

HHLA International Presentation

Almaty, December 10, 2025



Hamburger Hafen und Logistik AG (HHLA) is a leading European port and logistics company, listed since 2007.

The port of Hamburg holds 51 % of shares in HHLA; the remaining 49 % belong to MSC.

The company's activity spans from the Port of Hamburg to many parts of Europe and Central Asia.



HHLA is a vertically integrated port and transport logistics company serving customers along the entire transport chain



Port Logistics Subgroup

Container

- Container handling
- Container-related services (e.g. storage, maintenance, repair)

Intermodal

- Container transport via rail and truck in the ports' hinterland
- Operation of inland terminals

Logistics

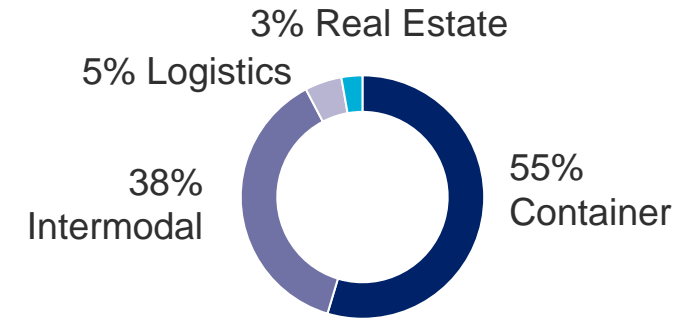
- Specialist handling of bulk cargo, general cargo, vehicles, fruit, etc.
- Consulting and training

Real Estate Subgroup

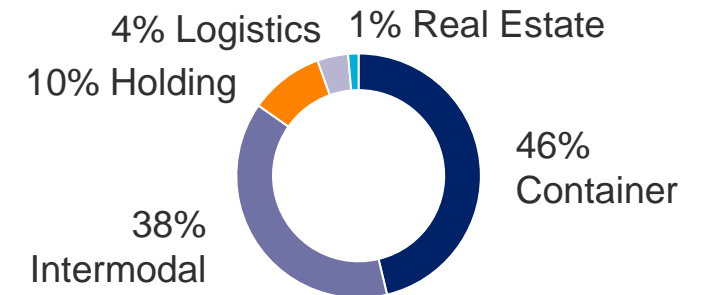
Real Estate

- DNA of HHLA and business card of the city
- Marketing of space in the Speicherstadt and Fischmarkt

Revenue by segment: EUR 1.6 billion



Personnel by segment: 6,641



Total throughput of 6.2 million TEU in 2023 with state-of-the-art handling technology at 6 terminals and customer relationships with all major lines



Container Terminal Altenwerder

- One of the most modern terminals in the world
- Very high degree of automation
- CO₂ neutral



Container Terminal Burchardkai

- Largest container terminal in Germany
- First facility in Europe to introduce tandem cranes



Container Terminal Tollerort

- Smallest but most flexible terminal in Hamburg
- Rail terminal built with five curved tracks



Container Terminal Odessa / Ukraine

- Largest container terminal in the Ukraine
- Participation since 2001



HHLA TK Estonia / Tallinn

- Largest container terminal in Estonia
- Terminal acquired in 2018



HHLA PLT Italy / Trieste

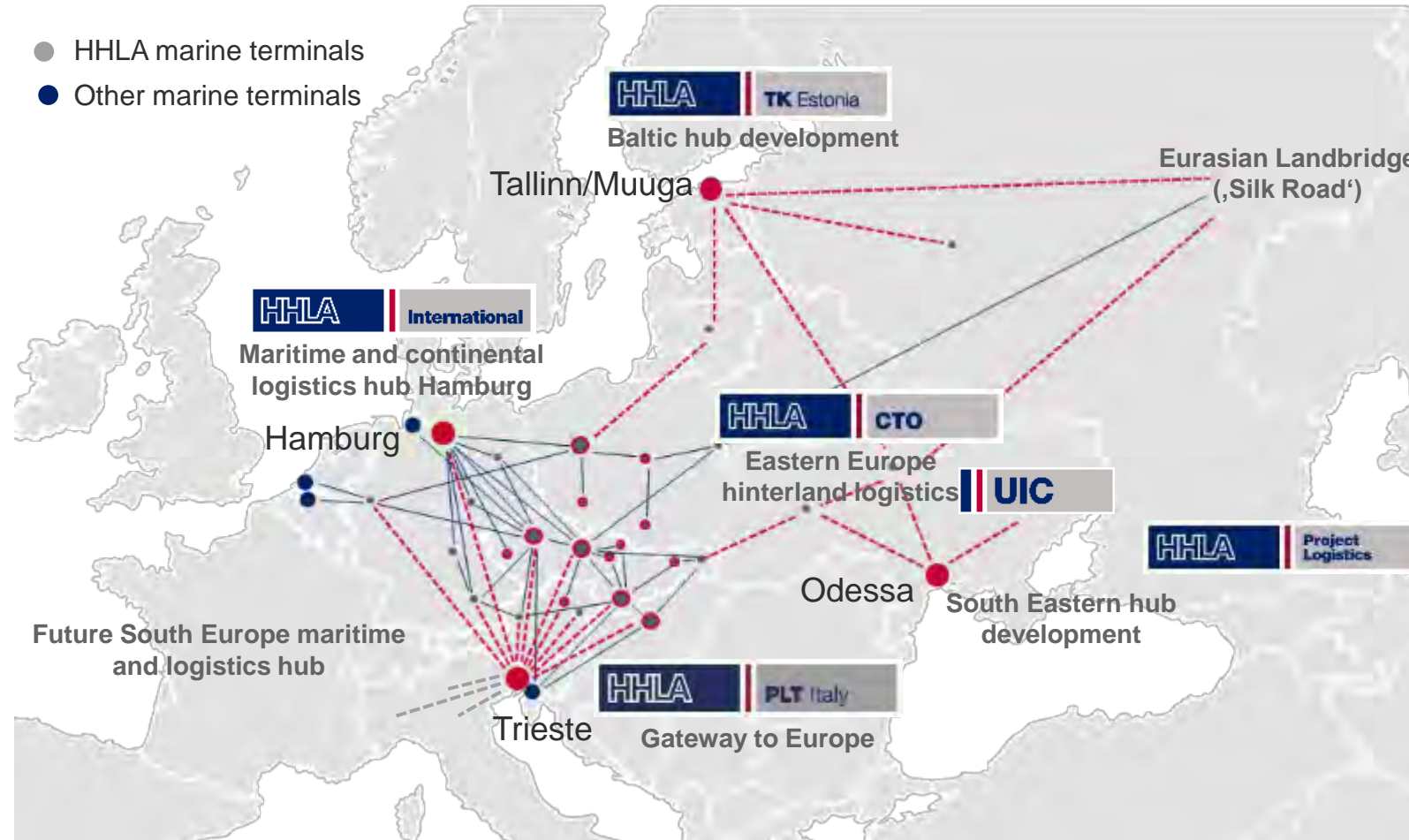
- New multipurpose terminal in Italy serving the Adriatic
- Majority acquired in January 2021

