



f. l. t. r. : Roland Schwab, Head of Logistics & Infrastructure HSH Nordbank, Horst Bartels, CEO NORDFROST, Kai-Uwe Höhs, Client Relationship Manager HSH Nordbank



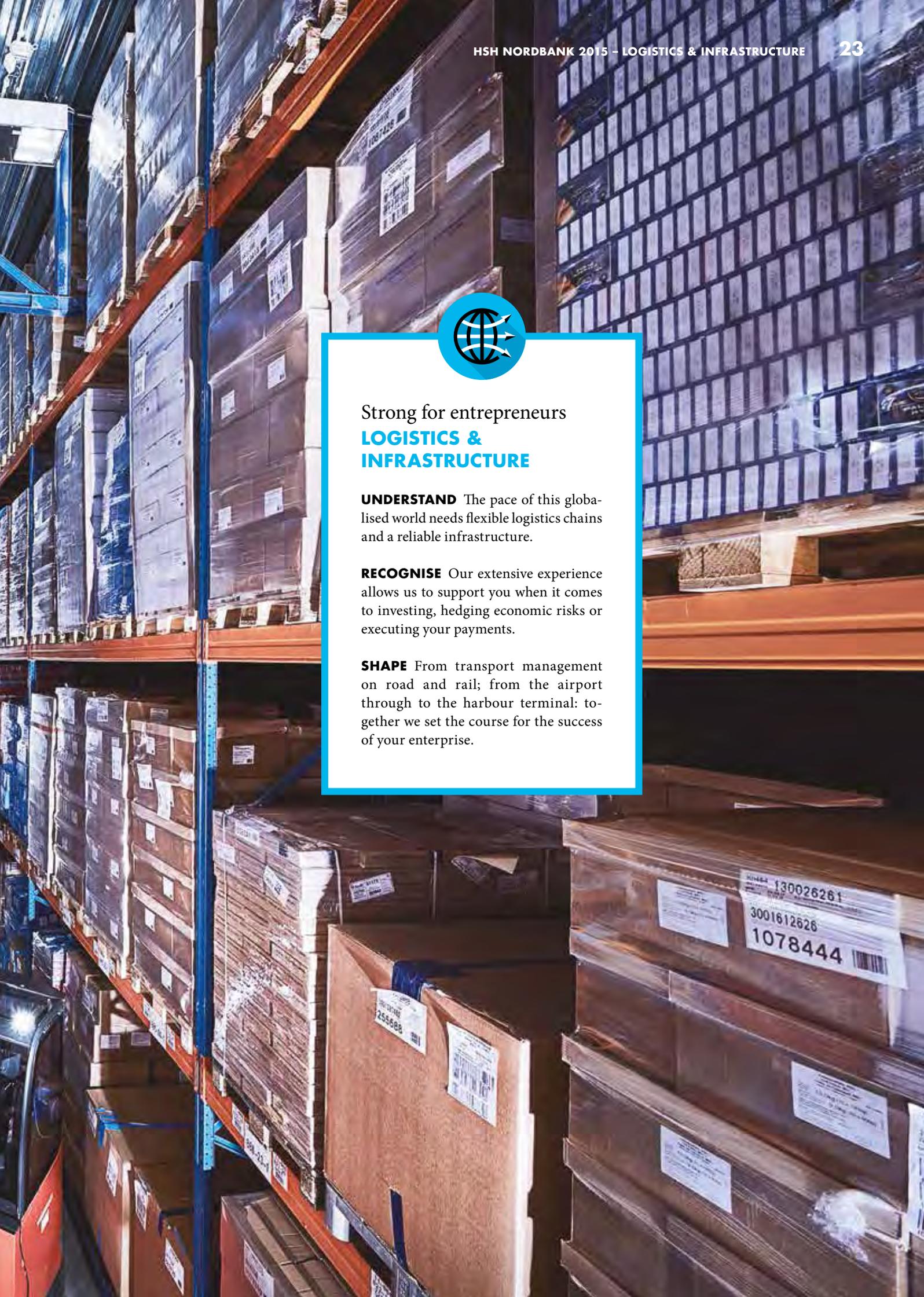
Strong for entrepreneurs

LOGISTICS & INFRASTRUCTURE

UNDERSTAND The pace of this globalised world needs flexible logistics chains and a reliable infrastructure.

