

Warnow Tunnel Our roadmap for sustainable development

2008/09

fast - convenient - safe - comfortable

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Opening statement by the General Manager

Matthias Herrmann, General Manager

Dear Sir or Madam,

The aim of this brochure is to introduce you to our idea of "Sustainable Development", and how we go about achieving it. We've chosen to focus our attention on three areas: economy, social responsibility, and environment.

In addition to numerous external factors, it is the internal company policy, activities, and corporate culture that determine the success of a company. Excellent business performance is only possible with satisfied, motivated employees who truly work together and pay attention to the needs of others.

We believe that companies that embrace their economic, social and environmental responsibility, both in the company itself and in society, are able to achieve long-lasting success. Based on this basic principle, we operate according to the motto "From the region, for the region". All of our actions have to and will be measured against this principle of sustainability. This brochure presents some of our actions from 2008 as well as our objectives for 2009.

On behalf of the entire Warnowquerung team, I wish you pleasant reading, and perhaps a new idea of your own.

Sincerely, Matthias Herrmann

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General Manager

1. Quality objectives of Warnowquerung GmbH & Co. KG

Warnowquerung GmbH & Co. KG – the operator of Germany's first road tunnel funded by the FStrPrivFinG act (law on privatisation concerning the construction of trunk roads) – has established the objective to always orient its idea of quality to the requirements of the market and to revise this whenever necessary.

The quality policy of the company is summarized in the following binding principles:

- 1. The safety of every user of the tunnel is, at all times, the highest priority of each employee of Warnowquerung GmbH & Co. KG, and is subject to continuous monitoring and improvement.
- 2. The Warnow Tunnel is "The shortcut in Rostock". It is one of our company's highest objectives to always keep the vehicle processing time short and to minimize restrictions in traffic.
- 3. Warnowquerung GmbH & Co. KG is a service provider. As such, customer orientation and customer satisfaction are of utmost importance. Friend-liness and helpfulness are values lived by each employee.
- 4. The employees are the heart of the company. Employee motivation is the number one factor for success.
- 5. Warnowquerung GmbH & Co. KG views its dealings with business partners, governmental institutions and public authorities as a partnership structured according to the principle of sustainable development.
- 6. The significance of financial investors both shareholders and banks is recognized by all employees. Consequently, the interests of these investors are always considered in all important decisions taken by the company.
- 7. Internal processes are continuously reviewed with a view to their expediency as well as their potential for failure and optimisation, and are modified if necessary.
- 8. For the long-term survival of Warnowquerung GmbH & Co. KG, cost reduction is among the most important goals. The employees continually evaluate the processes of the company and are involved in continuous improvement measures.

These principles are reflected in the quality slogan of WQG: "We are the shortcut in Rostock. Our customers arrive quickly at their destinations, have chosen the most convenient route, and have a pleasant and safe trip."







2. Focus areas for sustainable development

"We did not inherit the earth from our parents; we've just borrowed it from our children."

Chief Seattle of the Suquamish and Duwamish Native American Indian tribe

What does sustainable development mean to us?

"Sustainable development is development that meets the needs of the present without compromising the ability of future generations to meet their own needs."

- Brundtland Report, 1987

The management of Warnowquerung GmbH & Co. KG is guided by this conviction in carrying out all its tasks and responsibilities. To us, sustainable development means acting carefully and respectfully, in dealing with our customers, partners, and employees, as well as with the environment. We actively participate in the economic and social life of our region, striving to make Rostock and the surrounding region an even better place. The inhabitants of Rostock and their guests should enjoy a good quality of life and excellent infrastructure. We've defined the following focus areas as a basis for concrete actions to achieve our objectives:

- Building a trusting relationship with our customers based on respect, transparency and innovation
- Consideration of possible risks in day-to-day business
- Being a leader in the field of occupational safety and health
- Developing the skills of employees and promoting equality
- Establishment of balanced, long-term business relationships with business partners, sub-contractors, and service providers
- Conducting our business in an environmentallysound manner
- Participation in the economic and social life of our region







