

**clip**  
**group**



## Introduction from the president of CLIP Group

Since 1989 till today Poland is developing rapidly and continuously scores in the top ranks in terms of GDP growth as well Foreign Direct Investments.

Its geo-strategic location with two major corridors of the Trans-European Network crossing Poland in East West and South North direction makes it an important hub for all kind of business and trade activities enabling companies to further expand to and from Europe.

Many international investors have decided to locate production and warehousing facilities as well as Business Process Outsourcing activities within Poland.

Being located in the Western part of Poland we as CLIP Group have been anticipating these developments since more then 18 years.

Strategically located alongside the East West Railway corridor as well being adjacent to the North South rail corridor CLIP Group offers its customers many opportunities to start-up, expand and foster their businesses.

I would like to invite you to come to Swarzędz in order to show you which opportunities our Group of companies can offer to you when thinking about investing in Poland and expand within the European markets.

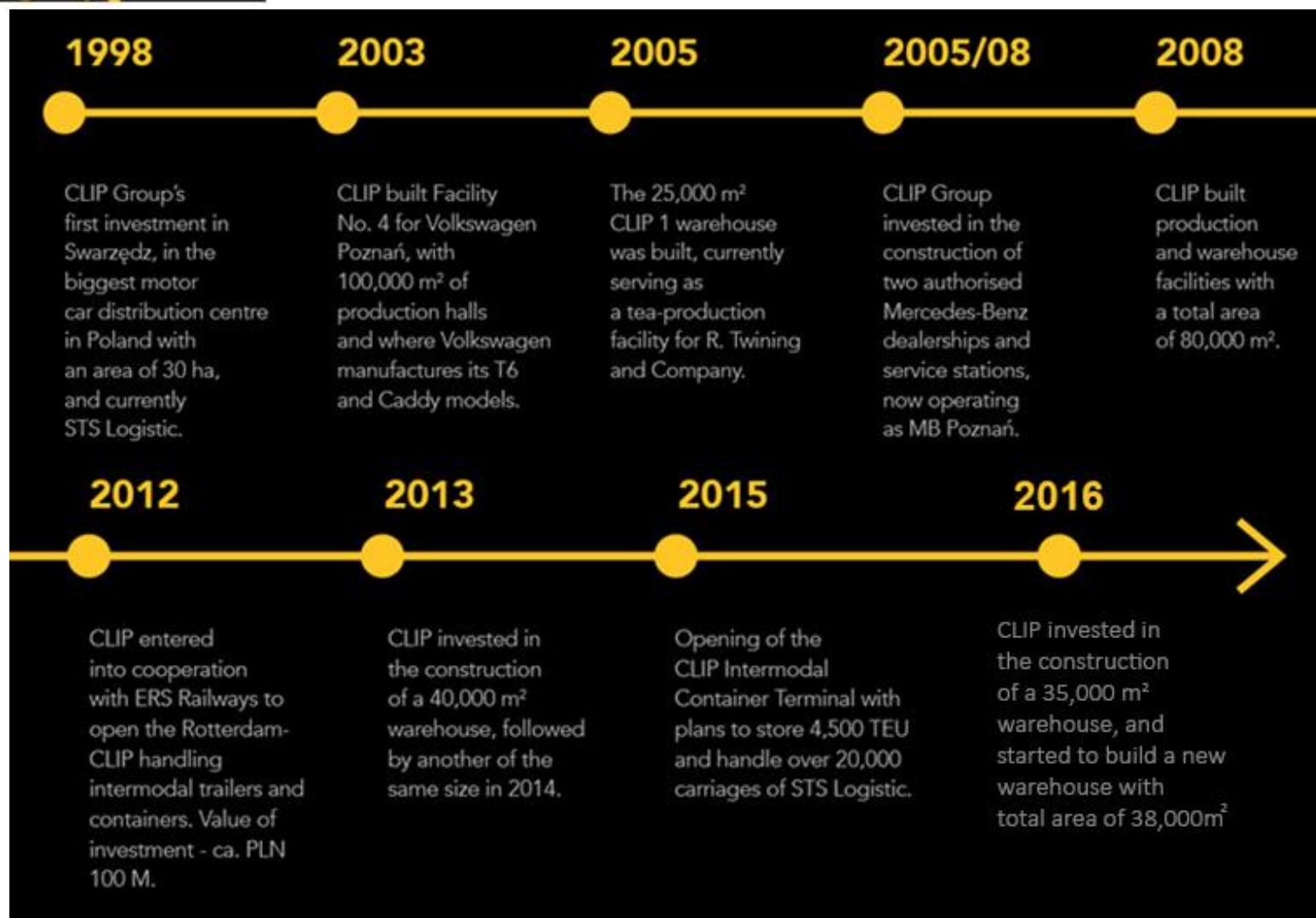


Wojciech Staniszewski  
Chairman of the Board  
CLIP Group



CLIP GROUP

ul. Rabowicka 8, 62-020 Swarzędz - Jasin, Polska/Poland  
[www.clip-group.com](http://www.clip-group.com)





# CLIP Group portfolio of activities



CLIP overview



Warehousing



Warehouses to let



Road transport



Terminal Intermodalny



Rail transport



STS Logistic



Customs services



QMS



Certificates



Our partners (extract)