Hamburg Terminals

Terminals abroad (HHLA International)

The HHLA International vision: A pan-European port and intermodal network ensuring efficient supply chains

Integration of maritime and hinterland networks for efficient supply chains



- Focus on development of interlinked regional hubs to efficiently serve the European hinterland
- Both North–South flow as well as East–West flows
- Aiming to link the intermodal links of the different ports to create a network
- Strong believer in a Gateway (Hub) approach, i.e. an efficient connecting point between maritime and land based transport
- In parallel, development of efficient data flows to support physical goods movement (digitalization)
- In collaboration with the European TEN-T initiative

METRANS inland terminal network providing 600 train connections per week

From/To		Trains per Week	
Hamburg	↔	Praha	54
Hamburg	↔	Ceska Trebova	32
Hamburg	↔	Dunajska Streda	14
Hamburg	↔	Salzburg	3
Hamburg	↔	Berlin	10
Hamburg	↔	Gernsheim	6
Hamburg	↔	Gadki	18
Hamburg	↔	Nürnberg	16
Hamburg	↔	München	16
Hamburg	↔	Leipzig	14
Bremerhaven	↔	Praha	13
Bremerhaven	↔	Ceska Trebova	12
Bremerhaven	↔	Dunajska Streda	6
Bremerhaven	↔	Nürnberg	8
Bremerhaven	↔	München	8
Rotterdam	↔	Praha	12
Rotterdam	↔	Ceska Trebova	6
Duisburg	↔	Praha	6
Koper	↔	Dunajska Streda	35
Koper	↔	Budapest	28
Praha	↔	Ceska Trebova	28
Praha	↔	Salzburg	9
Praha	↔	Leipzig	1
Praha	↔	Wilhelmshaven	4
Ceska Trebova	↔	Dunajska Streda	28
Ceska Trebova	↔	Kosice	4
Ceska Trebova	↔	Zlin	14
Ceska Trebova	↔	Ostrava	12
Ceska Trebova	↔	Krems	4
Ceska Trebova	↔	Linz	6
Dunajska Streda	↔	Kosice	12
Dunajska Streda	↔	Budapest	13
Dunajska Streda	↔	Krems	2
Nürnberg	↔	München	8



Profile of the METRANS Group

Terminals, Locomotives, Wagons and Repair Shops



8 HUB terminals & depots

Czech Republic, Slovakia, Poland, Hungary and Austria

12 inland terminals & depots

Czech Republic, Slovakia, Poland & Germany

NEW HUB TERMINALS from 2022

KREMS

MALASZEWICZE

Over 2 million m² on Depot & Terminal capacities

More than 100 locomotives

More than 3 000 wagons

2 repair shops for locomotives & wagons

Kolin & Dunajska Streda

Offices in the ports

of Hamburg, Bremerhaven Koper Istanbul



HHLA TK Estonia: largest specialised terminal in Estonia owned by HHLA

Long-term local experience combined with strategic shareholders enables sustainable growth

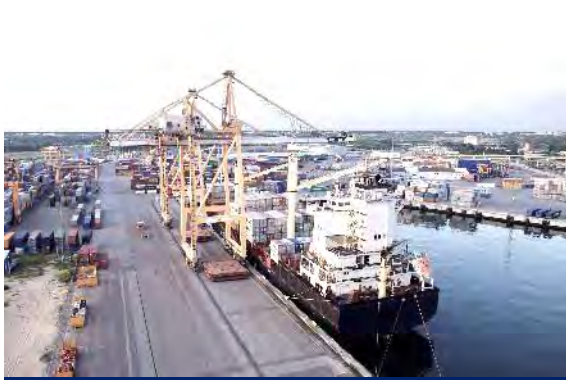


- Operating in Estonia, Tallinn-Muuga Port since 1996
- 100% shareholder is Hamburger Hafen und Logistik AG since 2018
- Land concession for HHLA TK Estonia until year 2062
- Location in free customs zone of Muuga Port, allowing for storage of imported goods without customs guarantees, quotas, tariffs and taxes for an unlimited period
- Revenue 2021: € 21,937 million
- Headcount: 210 employees
- Compliance with high standards is confirmed by ISO and ISPS certificates



HHLA TK Estonia provides wide portfolio of port terminal services

Expertise of 25 years in focussed business areas



Container

- Largest container terminal in Estonia
- Excellent connection to road and railway - with regular service from terminal
- Extension from 3 to 5 STS cranes in 2022
- Fully automated container terminal gate system



Ro-Ro / Con-Ro

- Regular daily lines to Helsinki
- 3 dedicated Ro-Ro hydraulic berths
- Con-Ro berth unique in the region
- Double ramp in 2022
- Handling of unaccompanied trailers



General Cargo

- Specialist handling of dry bulk, break bulk, vehicles parts, food, special cargo etc.
- Warehouses and open storage areas next to the quay
- Direct railway connection
- Berth for handling vessels of up to 80,000 tons
- Unique warehouses to handle refrigerated and frozen foodcargo



