



**Axis Intermodal Ltd**  
**Truck, Trailer, Swapbody and Marine Container Leasing**

# Group Strategy

- To build the business globally in a low risk manner
- To provide customers with a competitive, quality, quick response, first-class service
- Generating strong positive cash flow
- No residual value exposure
- Maximising out source opportunities
- Expanding non-recourse fee generated income



# Management team

**Robert J. Montague** Aged 60, Executive Chairman

Robert joined the board in December 2003 when the Group was formed. He is responsible for the overall management, strategic direction, and growth of the group. Robert has over 30 years experience in the transport industry. After spending 5 years with Esso, he joined his family's transportation business, and seeing the growth opportunities in containerisation and logistics, left in 1978 to set up Tiphook plc. In September 1995 Robert established Axis to take advantage of the growing market for swapbodies as an alternative to road transport in central Europe and has overseen Axis' growth to date.

**Stephen Ball** Aged 55, Group Finance Director

Stephen joined the board in February 2004 and is responsible for overseeing the group's finance and administrative functions. He is a Chartered Accountant having trained with Coopers & Lybrand, qualifying in 1977. In the same year, he joined Reads & Co in Guernsey (which became part of BDO International in 1991) becoming a partner in 1982, specialising in fiduciary services. In 1995 Stephen left and formed the Sphere group of companies, which provides fiduciary services and consultancy advice to small and medium sized companies.

**Nick Smith** Aged 60, Group Legal Director & Company Secretary

Nick joined the board in May 2005. He is responsible for all Group legal and regulatory matters and is the Company Secretary of Axis Intermodal Ltd. Nick is a qualified solicitor and barrister and has extensive experience of working in the transport industry. From 1984 to 1994 Nick acted as Legal Director and Company Secretary for Tiphook plc where he oversaw the listing of that company on four stock exchanges as well as numerous acquisitions, including the bid for Sea Containers. Since 1994 he has held several senior positions including Director of Legal Affairs of Laporte plc. Nick is currently a non executive director of Unitas International Limited. He is also a Governor and Chairman of the Grants Committee, Sports Aid London.



# Management team continued

**Heiner Mangels** Aged 50, Managing Director Germany

Heiner joined the plc board on 1st January 2007. Heiner is Managing Director of Axis Intermodal Deutschland GmbH, the Group's Cologne based swapbody contract hire company. Heiner has many years of international experience working with medium to large companies within or associated with the transport and logistics sector. He previously worked in a senior sales position with Schmitz-Anhanger and has developed export markets in Eastern Europe and the Middle East.

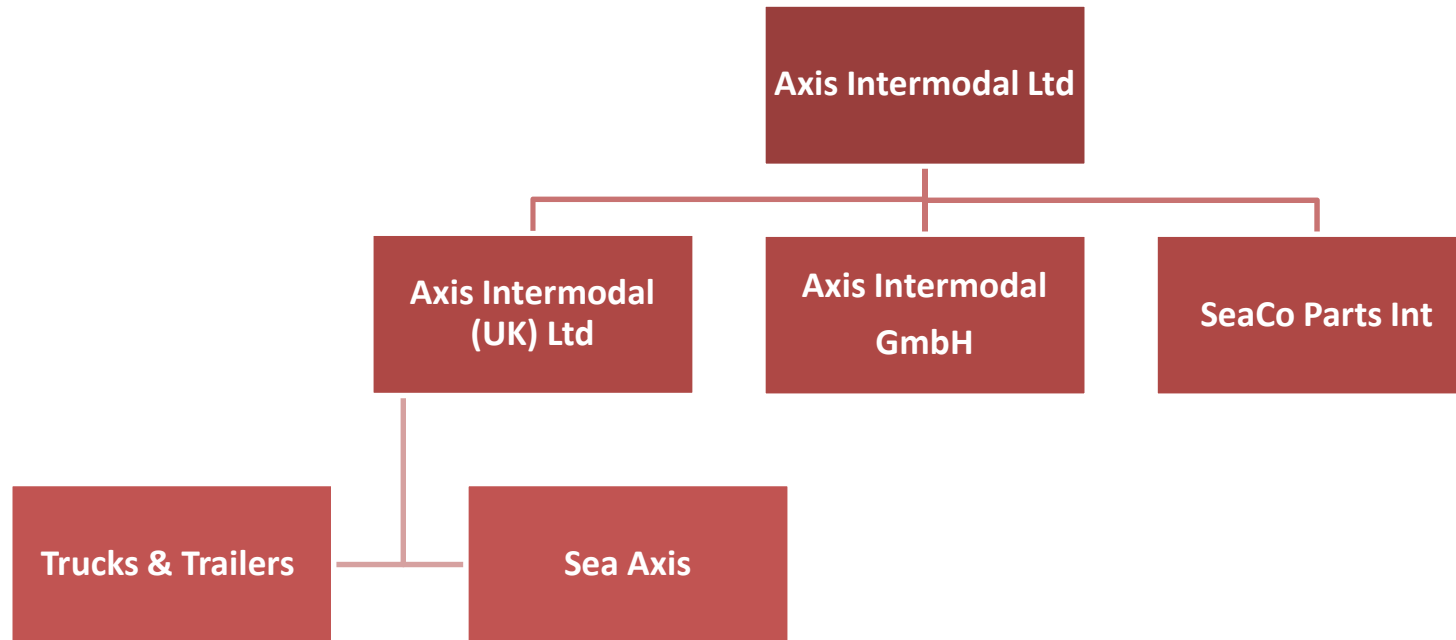
**Clive Francis** Aged 50, Managing Director Marine Container Division

