

Wellcome to Port of Göteborg

”We shall develop and sell port and logistic services enabling our customers to solve their part in the logistic chain and strengthen their affair”

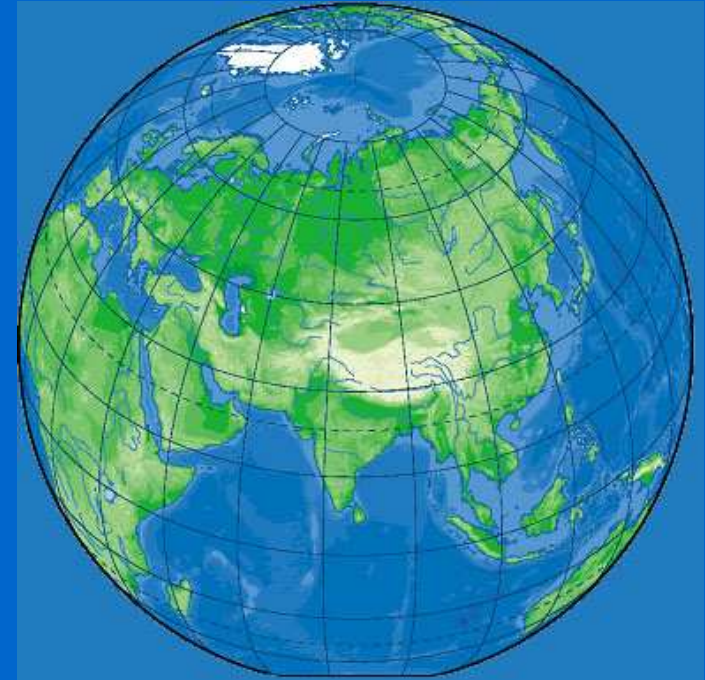


Eric Nilsson, executive vice president



We live in a glocal world

- Production moves
- Regions overruling countries
- Big gets bigger, small ...
- Global companies
- Unit loads, intermodality
- Information is the link
- People moves to live, not to work
-



Criteria when selecting ports



- **Total service**
- **Cargo base**
- **Rail and road infrastructure**
- **Land for logistics**
- **Productivity, cost efficiency**
- **24/7**
- **”Low” bureaucracy**
- **...**

Our home market



Container volumes 2006 (prel.)

Country	Population	TEU (100)
Sweden	9,0 million	1,210
Finland	5,2 million	1,435
Denmark	5,4 million	678
Iceland	0,3 million	374
Norway	4,5 million	653
Russia	115 million	1,394
Estonia	1,4 million	150
Latvia	2,4 million	174
Lithuania	3,6 million	220
Poland	38,6 million	543
TOTALT	185,4 million	6,831

Increase 06/05 +9,5%
 Forecast 2015 15 mTEU

Constant Development



THE SKANDIA HARBOUR

- a large harbour project for efficient cargo handling

The Skandia Harbour is a harbour for mode handling and passenger traffic. In 1968 three were completed for roll on/roll off and passenger services to European ports. In 1967 the first container handling on transoceanic destination was opened. It is used by the Atlantic Cont and the Moore McCormack Line, operating east coast of U.S. and from June 1969 also the Johnson Line for services to the west coast of U.S. Some feeder lines are also cooperating transoceanic lines.

When completed, Skandiahamnen will have (2,500 m) of quays and a land area of more 300 acres (1,300,000 sqm). The Port of Gote appreciates the collaboration with shipping lines and land transport organizations, which brought about new, rational methods for the of seaborne cargoes on overseas trade — that will greatly benefit everyone from ship receiver. Door-to-door service by combining land transportation has become a reality.

There will be further expansions to the Skandia Harbour and we will continue to improve our



- Port since 1620
- Ro/ro since 1966
- Dedicated system-traffic
- CSI, ISPS, ISO 9002/14001

- Limited company since 1985
- Focus on unitised cargo since 1998
- Biggest port in the Nordic region



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Some questions for the crystal ball



- **Will the vessels be:**
Longer or wider or deeper or higher or?
- **Will the operators:**
specialize on one type of “CCE” or?
- **What will be the driving force:**
Productivity, cost, or...?
- **What will be the length of a truck equipage:**
22, 25, 36, 42, 53 or?
- **Which “CCE” will be dominating:**
Semi-trailer, 20, 40, 45 ft container or...?