- **STS Logistic** is the largest vehicle logistics centre in South-Eastern Europe operating international transportation, deliveries to Polish dealers, storage, rail shipping of cars, and retrofitting of the passengers and commercial vehicles.
- **STS Logistic** has over 50% of domestic market share in distribution of cars.
- The company's headquarter is located in Swarzędz near Poznań and is Poland's best located logistics centre.
- The company's facilities have an area of 300,000 sq m, with a vehicle storage capacity to 15,000 cars, 50 independent truck load lanes as well as a shipment preparing area with a capacity of 2,000 vehicles a day. **The company has also its own siding track.**
- **STS Logistic** has a truck fleet of 400 up-to-date vehicle-carriers. In addition, the company disposes of 300 subcontractors' trucks. In 2016, the company has delivered over 800,000 vehicles to customers at home and in Europe.
- The top position of the company has been confirmed with the ISO- and AEO-certificates as well as a number of awards.
- **At the end of 2017, the fleet of STS will operate about 6000 trucks**

Among customers of the STS Logistic there are companies such as:







Facility No.4 of Volkswagen with 100 000 m<sup>2</sup> of productions halls and when Volkswagen manufactures its T6 and Caddy models. Volkswagen Crafter manufactured is a factory in Września (near 30km from our facility)



The company HT & L Fitting Poland located in CLIP , engages in the production and the delivery of auto wheels with the Just In Time / Just In Sequence system.

At present , Fiat Auto Poland in Tychy and Volkswagen Commercial Vehicles in Poznan are the customers.





# Aerial view on warehousing complex and Intermodal Terminal





- 400.000 sqm state of the art warehouse space constructed and rented out on long term basis
- 100.000 sqm currently under construction/in planning and ready to be let, based on customer specifications (incl. temperature controlled warehouses)





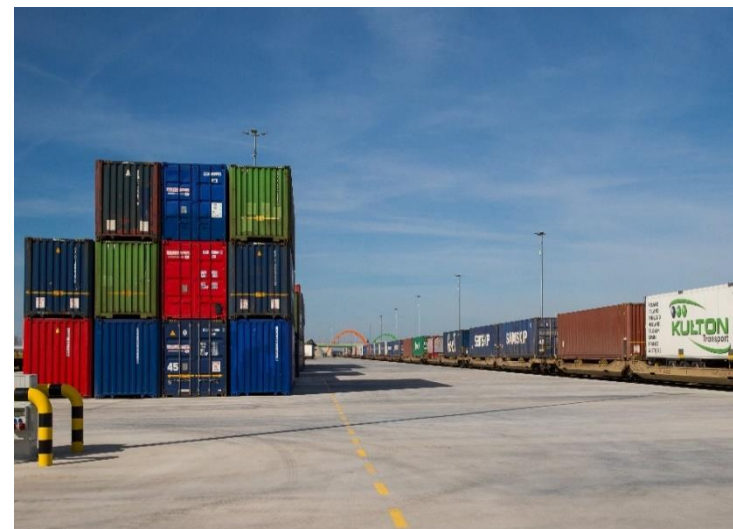




# State-of-the-art Intermodal Container Terminal



- directly connected to major international rail corridors
- 100.000 sqm state of the art terminal surface in use 4 tracks of 740m each
- Electrified entrances
- Own shunting locomotives
- Value added services possible (container depot, storage of chemical tank containers, defumigation, container repair, cleaning etc)







# CLIP Group – we sell peace of mind

INVESTMENT LAND



RAILWAY SIDINGS



DISTRIBUTION CENTRES



INTERMODAL TERMINAL





## CLIP Group and its strategic location in Europe





# How to get from Poland to Europe

|                |          |
|----------------|----------|
| Gdańsk/ Gdynia | 300 km   |
| Szczecin       | 300 km   |
| Rotterdam      | 1000 km  |
| Hamburg        | 700 km   |
| London         | 1400 km  |
| Barcelona      | 2200 km  |
| Milano         | 1300 km  |
| Paris          | 1300 km  |
| Prague         | 600 km   |
| Budapest       | 900 km   |
| Triest         | 1200 km  |
| Pireusu        | 2400 km  |
| Warsaw         | 300 km   |
| Małaszewicze   | 450 km   |
| Moscow         | 1500 km  |
| Beijing        | 11000 km |
| Khorgas        | 5600 km  |



CLIP GROUP

ul. Rabowicka 6, 62-020 Swarzędz - Jasin, Polska/Poland  
[www.clip-group.com](http://www.clip-group.com)



