

29th August 2025

CUSTOMER ADVISORY:
Modal Shift Programme Trial at DP World UK

TRIAL PERFORMANCE AND NEXT PHASE OF INCENTIVES

Following the success of the Modal Shift Programme (MSP) Trial at DP World Southampton, we continue to refine the incentive model to support sustainable logistics and encourage greater rail modal shift.

To date, the programme has delivered measurable environmental benefits, removing over 125,000 truck journeys and over 10 million road miles and reducing CO₂ emissions by more than 30,000 tonnes. The current rail share stands at 29%, representing a significant increase from the 21% baseline in H1-2023. However, this percentage has not yet consistently exceeded the 30% milestone, which is considered critical for long-term sustainability and justification of continued investment in modal shift initiatives. Ideally, we aim to see rail share reach at least 35% in the near future, and further incentivisation is required to help achieve this goal.

Q2 - Q3 2025 INCENTIVE

- The existing MSP Incentive of £70 per import laden container will remain in effect until 30th September 2025.
- All other programme terms remain unchanged for this period.

Q4 2025 - Q1 2026 – NEW INCENTIVE FRAMEWORK (1st October 2025 – 31st March 2026)

Effective 1st October 2025, a revised incentive structure will be introduced for a six-month period. This revised model aims to better align operational performance with the programme's sustainability targets, encouraging consistent rail share growth.

- **Import Clearing Agents Incentive:**
The MSP incentive will be set to £50 per import laden container within the MSP Incentive zone.
- **Rail Freight Terminal Operators (RFTOs):**
A consideration of £20 per import laden container moved by rail within the MSP Incentive zone will be held on account for RFTOs.
- **RFTO Performance-Based Disbursement (PBD):**
If the average rail share equals or exceeds 30% between 1st October 2025 and 31st March 2026, the held £20 per container will be paid out to RFTOs in April 2026.

Conversely, if the 30% threshold is not achieved, no disbursement will be made for this period, and a new evaluation cycle will commence from **1st April 2026**.

- The PBD will be paid out to the RFTOs based on their share of railed boxes within the MSP Incentive zone.
- The RFTOs must pass on the PBD to the Freight Operating Companies (FOCs).
- The MSP Fee of £10 per import laden container will remain unchanged.

TARGET REVIEW AND FUTURE OUTLOOK

- The 30% rail share threshold will be reviewed every six months, and the target may increase as the MSP gains broader traction and success.
- Further updates to the incentive structure will be communicated in line with these reviews. The next update will be provided by 28th February 2026.

HOW THE MSP WORKS

The MSP trial structure continues to operate on the same basis with no changes since inception.

The MSP Fee and MSP Incentive levels are as follows:

- The MSP Fee is £10 per import laden container.
- The MSP Incentive will be £50 per applicable container, for the period between 1st October 2025 to 31st March 2026 payable to clearing agents.
- RFTO Performance-Based Disbursement will be £20 per applicable container, for the period between 1st October 2025 to 31st March 2026 payable when 30% average rail share is achieved.
- If the 30% threshold is not achieved for rail, then there will be no pay out to the RFTOs and those funds will be held on account for future incentives/disbursements. MSP Incentives to Import Clearing Agents remain unchanged.
- 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.

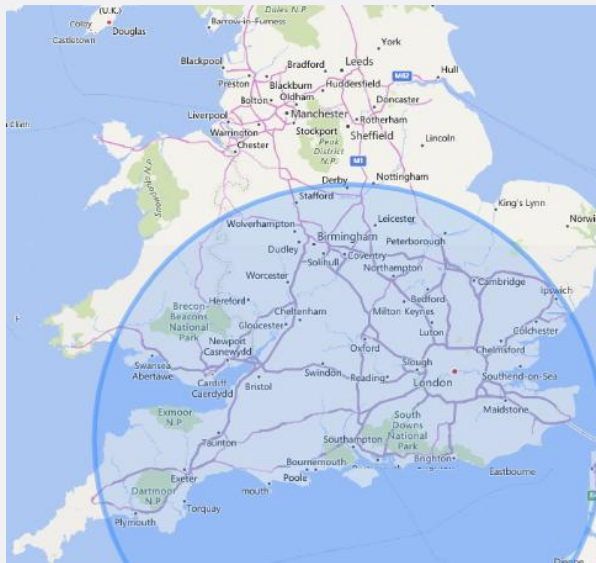
The MSP Incentive for 1st April 2026 to 30th September 2026 will be announced by 28th February 2026.



DP WORLD

dpworld.com/southampton

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 continue to review 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

Yours faithfully,

John Trenchard
Vice President – Sustainable International Supply Chains