demand for high quality integrated logistics solutions, we expanded our presence in Poland and now operate 19 locations in 12 cities. Today we focus on providing specialised services for the high-tech, industrial goods, automotive, FMCG-Retail as well as pharmaceutical / healthcare industries" said Tobias Jerschke, Managing Director of Kuehne + Nagel Poland.
It is of the very past few days the news that OBI, one of the leading retailers for home improvement in Poland, and Kuehne + Nagel have entered into a two year warehousing and distribution contract.
Since 2007 Kuehne + Nagel has managed the import seafreight shipments for the Polish OBI stores. According to the new contract, the company also takes over warehousing and distribution to all OBI stores in Poland; this includes the handling of import containers from Asia and Europe as well as shipments from local suppliers. Data exchange with the suppliers is processed via the OBI supplier integration platform. The hub operation is managed in a facility located at the intersection of A1 and S8 in Piotrkow Trybunalski, some 130 kilometres south of Warsaw.
"Combining the international with the domestic shipment flows



gives us the opportunities to lever the information across the whole process, which is important in our business which has a strong seasonal focus" commented Adam Rosiński, Member of the Board of OBI Poland.

Part of P&O Ferries – which belongs to Dubai World - **P&O Ferrymasters** is planning a major expansion of own-asset road operations in eastern Europe by basing its hallmark Yellow Fleet trailers in Hungary, Romania and Slovakia for the first time.

The company is currently operating in Poland and the Czech Republic with euro liners, mega trailers and coilers repositioned from its western Europe fleet last September. Operations are centrally coordinated by Katowice office in Poland and involve round trips to and from Germany, France, Benelux, Italy, Spain and the UK; trades include a specialist service for dangerous goods.

"By adding own-trailers to the existing charter network, the eastern Europe project underpins freight management contracts, strengthens the company's pan-European reach and also improves access to spot premium business in a growing market" stressed carrier manager Ed van der Lely, the project leader. "There has been more and more customer demand to increase our presence in this strategically crucial region. We can now offer an enhanced geographical service that underpins existing contracts and provides the platform for business expansion."

NIB backs transport infrastructure in the Baltic Sea region

The sector of transport, logistics and communications accounts for up to 30% of NIB's total annual lending volume. Nordic Investment Bank is an international financial institution owned by the governments of the Nordic and Baltic countries.

"When identifying opportunities for financing, we are taking into account the most recent policies of the Bank's member-countries, EU policies and the Baltic Sea region and inter-governmental initiatives in this area" says Stefan Fridriksson, Senior Manager at Business Development.

NIB is committed to regional cooperation under the umbrella of the recently established Northern Dimension Partnership on Transport and Logistics as well as the EU Strategy for the Baltic Sea region, including the development of trans-European transport networks (TEN-T) as the most significant element of the EU transport policy for infrastructure.

