



LOGISTICS HUB LUXEMBOURG

TAILOR-MADE SOLUTIONS FOR YOUR EUROPEAN DISTRIBUTION



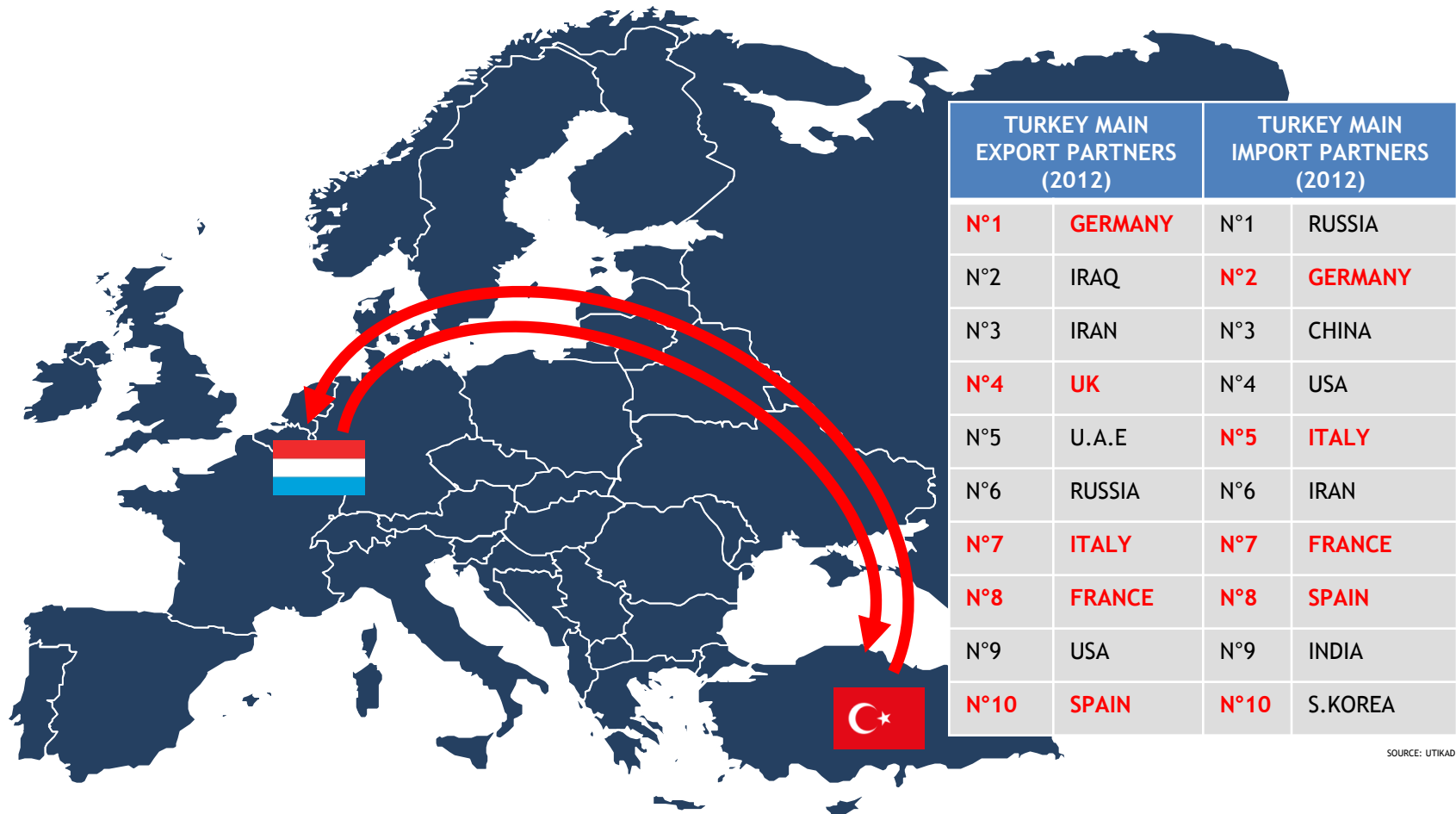
DANIEL LIEBERMANN, DIRECTOR, DIRECTORATE LOGISTICS, MINISTRY OF THE ECONOMY, LUXEMBOURG

