



Intermodal plc



Group Strategy

- To build the business globally in a low risk manner,
- To provide customers competitive quality ,fast 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 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.

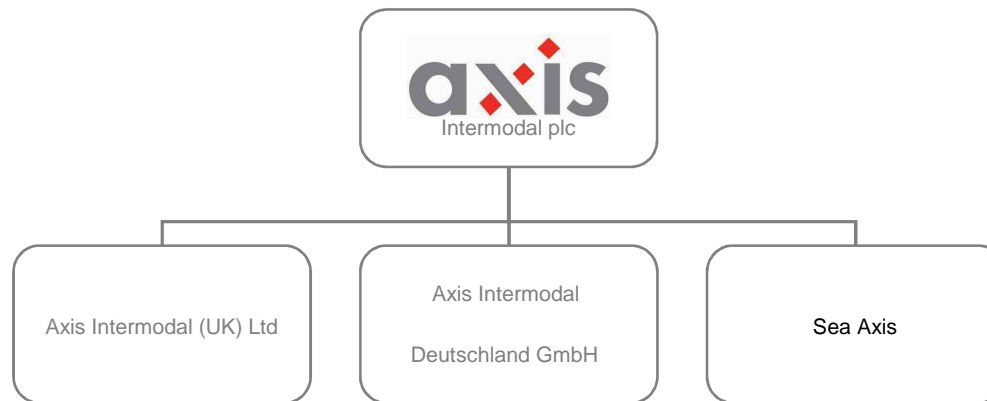
Stephen Ball

- Aged 54, 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.



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 5,000 transport assets in UK and Europe
- We supply on long term contract hire of Trucks, Trailers, Intermodal Swapbodies and specialist containers servicing the transport, logistics and shipping industries worldwide



The UK Business

- **Contract hire of 1,500 Trucks, Trailers and Rigid**
- **Equipment built to latest specifications with industry partners**
- **Complete maintenance and service provided from centralised service centre**
- **Emphasis on customer 'O' Licence safeguard**
- **Long term contract hire only**
- **No residual value risk**
- **Centralised operational control**
- **Over 200 customers including DHL Exel, Geopost, Kerry Logistics, Bulmer
logistics, Stobarts, Dairy Farmers of Great Britain, Grampian Country Foods
and Freightliner**
- **Revenue generated through:**
 - **acquisition fees of 5%**
 - **% of gross revenue**
 - **%of disposal price at end of lease**



The European Business

- 3500 Contract hire of intermodal swapbodies to the logistics and freight forwarding industry
- The swapbody fleet has increased by 10% since December 2007
- Services 12% of European swapbody market
- Operated via 12 third party depots approved repair service companies
- Over 150 customers including DHL, Steinle, Gefco, Hangartner and the French and German 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% desposal fee at end of life of asset



The Worldwide Business

- 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 June 2008 3000 units
- In addition, other specialist containers are available including SeaFresh 40ft and 45ft reefer units and SeaRack 40ft flatracks that can be used to transport items that will not fit into a container such as machinery or piping
- The company is further strengthened by a network of offices and agents across Europe, the Far East and the US,



The Worldwide **sea-axis** Business

*The **SeaCell²** 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



1,000 more
pairs of jeans
from Vietnam

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leasing
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PartCo International 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.
- Margin of up to 40% obtained from principal manufacturers namely Carrier and Thermoking.





**Contract Hire of Trucks, Trailers, Intermodal
Swapbody and Specialist Marine
Containers**

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