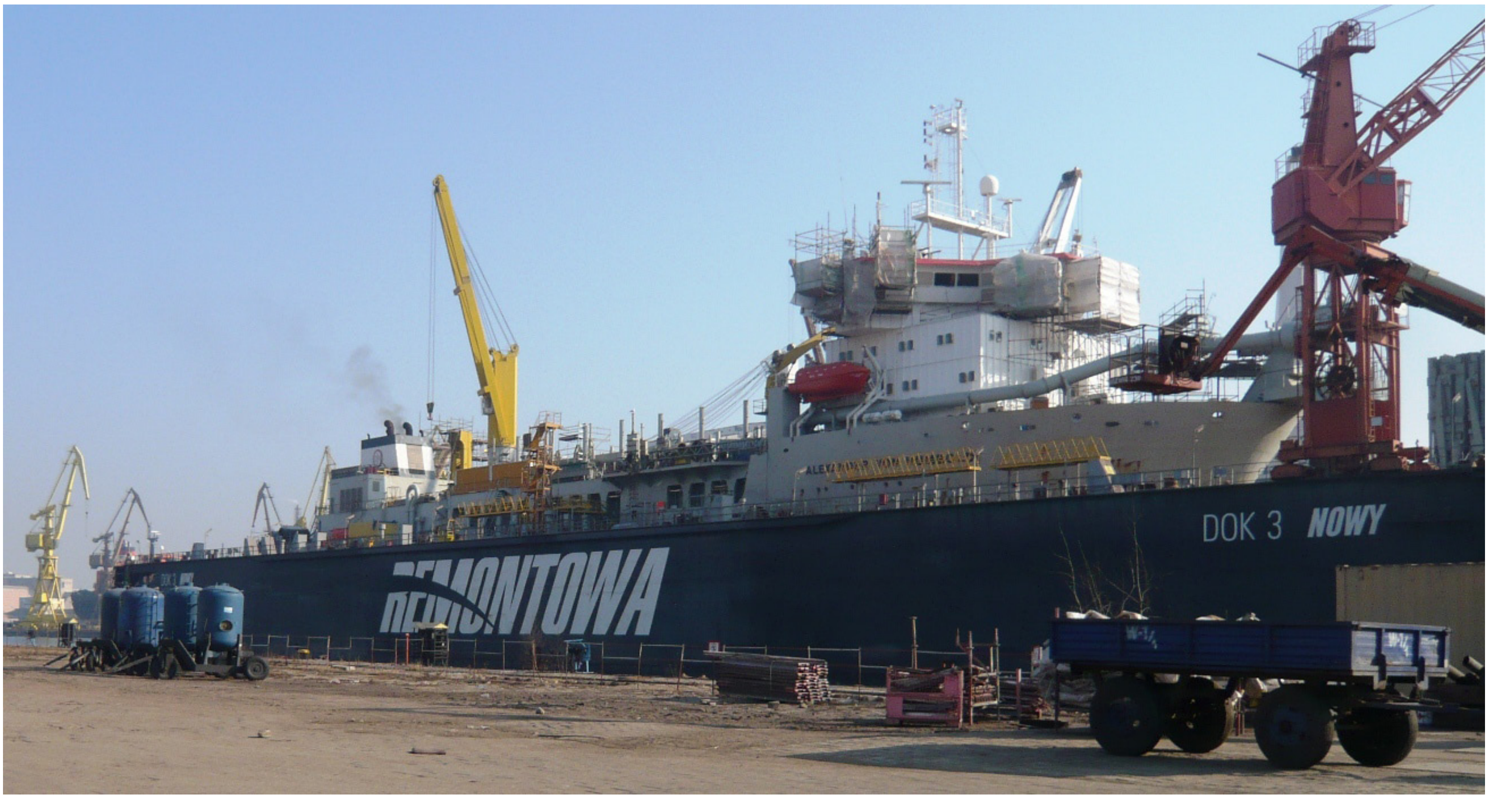
Speaking about the Bank's priorities, Fridriksson stressed that NIB focuses on projects that deal with the environmental burden caused by transport and logistics, such as the reduction of CO2 emissions and pollutants. "NIB seeks to support efforts of cross-border cooperation in the Baltic Sea region. To identify eligible projects, we maintain dialogue with relevant country authorities in the member-countries and the entire Baltic Sea region."


Fridriksson Stefan

NIB finances infrastructure development in sea ports in the Nordic-Baltic region. Lending is aimed at projects located to connect major transport corridors. In recent years, the Bank has financed infrastructure development projects in the harbours of Gävle in Sweden and Århus in Denmark, Klaipeda State Seaport in Lithuania, Riga Port in Latvia and Tallinn Muuga Port in Estonia.

In logistics, NIB puts emphasis on financing the integration of freight transport modes and promotes the use of environment-friendly technologies in this area.