Focus area 1:

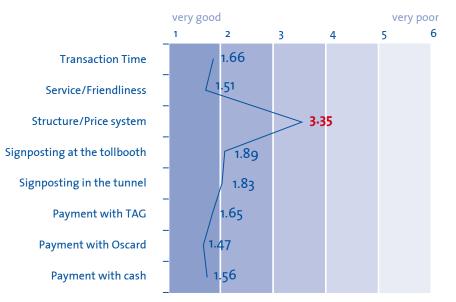
Building a trusting relationship with our customers based on respect, transparency and innovation

Warnowquerung GmbH & Co. KG

is a service provider. As such, customer orientation and customer satisfaction are of utmost importance.

Friendliness and helpfulness are values lived by all employees. When recruiting employees, we look not only for the necessary professional qualifications, but also for the necessary social competence to serve our customers in a friendly and helpful manner. In order to strengthen this, an employee training program empowers our employees to better cope with stress and manage conflicts, and focuses on topics such as: How can I handle difficult customers? What can I do to be more responsive to an individual customer? How am I perceived by the customer, and how can I improve the customer experience?

Feedback provided by our customers is continuously evaluated, and customer requests are answered in a timely manner. In order to better understand our customers' wishes, a customer satisfaction survey was carried out in 2007. All participants received a free passage through the tunnel.



Source: Results of the customer satisfaction survey 2007 (WQG and University of Rostock)





This provided incentive for active participation by customers. Over 40% of the questionnaires handed out to customers were turned back in completed with answers. With the exception of the price system, our customers rated our services very good, giving a 1 and 2 for all payment options, for the signposting, for the transaction time and service at the tollbooth. We are proud of these results and committed to maintaining this level of customer satisfaction.

Some of the points raised by our customers during the survey have already been acted upon, including the opening

> **DEKRA** Certification

ISO 9001:2000

of an additional tollbooth at peak times, reception of additional radio stations in the tunnel, and improvement of lighting in the tunnel. Our LED marking on the left and right sides of the traffic lanes were well-received.

In October 2006, WQG received successful ISO 9001 certification. At the two followup audits in 2007 and 2008, the certification was confirmed. In 2009, we again will undergo a comprehensive audit.

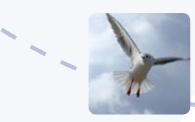


- Planning of another customer satisfaction survey to again get in touch with our customers' wishes and to be able to better respond to them
- Re-design of our internet site in order for customers and potential customers to find information more quickly and easily
- Comprehensive re-certification of ISO 9001 in October 2009



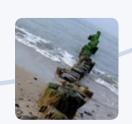
Essential for th

The Warnow Tunnel at



Lübeck

190 km







Tollbooths

The tollbooths are located on the east side of the tunnel.

9 traffic lanes: 4 eastbound lanes

- 4 westbound lanes
- 1 bi-directional lane

Tunnel

- two 790-meter-long tubes, each with two lanes in each direction
- passage height: 4.5 m
- total weight: 200,000 tonnes
- approximately 80,000 m³ of concrete and 7,000 tonnes of steel used in the construction of 6 elements, each with a length of 120 m
- each element was lowered to the floor of the Warnow river and covered with a layer of stones
- construction period: March 2000 September 2003
- official opening on 12.09.2003 by the
 Federal Minister of Transport, Manfred Stolpe
- total investment volume: 215 million EURO
- 2008 revenues: approx. 7 million EURO
- users: around 11,000 vehicles per day (average) and up to 15,000 per day at peak times

e Rostock Region

Rostock

a glance

Schwerin

Wismar

Shareholders

Bouygues Travaux Publics S. A. (France) (30%)



Photo: Bouygues Head-Office "Challenger" in St.Quentin-en-Yvelines (Ile-de-France)

European Transport Investment (UK) Ltd. (UK, London) (70%)