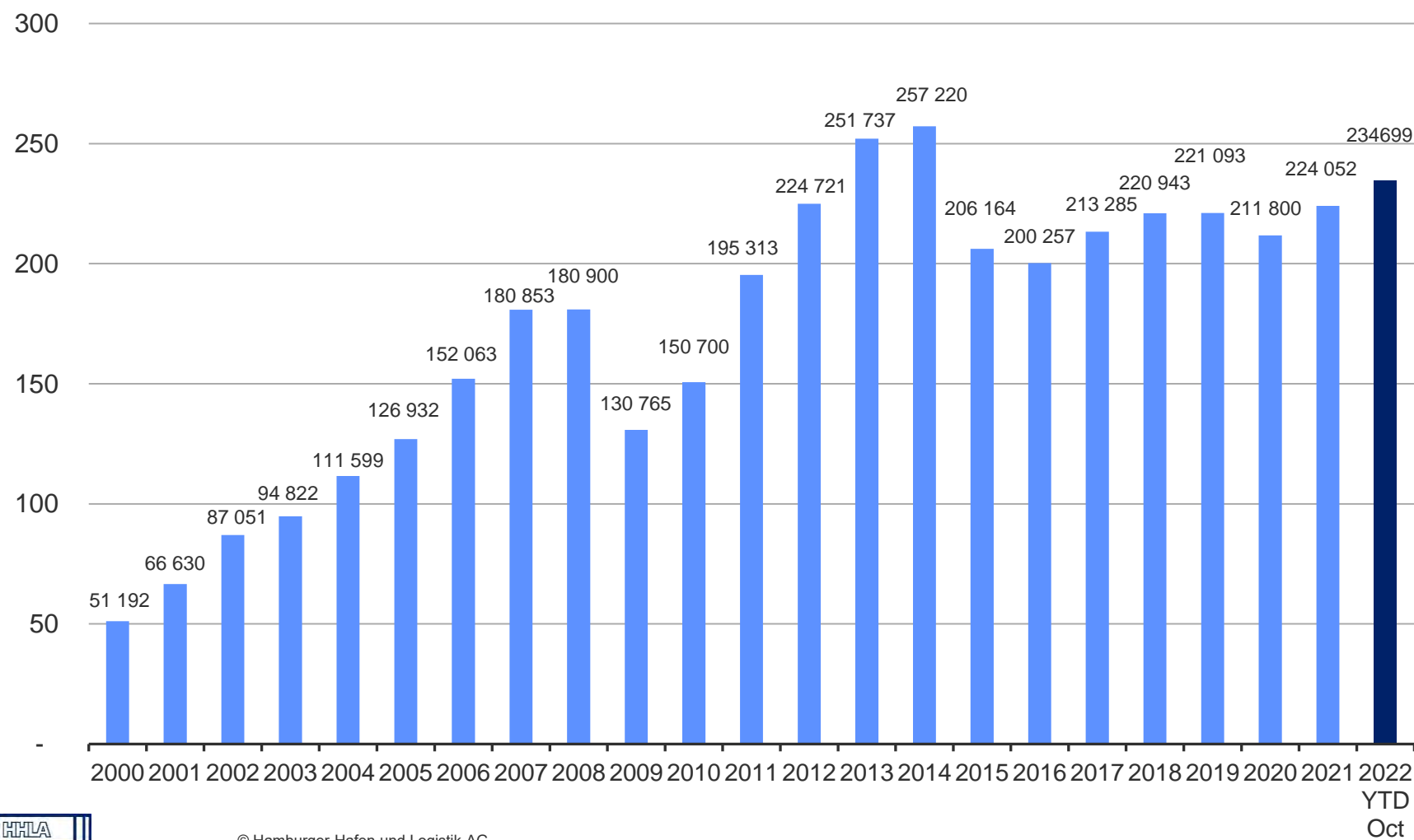
Additional services

- Storage of container
- Container repair and washing
- Weighing
- Local forwarding
- Stuffing, stripping

Container terminal has stable development

Major shipping lines regularly calling the terminal

CONTAINER THROUGHPUT IN 000TEU



MAIN CUSTOMERS



Amber Train

Intermodal freight connection between Finland and Middle and South Europe

36,000 trucks / month between Finland - Estonia



Multimodal ferry – rail – truck connection:

- Easy first mile – last mile transport with semi-trailers
- Port hubs enable flexible handling
- Start: 2x weekly service, development: 4x weekly service



Preparing grounds for Rail Baltica:

- Route: Helsinki – Muuga – Kaunas – Warsaw/other hubs
- Customer attraction
- Good cooperation between international partners in 3B



Adressing the climate neutrality goal:

- Activity withing the EU climate neutrality package – Shift2Rail
- Better infrastructure capacity usage
- Customers in Finland value sustainability aspect



HHLA PLT Italy

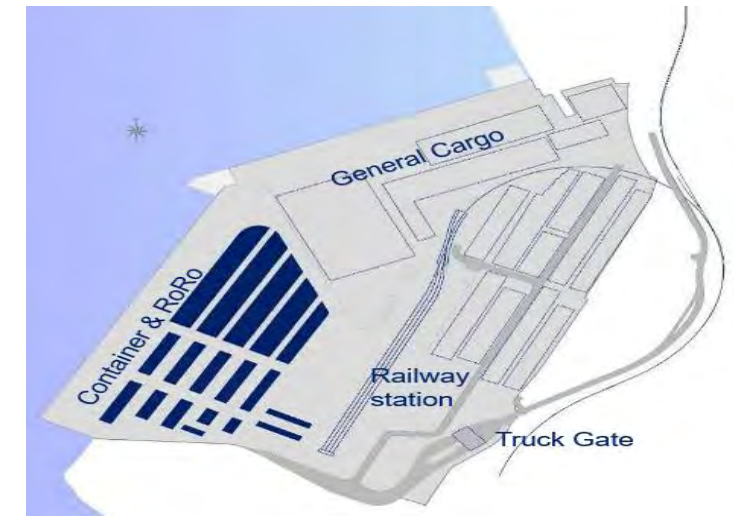
The new common user multipurpose terminal in the Freeport of Trieste

HHLA PLT Italy location in the port of Trieste



Terminal specifications of HHLA PLT Italy

Quay length	360 m / 414 m
Water depth	9-12 m / 13 m
Area	~27.0 ha



- Construction ended in 2020 as PPP with Port of Trieste,
- Concession until 2052
- On January 7th 2021 official entry of HHLA as majority shareholder and rebranding from PLT into **'HHLA PLT Italy'**
- Terminal focused on:
 - General Cargo in particular aluminum, coils, timber & CFS
 - Project Cargo
 - RoRo
 - Containers