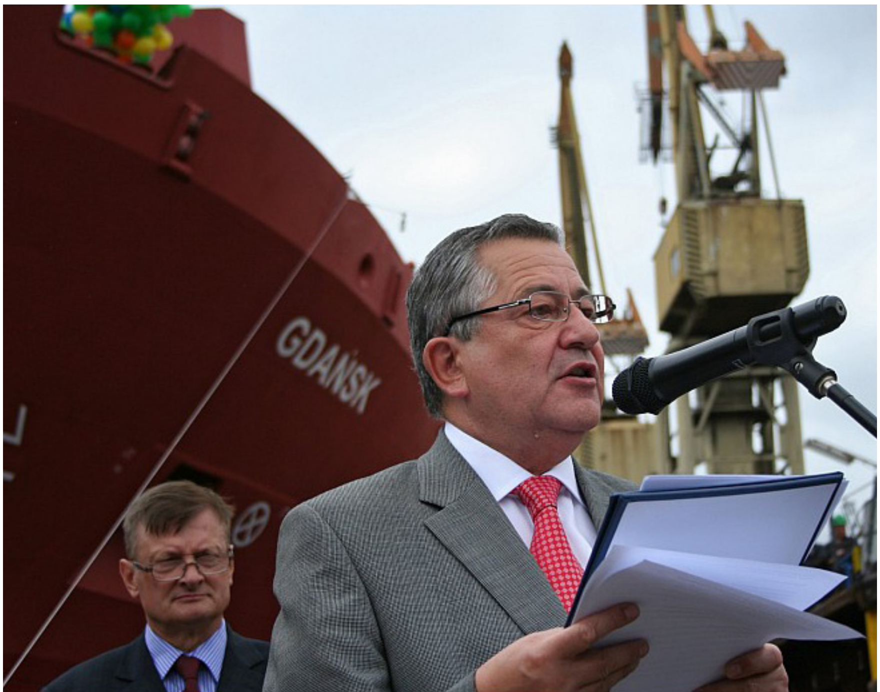
Remontowa Group



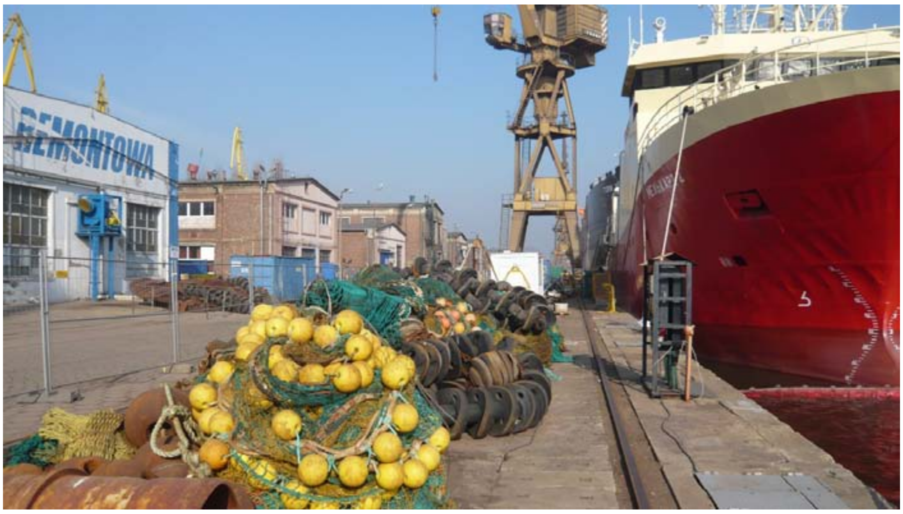
On March 15 2001, the process of privatization of the Remontowa shipyard was completed with 85% shares taken over by Invest-Rem, the shareholders of which are the shipyard's management, its employees and companies co-operating with Remontowa. In accordance with Polish privatization law, 15% shares is to be transferred free of charge to shipyard employees. Piotr Soyka took the position of President of Remontowa as a significant shareholder.