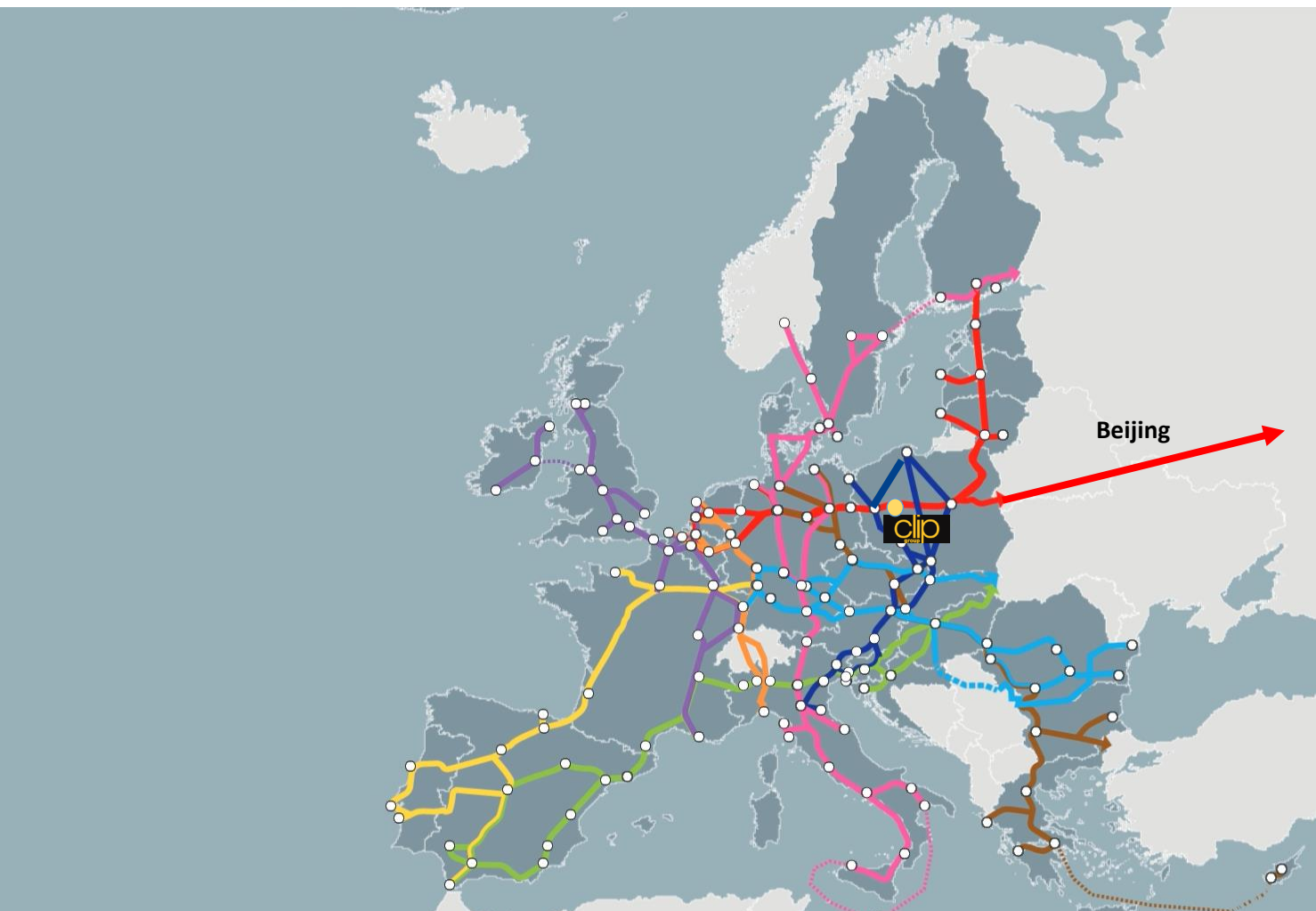
Transit time for containers 14 days CLIP Intermodal Container Terminal Swarzędz - Changdu.