HHLA PLT Italy development

Dynamic growth amid challenging times

First Roro call



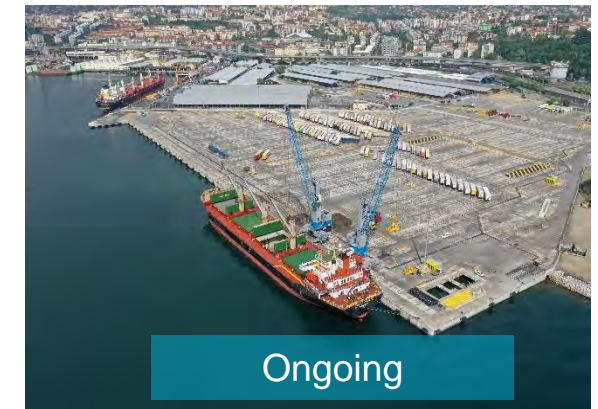
First Train



First Container call



General Cargo



Roro services

Ulusoy

- 2 / week Cesme / Izmir – Trieste

DFDS

- 3 / week Mersin – Trieste

ZIM Car carrier

- China – Trieste

Intermodal Services

Conventional trains

- Weekly Austria

Intermodal

- 4 / week Karlsruhe
- 3 / week Bettembourg
- Dunajská Streda
- Dobra/Odessa
- Graz
- Melzo (Milan, Italy) – (March 2023)
- Bologna, Ancona area (Q1)
- Other connections to South and East Europe under development

Container Service

CMA CGM – TMX 3

- 1 / week Ambarli - Gemlik – Gebze – Trieste – Malta

ZIM – ADX (Suspended)

- 1 / week Ashdod – Izmir (Aliaga)

Maersk

- Bi-Weekly – MED feeder

General Cargo & CFS

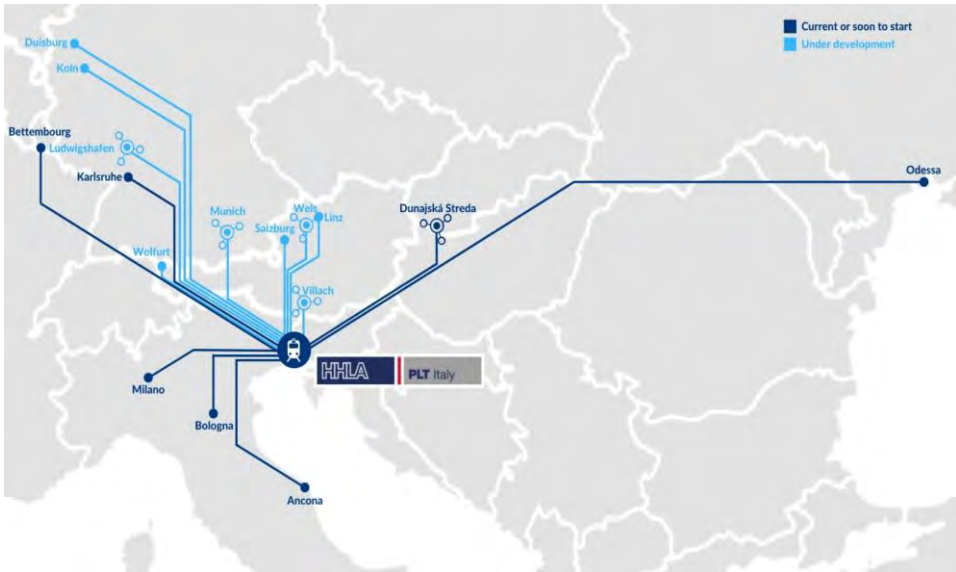
- 235'000 tons discharged in 2021
- 15'000 TEU of CFS throughput

Project Cargo

- 2 mobile harbor cranes lift on hook with up to 125t lifting capacity, up to 200t with two cranes;
- 2 mobile cranes with up to 65t and 52t lifting;

Key to unlocking the potential of CEE hinterland

Rail services are key focus for HHLA PLT Italy



General information

- Neutral operator, open for all rail cargo companies
- Access to terminal independent of Trieste Campo Marzio cargo station through Servola Station
- Ability to receive/deliver 600m long trains

Technical Details

- Rail tracks: 4 tracks per 300 m each
- Capacity for 6 daily full train circulations
- Shunting maneuvers conducted by neutral operator Adriafer (100% Trieste Port Authority company) within terminal premises

Intermodal services

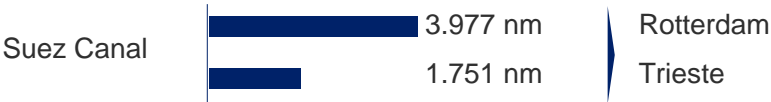
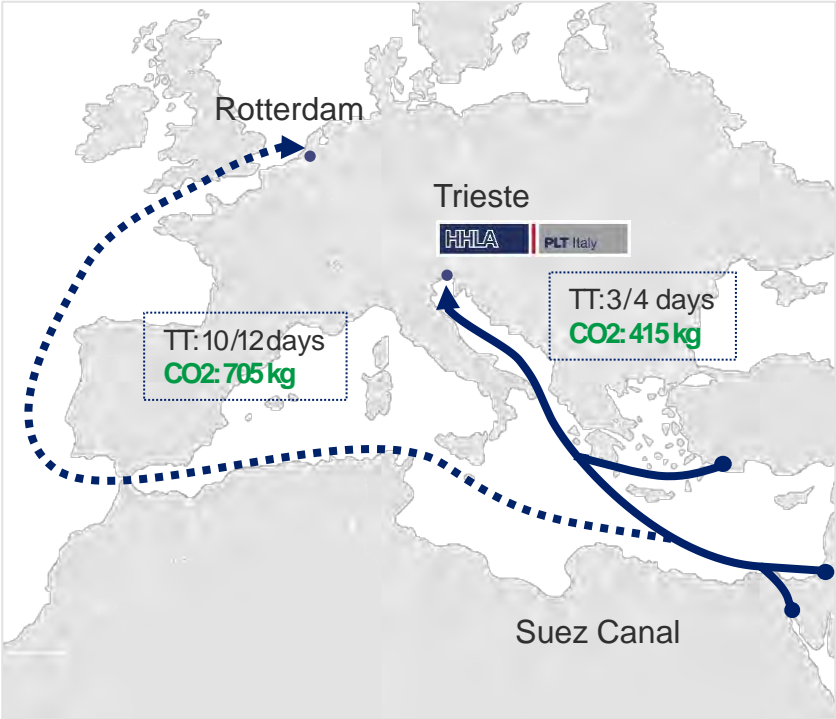
- 20', 40', 45'-Feet ISO container from vessel to rail
- Swap bodies
- Crainable trailer
- Non-crainable trailers
- Timber and metals

HHLA PLT Italy Vision

Sustainable and efficient cargo friendly Adria hub of choice for Central and East Europe