Stocznia Remontowa in 2010 repaired or converted 205 units and 2011 was too a successful year. "Our group is composed of 25 companies, ranging from shipbuilding to shiprepair, from design to engine servicing, etc. and employs 5,000 people in overall, thus ranking the biggest private company (of all sectors) in northern Poland" says Zbigniew Andruszkiewicz, member of the board of Gdansk-based Stocznia Remontova yard and in charge of its commercial department. "We registered last year a 2 billion Zlotys turnover (500 million Euros) with a 40 million Zlotys profit (10 million Euros). Among our customers we number many Italian shipowners and operators, like Gestioni Armatoriali, Marittima Etnea-Amoretti, Crystal Pool-Rimorchiatori Riuniti, Norbulk Enterprise, PB Tankers, Grimaldi, and MSC in 2011, and Finbeta and Edison in 2012, as well as companies which in a way gravitate around our maritime cluster, like V.Ships, SBM, and Maestro Shipmanagement".

"All in all, the false opinion that Polish shipbuilding industry is close to death must be refuted. True, in the recent past a couple of large public shipyards in Sczeczin and Gdynia, respectively, wound up, but



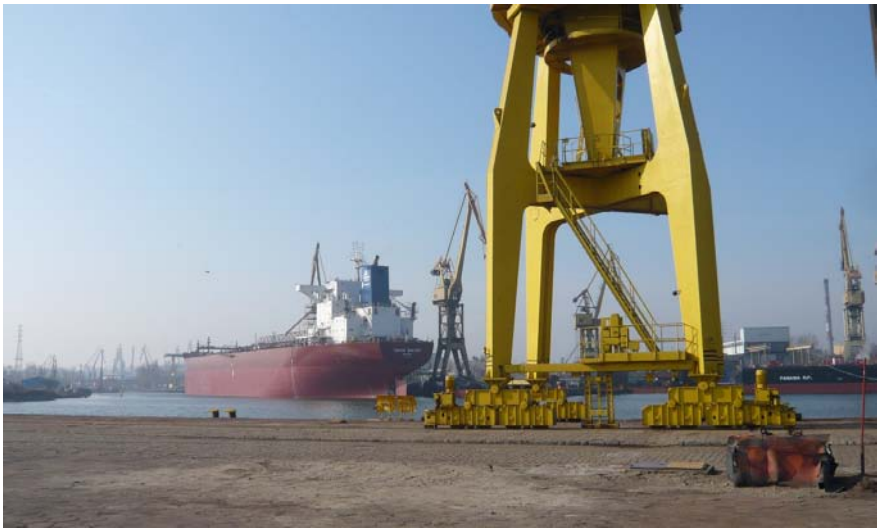
Remontowa's Zbigniew Andruszkiewicz and Piotr Soyka



these bankruptcies were an unavoidable consequence for companies no more able to stay on the market without substantial state aids, by now rightly banned by Brussels. As Stocznia Remontowa we don't get a penny of public funds from anybody and are proud of this independence" points out the manager, who is very fond of the European Union: "The right thing is to belong to a unified system where the same game rules are in force, which is not the case of Poland. Actually, and paradoxically, we're the weak party precisely at home, despite being an economically powerful company, as some domestic yards, like Gryfia in Sczeczin and Nautal in Gdynia, are still artificially kept in life. No complaints, on the contrary, with our 'neighbours' of Stocznia Gdanska, taken over by an Ukrainian entrepreneur 4 years ago, while our yard was privatised in 2001 through a management buyout led by our current chairman and majority shareholder, Piotr Soyka. By now he's become a synonym of our company, allow me to say that he's to Remontowa as Maersk to AP Moeller Group."

The expert manager tackles then more in detail the recent history of shipbuilding.