# Overview of European TEN T corridors and strategic location of CLIP Group



TRANS-EUROPEAN TRANSPORT NETWORK  
TEN-T CORE NETWORK CORRIDORS

## Legend

● BALTIC - ADRIATIC

● NORTH SEA - BALTIC

● MEDITERRANEAN

● ORIENT / EAST-MED

● SCANDINAVIAN - MEDITERRANEAN

● RHINE - ALPINE

● ATLANTIC

● NORTH SEA - MEDITERRANEAN

● RHINE - DANUBE

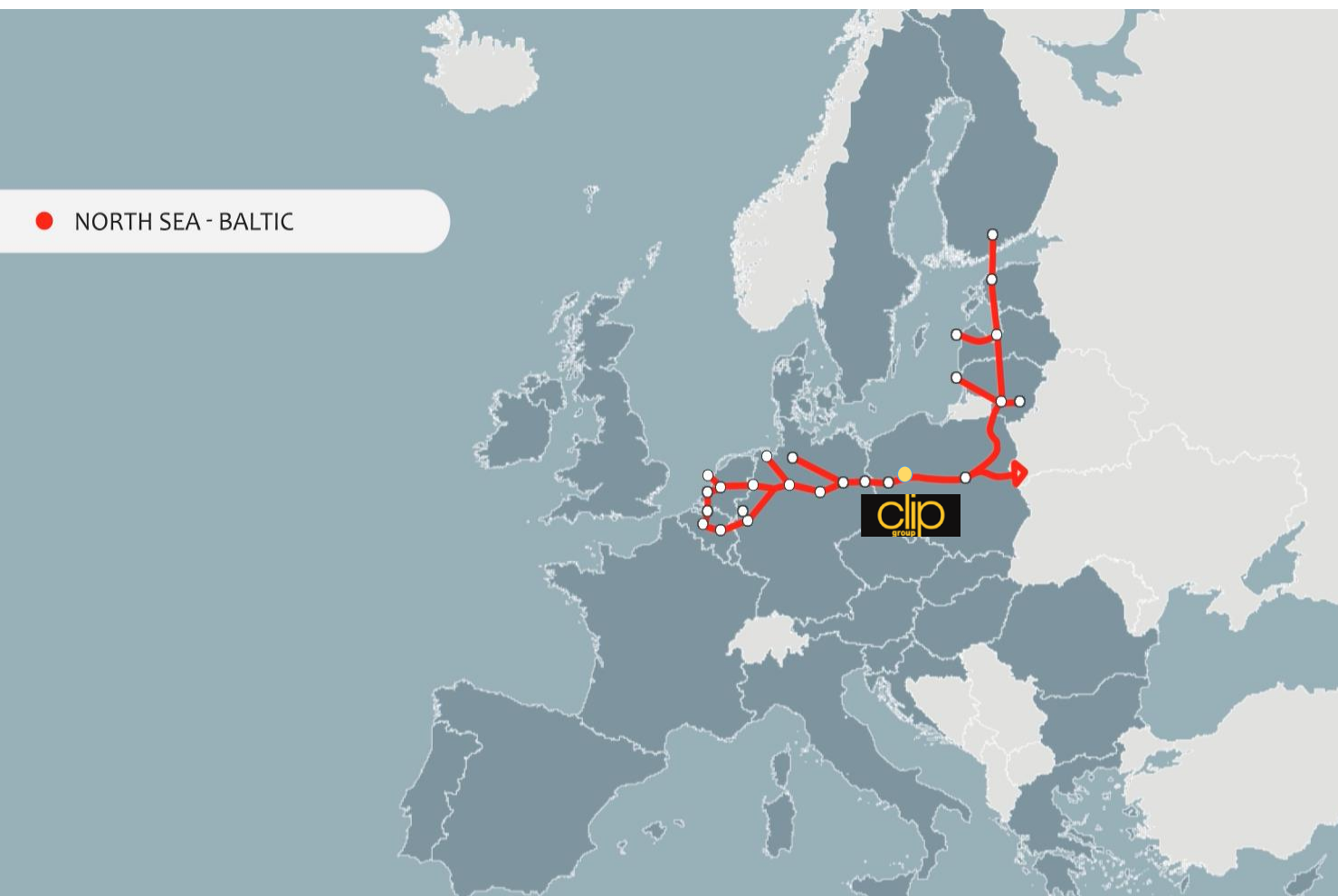


CLIP GROUP

ul. Rabowicka 6, 62-020 Swarzędz - Jasin, Polska/Poland  
[www.clip-group.com](http://www.clip-group.com)



# CLIP Group strategically located on the North Sea – Baltic corridor



TRANS-EUROPEAN TRANSPORT NETWORK  
TEN-T CORE NETWORK CORRIDORS





## Strategic location of CLIP Group alongside the North Sea – Baltic corridor

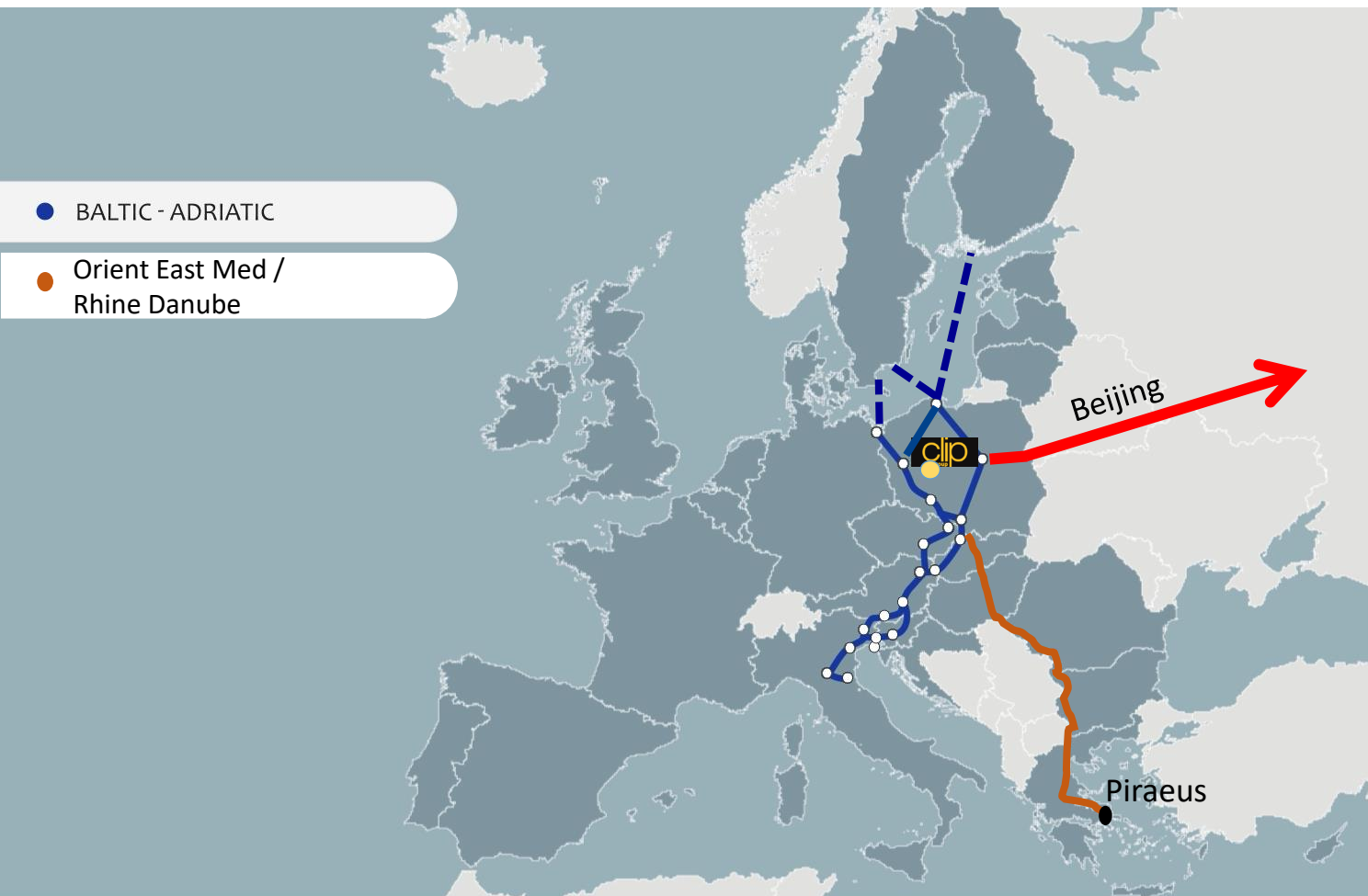


- **Most important North Sea ports are connected with Central Europe and the Baltic States**
- **Corridor lines amount to 6.105 km of rail infrastructure in total, connecting: 6 Ports Antwerpen, Rotterdam, Amsterdam, Wilhemshaven, Bremerhaven, Hamburg; 171 Terminals**





