



Cluster for Logistics Luxembourg

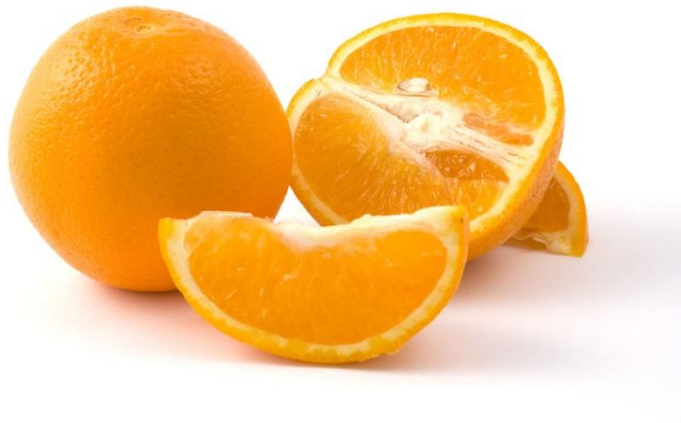
a.s.b.l.

ADDING VALUE IS THE KEY

Gateway to Europe
June 10th Barcelona

In the Past

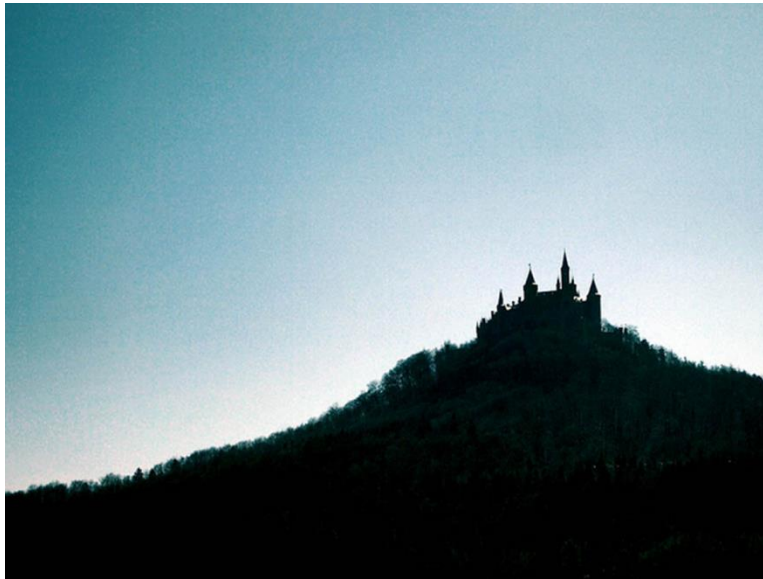
Spain



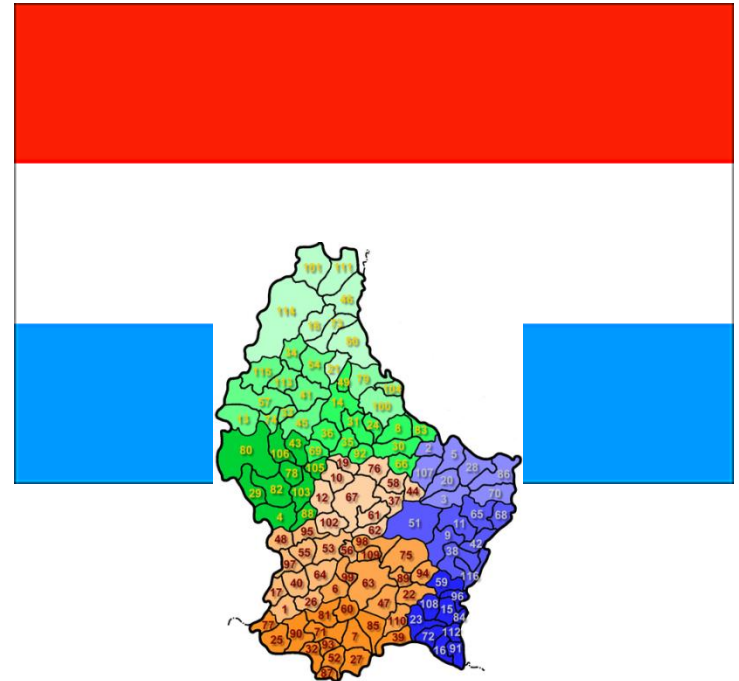
Fruits & vegetables?