"The communist times, when Poland had at least some ten 'guns' in its three strategic locations (Gdansk, Gdynia, and Sczeczin) which yearly produced 1.8 million tonnes of steel, are definitely over. In this era, shipbuilding in Korea was just dawning, no one talked of China, and only Japan in Asia was at the top, so Poland ranked, without troubles, the world's seventh country in the sector and competed with Italy, Germany, Yugoslavia, and Finland. Then year 1989 brought in what everybody knows and everything changed. Yards that didn't keep up the pace with the rules of a free market and stubbornly continued to build low-added-value ships, like bulk carriers and boxships, soon and irreparably lost ground. Here in Remontowa, we were able to carve out market niches, both in shipbuilding and shiprepair, where to exploit our know-how. As to the former, for instance, besides the deepwater offshore vessels (among which two ships built between 2009 and 2010 for Naples-based owner Ievoli), we took advantage of our expertise in gas carriers for winning the important order of Norwegian owner [name] for 4 LNG-fuelled ferries, which we call 'green ships'. The first such vessel is scheduled for delivery in 2012 while the last within 2013 and they all will operate regular trades with the Lofoten archipelago."



"As to shiprepair, a clear goal is to make of MSC a regular customer of ours, like other world-class shipping companies, eg, Teekay, Knudsen, and Schulten. We're also very strong in the repair of offshore rigs of whatever kind, to the point that last year it happened that we worked on 4 of them at the same time! In addition we carried on substantial projects for converting large tankers in shuttle tankers, even equipping them with the ballast water treatment (BWT) systems, which will become mandatory in the future. In addition, we recently obtained from Den Norske Veritas (DNV) the occupational health and safety management certificate (OHSAS), which certainly increases our overall appeal. We even had a stint as shipowners, when, in 2005, we launched a program for building, rigging, and operating 4 Eugeniusz Kwiatkowski-class general cargo carriers, in view of a subsequent handing over" recalls Andruszkiewicz, who joined Remontowa in 1998 after various jobs at shipping companies, which earned him the appointment as general manager at GSL, the shipping company fully owned by the yard. "As to perspectives, I'm a salesman and I cannot but be optimist, as the yard's owners certainly don't pay me to have a pessimist stance! But this optimism lies on steady grounds, as we always succeeded in finding a solution to go on with our job, even in the toughest moments. So, who's saying that Polish shipbuilding has collapsed?" he concludes.

Trying the shipowning experience...

In September 2008 Remontowa Group's Northern Shipyard (Stocznia Północna) completed its first of the B 603 series multipurpose cargo vessel BBC Kwiatkowski, delivered to her owners Gdansk Sea Lines and included in the fleet of APC is a joint venture between BBC Chartering and Logistic GmbH Co. KG of Germany and Clipper Projects of Denmark.

Remontowa has established itself not only as an experienced ship repair market leader, performing also extensive and complex ships and offshore structures conversions and upgrades, but is becoming ever stronger player on the newbuilding market as well, especially through its subsidiary Stocznia Polnocna SA (Northern Shipyard).