Photo: Macquarie Bank, Headoffice, London

Stralsund

Employees

- 1 General Manager
- 1 Commercial/Personnel Manager and Authorised Officer
- 2 Technical Division Managers
- 1 Marketing Referee
- 1 Secretary
- 1 Controller
- 2 Customer Service Representatives
- 1-2 Trainees
- 9 Tollbooth Cashiers
- 5 Shift Managers
- 3 Technicians
- 1 Bookkeeper
 - 28 employees





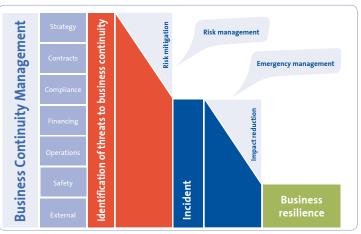
Focus area 2:

Consideration of possible risks in day-to-day business

A major focus for 2009 is the development of a Business Continuity Management plan. This entails analyzing possible threats and their impacts on our company, and establishing a management system in order to be able to react quickly and appropriately in the case of a disruption or crisis. The goal is to ensure that WQG stays in business in the event of a critical situation.

Warnowquerung GmbH & Co. KG began identifying possible risks to the company in internal workshops in 2008. These risks were assessed, and mitigation possibilities and corresponding actions defined. We are working together on this project with an external consultant.

We analyse on a quarterly basis if the actions taken towards risk mitigation are effective, or if more suitable actions may exist. Business Continuity Management also entails the development of a Disaster Management plan, so that, should such an event arise, we are able to react quickly and effectively.



Ensuring continuity of our business

- Creation of a Disaster Management plan in the second half-year of 2009, in order to be prepared for unavoidable risks, should they occur
- Quarterly reporting to our shareholders on risks identified, risk mitigation actions, and the effects of these actions
- Checking the feasibility of a new traffic study to better evaluate future developments for tunnel use





Focus area 3:

Being a leader in the field of occupational safety and health

Test winner: Warnow Tunnel receives best score from ADAC

Metabolic Balance

Rostock's Warnow Tunnel receives recognition for excellence: the first privately operated toll tunnel is the winner of ADAC's tunnel test. ADAC had only positive remarks in its test of the underground tunnel which was opened in 2003. The employees in the control room, who undergo regular training, keep the two tubes of the tunnel under constant 24hour video surveillance. If unusual heat builds, an automatic fire detection system triggers sufficient ventilation, the closing off of the tunnel, and alerting of the fire department. Well-marked emergency escape routes help tunnel users to get out of the tunnel safely. "This is state of the art tunnel safety", reports ADAC.

Complete information on test: www.eurotap.eu. excerpt from HRO LIVE: July/August 2009, p.10 The first time the WQG management heard of Metabolic Balance, they immediately thought it would be a great program for the promotion of good health and weight regulation for the company's employees.

During the introductory seminar with an alternative practitioner, we learned that the first step is to take a blood sample and carry out a very detailed blood test. Based on this analysis, an individual diet plan is created for each person to regulate any imbalances in the metabolism.

All participants were thrilled with this program, sponsored to 50% by WQG. The desired effects were achieved by adhering to the individual plan. Personal productivity and concentration capacity were increased. We feel healthier, more energetic and fresher.



Hartwig Goldenbaum, Member of the Board, ADAC Hansa, Technical Division; and Matthias Herrmann, General Manager, WQG



- Regular health check-ups for our employees by the employers' liability insurance association
- Ensuring a very high standard of equipping of workplaces (optimal ergonomics, large-screen, TFT monitors)
- Continuation of training on safety and health in the workplace
- Encouraging employees' participation in courses for a healthy lifestyle, such as Metabolic Balance and relaxation techniques



Focus area 4:

Developing the skills of employees and promoting equality





Top Employer

Photo, top, from left to right: Torsten Raths Technical Manager until 31.12.2008

Yvonne Osterkamp Head of Accounting and Personnel, Authorized Officer

Matthias Herrmann General Manager

Wolfgang Clement former Federal Minister for the Economy In summer 2007, we participated in the TOP JOB 100 survey, a nationwide survey on HR policy in German medium-sized companies.