In the Past



Luxembourg



Fortress of the North? > 3

Logistic hub Luxembourg
can play an important
role to support the
development of the
region of Catalonia
and
vice-versa



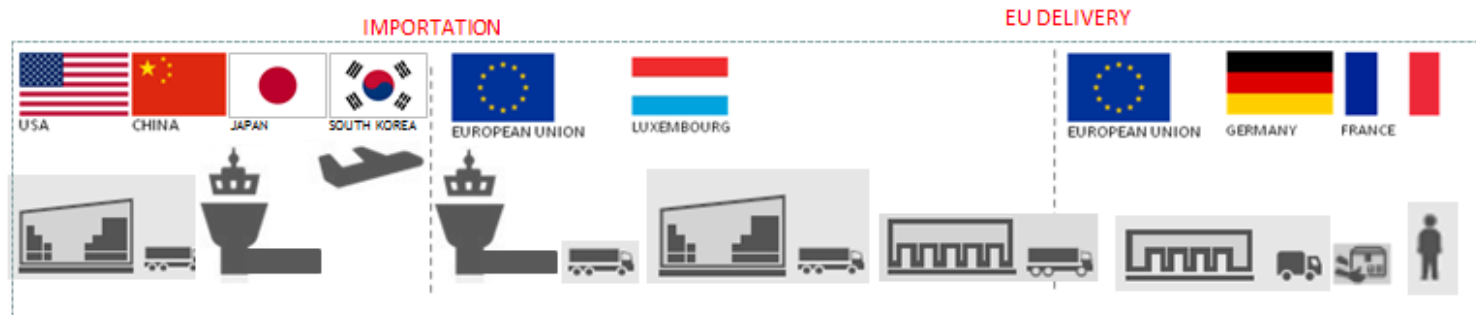
- 1. IMPROVE THE REGULATORY AND ADMINISTRATIVE FRAMEWORK**
- 2. DEVELOP TAILOR-MADE INDUSTRY SPECIFIC SOLUTIONS**
- 3. EUROHUB SOUTH – A NEW MULTIMODAL LOGISTICS PLATFORM**
- 4. ASSIST IN SETTING UP YOUR EUROPEAN DISTRIBUTION**

Proactive Government
supported strategy

E-COMMERCE A TREND TO CONSIDER

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

3 COUNTRIES D,F,UK ACCOUNT FOR 61 % OF TOTAL E-COMMERCE SALES IN EUROPE



EFFICIENT CROSS-BORDER E-COMMERCE LOGISTICS

DISTRIBUTION HUBS

TAILOR-MADE SOLUTIONS FOR YOUR EUROPEAN DISTRIBUTION

Barcelona/Catalonia

- » Port
 - > 9th container port
- » Rail network
 - > Mediterranean corridor
- » Highway network
 - > Congested to France
- » Airport