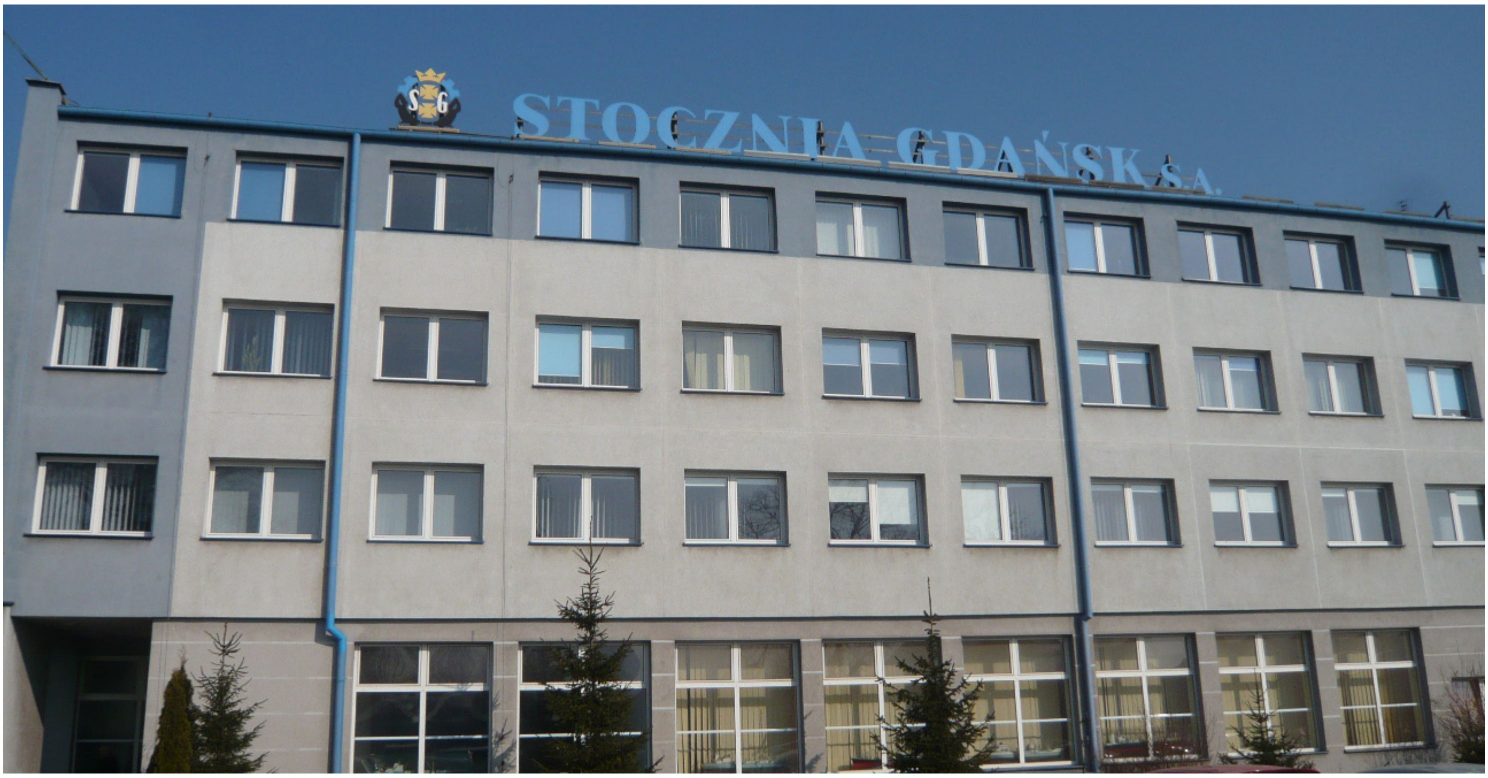
With this series of specialized vessels Remontowa group entered also the shipowning and ship operations sector.The ships of this series were in fact built to order of Remontowa SA for the newly established member of the Remontowa Group - Gdanskie Linie Morskie SA (Gdansk Sea Lines - GSL). As it was the case with newbuilding supervision, crewing and technical management of BBC Kwiatkowski was care of another Remontowa's subsidiary, RSM (Remontowa Ship Management).

The conceptual design of the REM 120 type vessel was developed in-house at Remontowa and its subsidiary NED naval architecture and marine engineering consultants, while refinement and development of the design, was the result of co-operation of NED, Remontowa's design office, Szczecin New Shipyard and IT-REM (the latter also being a member of Remontowa Group) according to the rules and under the supervision of Germanischer Lloyd.