LOGISTICS: A KEY SECTOR OF THE ECONOMIC DEVELOPMENT POLICY



LOGISTICS HUB LUXEMBOURG

AN IDEAL GATEWAY TO & FROM EUROPE



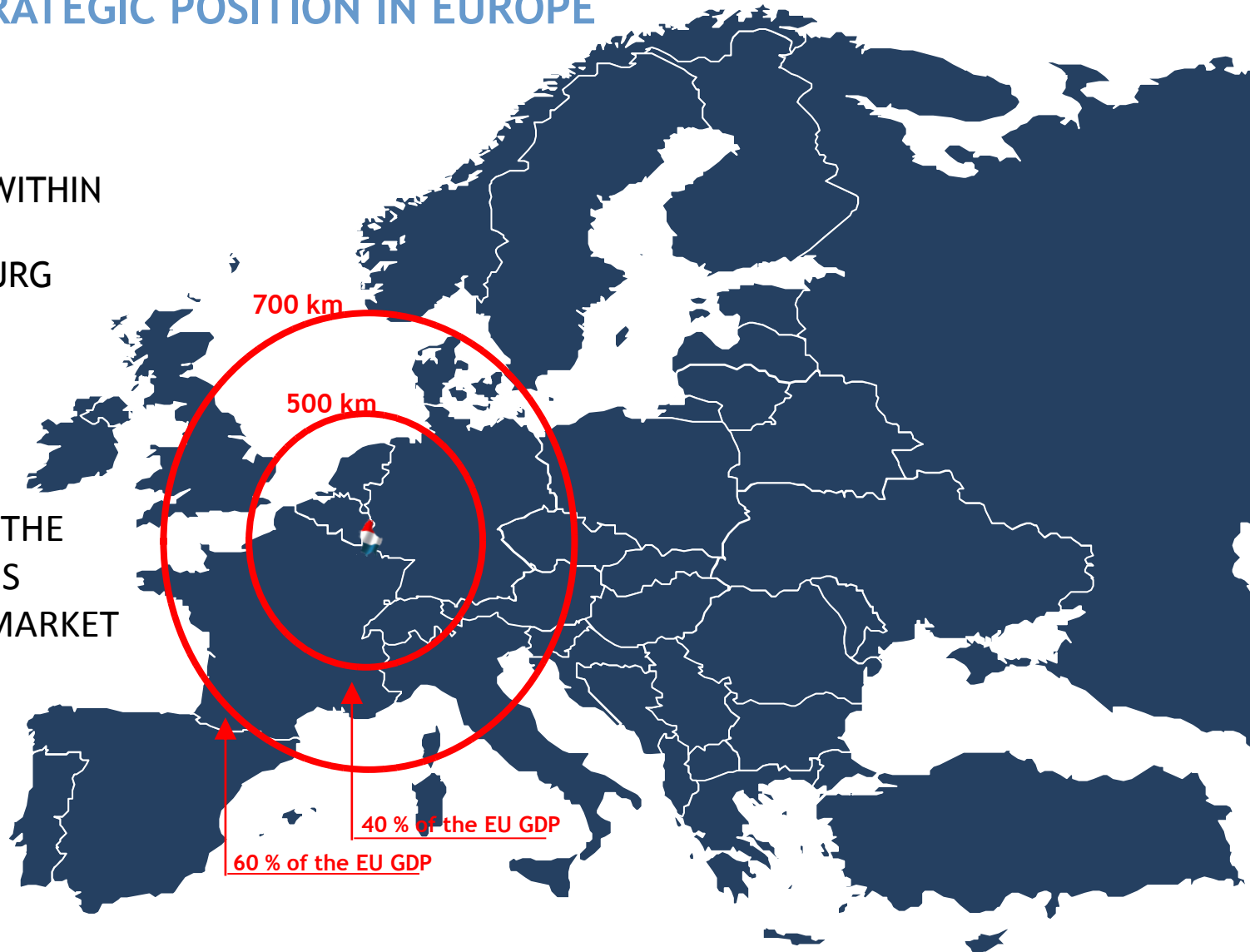
LOGISTICS HUB LUXEMBOURG

A HIGHLY STRATEGIC POSITION IN EUROPE

60% OF EU GDP WITHIN
700 KM
OF LUXEMBOURG



A GATEWAY TO THE
500 MILLIONS
EU CONSUMER MARKET



A LEADING FREIGHT AIRPORT IN EUROPE

- PRESENCE OF LEADING AIR CARRIERS



- OFFERS DIRECT FLIGHTS FROM & TO ALL CONTINENTS

- FAST, SECURE and EFFICIENT

- HANDLING CAPACITY OF 1,2 MIO TONNES/YEAR
- UNCONGESTED
- QUICK TURNAROUND TIME
- SHORT AIRCRAFT/TRUCK DISTANCE
- TAPA CERTIFIED