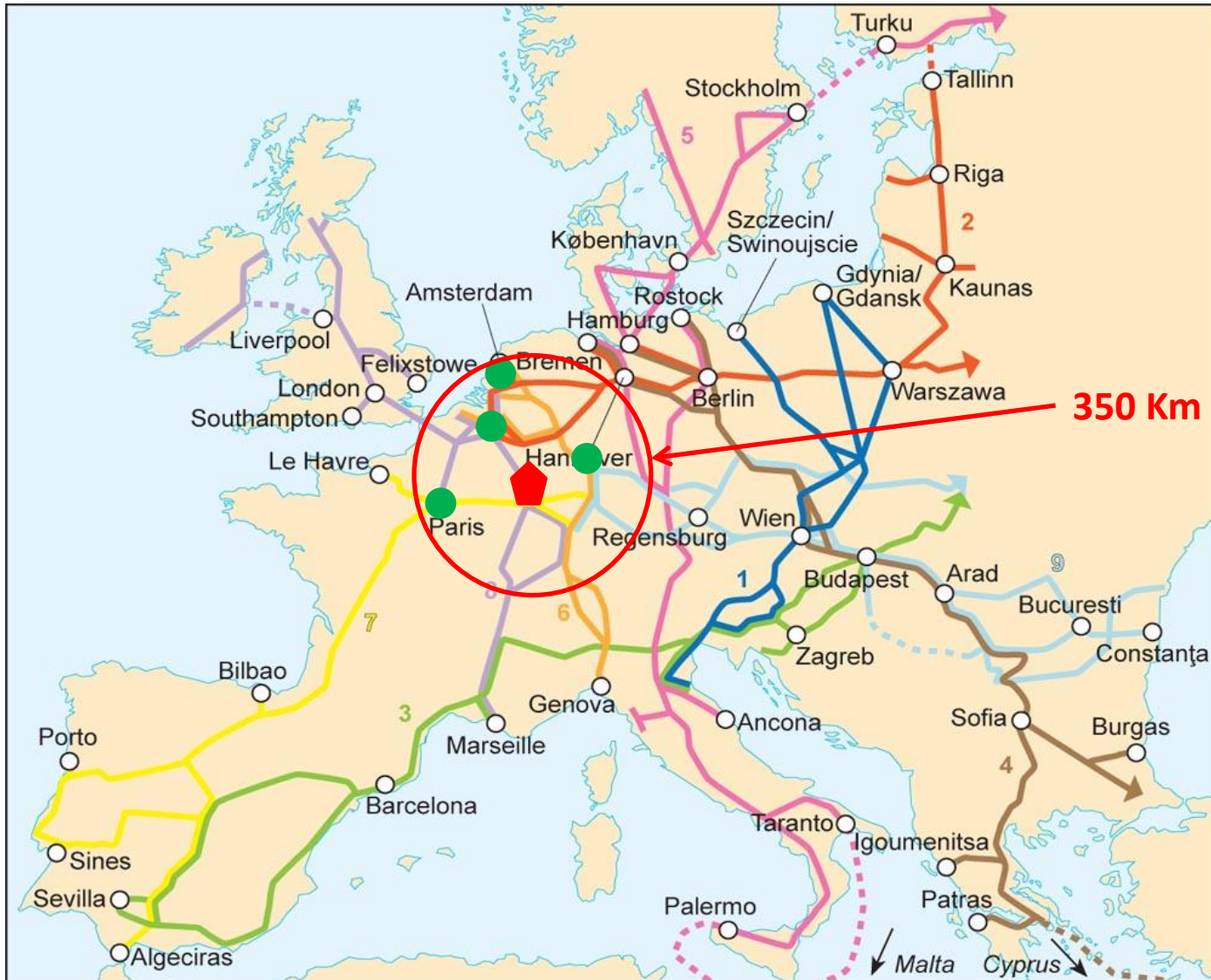
Eurohub Luxembourg

- » Hinterland relief of North seaports
- » Rail
 - > Multimodal platform
 - > TEN-T connection to North-Europe
- » Airport
 - > Uncongested and GDP Pharma compliant
 - > Home of all-freighter Cargolux



Key message

Consolidate freight to Northern-Europe



Key message

Consolidate freight to Northern-Europe

Luxembourg EUROHUB can play an important role to support the region of Catalonia

- » to access 40% of the EU GDP within 500 km of Luxembourg and 450 millions consumers
- » compete with congested North seaports
- » attract global supply chains to Northern Europe
- » Support (re-)industrialisation by offering high performing logistics



