



30<sup>th</sup> August 2024

**CUSTOMER ADVISORY:**  
**Modal Shift Programme Trial at DP World UK**

On 31<sup>st</sup> May 2024 DP World announced that the Modal Shift Programme (MSP) trial will be extended to the end of December 2025 at DP World Southampton. By continuing the trial for an extended period, we offer our customers assurance that the MSP Incentive will apply for all applicable cargo moving in 2025 to allow customers with contract cargo to plan accordingly. The Modal Shift Programme Incentive will be reviewed on a 6 monthly basis rather than quarterly from 1<sup>st</sup> October 2024. This customer advisory provides further details.

**TRIAL UPDATE**

In September 2023, DP World introduced a Modal Shift Programme (MSP) Trial at Southampton to encourage the uptake of rail for import laden containers.

Since its introduction, the MSP has supported us in our goal of increasing the attractiveness of rail options for our supply chain partners at DP World Southampton and for supporting UK businesses by reducing CO2 emissions to meet their net zero targets. In the first half of 2023, the total share of rail was 21%, since introducing the MSP trial, the total rail share has increased to over 30%. In July 2024 we achieved a record of 36% in a single month.

**Q3 2024 - QUARTERLY INCENTIVE**

The current MSP incentive is £50. This continues to apply until 30<sup>th</sup> September 2024.

**Q4 2024 – Q1 2025 - 6 MONTHLY INCENTIVE**

Based on feedback DP World has received, we will be fixing the MSP Incentive for an extended period of time of 6 months (from 3 months) from 1<sup>st</sup> October 2024. This should provide assurance on the incentive and resilience in terms of pricing and allow for changes in rail share.

The MSP Incentive will be increased by £20 to **£70** per laden import container for the period from 1<sup>st</sup> October 2024 to 31<sup>st</sup> March 2025.

The MSP Fee of £10 per import laden container will remain unchanged.

**HOW THE MSP WORKS**

The MSP trial structure continues to operate on the basis of:

- The MSP Fee will be applied to all import laden containers.



**DP WORLD**

[dpworld.com/southampton](http://dpworld.com/southampton)

- An MSP Incentive will be credited automatically for any import laden container which leaves DP World Southampton by rail to a railhead within the MSP Incentive Zone (as further detailed below).
- Any import laden container which leaves DP World Southampton by rail to a railhead outside the MSP Incentive Zone will be refunded the MSP Fee.
- The MSP Fee will be levied to the import clearing agent who makes the customs declaration.

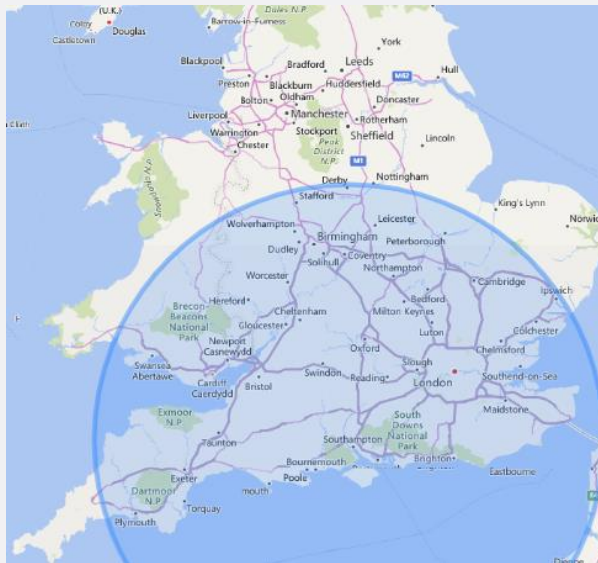
**The MSP Fee and MSP Incentive levels are as follows:**

- The MSP Fee is £10 per import laden container.
- The MSP Incentive will be £70 per applicable container, for the period between 1<sup>st</sup> October 2024 to 31<sup>st</sup> March 2025.
- DP World reserve the right to adjust the MSP Fee.
- The import clearing agent will be credited £0.50 per MSP Fee paid to cover the administrative costs associated with the transaction.

**The MSP Incentive for 1<sup>st</sup> April 2025 to 30<sup>th</sup> September 2025 will be announced by 28<sup>th</sup> February 2025.**



**Intermodal railheads within DP World Southampton MSP Incentive Zone include:**



- Avonmouth;
- Birmingham Hams Hall;
- Birmingham (BIFT) Birch Coppice;
- Birmingham Landor Street;
- East Midlands Gateway;
- Bristol;
- Cardiff;
- Daventry;
- Northampton;
- DP World London Gateway;
- Portbury.

The MSP Incentive Zone is approx. 140 miles as the crow flies.

**Further information**

DP World commits to providing visibility on the progress of rail uptake as a result of the MSP trial.

DP World are reviewing the learnings of the Modal Shift Programme Trial at Southampton before extending the scheme further.

Should you have a specific question please email [modalshift.uk@dpworld.com](mailto:modalshift.uk@dpworld.com)

Yours faithfully,

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**Vice President - Commercial & Supply Chain, UK**