Numerous questions on topics including the following were answered by our employees:

- management and vision
- motivation and dynamic
- culture and communication
- employee development and perspective
- family and social orientation
- corporate entrepreneurship

The results of the survey were evaluated by the University of St. Gallen and presented to us in the form of a benchmarking report with a strengths and weaknesses analysis. In this way, it is possible focus attention on points of improvement for the future.

We are exceptionally proud of the results of this survey: WQG not only ranked within the top 100, but among the top third, and secured a position as one of the top employers of 2008. In the category "Employee development and perspective", we ranked number 10 – an extraordinary achievement for us.

However, we will not rest on these laurels. The motivation of our employees is the number one factor for success. Excellent performance is only possible with motivated employees. That's why we're doing our best to maintain this level of excellence.

- Annual review with each employee focussing not only on a performance assessment, but also on the wishes and ideas of the individual
- Personalized training plan for all employees, based on the results of the annual review
- Ensuring the professional competence of each employee in his/her respective function in order to refresh knowledge and improve on individual weaknesses
- Equal opportunity in new hiring of men and women as well as persons with and without disabilities
- Creation of a Code of Conduct





Focus area 5:

Participation in the economic and social life of our region

Rostock is a liveable and lovable city. WQG wants it to remain that way, and makes its contribution through participation in numerous projects. For example, we support city festivals, have taken on the sponsorship of two fountains in Rostock, and fund benefit concerts. Additionally, we have been a supporter of the Rostocker Tafel charity organization for many years.

We support the HanseSail and the Rostock Zoo – both popular attractions for the Region. We took on an animal sponsorship for an otter at the Rostock Zoo. Otter Oscar has been our mascot ever since.

The development of the Rostock youth is of particular importance to us. We have supported on numerous occasions the German-French exchange student program of the high school in Reutershagen, have made class trips for the Juri Gagarin primary school to Dunkirk possible, and helped the Paul-Friedrich-Scheel school and a kindergarten in the Südstadt neighbourhood of Rostock.

On a sporting front, we support the youth football clubs of F.C. Hansa Rostock, and enable underprivileged youth to participate in sailing clubs. We sponsor "Youth at Sea" as well as the Rostock Marathon.

We find cultural aspects equally important and have supported the children's choir of the Rostock Vocal Academy for many years now by contributing choir apparel and funding for the choir camp, as well as the organ concert "Organo e Cimbalo" in the Evangelic Church in Lichtenhagen Dorf.

We regularly take part in charitable Christmas events organized by the local newspaper, Ostsee Zeitung, helping, for example, large families or people with disabilities.

Goals 2009







Photo top: Children's choir at the concert on the stairs at Rostock Hof

Photo middle: Matthias Herrmann, General Manager WQG, with Udo Nagel, Director of the Rostock Zoo

Photo bottom: Oscar, our adopted otter at the Rostock Zoo

- Continuation of our traditional zoo sponsorship
- Supporting schools, participating in the German-French club, supporting the Centre Franco Allemand, funding for the youth football club of F.C. Hansa Rostock
- Supporting the Rostock cultural landscape by providing funding for the children's choir of the Rostock vocal academy, the Compagnie de Comedie, supporting the Lichtklangnacht event, and funding benefit concerts
- Donations and additional support for the Rostocker Tafel charity and the The German Maritime Search and Rescue Service
- Support for the charity Geschenke der Hoffnung, contributing to the beautification of the urban landscape by taking on sponsorship of two fountains in Rostock the "Warnemünder Umgang" and the "Möwenbrunnen" at Neuer Markt as well as planting trees in Warnemünde