Clive joined the Board in September 2008. Clive is Managing Director of SeaAxis, the marine container division of Axis Intermodal. His role at SeaAxis will be to further develop and grow the marine container business that was launched 12 months ago. Clive Francis has over 17 years experience in the container leasing industry, most recently with Transamerica and TTL.



# Business Overview

- Axis Intermodal has operations based in the UK Germany and USA with offices in Hong Kong, Singapore and Shanghai.



- Axis Intermodal manages over 10,000 transport assets worldwide
- We supply on long term contract hire of Trucks, Trailers, Intermodal Swapbodies and Marine Containers servicing the transport, logistics and shipping industries worldwide



# The UK Business

- Contract hire of over 1,800 Trucks, Trailers and Rigid
- Equipment built to latest specifications with industry partners
- Complete maintenance and service provided from centralised service centre
- Outsourced business model
- Emphasis on customer 'O' Licence safeguard
- Long term contract hire only (3/5 years extension of no less than 2 months)
- No residual value risk
- Op lease or management
- Sales team focused on relationship management
- Over 200 customers including DHL Exel, Geopost, Kerry Logistics, Stobart Group, Dairy Farmers of Britain, Grampian Country Foods and Freightliner
- Client database management with ACT



# The European Business

- Currently 5000 Contract hire of intermodal swapbodies to the logistics and freight forwarding industry, the forecast by the end of 2009 shows a fleet size of 8000 swapbodies.
- The swapbody fleet has increased by 60% since December 2007
- Services 15% of the European swapbody market
- Operated via 12 third party depots approved repair service companies
- Over 150 customers including DHL, DSV, GLS, Hangartner, DPD and the Swiss postal services
- Income generated through:
  - Acquisition fee on each asset purchased on behalf of the KG
  - Management fees of up to 25% of gross rental
  - 5% disposal fee at end of life of asset





- Sea Axis has been set up to provide specialist marine container leasing and to market the patented Sea2 cellular palletwide 20', 40' and 45' high cube container
- It is one of only three lessors globally to operate a license for the specialist Sea2 container
- The Sea2 is inexpensive, stronger, less prone to damage and has significant environmental and cost saving advantages over other containers
- Current fleet as at September 2008 8,500 units, equivalent to 15,000 ITEU
- In addition, other specialist containers are available including SeaFresh 40ft and 45ft reefer units, SeaRack 40ft flatracks that can be used to transport items that will not fit into a container such as machinery or piping and SeaTank providing maximum flexibility for transportation of chemical or food grade bulk liquid products
- The company is further strengthened by a network of offices and agents across Europe, the Far East and the US.



**The SeaCell<sup>2</sup> gives you loads more.....**  
**5 extra pallets =**



70 more bicycles  
from Thailand



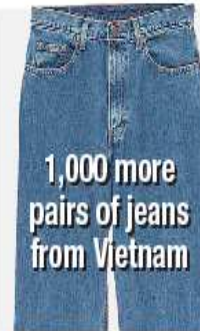
40 more dishwashers  
from Hong Kong



20 more fridge freezers  
from China



128 more vacuum  
cleaners from Malaysia



sea♦axis

specialist  
marine  
container  
leasing

[www.sea-axis.com](http://www.sea-axis.com)

# Axis SeaCo Parts Int Inc

- In May 2008 Axis Intermodal announced that it acquired the entire issued share capital of PartCo International Inc. (“PartCo”) from Sea Containers America Inc.
- Based in Charleston, South Carolina
- Business activity of PartCo is the JIT supply of replacement parts and spares for marine refrigerated and tank containers to the shipping lines and container industry in the Americas
- Parts for leading brands such as Carrier, ThermoKing, Mitsubishi, SeaCold and Daikin.





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