Luxembourg EUROHUB

Gateway to Northern-Europe



- » Luxembourg offers an attractive and competitive business environment with sound public finances.
- » Logistics Performance Index 2014 – World Bank: position 8
- » IMD World Competitiveness Yearbook CY2015

6th most performant economy globally (3rd 2013)
1st most performant European country

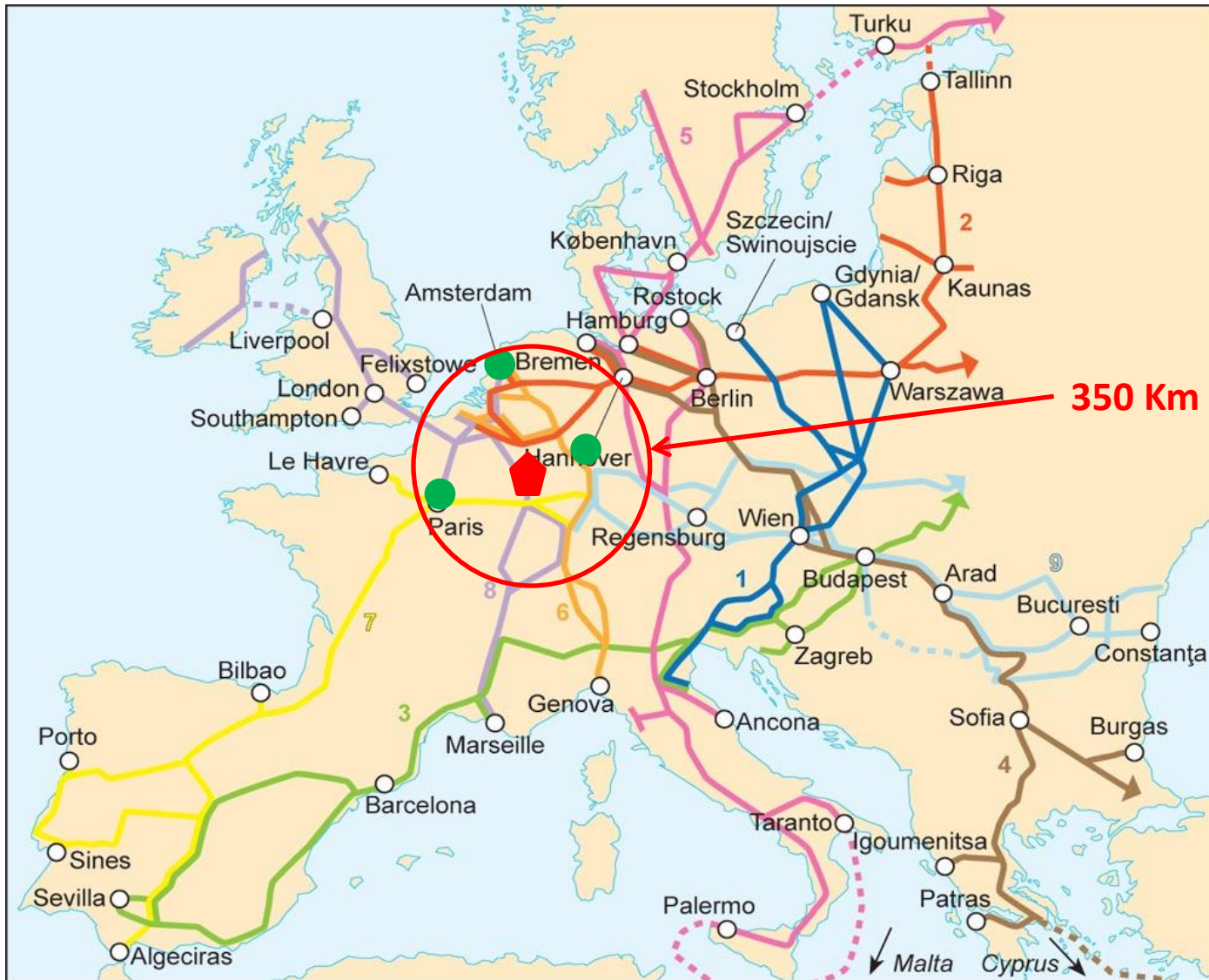


European Freight Corridors



European Freight Corridors

Main Freight Airports



European Freight Corridors

Main Sea Ports



European Freight Corridors

Main Rail Corridors



Logistics infrastructures



Logistics Infrastructures



River Port : MERTERT

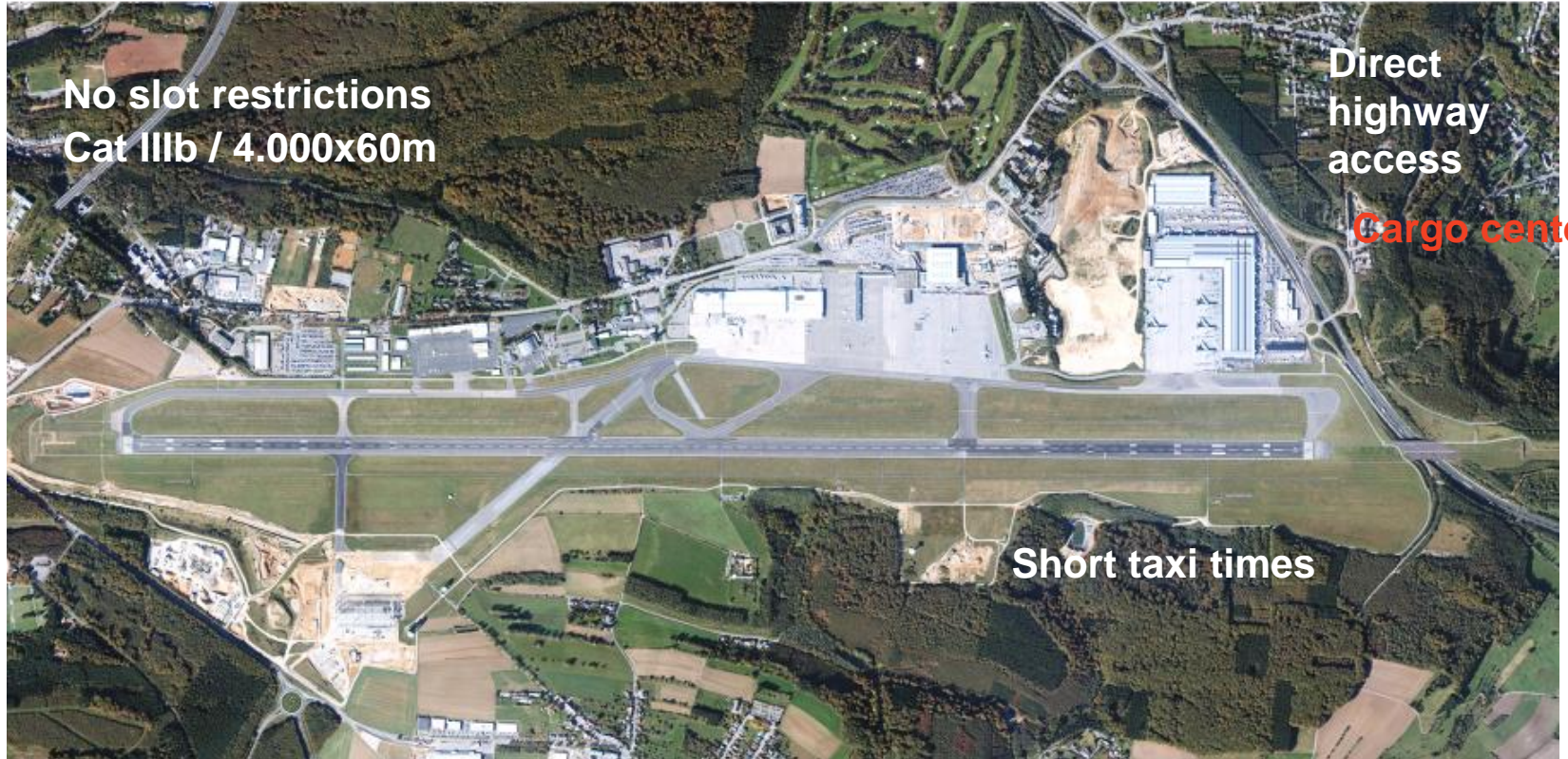


Logistics Infrastructures