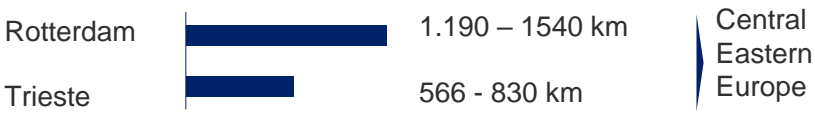
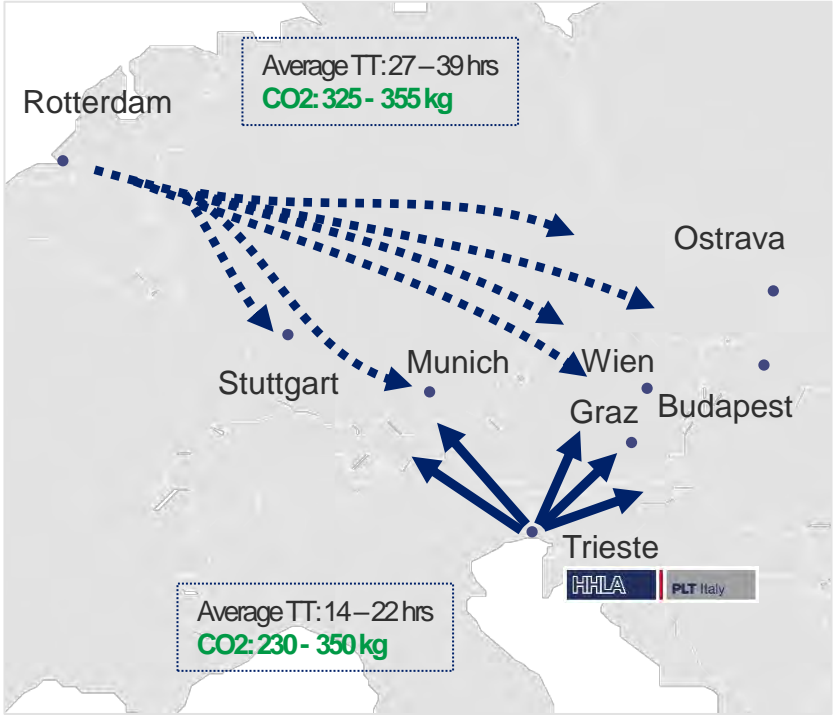
Shorter sea route from the FE and E-Med to Europe

The direct sea route from the FE and the E-Med to the Trieste is more advantageous in terms of distance and transit time compared to the North Range ports.



Shortest route to the Central European hinterland

Compared to the North Range ports, the Adriatic ports are much closer (624 - 710 km) to the markets of Central and Eastern Europe.



Source: Route Scanner – Accelerated by Port of Rotterdam

HHLA PLT Italy development plan

Combination of state-of-the-art container terminal with efficient road and rail operation

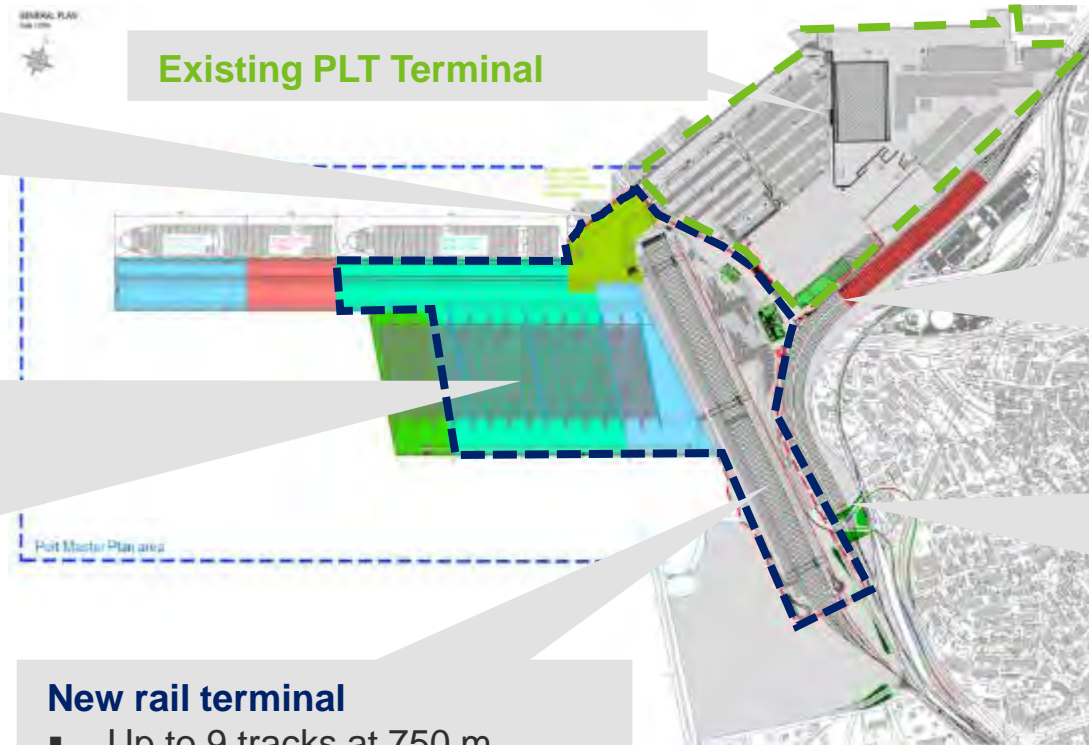
Extension of PLT quay/yard

- Capable of serving simultaneously longest RoRo vessels and 5,000 TEU container vessel

New container terminal

- Highly automated,
- Emission neutral
- Using latest technology
- Capable of serving largest container vessels
- Planned total capacity 1.6 Mio. TEU (but further expansion possible).
- Phase 1: 900k TEU

Proposed PLT expansion



New rail terminal

- Up to 9 tracks at 750 m allowing handling of longest allowed trains
- Max. capacity > 40 / day = 280 trains / week



New railway marshalling yard

- 10 tracks dedicated to PLT terminal
- Direct connection to the national rail network with > 50% capacity available

New highway connection

- Direct connection to highway towards Venice, Udine and Ljubljana
- Highways around Trieste not congested

Financing secured through Italian recovery fund (PNRR)

 : Existing PLT Terminal
 : Phase 1 development

HHLA Container Terminal Odessa

Leading container terminal operator in Ukraine, 100% subsidiary of HHLA International, both belong to a leading in Europe Logistic Group HHLA AG (port of Hamburg, Germany).