- EXPERTISE IN SPECIAL CARGO



2 CARGO FLIGHTS PER WEEK
BETWEEN LUXEMBOURG AND
ISTANBUL (Sabiha Gokcen)

LOGISTICS HUB LUXEMBOURG

AN EXTENDED GATEWAY FOR MAIN EUROPEAN PORTS

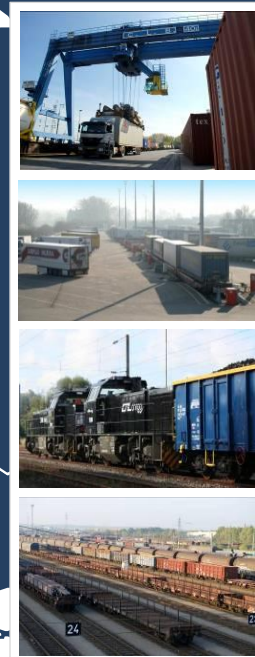
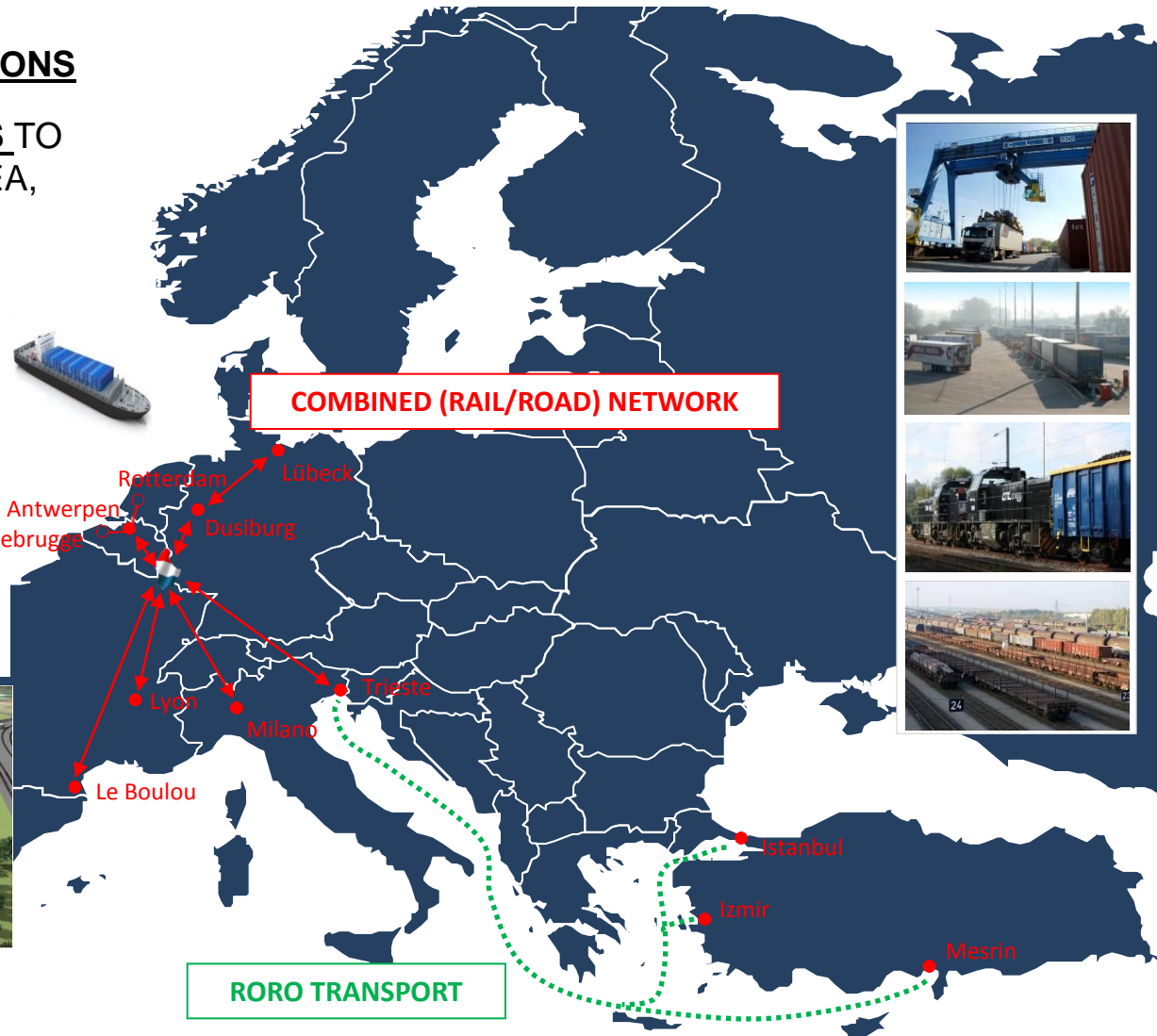
- SCHEDULED **ROAD CONNECTIONS**
- RELIABLE **RAIL CONNECTIONS** TO THE PORTS OF THE NORTH SEA, THE BALTIC SEA, AND THE MEDITERRANEAN SEA