# CLIP Group strategically located on the Baltic – Adriatic corridor



TRANS-EUROPEAN TRANSPORT NETWORK  
TEN-T CORE NETWORK CORRIDORS





- biggest country and economy in Central Europe
- strong economic development since 25 years
- aim to get amongst 20 biggest economies globally by 2030
- gateway to Europe for investors from China
- highly qualified and talented workforce
- in close vicinity to main European markets



- proven strong economic development track record
- closeness to Germany as biggest export and sourcing market
- strategic location at the crossing of two major European rail corridors, namely North Sea – Baltic and Baltic – Adriatic, E20, New Silk Road
- strategic location for distribution towards whole Western and South-Eastern Europe
- many international investors (Volkswagen, IKEA, Amazon, Unilever, Twinings, Imperial Tobacco and others) have located production / logistics already in this region
- highly qualified and talented workforce





## Why to choose for CLIP Group in Poznan region?

- ideal partner and location for setting up business in Europe
- offering a variety of possibilities to set up and expand your business being located in Western Poland closest to main European markets like Germany, UK, France, Italy but also Central Europe as well as Scandinavia
- CLIP Group is located within the Kostrzyn – Slubice Special Economic Zone (SSEZ) allowing investors to get favourable investment conditions (e.g. tax exemptions) which are still valid till 2026.



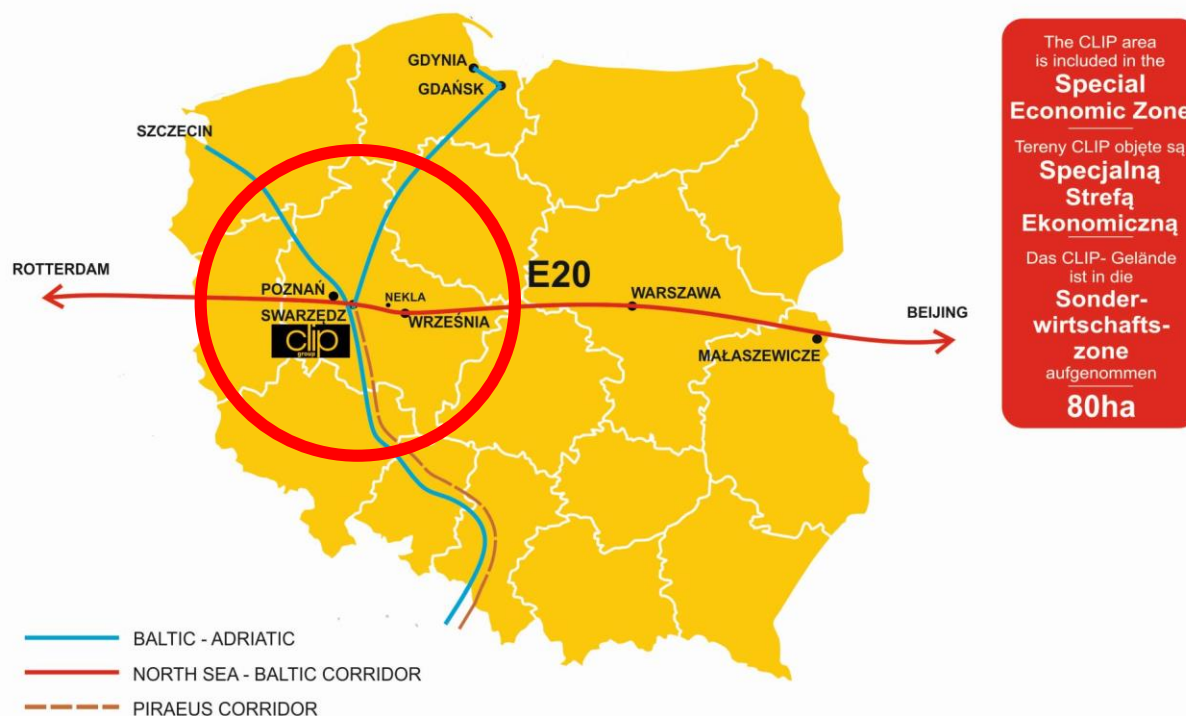
CLIP GROUP

ul. Rabowicka 8, 62-020 Swarzędz - Jasin, Polska/Poland  
[www.clip-group.com](http://www.clip-group.com)



## Location, location, location

### 2 major EU rail freight corridors meet at CLIP Group



**CLIP Group is the only Freight village in Central Europe which is located at the crossing of 2 major Trans European Network Corridors**