Stocznia Gdanska

Worldwide, outside the specialized shipping sector, Gdansk's shipyard (Stocznia in Polish) is known as the symbolic home for the 1980s Solidarity movement which spelled the end of the communist regime. From this rallying point of what were known as the Lenin Shipyards, Solidarity leader Lech Walesa started in 1970 the long fierce union battle against the repressive communist regime and which eventually led to the democratic overthrowing of General Jaruzelski in 1989.
These days Stocznia Gdansk SA - over 200 years old and builder of the fleet for Kaiser Wilhelm II -is engaged in building oil platform supply vessel – on average 6 per year - along with wind turbine towers and, occasionally, also luxury yachts for wealthy people.
Traditional shipbuilding has been history in Gdansk ever since the most renown shipyard went bust in the 1990s. In the 1980s, when containerships, tankers and trawlers were built (mainly for the 'politically captive' Russian market), some 40,000 people were employed in the shipbuilding industry in the whole city district, shiprepairs included. Today, that number has fallen to 10,000.
After much restructuring, a process where, after the country's accession, inevitably the EU put an eye, 3 big and 20 small shipyards are still active in Gdansk.
The company - now 75% owned by Ukrainian steel group Donbass with also branches in steel construction (building the structure for the roof at Gdansk's new airport terminal) - is aware they cannot compete with China or Korea on cargo vessels, but rather are more competitive in sophisticated vessels and clients are in the offshore market in Europe or the US.
Since 2002, the shipyard has benefited from aid measures such as capital injections, guarantees, loans and tax write-offs designed to help it survive.
After Ukrainian firm Donbass made its take over offer five years ago to avoid bankruptcy, the 'politically sensitive' shipyard has been under threat since the European Union demanded that it cut capacity or repay an estimated 1.3 billion Euros in state subsidies it received since Poland joined the EU bloc in 2004. The shipyard could not afford to pay back the subsidies, which the EU Commission says

have been paid illegally, and might have been forced to close.
Finally the agreement signed by Andrzej Jaworski, the president of the board of directors of the Gdansk Shipyard, and representatives of Donbass, one of Ukraine's biggest financial and industrial groups, provided Donbass to buy the shipyard for 400 million US dollars.
Formally Gdansk Shipyard is a joint-stock company controlled by Ukrainian stockholders: Siergiej Taruta, Witalija Hajduk and Oleg Mkrcztan, who are well known Ukrainian businessmen and co-owners of the metallurgical group ISD (Indiustrialnyj Sojuz Donbasa). Gdansk Shipyard is totally independent from the ISD group companies, has distinct ownership structure and independent finance sources. Such solution is one of the records of the Gdansk Shipyard restructuration and modernization plan accepted by European Commission, Ministry of Treasury and financial institutions that credit some of the shipyard's investments. The companies that function within the ISD Poland group are the strategic commercial partners of the Gdansk Shipyard. ISD Czestochowa Steelworks supplies Gdansk Shipyard with the high quality metal sheets for the hull and steel constructions production. Due to cooperation based on long-term contracts the Gdansk Shipyard is provided with constant supplies of raw materials for production.
At present the ample and quite desolate area brings to mind those glorious times, were it not for the 300 tons gantry crane built some months ago by Padua-based company Michielotto (which has taken over the late Paolo de Nicola). The crane is part of a recent investment by now carried on and totalling 100 million Zlotys (about 25 million Euros), while other investments in the same amount are already planned and works will start soon.
As opposed to the facing Stocznia Remontowa yard – on the same Gdansk's island hosting all the city's shipyards – which was privatized ten years ago, Stocznia Gdanska was taken over by an Ukrainian entrepreneurial group only in 2008, so it is a bit late in the revamping of its structures, at least compared with its neighbour. Clearly, there are no more plenty of orders like in the communist era, when they came either from the military sector or from an economy marked by dirigisme. And there are no more plenty of employees too, which in that era reached the figure of 9,000 and now have dropped to 'just' 2,000.
As a consequence, the working space has been halved and part of the old area, between the giant hangar where the prefabricated parts are built and the slipway, has been given back to the city within a real estate project that includes the building of living quarters and shopping centres, proof, if needed, that crisis of Western shipyards (though an Eastern European country Poland firmly belongs to the Western World) did not left Stocznia Gdansk unscathed.
In any case, the yard's management is working hard and is confident that a recovery will be achieved through a more efficient production process they are implementing.



