

Logistics Business Forum

April 17th, 2012

Luxembourg : when location matters



**Global logistics.
Tailor-made solutions.**



www.clusterforlogistics.lu



www.cluster-maritime.lu



Luxembourg, when location matters

Ideally located in the heart of Europe and less than 300 kilometres from three world-leading ports, the Grand Duchy of Luxembourg offers privileged access to an over-average wealthy market of 450 millions over-average wealthy consumers.

Thanks to the international airport, the Eurohub South dry port and the inland Port of Mertert, Luxembourg has the required infrastructure to play a leading role in multimodal freight transportation, as hinterland port and as distribution centre.

Moreover, three main freight corridors intersect in Luxembourg:

Spain - Rhone Valley - **Luxembourg** - Germany - Scandinavia
Rotterdam - Antwerp - Zeebrugge - **Luxembourg** - Switzerland - Italy
Austria - Germany - **Luxembourg** - Belgium - Great Britain

Thanks to the strong political will to diversify the economy, the Government strategy focused on logistics and the overall favourable business climate, Luxembourg is on its way to become a prime location for high added value logistics and shipping activities.

In the meanwhile, a broad range of companies have already established offices in Luxembourg and have developed the Grand Duchy into a major European logistics hub.



10 good reasons to operate from Luxembourg

- 80% of the European Union GDP can be serviced from Luxembourg in one day
- Competitive airfreight cargo centre
- State-of-the-art multimodal hub
- Highly skilled, multilingual workforce
- No VAT pre-financing requirement
- An exceptional business friendly environment
- Social and political stability
- Strong support of the Government
- World-class logistic players and manufacturer
- Well-connected sectors through dedicated clusters

Logistics Business Forum 2012

Venue :

Chamber of Commerce de Luxembourg,
7 rue Alcide de Gasperi
L-1615, Luxembourg

Date :

17th April 2012

In a context of greater economic volatility it is important to stay even more responsive to the requests of the customers. The success of a logistics concept or a logistics operator depends on qualitative and competitive services offered to customers. The final decisive factor is to provide good service.

The new Logistics Business Forum is fully part of this customer-oriented approach and stresses the importance of the logistics sector in the development of the Luxembourg economy.

To testify this approach, the Board of the Cluster for Logistics has decided to spotlight the Business component and to host the event in the Chamber of Commerce. The new forum is a real place of exchanges between operators and shippers.

The focus is on interactions between shippers and operators at conferences on three major topics:

- The study «Futur4Logistics in Luxembourg», driven by the Cluster for Logistics
- The «voice of the customer», presentation of the views on the evolution of the sector by 2020 by European Supply Chain decision maker
- The development of infrastructure in Europe presented by a representative of the E.C.

A major emphasis is placed on conviviality and networking. Throughout the day, stands are planned for the sponsors of the event to encourage meetings among the attendees of the event.

The list of participants is communicated to the members to enable them to set up individual appointments.



Programme

9.45	Registration	12.30	Walking lunch
10.00	<u>Conference: Futur4Logistics</u> <ul style="list-style-type: none">• Presentation of the intermediate options Speaker : Alain Krecké (Cluster for Logistics)	14.00	<u>New logistics offer in Luxembourg :</u> Free Port Luxembourg Speaker : David Arendt (Natural Le Coultre)
10.45	Coffee break	14.15	<u>Conference with international supply-chain managers and shippers :</u> Logistics strategies dealing with short economic cycles. Speakers : Jacques Koch (Arcelormittal) Eberhard Louis (Goodyear) Dennis Heijnen (European Shippers Council)
11.15	<u>Conference: Improvements of the global frameworks for logistics in Luxembourg</u> <ul style="list-style-type: none">• Luxembourg logistic operators Speaker: David Evaristo (Tudor) - Land logistics trends Freddy Bracke (CLdN) - Maritime trends Henrik Ambak (Cargolux) - Airfreight trends• Authorized Economic Operator Speaker: Romain Lanners (Fedil)• Infrastructure structures in Luxembourg: Eurohub Sud Speaker: Charles Gosselin (BIL)• Training and education for logistics employees Speaker: Gérard Eischen (LSC)• Innovation in logistics Speaker: Ian Cresswell (Luxinnovation)	15.15	<u>Speech of Mr Etienne Schneider, Minister for Economy and Foreign Trade.</u>
		15.45	<u>Presentation of the European infrastructure project by a representative of the European Commission</u> Presentation of the Ten-T corridors Speaker: Helmut Morsi (TEN T Agency)
		16.30	<u>Speech of Mr Claude Wiseler, Minister for Sustainable Development and Infrastructure.</u>
		17.00	Closing cocktail