➤ **WITH MULTIMODAL SERVICES**

- WELL EQUIPPED CONTAINER TERMINAL
- RAIL MOTORWAY PLATFORM
- COMBINED TERMINAL (ROAD+RAIL)

➤ **AND RAIL FREIGHT SERVICES**

- MARSHALLING YARD
- LONG HAUL TRANSEUROPEAN SERVICES



COMBINED SHUTTLE TRAIN TURKEY-TRIESTE-LUXEMBOURG

- **PROJECT DESCRIPTION**

EFFICIENT TRANSPORT OF GOODS FROM/TO TURKEY AND EUROPE (LU, FR, DE, BE, NL, UK)

TRANSPORT OF SEMI-TRAILERS

FROM/TO THE TURKISH PORTS OF ISTANBUL, IZMIR and MERSIN > via TRIESTE BY RORO > TO LUXEMBOURG BY A COMBINED SHUTTLE TRAIN

STARTED MID-SEPTEMBER 2012

- **EXPECTED RESULTS**

INCREASE EFFICIENCY OF GOODS TRANSPORTATION

AVOID ROAD CONGESTION

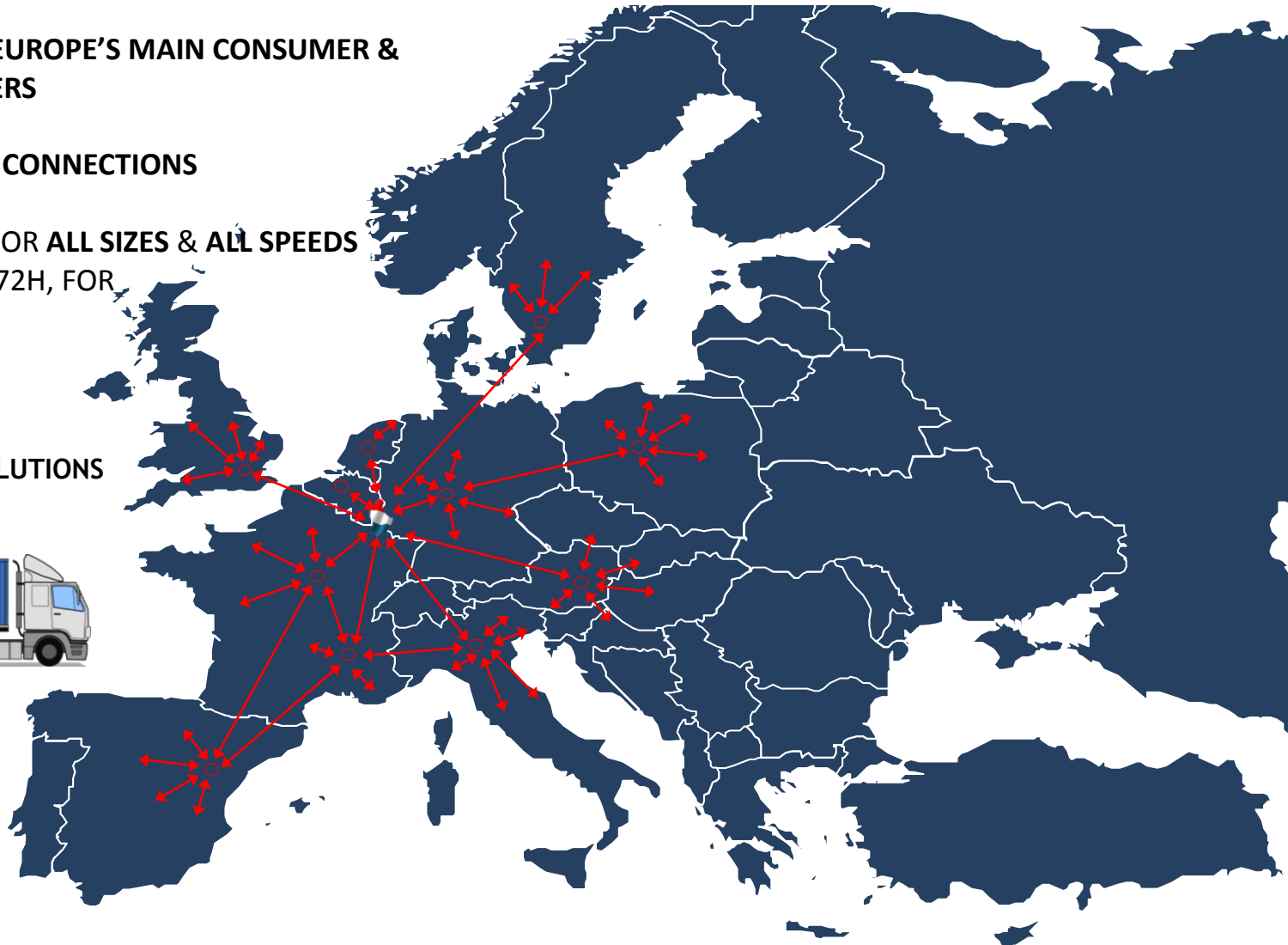
REDUCE CO2 EMISSIONS AS COMPARED TO ROAD TRANSPORT

- **PARTNERS**



IN THE HEART OF AN EFFICIENT ROAD FEEDER NETWORK

- IN PROXIMITY OF EUROPE'S MAIN CONSUMER & INDUSTRIAL CENTERS
- SCHEDULED ROAD CONNECTIONS
- SERVING EUROPE FOR ALL SIZES & ALL SPEEDS WITHIN 24H, 48H, 72H, FOR
 - Full- and Partloads,
 - Groupage
 - Parcel and Express
