



LOGISTICS HUB LUXEMBOURG

TAILOR-MADE SOLUTIONS FOR YOUR EUROPEAN DISTRIBUTION



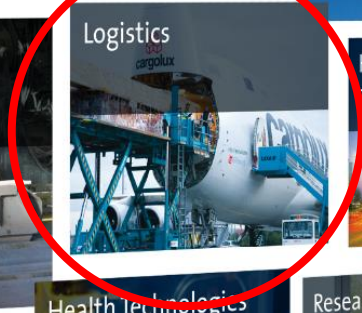
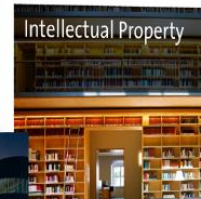
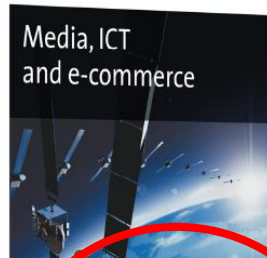
DANIEL LIEBERMANN, DIRECTOR, DIRECTORATE LOGISTICS, MINISTRY OF THE ECONOMY, LUXEMBOURG

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A KEY SECTOR OF THE ECONOMIC DEVELOPMENT POLICY



LUXEMBOURG'S LOGISTICS ACTION PLAN

OBJECTIVE

<< STRENGTHEN AND POSITION LUXEMBOURG AS AN INTERCONTINENTAL AND MULTIMODAL HUB IN EUROPE FOR ADDED VALUE LOGISTICS ACTIVITIES >>

MULTI-PRODUCT SPECIALIZATION STRATEGY



PROACTIVE GOVERNMENT POLICIES

- ① IMPROVE THE REGULATORY and ADMINISTRATIVE FRAMEWORK
- ② DEVELOP TAILOR-MADE INDUSTRY SPECIFIC SOLUTIONS
- ③ EUROHUB SOUTH - A NEW MULTIMODAL LOGISTICS PLATFORM
- ④ ASSIST IN SETTING UP YOUR EUROPEAN DISTRIBUTION

PROACTIVE GOVERNMENT POLICIES

- ① **IMPROVE THE REGULATORY and ADMINISTRATIVE FRAMEWORK**
- ② **DEVELOP TAILOR-MADE INDUSTRY SPECIFIC SOLUTIONS**
- ③ **EUROHUB SOUTH - A NEW MULTIMODAL LOGISTICS PLATFORM**
- ④ **ASSIST IN SETTING UP YOUR EUROPEAN DISTRIBUTION**

IMPROVE THE REGULATORY & LEGISLATIVE FRAMEWORK

- FISCAL REPRESENTATION FOR VAT PURPOSES
- FIRST MOVER ON AUTHORIZED ECONOMIC OPERATOR (EU CONCEPT)
- ENHANCE CUSTOMS SERVICES (ECUSTOMS)
- TOWARDS A PAPERLESS ENVIRONMENT
- SINGLE WINDOW FOR LOGISTICS
- PRESERVE VAT ADVANTAGES (NO VAT PREFINANCING)
- VAT REGIME FOR THE FREEPORT

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AT THE HEART OF THE EUROPEAN AUTOMOTIVE MARKET

- AT THE CROSSROADS OF THE EUROPEAN AUTOMOTIVE MARKETS
- JUST-IN-TIME DELIVERY TO MAJOR EUROPEAN CAR MANUFACTURERS AND ASSEMBLY PLANTS
- MULTIMODAL CONNECTIONS TO MAJOR PORTS AND INDUSTRIAL CENTRES
- TAILOR-MADE SOLUTIONS OFFERED BY LEADING LOGISTICS PLAYERS