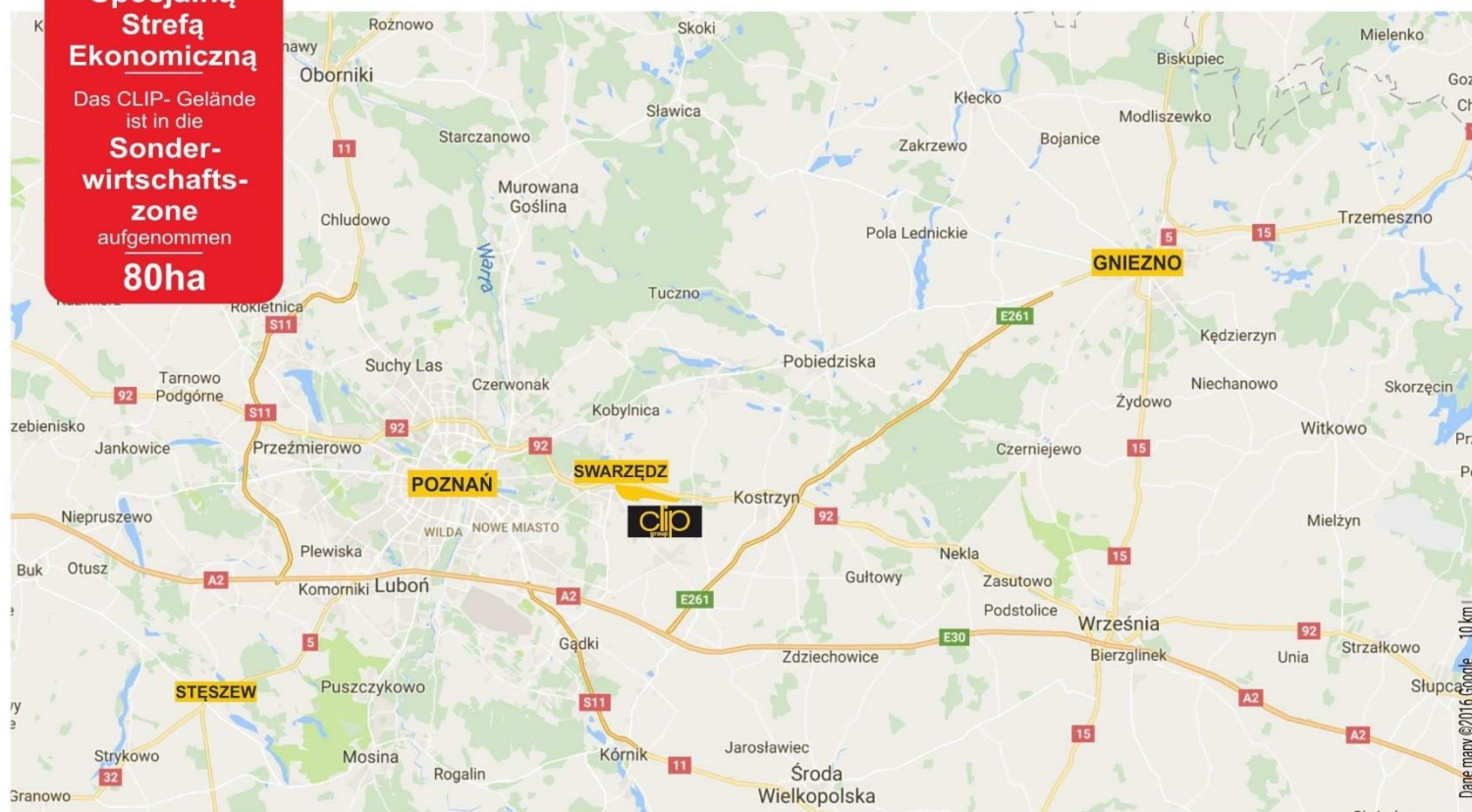


**Swarzędz – Jasin, 12 km away from Poznan, in vicinity of A2 motorway, S5 expressway and E20 trans-European Rotterdam, – Moscow railway corridor**

The CLIP area is included in the  
**Special Economic Zone**

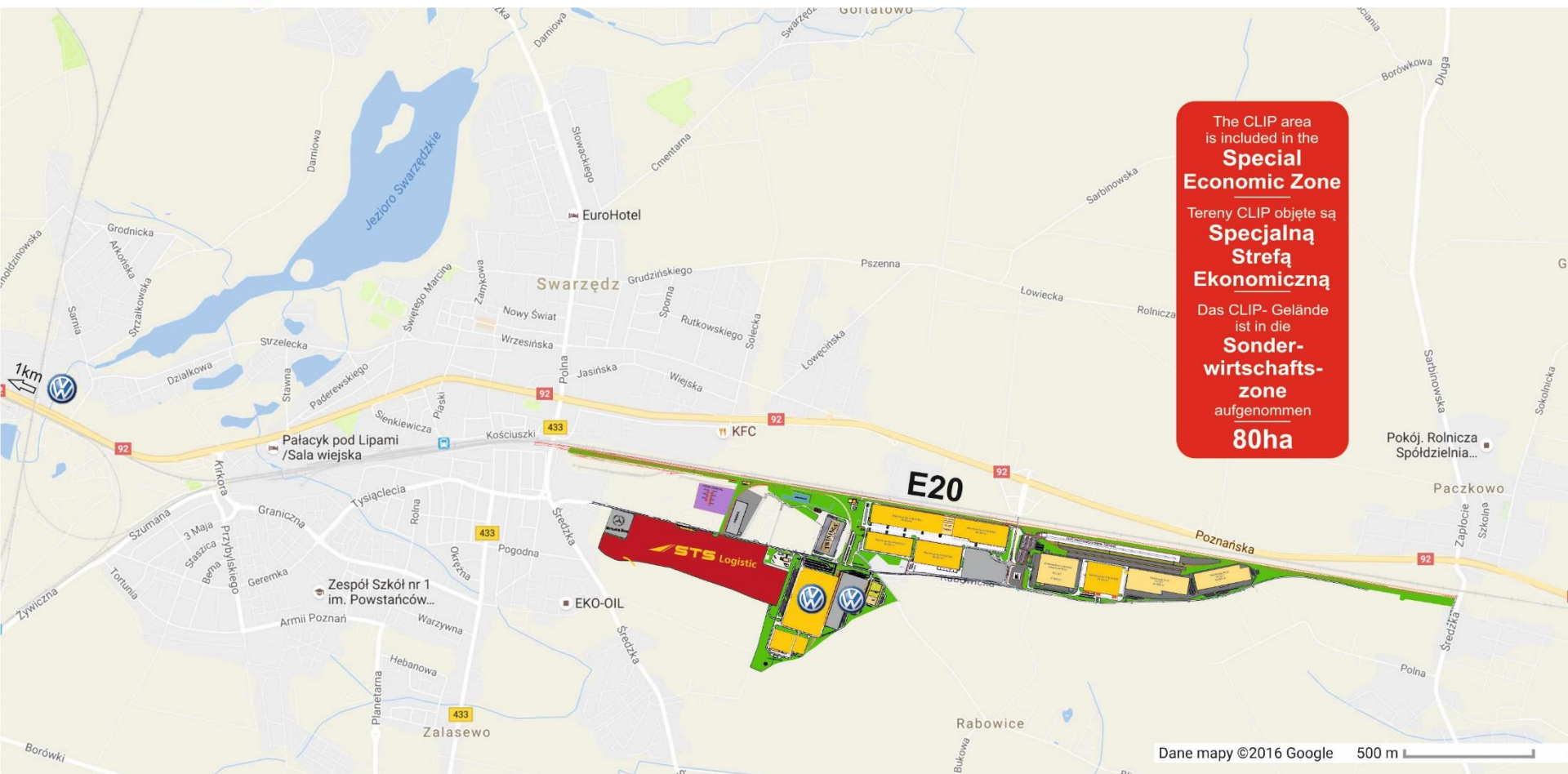
Tereny CLIP objęte są  
**Specjalną Strefą Ekonomiczną**