Aircargocenter FINDEL



Aircargocenter FINDEL



A national airport strategy



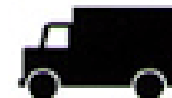
**GDP
Compliant
and
certified**

Aircargocenter FINDEL

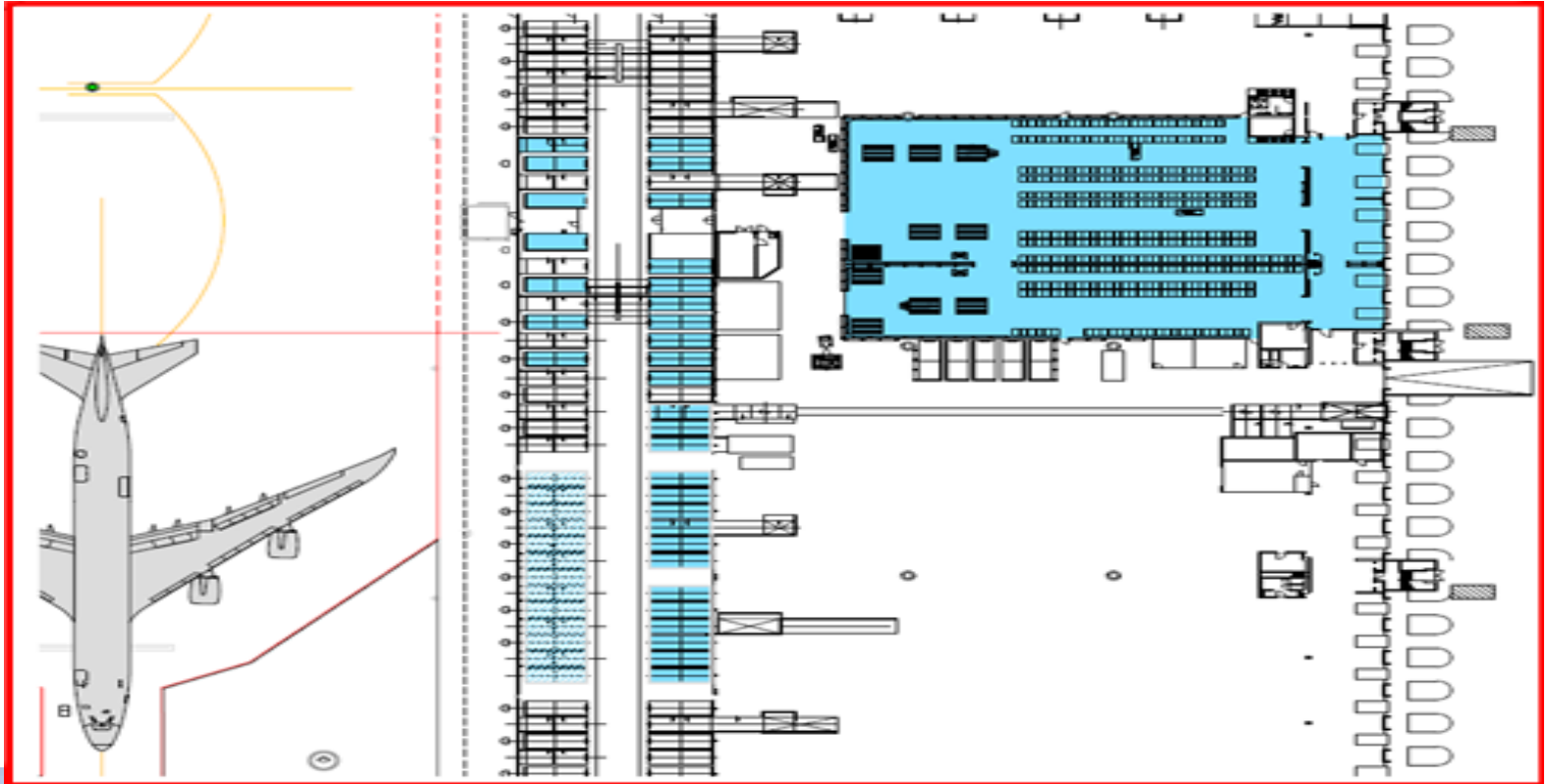
- Develop Findel particularly in niche activities; perishables, pharmaceuticals, hazardous goods, valuable goods, live animals, oversized cargo.