HHLA CTO

Terminal area [ha]	36,5
Quay length [m]	960
Water depth [m]	up to 14.5
Berths	3
Current Capacity	850 k TEU
6 STS and 15 RTG	

- HHLA involvement in Odessa port since 2001
- PPP set up until 2044 (combination of long term rent and investment agreements)
- More than EUR 170 million total investment in the development and management of the terminal, ensuring a state of the art container facility for Ukraine
- Leading and largest container terminal in Ukraine
 - Throughput of 372 k TEU in 2020
 - Western European service standards, sustainability approach
 - Capable of serving Bosporus-Max vessels
 - Highest productivity levels, twin lift operation at QM berths
 - Modern IT systems (TOS and TCS) with real-time data exchange and electronic document flow both duly certified by Ukrainian authorities
- Besides core container operations, HHLA CTO develops general and bulk cargo handling to diversify business, including grains in specialized containers
- Terminal well connected to road and rail network
- Currently investments performed to increase rail capacity for block train handling

CTO Facilities

Next to on-dock intermodal facilities, CTO also offers value added services

Intermodal facility on terminal

- 750 m rail tracks inside terminal
- Direct handling of containers from/to rail wagons using RTG



Container freight station

- Stuffing & unstuffing of import/export cargoes from/to containers
- Handling of OOG and project cargoes up to 75 mt
- Currently handling wood, pipes, 'big bags', grain
- Further commodities planned



HHLA Project Logistics is a specialized forwarding company for heavy lift transports in the Caucasus and Central Asia



- HHLA PL offers transport solutions for the entire Caucasus region and neighboring areas of Central Asia
- The headquarter is in Poti, Georgia with additional offices in Tbilisi, Georgia and in Baku, Azerbaijan, and Almaty, Kazakhstan
- HHLA PL's main business services:
 - Project cargo and heavy lift transports
 - Intermodal container transports
 - Logistics solutions by sea, air and/or land
 - Freight forwarding services in all stages of transport
- Focusing on tailor-made customer solutions dealing with heavy and oversized loads and unique requirements every day
- Independent, neutral forwarder working particularly on behalf of international and local freight forwarders
- Close cooperation with all local players throughout the region (ports, shippers, railway/trucking companies and authorities)

- Established in 2001, Poti, Georgia
- HHLA involvement since 2006
- HHLA ownership, 75%
- HHLA Project Logistics is a specialized forwarding company for heavy lift transports in Caucasus region and Central Asia



Successful cooperation with international customers with a neutral positioning and benefitting from a wide range of experienced and professional partners

OUR SERVICES ...

- Port handling in GE, AZ, KZ, TM Ports
- Storage (open, covered, bonded, not-bonded)
- Packaging
- Door to Door delivery
- Truck (FTL/LTL), rail, sea (FCL/LCL/BB/Bulk), air
- Completion of documentation &
- Customs brokerage
- Stripping and stuffing of containers/wagons incl. lashing and securing
- Leasing of special handling and transportation equipment
- Rail siding deliveries
- Tally and survey supervision
- Guarding during transportation

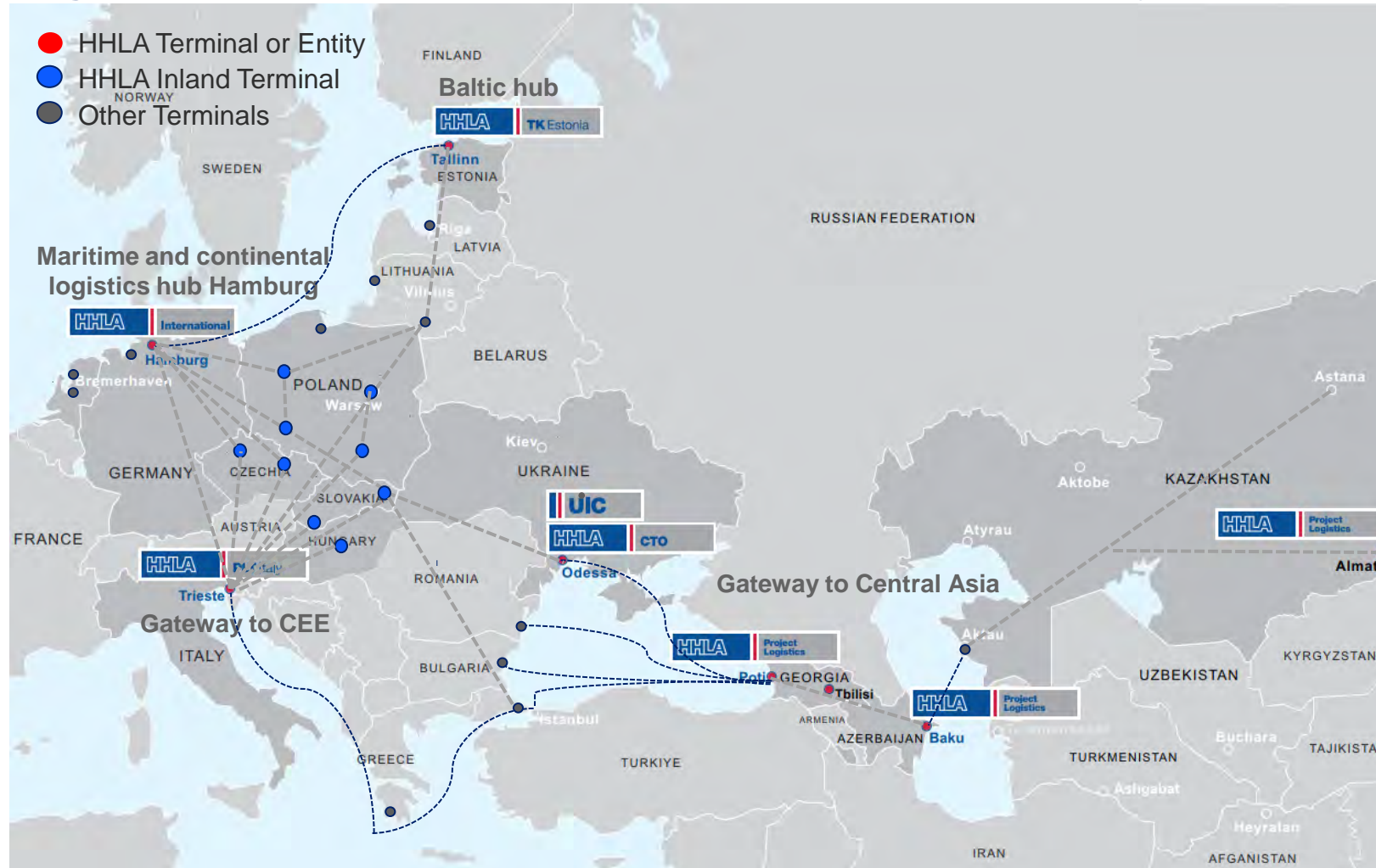
- GPS monitoring
- Container depot activities including reporting
- Dangerous goods transportation
- OOG permits/civil/police escorts / DG permits
- Heavy lift and ODC cargo transportation
- Lashing/securing of OOG/HL cargo
- Jack & Slide lifting method, moving, loading/unloading of heavy units
- Foundation
- Route survey
- Deliveries to/via/from GE, AZ, TR, RU, UA, TM, KZ, UZ, TJ, KG, MN, AF, CN etc.