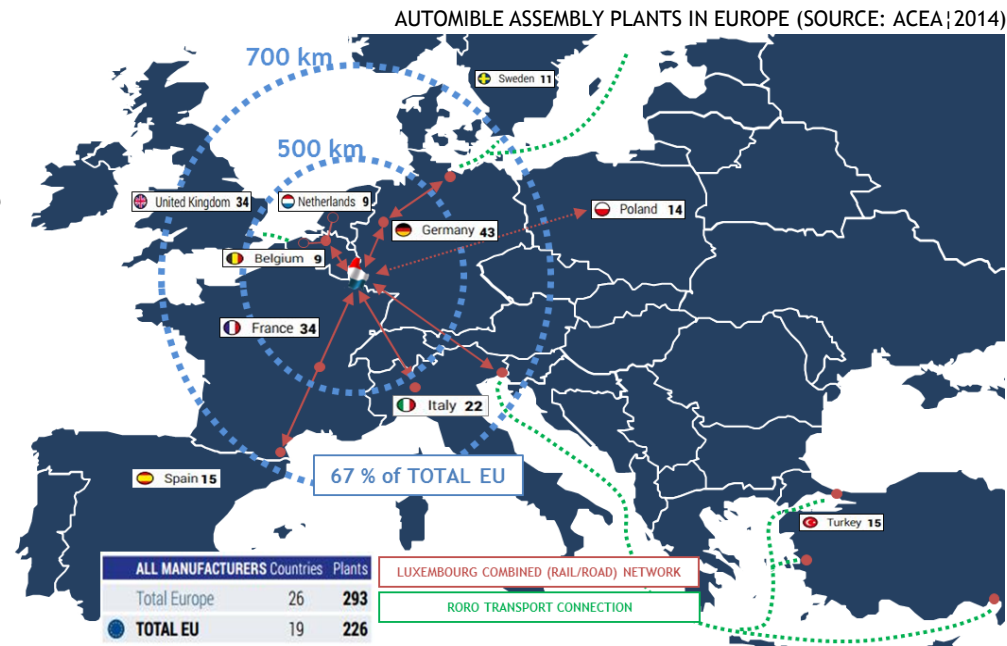
AUTOMOTIVE SERVICES COVERING THE COMPLETE LIFE CYCLE OF VEHICLES

INTEGRATED LOGISTICS SOLUTIONS

- FROM - INBOUND PRODUCTION LOGISTICS
↓ - OUTBOUND DISTRIBUTION LOGISTICS
TO - AFTER-SALES LOGISTICS

JOINTLY WITH TRANSPORT SERVICES

- SEAFREIGHT
- AIRFREIGHT
- ROAD and RAIL



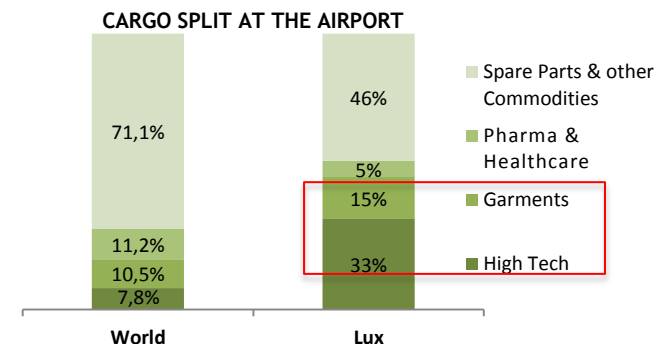
A SUPPLY CHAIN SOLUTION FOR HIGH-TECH & ELECTRONICS

MAIN CHALLENGES

- RAPID INNOVATION CYCLES
- SHORT PRODUCT LIFE CYCLES
- RAPIDLY CHANGING CUSTOMER DEMANDS / NEED FAST ACCES TO GLOBAL MARKETS

A FULLY SECURED AND EFFICIENT END TO END GLOBAL SUPPLY CHAIN SOLUTION

- EFFICIENT AND HIGHLY SECURE SUPPLY CHAIN SOLUTION
- TAPA-A CERTIFIED AIR CARGO CENTRE
- TAILOR-MADE SOLUTIONS OFFERED BY LEADING LOGISTICS SPECIALISTS
- NO VAT PRE-FINANCING WHEN IMPORTING GOODS



A DEDICATED & SECURED FACILITY FOR VALUABLE GOODS

THE LUXEMBOURG FREEPORT IS 4 STORIED HIGHLY SECURED BUILDING OF APPROXIMATELY 22,000 SQM FOR MANAGING, HANDLING AND STORING, WITH NO TIME LIMIT, AND TRADING VALUABLE GOODS UNDER A REGIME OF SUSPENSION OF VAT AND CUSTOMS DUTIES*.