- TRACK & TRACE SOLUTIONS



○ EASY AND FAST IMPORT/EXPORT PROCEDURES

- COOPERATIVE AND EFFICIENT CUSTOMS ADMINISTRATION
- TOWARDS A PAPERLESS ENVIRONMENT
(e.g. e-customs, IATA e-freight)
- SINGLE WINDOW FOR LOGISTICS
- AUTHORIZED ECONOMIC OPERATOR / FISCAL REPRESENTATION
- RECOGNIZED CERTIFICATION AND HOMOLOGATION AGENCY (SNCH)
(for automotive, electronics components and medical devices)

○ DEDICATED LOGISTICS PARKS

- EUROHUB CENTRE (dedicated to air-freight logistics)
- EUROHUB SOUTH (predominantly rail-freight logistics)

KEY TAX CONSIDERATIONS WHEN IMPORTING GOODS INTO THE EU

IMPORTING GOODS GENERATES

↳ THE PAYMENT OF CUSTOMS DUTIES (if any)

AND

↳ THE PREFINANCING OF VALUE ADDED TAX (indirect tax)



THIS HAS A NEGATIVE IMPACT ON TREASURY/CASHFLOW

LUXEMBOURG OFFERS SOLUTIONS TO AVOID THIS DRAWBACK

↳ THE POSSIBILITY TO STORE THE GOODS IN A BONDED WAREHOUSE UNTIL A SELLING ORDER (WHICH ALLOWS TO POSTPONE THE PAYMENT OF IMPORT DUTIES)

↳ NO VAT PREFINANCING IN LUXEMBOURG (AUTOMATIC AND UNCONDITIONED)