As no one has all answers, investments has to be done in all dimensions



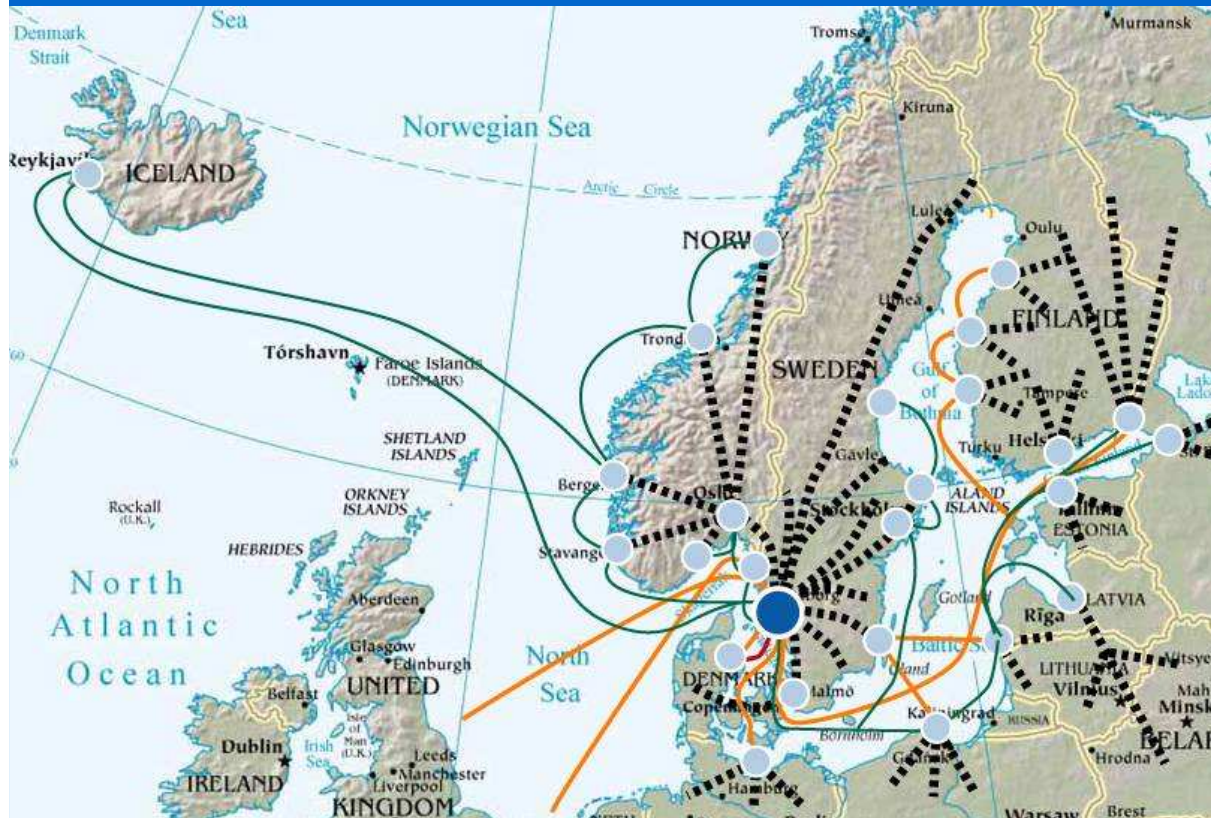
- Fairways
- Terminals
- Land infrastructure
- Land for logistics
- Staff



The future for the port is on land



We are one party in the development of a new north European transport system - a prerequisite for growth of Swedish economy



- Cargo base is the key to frequency
- Frequency gives competitiveness
- Competitiveness creates growth, jobs ...

In order develop a strong cargo base we have to co-operate



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Efficient pre- and on carriage is a must



RailPort – a rail shuttle system linking 20 cities around the country to the port. Result:

- Better service for to more companies
- Increased utilisation of existing infrastructure
- Better environment, lower cost
- Increased competitiveness for all parties involved

Key for success: Co-operation!