THE FREEPORT IS OPERATED UNDER A STRICTLY DEFINED TAX AND CUSTOMS FRAMEWORK:

- ↳ GOODS CAN ONLY BE INTRODUCED INTO THE LUXEMBOURG FREEPORT THROUGH SPECIALIZED FORWARDERS LICENSED BY THE CUSTOMS AUTHORITIES
- ↳ COMPLETE TRACEABILITY OF THE GOODS ENTERING, STORED AND LEAVING THE FREEPORT

TYPES OF VALUABLE GOODS

- ARTWORKS
- COLLECTABLE ITEMS
- FINE WINES
- PRECIOUS METALS
- ...

TYPES OF ACTIVITIES

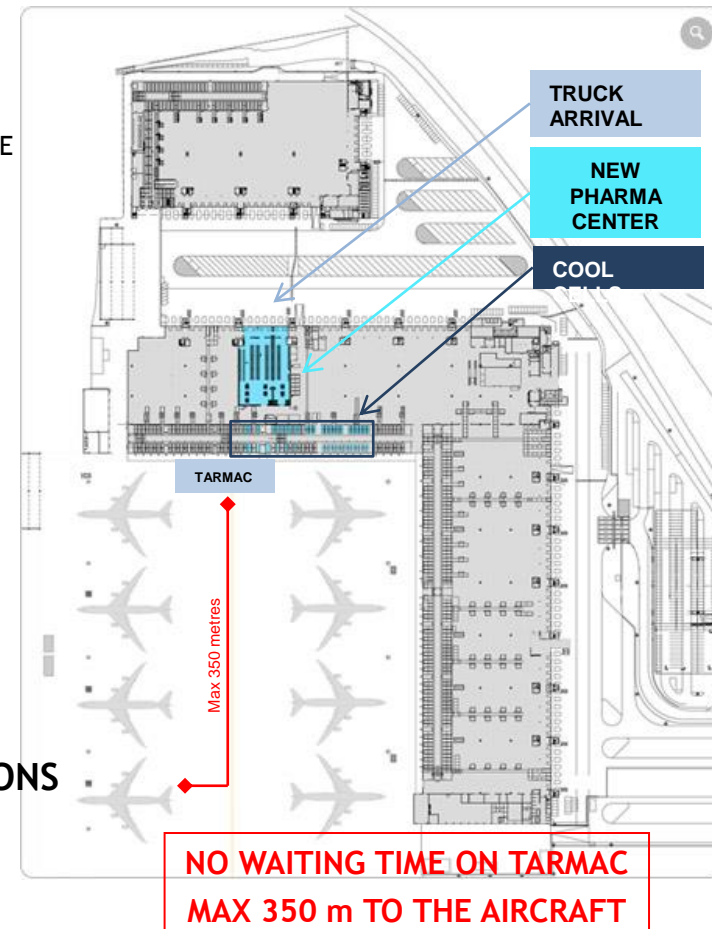
- HIGHLY SECURED STORAGE
- PERFECT CONSERVATION CONDITIONS
- TAILOR MADE RESTORATION ACTIVITIES
- ...



*WHICH IS IN ALL RESPECTS COMPATIBLE WITH EU LEGISLATION IN THAT FIELD.