Exemplary transit times from Poti	Road service	Railway service
		
Azerbaijan		
Baku	2	3
Alyat	-	3
Kishli	-	3
Sumgait	2	-
Astara	3	-
		
Kazakhstan		
Aktau	-	10
Nursultan	-	30
Oazis	-	20
Uzbekistan		
Karakalpaki a	-	25
Bukhara	-	30
Tashkent	-	25
Termez	-	30

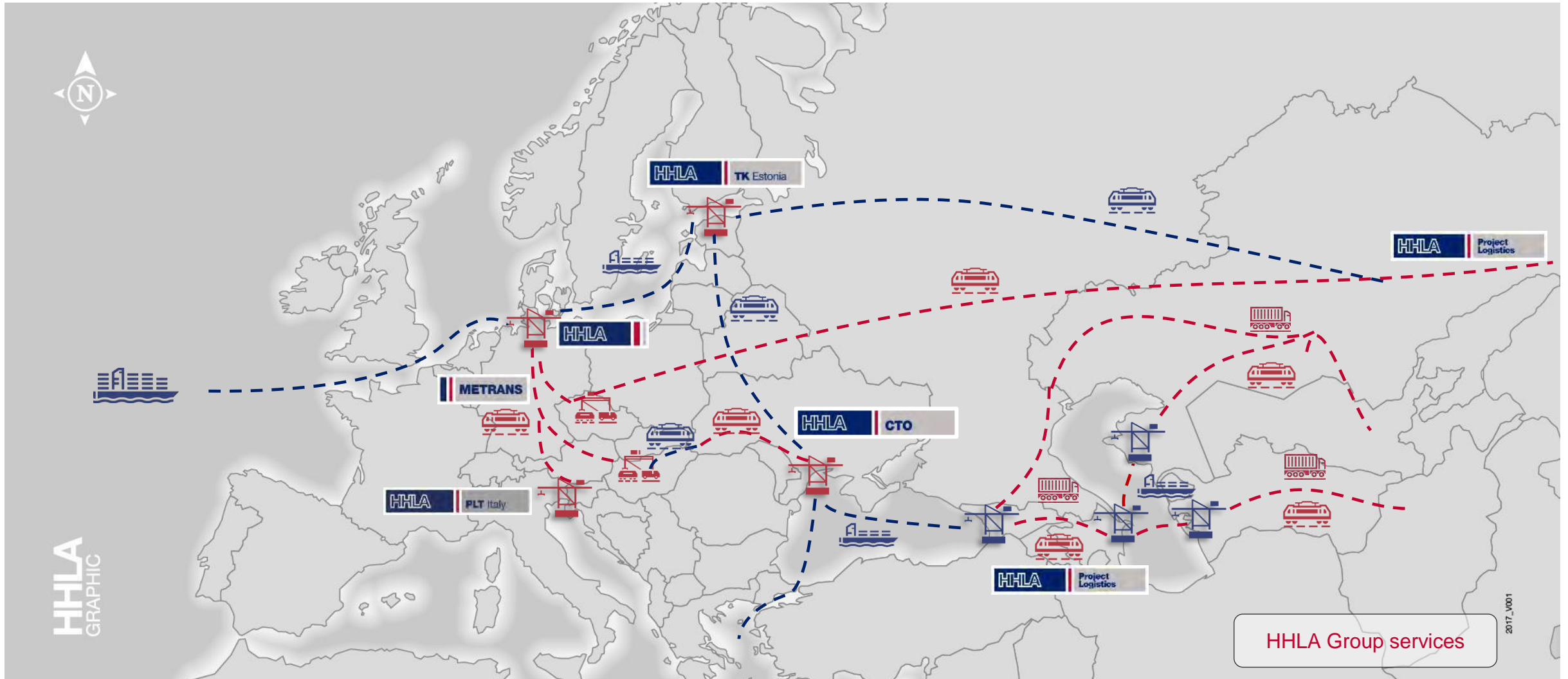
The HHLA International GmbH (HIG) vision: A pan-European port and intermodal network ensuring efficient supply chains for Customers

Integration of maritime and hinterland networks for efficient supply chains



- In collaboration with the European TEN-T initiative
- Focus on development of interlinked regional hubs to efficiently serve the hinterland
- Both North – South flow as well as East – West flows
- Aiming to link the intermodal links of the different ports to create a network
- Strong believer in a Gateway (Hub) approach, ie. an efficient connecting point between maritime and land based transport
- In parallel, development of efficient data flows to support physical goods movement (digitalization)

HHLA Project Logistics already serves all routes on the Middle Corridor – Objective of HHLA International to further improve regional connectivity



HHLA Project Logistics Kazakhstan is part of the TITR Middle Silk route and offers connections to the Metrans network through Brest / Malaszewicze or Istanbul or to the Baltics via our TK Estonia terminal in Muuga

Silk Road Redux

China is creating a rail container-freight network to help revive ancient trade routes to Europe.



Note: Map data as of 2015. Doesn't include recent developments such as London-China freight service.

Source: National Development and Reform Commission

THE WALL STREET JOURNAL.

Some of the shipments we handled



Project portfolio examples (1)



- Project: Transport of power plant
- Route: from port of Poti to Mestia
- Dimension: 75 tons
- Special requirements fulfilled: in total organization of transport of 3 transformers with accessories. After door delivery we organized discharging of the cargo from the trailers/basement as well.