Traffic Change Plan

Overview of To be Main Traffic Solution and Milestones

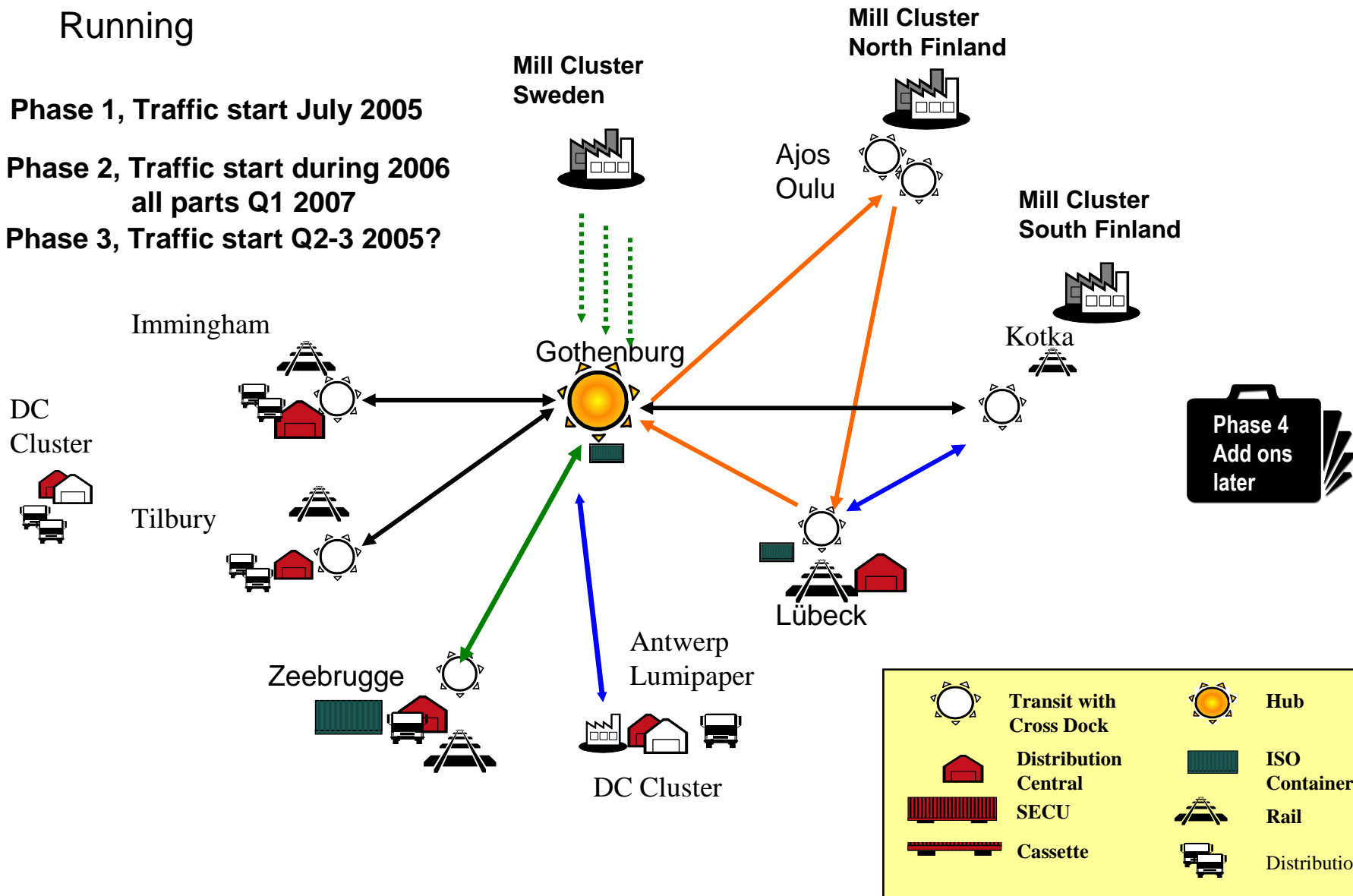


Running

Phase 1, Traffic start July 2005

Phase 2, Traffic start during 2006
all parts Q1 2007

Phase 3, Traffic start Q2-3 2005?



Security, Environment and Quality will
continue to be on top of the agenda.....



... but don't forget
the staff!!!!!!

Risk for conflict of interests ...



- Different customers has different demand
- Different types of vessels, different types of equipment
- Neighbours don't like noise



Critical factors for success

Fantasy

Courage

Patience

Capacity to "over invest"

Flexibility



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Port of Göteborg 2006



- 1173 employees
- 1503 MSEK in turnover
- 157 MSEK in profit after fin.cost
- Ro/ro 664 000 units
- Containers 820 000 TEU
- Oil 20,6 m. tonnes
- Cars 328 000 CEU
- Passengers 2 200 000
- Partner in West Sweden Seaport
- 20% shareholder in Gävle
 Container terminal
- City of Göteborg 100% of shares



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Thank you for your attention



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