A FULLY DEDICATED & GDP-CERTIFIED PHARMA GATEWAY

- **MOST MODERN AIRCRAFT TECHNOLOGY: B 747-8F**
 - ABLE TO MAINTAIN DIFFERENT TEMPERATURE RANGES AT THE SAME TIME
 - +2°C TO + 8°C
 - +15°C TO + 25°C
 - PREQUALIFIED TRACKING SENSORS ARE ALLOWED ON BOARD
- **A DEDICATED PHARMA CENTRE AT THE AIRPORT**
 - 3.000 M2 WITH TWO DISTINCT STORAGE ZONES:
 - 1.600 m2 AMBIENT (+15°c to +25°c)
 - 818 m2 COLD (+2°c to +8°c)
 - TEMPERATURE CONTROLLED BUILD-UP AREAS (+2°c to +25°c)
 - 6 DEDICATED AND TEMPERATURE CONTROLLED TRUCK DOCKS
 - HOTSPOT SYSTEM FOR TEMPERATURE MONITORING
 - 35 COOL CELLS
- **DEDICATED LSPs OFFERING SECURED E2E SC SOLUTIONS**
 - TRACK & TRACING SOLUTIONS
 - EFFICIENT AND ADAPTED ROAD FEEDER SERVICES
- **ALL ACTORS INVOLVED ARE GDP CERTIFIED, QUALIFIED or COMPLIANT**



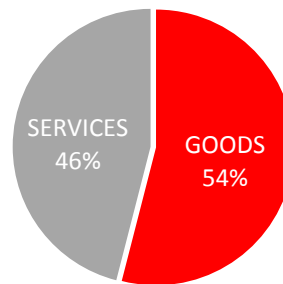
AN EFFICIENT CROSS-BORDER E-COMMERCE LOGISTICS DISTRIBUTION HUB

B2C - MARKET SIZE & OVERVIEW - EUROPE

B2C E-COMMERCE SALES OF GOODS AND SERVICES IN 2013

EUROPE
€ 363,1 bn (+16,3%)

UE-28
€ 317,9 bn (+14,7%)