RECOGNISE Our extensive experience allows us to support you when it comes to investing, hedging economic risks or executing your payments.

SHAPE From transport management on road and rail; from the airport through to the harbour terminal: together we set the course for the success of your enterprise.





“HSH Nordbank is one of our most significant and capable partners in the lending business. We have been collaborating with the Bank for 38 years and particularly appreciate its high reliability.”

Horst Bartels, CEO NORDFROST

NORDFROST GMBH & CO. KG

Logistics company NORDFROST GmbH & Co. KG with headquarters in Schortens (Lower Saxony) operates as a full-service provider in deep-freeze logistics involving storage, distribution, retail and seaport logistics. The family-run company operates 35 deep-freeze centres with a storage capacity of 3,350,000 cubic metres, thus ranking in 1st place in Europe in the deep-freeze storage segment and in 6th place worldwide, according to the company. NORDFROST has approximately 2,500 employees.

HSH Nordbank primarily provides structured financing to its clients in **TRANSPORTATION INFRASTRUCTURE, NETWORK EXPANSION & OPERATION AND IN LOGISTICS**. In these areas of business, we possess more than ten years of experience. During this time, we have

advanced to an excellent position on the European market, which is as attractive as it is competitive. In 2015, we were once again among the leading banks for large-volume acquisition financing.

€72

MILLION FOR PRIVATE GLASS FIBRE EXPANSION IN RURAL AREAS:

400,000

HOUSEHOLDS IN SCHLESWIG-HOLSTEIN AND OTHER REGIONS BENEFITED

GOOD INFRASTRUCTURE DECISIVE FOR THE LOGISTICS SECTOR

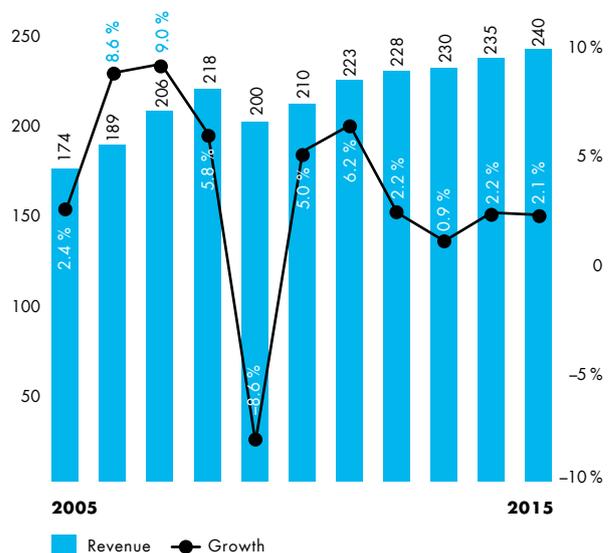
The logistics industry is one of the biggest sectors of the German economy. It employs a workforce of around three million people in approximately 60,000 companies and generated revenue totalling € 240 billion in 2015, based on estimates supplied by the German Logistics Association BVL. In Germany, the sector is dominated by innovative companies. Many logistics companies specialise in certain good segments and go further than just making transportation capacities available by offering their customers additional services. Logistics companies are becoming increasingly integrated into the customer and supplier value chain in industry and trade. In the food logistics sector, for example, the service offering ranges from quality controls performed on goods to storage, transportation and stacking shelves in the wholesale and retail sectors.

Good infrastructure is one of the key prerequisites for the growth of the logistics sector and the economy as a whole. This means that regular public and private-sector investments in roads, tunnels, bridges, railways, ports and airports are just as important as investments in the electricity, gas and telecommunications networks. The projects set out in the German Federal Transport Infrastructure Plan for 2030, which was unveiled in March 2016, alone account for a volume of more than € 67 billion. In the greater Hamburg region, major projects are planned in the maritime, road and rail transport sectors, in particular, with projects also focusing on connections between

the hinterland and the seaports. Hinterland transport is one of the biggest factors driving the growth of the rail freight transport sector, which, like passenger transport, is also being tapped into increasingly by competitors of the German national rail service, Deutsche Bahn.

Source: HSH Nordbank Research

LOGISTICS MARKET VOLUME IN GERMANY
in € bn



Source: The Top 100 in the Logistics Sector 2014/2015, BVL
BVL = German Logistics Association