Das CLIP- Gelände ist in die  
**Sonderwirtschaftszone**  
aufgenommen  
**80ha**





# Location, location, location







# CLIP Group's business concept proposal

In relation to intermodal terminal activities

- ▲ Baltic - Adriatic Corridor
- ▲ North Sea - Baltic Corridor

◀ ROTTERDAM 1000 km / TRANSIT TIME 22H

◀ PARIS - 1300km

◀ BERLIN - 300km

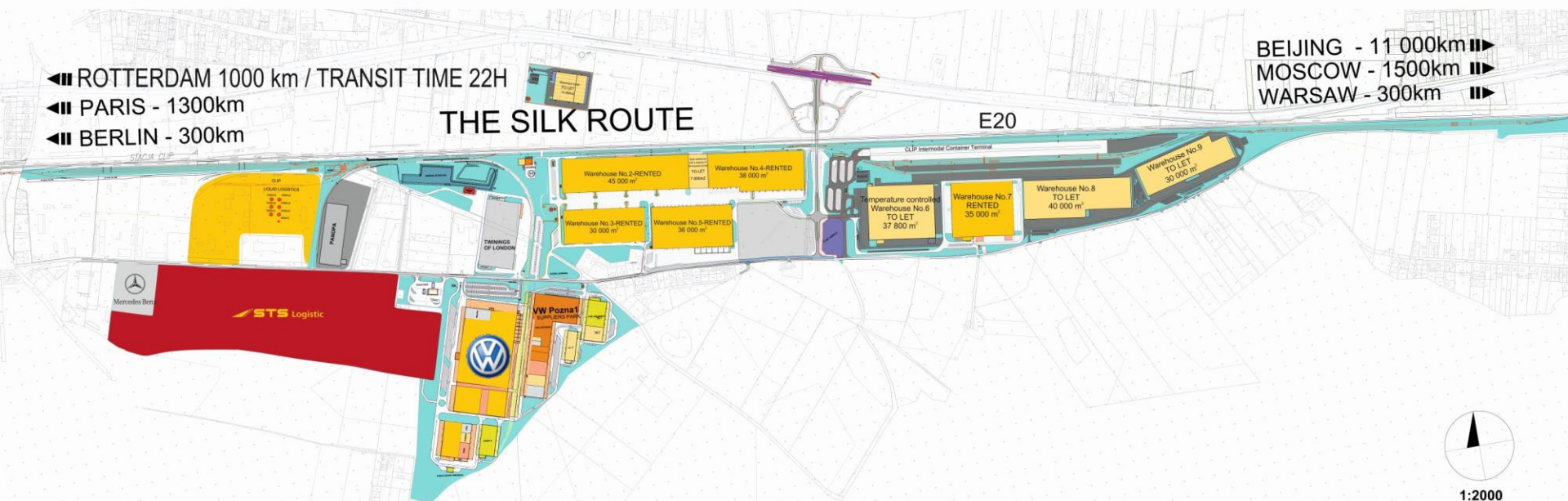
THE SILK ROUTE

E20

BEIJING - 11 000km ▶▶

MOSCOW - 1500km ▶▶

WARSAW - 300km ▶▶





## Technical specifications of the terminal

**CLIP Group has finalized first phase of a state of the art Intermodal Container Terminal by end of 2015 including:**

- 100.000 sqm surface,
- 4 tracks - 750m each
- storage of 4.500 TEU possible (container depot)
- capacity for 20 trains daily, serving as a HUB for intermodal connections in East-West-East and South-North-South direction
- terminal connected to all CLIP warehouses and production sites being located on CLIP ground via internal lanes



CLIP GROUP

ul. Rabowicka 8, 62-020 Swarzędz - Jasin, Polska/Poland  
[www.clip-group.com](http://www.clip-group.com)





## Conectivity of the terminal

### **CLIP Intermodal Container Terminal – gateway from East - West as well as North - South axis.**

- high performing intermodal railway connections to Western Europe
- daily trains to Rotterdam, Neuss, Luxemburg with daily ferry connections to/from
- Daily trains to Changdu, Chongqing (the biggest city in the world)
- 3x per week trains to greater Duisburg area with connections to main European countries eg. Italy, France, Spain
- more direct connections will be developed
- European-wide trucking services available
- located directly at TEN-T East-West as well as North-South corridor ideally fitting into P.R.C. 'One Belt One Road' strategic plan



CLIP GROUP

ul. Rabowicka 8, 62-020 Swarzędz - Jasin, Polska/Poland  
[www.clip-group.com](http://www.clip-group.com)



## CLIP Group offers investors to serve as ...

... the most modern and advanced Intermodal Rail Terminal / warehousing complex in Poland and Central-Eastern Europe.