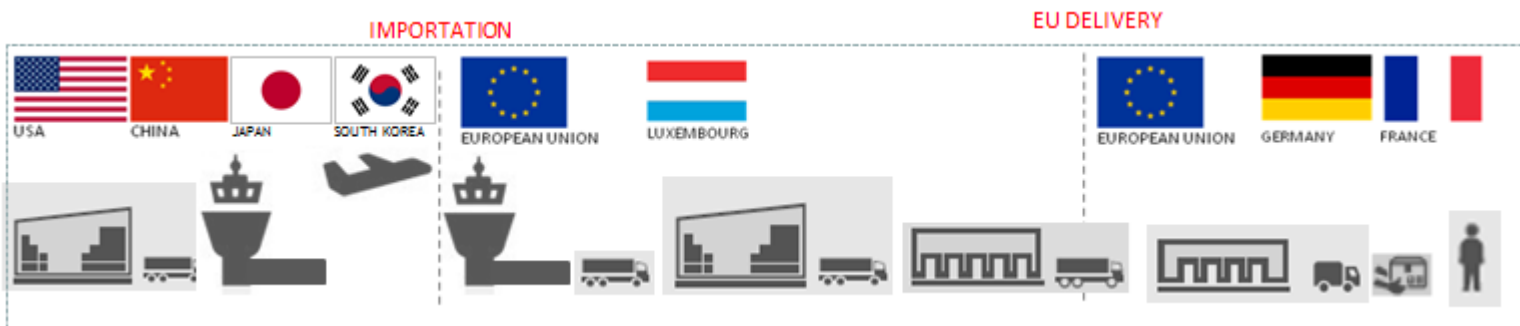
TOP 3 E-COMMERCE COUNTRIES IN THE EU

2013 turnover in billions of euros

	UK	€ 107,157
	GERMANY	€ 63,400
	FRANCE	€ 51,100

ACCOUNT FOR 61 % OF
TOTAL E-COMMERCE
SALES IN EUROPE

INTERNATIONAL E-COMMERCE CROSS-BORDER SALES ARE EXPECTED TO GROW IN THE FUTURE



PROACTIVE GOVERNMENT POLICIES

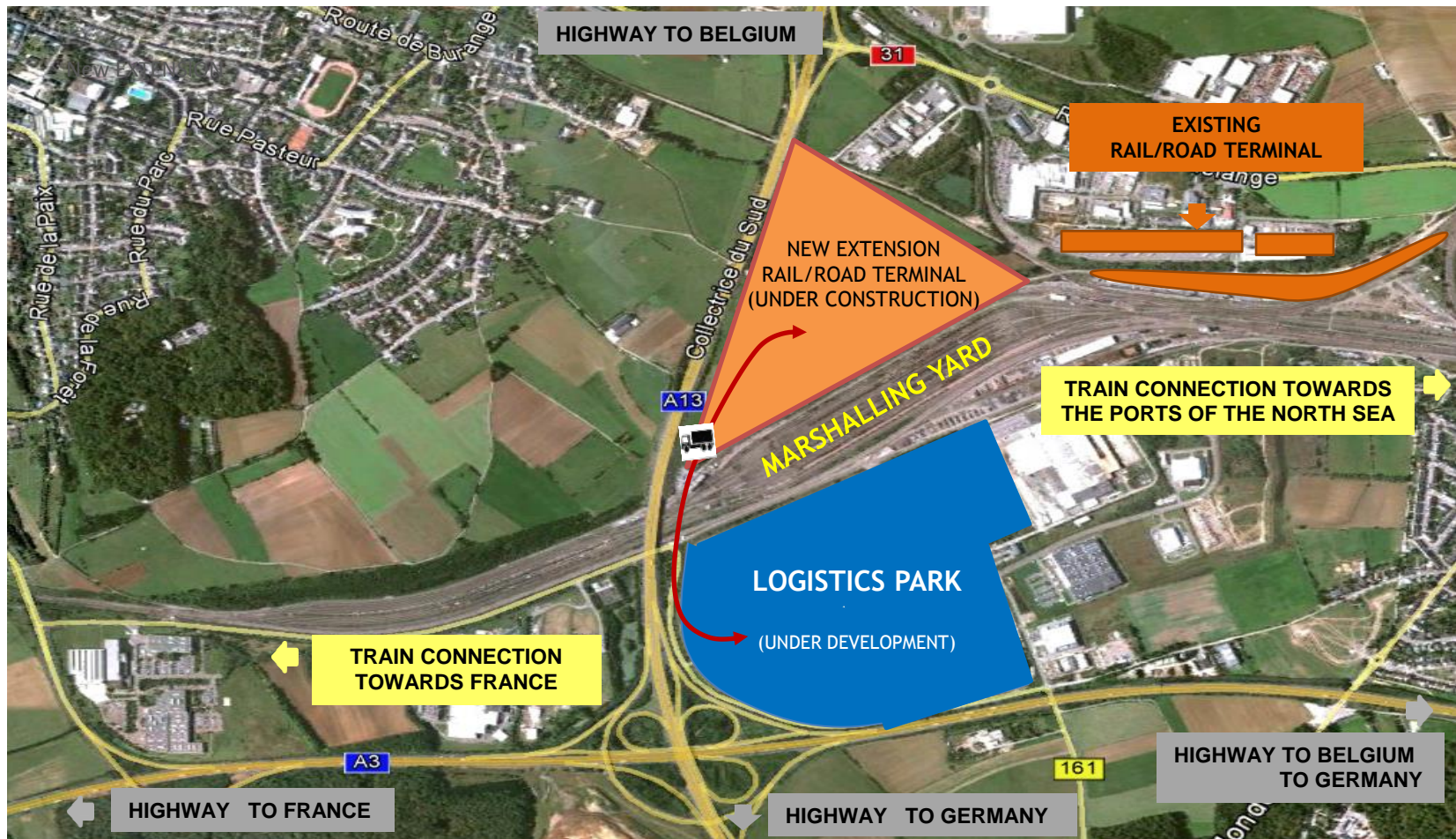
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EUROHUB SOUTH - A NEW MULTIMODAL LOGISTICS PARK



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A NEW EXTENSION OF THE RAIL/ROAD TERMINAL