The Cluster for Logistics, Luxembourg and the Luxembourg Maritime Cluster : two clusters and a common commitment to develop the logistic and maritime sectors

The clusters bring together the prime logistics and maritime operators of Luxembourg. The Clusters are committed to protect and defend the interests of the logistic and maritime sectors so as to generate economic growth.

Join the clusters and share your global perspectives, yours ideas and your needs with the clusters in order to promote Luxembourg as a major European logistics and service hub.

Typical actions of the Clusters in a nutshell

- Representing and defending members' interests
- Networking at national and European level
- Organizing b2b meetings, participating in international conferences and fairs
- Sharing knowledge among the members
- Increasing the brand awareness out of Luxembourg

In 2010, Luxembourg ranks fifth worldwide in the World Bank's Logistics Performance Index. The Clusters clearly want to maintain and even improve this position in order to attract new businesses to Luxembourg. Nowadays, lagging behind the market and the competitors is not an affordable option. Luxembourg's competitors also take action for the future through mostly huge investments.

In 2011, both clusters decide to build a joint-venture with a common programme among their respective road maps.

Today, the Luxembourg logistic and maritime sector employs more than 16'000 people and represents nearly 4 % of the GNP. This important position in the local economy must be consolidated and developed with regards to the promising benefits.

In order to better anticipate the future needs of the logistic and maritime actors in Luxembourg, the Cluster for Logistics launched under the name Futur4Log a prospective study. The main targets are to identify the actions to be undertaken to improve competitiveness of the logistic services, identify the future markets and services and create a common marketing policy to keep Luxembourg's sector as much ahead of its rivals as possible.



Luxembourg Maritime Cluster at a glance

Since June 2008 Luxembourg's maritime industries have set up an advocacy group and brought to the fore Luxembourg's Maritime Cluster. It functions as an open platform with privileged access to Administrations, Government and Institutions, both nationally and abroad. It also works closely within the European Network of Maritime Clusters (ENMC) whose Presidency and General-Secretary have been overtaken by Luxembourg in 2011.

Forty firms and organizations already take part in the project. Their range of services include seaborne transportation, dredging, yachting and ship management, consulting, audit, legal, insurance, classification, rail and waterborne transportation, finance and last but not least, counter-piracy operations. Since 1991 Luxembourg has operated a fleet of high-sea vessels displaying Luxembourg's Red Lion flag whose quality and reputability have been recognized by major international independent organizations and institutions.

Cluster for Logistics, Luxembourg at a glance

The Cluster for Logistics has been created in 2009 and bring together representatives from logistic companies, shippers, public research centres and institutions. They pursue the aim to strengthen Luxembourg's position as a major European logistics hub – especially for high added value services. The Cluster for Logistics is member of the European Logistics Association along with twenty other national logistic associations from all quarters of Europe.

The Cluster for Logistics' actions are focusing on the improvement of a competitive tool by providing decision makers with advice and accurate information in order to secure a positive global framework. At the same time, the cluster backs up the actions of its members to expand the level of current services by new innovating services, with a special focus on niche markets with very high quality standards and added value services.



Luxembourg Maritime Cluster

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