We offer our services to shippers and rail operators who would like to take advantage of this proposal and therefore add value to their existing rail connections as well to be faster in Western Europe.

With daily rail connections between CLIP Intermodal Container Terminal and the Port of Rotterdam as well as Duisburg area customers / investors can reach all important markets (Germany, Benelux, UK) within 48/72 hours ex Poland.





## One of CLIP Group's strategic pillars – CLIP Intermodal Container Terminal

Today, CLIP Intermodal Container Terminal is the unrivalled market leader in Poland when it comes to handling intermodal huckepack trailers of all sizes.

CLIP Intermodal Terminal is strategically located along the TEN T Railway corridor North Sea-Baltic, linking 171 larger and smaller terminals in key regions amongst others Rotterdam, Antwerp, Bremerhaven, Hamburg with Poznan, Warsaw, Moscow as well as Beijing.

The A2 Berlin – Warsaw motorway is running close by our terminal.



CLIP GROUP

ul. Rabowicka 6, 62-020 Swarzędz - Jasin, Polska/Poland  
[www.clip-group.com](http://www.clip-group.com)





## One of CLIP Group's strategic pillars – CLIP Intermodal Container Terminal

CLIP Intermodal Container Terminal has 4 modern KALMAR reach stackers with a lifting capacity of 45 tonnes each being equipped with so called piggy-back clamps for handling of huckepack mega trailers.

Five own shunting locomotives are deployed for terminal shunting operations thus enabling CLIP to operate completely independent and thus increase reliability, effectiveness as well as flexibility.

Own tractors and chassis are deployed to serve our customers at any time with road transport solutions



CLIP GROUP

ul. Rabowicka 8, 62-020 Swarzędz - Jasin, Polska/Poland  
[www.clip-group.com](http://www.clip-group.com)



## One of CLIP Group's strategic pillars – CLIP Intermodal Container Terminal

Terminal operations are based on modern and dedicated, in house IT systems aiming at recording moves and tracking trailer as well as container locations. The terminal area is protected and monitored 24/7 with a modern CCTV system. Moreover the area is fully lighted during night shifts.

ISO certification and AEO status F have been awarded. CLIP is a member of the Dutch 'Linked by Rail' consortium as well as of the Rotterdam based Inland Links network.



3rd Anniversary Rotterdam - Swarzędz shuttle



2 years PIB Consortium





## Summary - overview

### **CLIP Group offers a unique set-up as Freight Village within Central and Eastern Europe:**

- total surface for investment 200 ha (160 ha already used)
- 40 ha of land available for further investments e.g. production facilities (expansion possibilities exist depending on investors needs)
- state of the art Intermodal Container Terminal
- multiple warehouses for rent (customization possible)
- temperature controlled warehouses available
- customs/bonded warehouses, customs clearance
- 7.000 cbm liquid storage facilities (expansion possibilities)
- located at the cross roads of two major Trans European Network corridors (North Sea – Baltic, Baltic – Adriatic)





# CLIP Group is ranked 15th of the Top 20 European Freight Villages and the only one in Poland

The following table shows the TOP 20 of the European Freight Village Ranking 2015 in European comparison – TOP 20. Afterwards the main findings are mentioned and analysed.

|     |   |                                  |   |
|-----|---|----------------------------------|---|
| 1.  |    | Interporto Verona                |    |
| 2.  |    | GVZ Bremen                       |     |
| 3.  |    | GVZ Nürnberg                     |     |
| 4.  |    | GVZ Berlin Süd Großbeeren        |    |
| 5.  |    | Plaza Logistica Zaragoza         |    |
| 6.  |    | Interporto Nola Campano          |    |
| 7.  |    | Interporto Padova                |    |
| 8.  |    | Interporto Bologna               |    |
| 9.  |    | GVZ Leipzig                      |     |
| 10. |    | Interporto Parma                 |    |
| 11. |    | ZAL Barcelona                    |     |
| 12. |    | Interporto di Torino             |    |
| 13. |    | BILK Logistics Centre (Budapest) |    |
| 14. |    | Interporto Novara                |    |
| 15. |  | CLIP Logistics (Poznan)          |   |
| 16. |  | Delta 3 Douarges (Lille)         |  |
| 17. |  | GVZ Berlin West Wustermark       |  |
| 18. |  | Cargo Center Graz                |  |
| 19. |  | GVZ Südwestsachsen               |  |
| 20. |  | DIRFT Daventry                   |   |

Source: Own figure

<http://www.gvz-org.de/index.php?id=190&L=1>



# Organization of CLIP Group

## **PRESIDENT OF THE BOARD:**

**Wojciech STANISZEWSKI**

**T: +48 61 89 75 300**

**E: [wojciech.staniszewski@clip-group.com](mailto:wojciech.staniszewski@clip-group.com)**

## **LOGISTICS DIRECTOR:**

**Krzysztof GOMUŁA**

**T: +48 663 768 626**

**E: [krzysztof.gomula@clip-group.com](mailto:krzysztof.gomula@clip-group.com)**

## **INVESTMENT DIRECTOR:**

**Agnieszka HIPŚ**

**T: +48 61 89 75 346, M: + 48 663 792 802**

**E: [agnieszka.hips@clip-group.com](mailto:agnieszka.hips@clip-group.com)**

## **FINANCE DIRECTOR**

**Rafał KIERZKOWSKI**

**T: +48 61 89 75 300**

**E: [rafal.kierzkowski@clip-group.com](mailto:rafal.kierzkowski@clip-group.com)**