Project portfolio examples (2)



- Project: SOCAR HDPE (Azerbaijan)
- Route: from Poti to Sumgait (Azerbaijan)
- Dimension: Biggest unit that we transported during this project was 6.10m in height, 75ton
- Special requirements fulfilled: Transportation of the cargo was organized with special and standard equipment. Besides of special low bed trucks we have used special low bed rail wagons for this project.
- Period of the project: 2015-2017

Project portfolio examples (3)



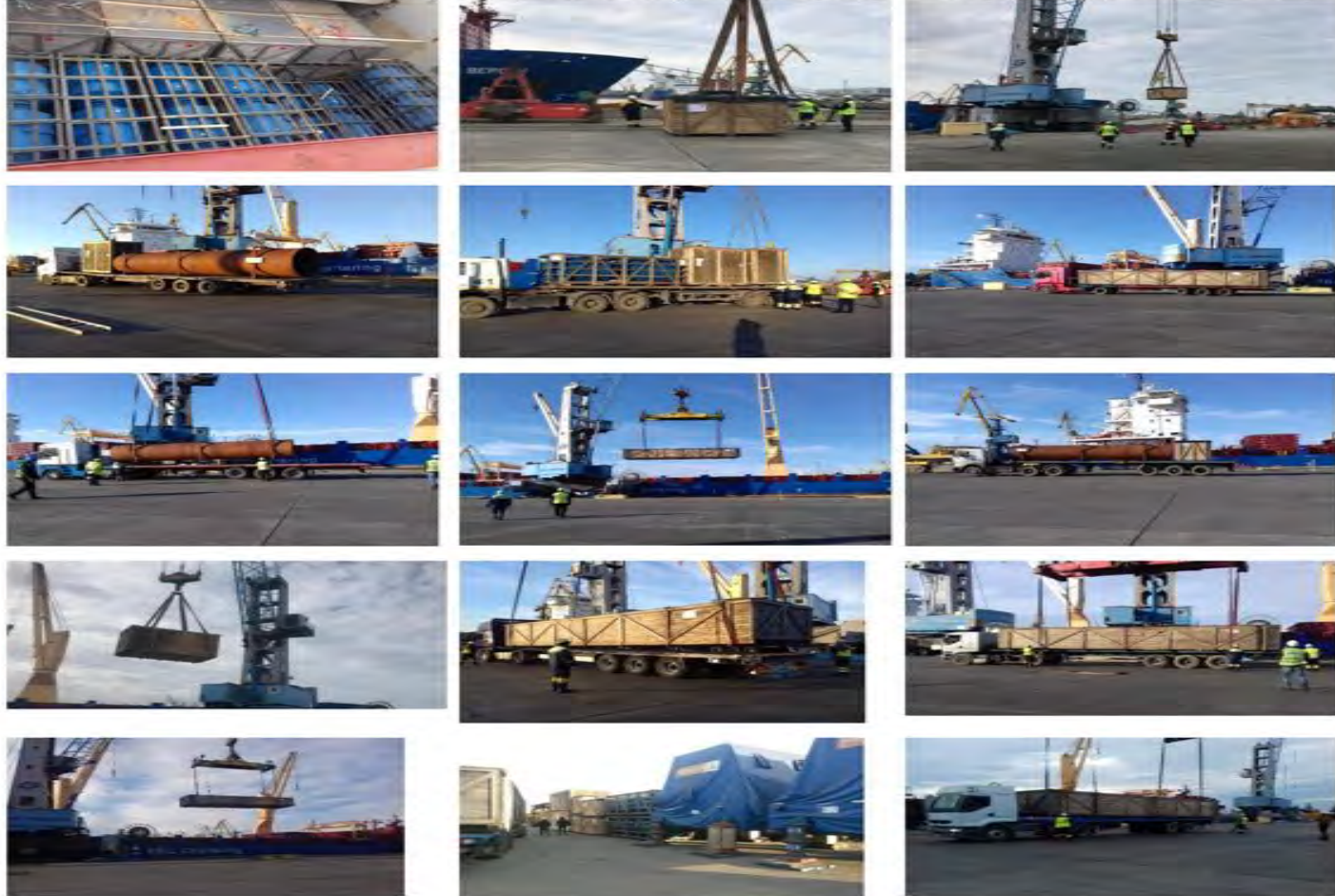
- Project: Uzbekistan Gas to Liquid
- Route: from port of Poti port to port of Baku Alyat
- Dimension: various OOG units
- Special requirements fulfilled: Transportation of the cargo has been organized with 18 special low bed and hydraulic trailers.
- Period of the project: 2018-2019



Project portfolio examples (4)

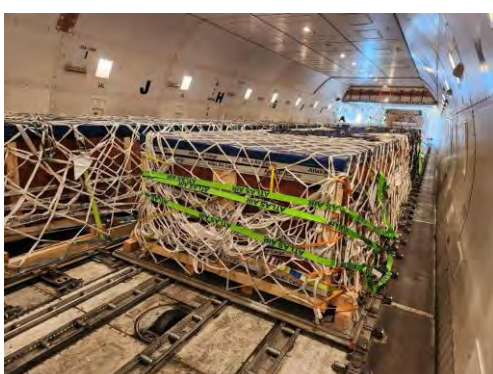


Project Name: Azerenerji power plant (AZERBAIJAN) ✦ Volume: 6,815,200 kg's ✦ Start date: 2019



- Project: SANGACHA power plant (AZ)
- Route: from port of Poti to Sangacha
- Load: 28 turbines + 1 transformer
- Dimension: 75 tons
- Special requirements fulfilled: This was the occasion for HHLA PL to unload the biggest load of special cargo ever delivered to the Poti Port in one vessel. The unique link between HHLA PL and the APM Poti port owner made it possible to use the main unloading dock of Poti, knowing that any technical issue and delay would have blocked an entire container traffic of the Poti port. Project was completed in advance in less than 4 months.

Project portfolio examples (5)



- Project: Air Charter delivery (UAE)
- Route: from Seoul to Dubai
- Load: 8 tubes
- Dimension: 60 tons
- Special requirements fulfilled:
 - Cargo was loaded into a Boeing 747-400 at a time of very high demand
 - We had to repack the tubes overnight according to the additional safety requirements of the US airline for emergency landing and takeoff
- Period of the project: April 2024

Reliability, quality and safety form our basis

Strict HHLA compliance guidelines

- Corporate governance of stock-listed HHLA also implemented with HHLA Project Logistics
- Aligned with HHLA compliance rules
- Close cooperation with HHLA headquarter where needed
- Know-how support and exchange
- Reliability



Quality and safety as policy

- Certification:
 - ISO 14001:2004
 - ISO 9001:2008
 - in process of renewal
- Zero accident policy
- Continuous training of all employees and drivers



Use of appropriate IT systems

- IT systems
- Online monitoring of cargo
- Track & trace system

