



HPC Hamburg Port Consulting

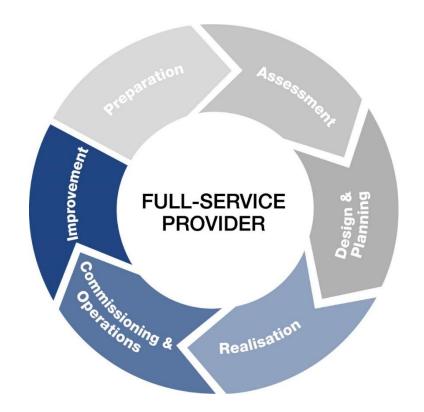
Serving the Industry for 45 Years

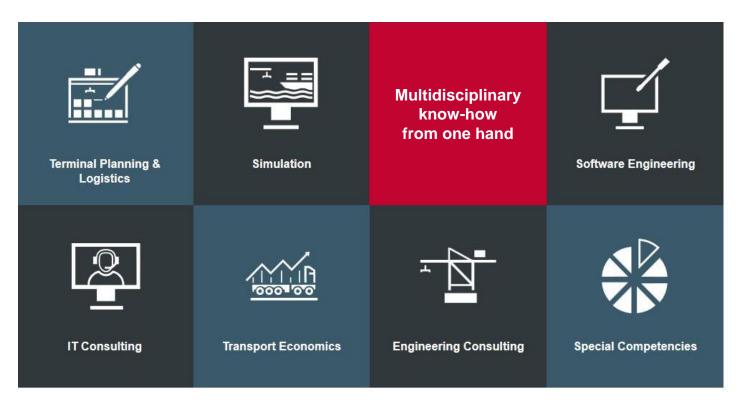


→ With around 100 experts from the industry, we take your segment's view and look at your specific needs. Successfully moving the industry for almost five decades.

HPC Hamburg Port Consulting

The One-Stop Shop for the Port and Logistics Industry

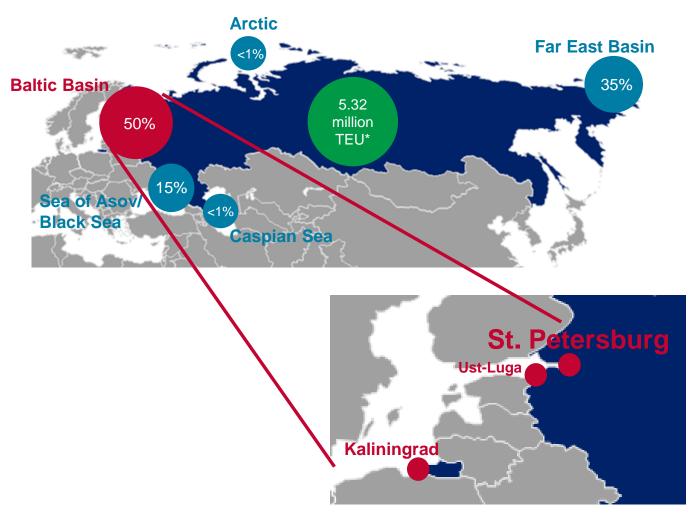




→ We support our clients in every phase of their projects. HPCs integrated approach combines the multidisciplinary expertise of our experts to develop and implement a customized solution.



Russian Baltic Ports handle half of total Russian Container Traffic; Great Port of St. Petersburg is Russia's major Baltic Sea Port

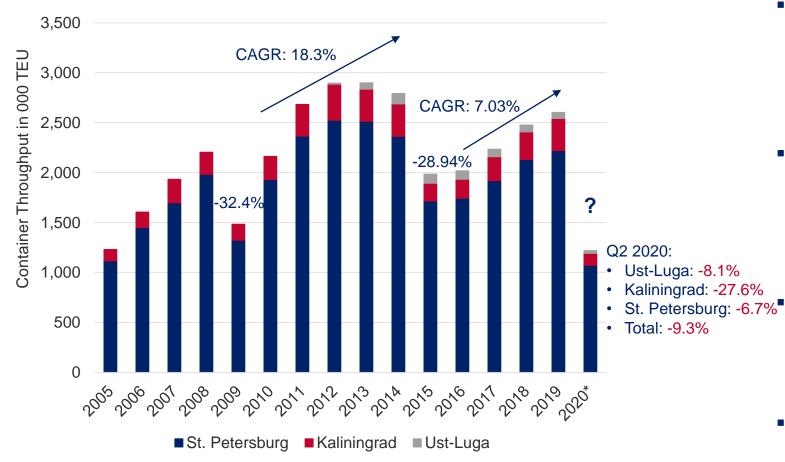


- Russian container ports handled 5.32 million TEU in 2019, primarily for the local market
- About half of Russia's container traffic passes through the country's Baltic Sea ports (50.4% in 2019): Great Port of St. Petersburg, Port of Ust-Luga and Kaliningrad
- St. Petersburg accounted for 85% of the aggregate container throughput of 2.6 million TEU via the Russian Baltic basin sea ports in 2019 compared to Kaliningrad (12%), and Ust-Luga (2%)
- With seven container handling terminals (thereof four major ones), St. Petersburg is the main gateway for Western Russia which inhabits 78% of Russian total population of 145 million people; key markets are the Metropolitan area of St. Petersburg (~5 million people) and Moscow (~20 million people)

Note: *Refers to 2019; Source: Russian Statistical Office



Russian Baltic Ports confronted with various downturns over past 15 years; Strong drop in volumes amid Covid-19 Pandemic, though less than expected



Note: *Q2; Source: Russian Statistical Office

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- The global financial and economic crisis (2008/9), the plunge in prices for oil – the country's key export - and economic sanctions (2014) hit Russian Baltic ports hard; Gradual volume recoveries observed
- Global economic contractions caused by the swift and massive shock of the Covid-19 pandemic and shutdown measures to contain again have strongly pulled down throughput volumes in 2020 (Q2: -9.3%)
 - Russian economy shrinked at 8.5% in Q2, though less than expected; Commodity, retail, transport and services sectors were most affected while agricultural sector grew
- Short/medium run throughput development difficult to forecast; depending amongst others on potential second lockdown in Russia, Europe and Asia

Realizing growth potential for Russian Baltic Ports in the Medium to Long Run

Increasing Local Cargo Volumes through

- Strengthening of agricultural products exports
- Growing containerisation of conventional cargo (e.g. chemicals, fertilizer, liquids etc.)
- > Strong growth of Russian online commerce and increased demand for value added services

Enlarging Transit Cargo Throughput by

- Taking advantage of the Silk Road Transport Corridors connecting Europe, Central Asia and Far East
- Integrating into the International North-South Transport Corridor moving freight between Europe, Near East and South Asia