During its past 60 years of existence in the modern form, the yard has built over 1,000 oceangoing vessels (trawlers, container carriers, reefers, bulkers, cargo vessels, passenger ferries, offshore vessels and others) delivered to various regions of the world, the majority of which built according to its own home-made design. Today Gdansk Shipyard implements a program of building offshore vessels, trawlers and ro-paxes for Norway, multipurpose vessels for Germany, gas carriers for Italy and trawlers for Russia, but also has diversified its production by offering steel constructions, wind towers and electric power stations.

In fact, the lion's share of today's orderbook is taken by the blades of the huge wind generators on behalf of Siemens, which are crowding the entrance yard square. Besides, within about a month, the large ferry ordered by Fjord Lines will be completed. The ferry is still on the slipway adjoining the hull of Syn Antares, the Italian chemical tanker whose fate is still uncertain.

From 1st December 2011 Mostostal Chojnice has become the branch of Gdansk Shipyard which became interested in the plant, as its production profile is perfectly compatible with the offer of the shipyard and fits into its business plan, which foresees diversification of production. The shipyard's management has already started the integration process with Mostostal as recently both plants jointly carried out two large contracts for the German market (Thyssen Group). The cooperation is based on full capacity utilization of Chojnice as well as Gdansk. The shipyards berths will provide a perfect assembly site for the large-size steel constructions produced in Mostostal. The quantifiable synergies are the savings in purchasing or cost rationalization as well as market synergy.

Gdańsk Shipyard restructuring program is halfway as it is its investments plan. The main idea is to base the company`s production on three pillars: shipbuilding, large-size steel constructions and wind towers. The shipyard has already made some steps in the new sectors: the first steel constructions for the new Gdansk airport terminal in Rębiechowo were delivered in May 2011, and the wind turbines masts for Nordex were also accomplished.

Investments are an important part of the 4-year restructuring plan approved by the European Union with the goal to increase the efficiency of production and the auxiliary processes, as well as broaden the product range or introduce new technologies.

Large-scale investments have not been seen here for over 20 years. Half of the entire investment program is intended for the production of wind towers. Left half are intended for investments related to shipbuilding and large-size steel constructions. The latest generation technological lines have been installed. One of the lines serves for fabrication of flat sections, on the other one the micropanels are assembled. Changes included the modernization and purchase of appliances, such as cranes, or improvement of industrial infrastructure. Worth of mention are modern methods of utilities supply as a new compressors and water treatment stations.

Gdynia shipyards

The last state-owned shipyard in the close city of Gdynia went bankrupt last year. Early this year
the European Commission opened formal inquiries into public support for two purchasers of assets of the Gdynia shipyard, which is under liquidation to scrutinize possible aid granted in light of EU state aid rules and their eventual breach.
In November 2008, the European Commission concluded that state aid granted to Stocznia Gdynia S.A., owned in majority by the State Treasury, breached European state aid rules and had to be repaid. The Polish authorities committed to sell the yard's assets through open, transparent, non-discriminatory and unconditional tenders and subsequently liquidate the Gdynia shipyard. The Commission made clear that no additional state aid should be granted and that the assets must be purchased under market conditions.

The new state aid investigations concern financial support given by the public Agencja Rozwoju Przemysłu S.A. (IDA) to two Polish shipyards, which purchased assets of the Gdynia shipyard. Nauta S.A. Repair Shipyard bought three asset bundles. The Commission considers that there are two possible State aid measures in favour of Nauta: the first measure consists of IDA's support to Nauta in consideration for bonds issued by Nauta and the second concerns the prolongation of the period to redeem the bonds.
IDA also granted a loan to CRIST S.A. shipyard, thereby financing the purchase of a drydock under the third tendering round. The Commission has doubts whether a market investor would have funded Nauta and CRIST under the same conditions as those under which IDA provided financing to the two companies.