VAT OPTIMIZING SUPPLY CHAIN SOLUTIONS - B2B

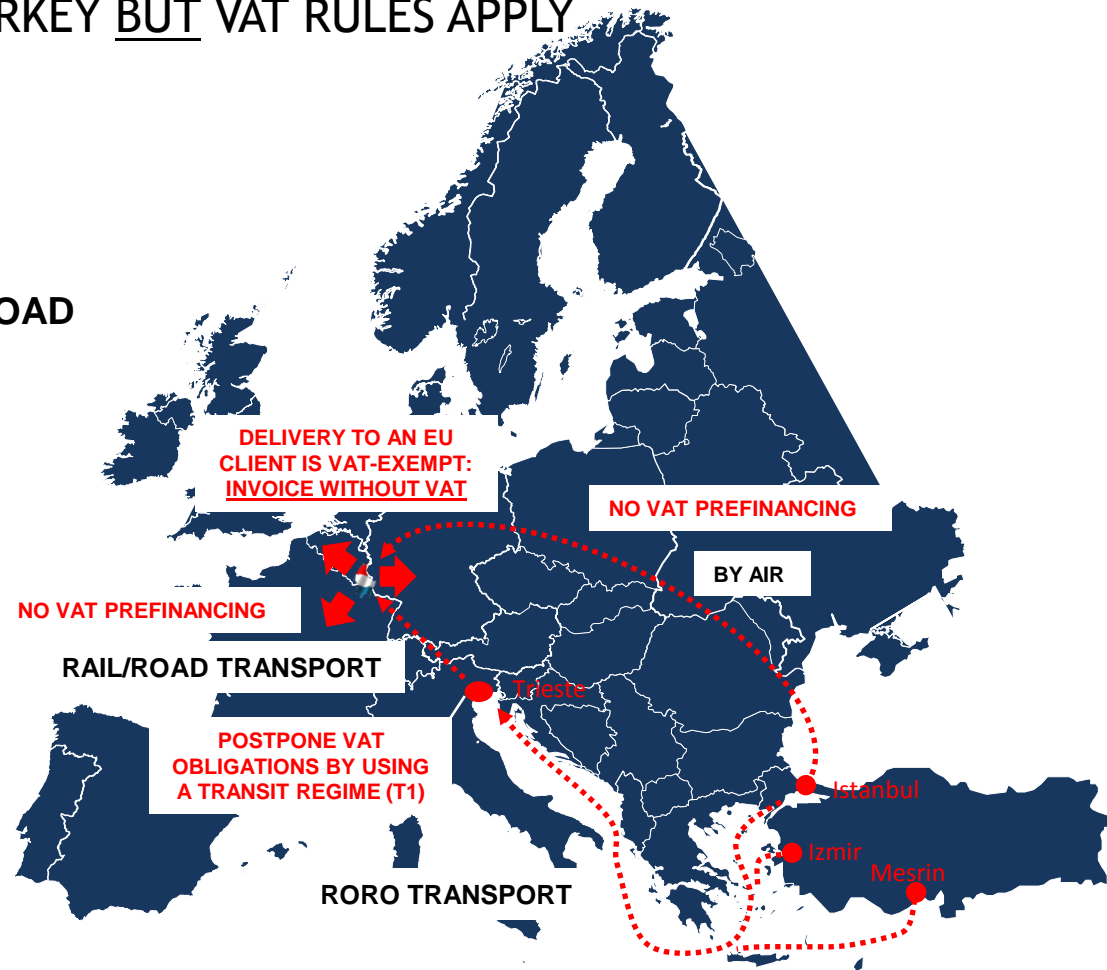
CUSTOM UNION BETWEEN EU-TURKEY BUT VAT RULES APPLY

OPTION 1: IMPORT BY AIR

OPTION 2: IMPORT BY SEA + RAIL/ROAD

**IN LUXEMBOURG YOU DO NOT
NEED TO PREFINANCE VAT**

**IT'S AUTOMATIC AND
UNCONDITIONED**



LOGISTICS HUB LUXEMBOURG

QUALITY SERVICES OFFERED BY KEY PLAYERS

(TO NAME BUT A FEW)



NEW BUSINESS AND MARKET OPPORTUNITIES (1/2)

LUXEMBOURG FREEPORT 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
- ...