Aircargocenter FINDEL

- Modern dedicated infrastructures of an annual capacity of 1.000.000 tons
- On-site forwarder logistics centre: 58.000 m²
- **Secure, fast and efficient ground handling, unloading and loading of a Boeing 747/8F in 2 hours**
- **Thru ULD's to RFS: ATA + 120 min**
- 8 dedicated wide body aircraft positions (extension 12)
- 113 truck docks
- Customs clearance 24 x 7
- TAPA member



New Healthcare & Pharmaceuticals Center



Pharma Gateway to and from Europe

New Healthcare & Pharmaceuticals Center

All handling is temperature controlled, aircraft handling ramp is adjacent to the storage facility

- » Fully GDP compliant
- » Storage capacity 2°C to 8°C: 350 skids (Euro pallets)
- » Storage capacity 15°C to 25°C: 1.270 skids (Euro pallets)
- » Storage capacity 2°C to 25°C: 70 x 10ft ULD
- » Temperature controlled build-up areas (2°C to 25°C)
- » Six dedicated and temperature controlled truck docks



Global Cargo network



CARGO NETWORK



A national rail-road strategy



Rail-Road Hub Bettembourg

- Develop the rail-road terminal of Bettembourg/Dudelange inside a pan-European network in cooperation with European seaports and rail-road terminals .
- Launching of European new rail-road lines.

Logistics Infrastructures

New Logistics Park



- ① 30.000 m2 CFLmm
- ② 15.000 m2 Transalliance
- ③ 4 x 26.000 m2 for new operators

Completed 2015



Logistics park 2015

Position

- Rail connection with the ports of the North Sea
- direct access to motorways towards FR, DE ,BE
- Interface with rail motorway

Services

- 150.000 m2 warehousing
- International Forwarders centre
- Integrated container and rail-road terminal
- Simplified goods clearance
- No pre-financing of import VAT

LEAN and GREEN



**Aggressive goal L&G
-20% CO2 in 5 years**



Challenge: Develop strategies to combine environmental policy and economical interests by saving energy

Why Logistics in Luxembourg:

- **Political, fiscal and social stability**
- **Close contact to decision makers**
- **State-of-the-art infrastructures in a strategic location in Europe**
- **Multilingual & skilled workforce**
- **High expertise and innovative solutions**

Summary

- » **Consolidate freight to Northern-Europe**
- » **Logistic hub Luxembourg can play an important role to support the region of Catalonia to outperform their competition**
- » **and vice-versa**

With the special support of our EFFECTIVE members



- Some Logistics members of the Cluster for Logistics



- Industry Members of the Cluster for Logistics



Service providing members of the Cluster for Logistics