Overview of objectives and measures



Score 2008:88Coeffecient of improvement over 2007's score:1,18Target 2009:93Score on 20-point scale ((Total score / number of measurable activities)*5)17,6				
		7.4	Develop cultural sponsorship	
aim	Participate in the economic and social life of the regions where we operate	7.3	Promote actions to support education and health	
		7.1 7.2	Support youth development programmes through partnerships with youth and sport clubs Participate in joint operations with local reintegration organisations	
	Ensure that our businesses respect the environment (design of works)	6.11	Inform expatriate employees about the countries where they are assigned	
		6.10 6.11	Make employees aware of everyday behaviours that protect the environment	
		6.9	Take action to listen to and work with local residents	
		6.8	Implement an action plan to minimise the disturbance for local residents	
i.		6.7	Reduce fuel consumption Reduce and recycle waste	
		6.5 6.6	Develop equipment of high environmental standard	
9		6.4	Strive for a high level of prevention of environmental damage and extend it to all continents	
		6.3	Develop buildings with high environmental standards when we are the project designers	
		6.2	Promote a flagship sustainable construction research focus at every entity	
7		6.1	Maintain a list of energy consumption for construction projects.	
ס	subcontractors	5-4	Implement procedures to combat illegal labour	
2.	our partners, suppliers and	5-3	Audit suppliers in emerging countries on quality and labour rights aspects	
C	Establish balanced, long- term relationships with	5.2	Develop a partnership approach with our subcontractors	
5		5.1	Involve subcontractors in our QSE approaches	
	Develop our employees' skills and promote equal opportunity	4.8	Encourage the involvement of employees in the sustainable development approach	
		4.7	Apply equal opportunity to the hiring process	
air		4.6	Introduce a section on employees with disabilities in our HR policy	
<u>.</u>		4.5	Increase the number of women employees in the company	
4		4.4	Conduct employee satisfaction surveys	
		4.3	Develop mentoring or career paths that reward top-flight workers	
		4.2	Design individual training plans	
		4.1	Design action plans at every entity to enhance attractiveness	
	Lead our business sectors in terms of occupational health and safety	3.7	Discourage drug and alcohol use and smoking	
		3.6	Promote vaccination	
a.		3-5	Inform employees about dangerous substances and handling procedures	
3		3-4	Focus on ergonomics to improve working conditions	
m		3-3	Improve road safety	
		3. 2	Involve partners and subcontractors in our progress on safety approaches	
7		3.1	Strive for a high level of prevention and extend it to all continents	
ກັ	Incorporate risk into the day-to-day management of the company	2.4	Assess the reputation risk associated with each contract and its wider context	
3		2.3	Conduct surveys of country risk (political, financial, social, etc.)	
12		2.1 2.2	Heighten vigilance on environmental and social risks Develop employees' skills in these areas	
		1.4	Propose innovative solutions to save energy and raw materials and expand use of recycled materials	
ai	Foster a trusting relationship with our clients, based on consideration, transparency and innovation	1.3	Initiate triple certification processes (ISO 9001, ISO 14001, OHSAS 18001) at all operational entities	
ä			Raise managers' awareness of business ethics issues	
		1.2	Date managers' awareness of husiness othiss issues	
		1.1	Expand customer satisfaction surveys	