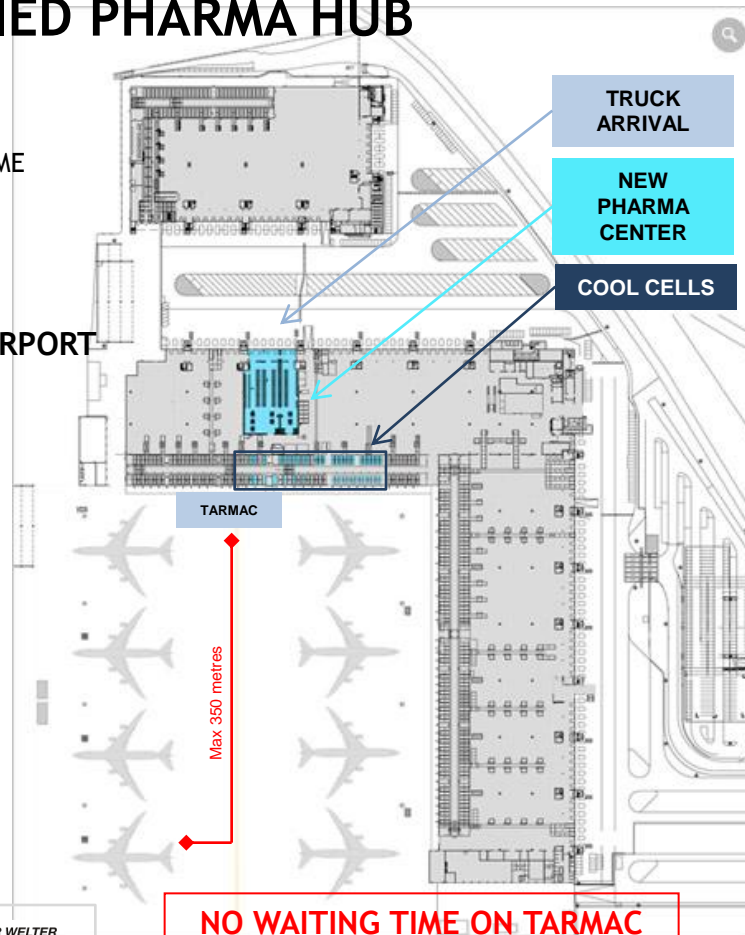


*WHICH IS IN ALL RESPECTS COMPATIBLE WITH EU LEGISLATION IN THAT FIELD.

NEW BUSINESS AND MARKET OPPORTUNITIES (2/2)

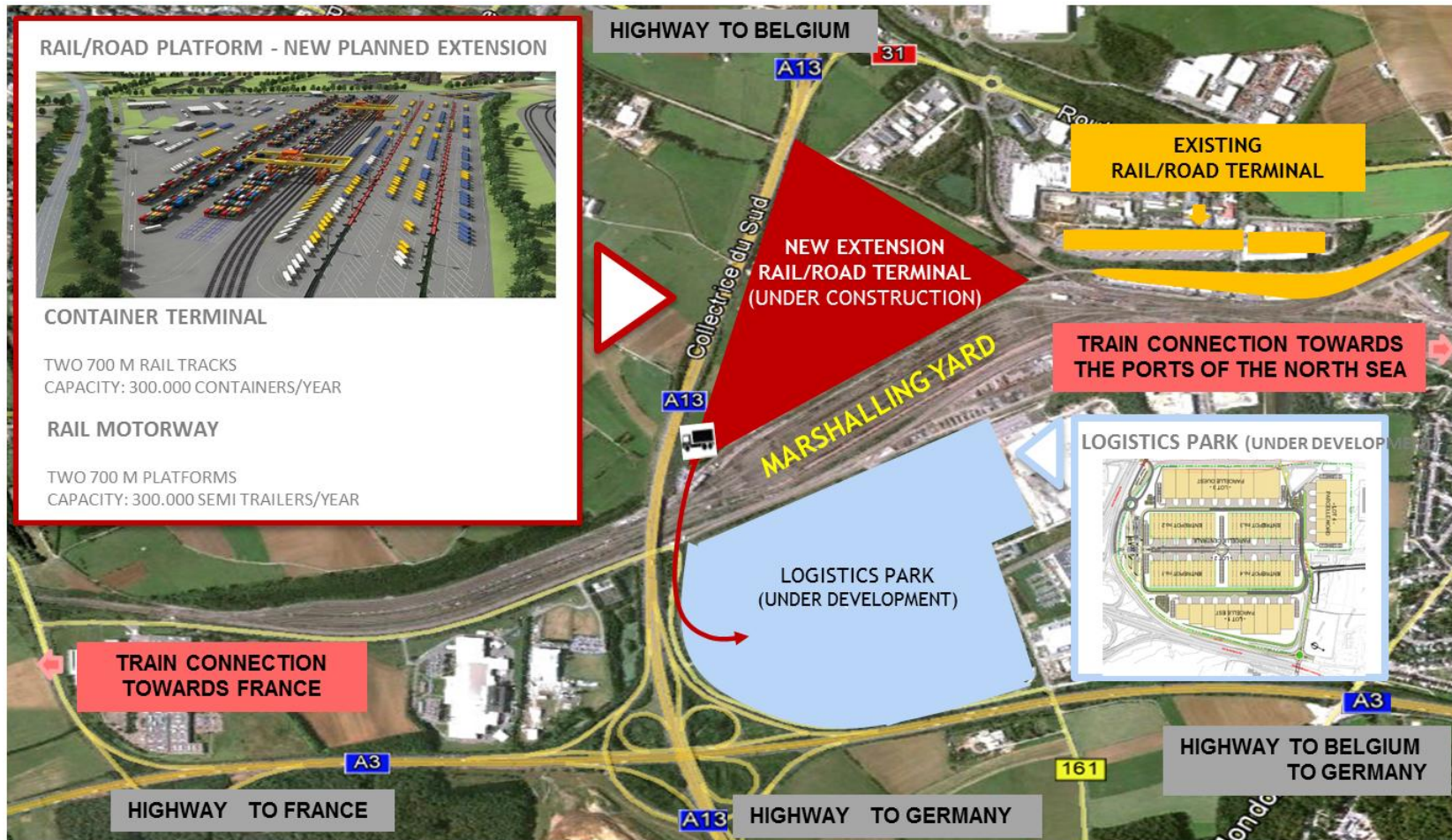
A FULLY DEDICATED & GDP CERTIFIED PHARMA HUB

- **USAGE OF LATEST 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 & HEALTHCARE 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
- **GDP CERTIFIED ACTORS**