CONTAINER TERMINAL

TWO 700 M RAIL TRACKS
CAPACITY: 300.000 CONTAINERS/YEAR

RAIL MOTORWAY

TWO 700 M PLATFORMS
CAPACITY: 300.000 SEMI TRAILERS/YEAR

A LOGISTICS PARK WITH VARIOUS REAL ESTATES SOLUTIONS



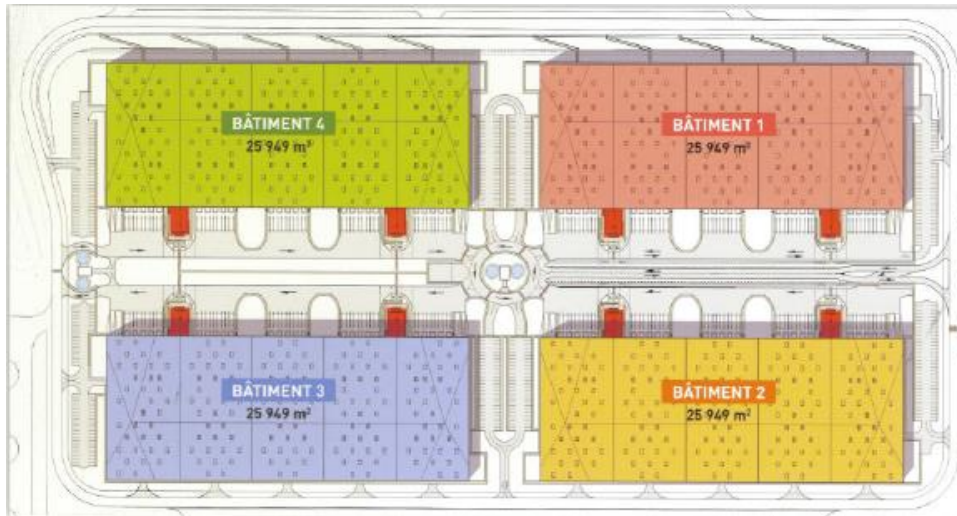
FACTS & FIGURES

- 52 HECTARES
- CONNECTED TO THE EU PORTS
- RAIL/ROAD INTERFACE
- HIGHWAY CONNECTION
- RAIL MOTORWAY CONNECTION

FUTURE DEVELOPMENT

- ❶ CFL MULTIMODAL
- ❷ S.O.L.E.I.L (JV SOGARIS/LUX GOV.)
- ❸ TRANSALLIANCE EUROPE

AVAILABLE WAREHOUSE FACILITIES TO RENT



TECHNICAL DESCRIPTION

SURFACE AREA FOR EACH BUILDING

- TOTAL SURFACE AREA: 26.512 SQM
- LOGISTICS SURFACE AREA: 25.948 SQM
- OFFICE SURFACE: 558 SQM
- 5 CELLS
- LENGTH: 260 M
- WIDTH: 100 M
- HEIGHT: 10 M

EQUIPMENT IN EACH BUILDING

- MOTORISED DOCK DOORS
- SECTIONAL DOORS WITH ACCESS RAMPS
- ESFR SPRINKLERS, FIRE DETECTION AND FIRE PROTECTION SYSTEMS
- FLOOR LOAD: 5T/SQM
- LOADING BAYS FOR FORK-LIFT TRUCKS
- REVERSIBLE AIR-CONDITIONING SYSTEMS IN OFFICE
- SITES RESERVED FOR WASTE COMPACTORS
- PARKING SPACES FOR HGVS AND CARS

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WE CAN ASSIST

- INFORMATION ON COST INCLUDING WAGES AND TAXES, ENTRY AND IMMIGRATION, HUMAN RESOURCES AND OTHER RELEVANT FRAMEWORK REGULATIONS IN LUXEMBOURG
- ADVICE ON FINANCING AND INCENTIVE OPPORTUNITIES
- ACCESS TO KEY LOGISTICS NETWORK CONTACTS
- PRACTICAL HELP INCLUDING VISITS TO LOGISTICS PARKS
- ORGANIZE FACT-FINDING TRIP TO LUXEMBOURG TO MEET WITH POTENTIAL PARTNERS

The background of the slide is a stylized world map in shades of blue and white, overlaid on a blue fabric-like texture that appears to be waving or flowing.

FOR MORE INFORMATION

DANIEL LIEBERMANN

DIRECTOR, DIRECTORATE LOGISTICS
MINISTRY OF THE ECONOMY, LUXEMBOURG

EMAIL: DANIEL.LIEBERMANN@ECO.ETAT.LU