Sustainable development for Warnowquerung Measures	Scor 200	e Targe 8 2009	
A customer satisfaction survey was carried out and evaluated. Feasible and sensible measures resulting from the analysis of the survey will be implemented. The evaluation of the customer questionnaire "satisfied/dissatisfied" is performed on a monthly basis.	3	3,5	•
The activities of the last two years will be continued. Topics related to sustainable development are an integral part of the quarterly employee training.	3	3,5	•
Triple certification is not necessary for WQG. Warnowquerung successfully completed the ISO 9001 re-audit in 2008. Warnowquerung GmbH & Co. KG already meets the requirements of OHSAS, even without formal certification. Responsible representatives from within the company or external consultants ensure proper implementation of occupational health and safety measures. In addition, the ADAC tunnel test carried out in April 2009 rated the Warnow Tunnel as the best road tunnel in Europe.	2	2,5	•
Implementation of an energy management system in order to avoid peak demand surges and to save energy. Regular control of energy consumption. Transition lighting in the tunnel is to be optimised.	2	2	•
Introduction of a complete risk management system by the end of 2009.	3	4	•
Regular training for all employees.	3,5	3,5	•
Regular updating of the financing model and its indicators	NA	NA	•
(analysis of macro-economic factors such as population development, inflation, etc.) Implementation of the risk management system – define a clear PR strategy.	-	2.5	
implementation of the fisk management system – define a clear PK strategy.	3	3,5	•
Monthly health check-ups, monitoring of overtime hours, health promotion courses, free beverages, free vaccinations for employees.	4	4	•
Training for employees and business partners.	3,5	3,5	•
Training for employees and partners, analysation of accident rate, improvement of sign-posting, additional traffic directors at peak times.	4	4	•
WQG meets Germany's recommended requirements for optimal workspace design (ergonomic chairs, TFT monitors, climate control, etc.). WQG was nominated as a TOP Employer in 2008 – one of the 100 best medium-sized companies regarding HR policy.	4	4	•
Not relevant, as no hazardous materials are stored at WQG. Transport of hazardous materials through the tunnel is not permitted.	2	2	
Regular vaccinations for employees are offered. The costs for this are carried by the company.	2	2	•
Informing employees of policy. This is not a problem at WQG (smoking is not permitted in the office building).	3	3	•
Not relevant.	NA	NA	•
Differentiated career planning for each employee, participation in Top Job award in January 2008, annual performance reviews with WQG employees in which training needs are discussed and corresponding training courses are offered when possible.	3,5	4	•
Company size is too small, but individual arrangements are made with employees. When vacancies are filled, we give existing employees the opportunity to apply before recruiting personnel from outside the company.	NA	NA	•
Assessed and analysed in the annual performance reviews.	3,5	3,5	•
WQG has a balanced ration of female to male employees.	4	4	•
It goes without saying that candidates with disabilities have the same opportunities as candidates without disabilities. In 2008, we hired one employee with a disability.	2,5	2,5	•
Equal opportunity is given to male and female candidates as well as to candidates with and without disabilities. The General Equal Treatment Act was publicly posted and all employees were informed of its contents.	3	3,5	•
Sustainable development is an essential topic of the quarterly employee training conducted. Suggestions for improvement are encouraged and are regularly made by employees.	2,5	2,5	•
Continuation of the annual audit.	3	3	•
Informative document for business partners.	2	3	•
Not applicable for WQG.	NA	NA	•
WQG does not willingly or knowingly engage or support illegal employment. As stipulated in the employment contracts, this is prohibited.	1,5	1,5	•
Not necessary; not a construction company Not necessary; not a construction company	NA NA	NA	•
Not necessary; not a construction company	NA	NA NA	•
Not necessary; not a construction company	NA	NA	
Possibilities for using renewable energies are being investigated (wind, solar, etc.).	2	2	
WQG is investigating possibilities for alternative fuels and methods. For example, one car of our fleet can be fuelled with bioethanol.	2	2	
Continuously.	2	2	
Not planned.	NA	NA	•
Not necessary at present (call center, info box), information available on our website.	NA	NA	•
Saving energy is a topic of the quarterly employee training.	2,5	2,5	•
nicht notwendig bei der WQG	NA	NA	•
Continuation of existing sponsorships such as supporting student exchange programs with France, internship possibilities for students, supporting talented, young football players, sponsoring of the children's choir of the Rostock choral society, etc.	3	3	•
Support of Centre Franco Allemand (French-German Society), and charities such as Rostocker Tafel (since 2003) and Helfen bringt Freude (annual donations), provision of internships for the vocational training institute.	3	3	•
Continuous support of German-French relations, support of the Hansetour Sonnenschein fundraising event for cancer prevention, cooperation with the federal office of environment and nature, creation of the Hundsburg nature trail, sponsoring of the Baltic Sea Conference, workplace health promotion	3	3	•
and media information. Partnership with the Rostock Zoo, adoption and maintenance of two fountains in Rostock, support of many concerts (Yehudi Menuhin, Kantorie Lichtenhagen, Benefit Concert for the police).	3	3	•

No activities in current year

Activities currently underway



Warnowquerung GmbH & Co. KG

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WARNOWTUDEL DIE Abkürzung in Rostock schnell • günstig • sicher • bequem