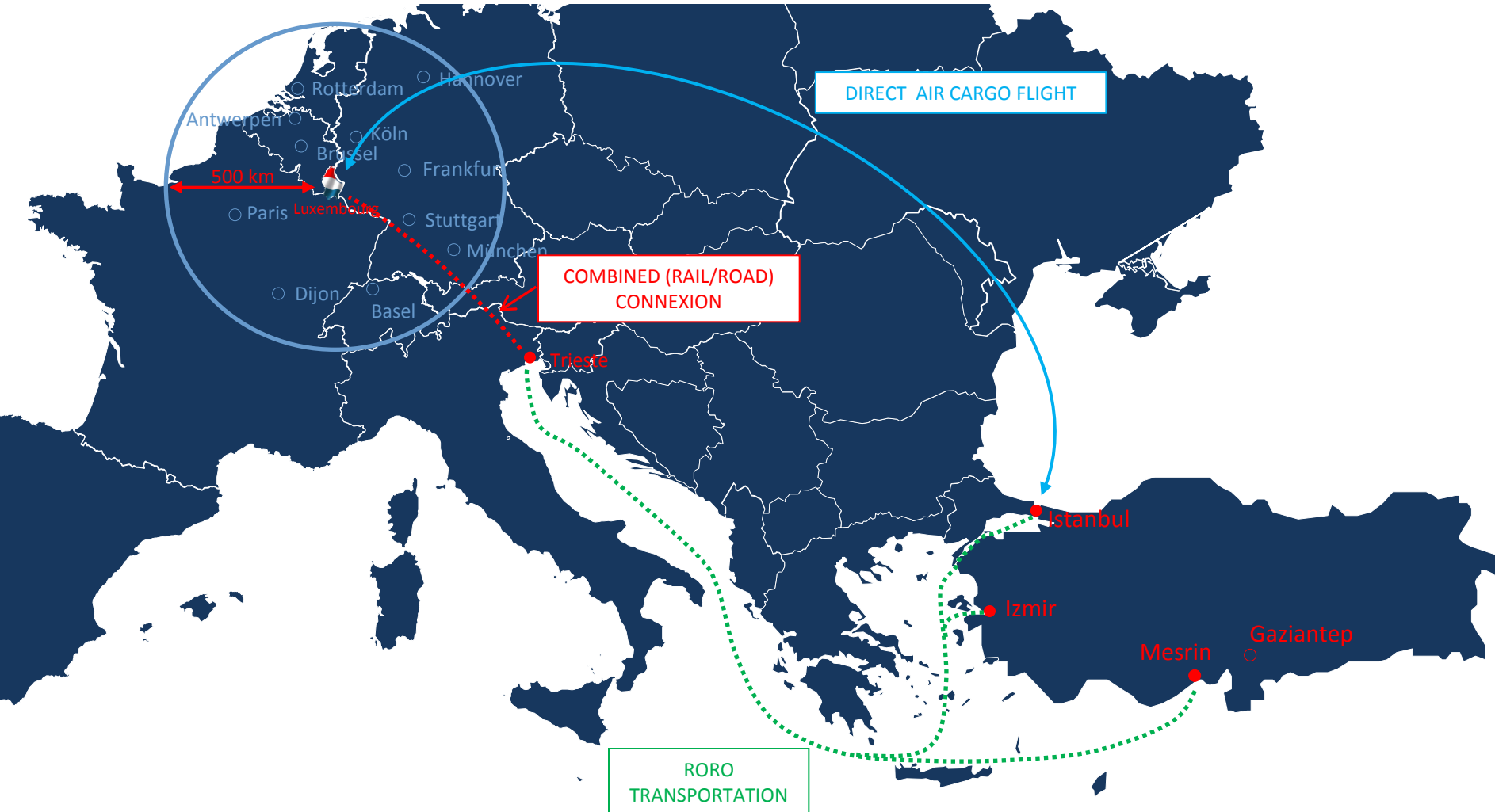


NO WAITING TIME ON TARMAC
MAX 350 m TO THE AIRCRAFT

EUROHUB SOUTH - A MULTIMODAL LOGISTICS SITE



LOGISTICS OPPORTUNITIES BETWEEN TURKEY & LUXEMBOURG





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luxembourg
for business