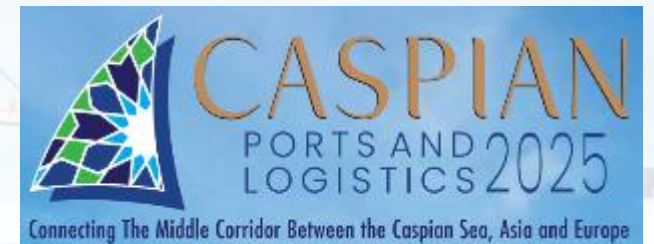


Session 2: The Strategic Role of the Middle Corridor

The Impact of a Momentum...

December 10th, 2025 | Frank Busse, Partner & VP Europe



45+ Years of Excellence – what we have achieved

Anchored in operations

1,850
Projects in
135 COUNTRIES



**80+
OPTIMISATION**
Improved operational
excellence and
reduced costs



**Founded in
1976**

**50th
anniversary
!!!**

**180+
PORTS**

And terminals
planned and
optimised

**1st
FULLY
AUTOMATED**

Terminal of scale.
Doubled capacity
on the same
footprint



**100
ENTHUSIASTS**



With background
from port and
terminal operations
and software

**Projects in the
Middle Corridor
Region 15+**
since 2020

Hinterland connectivity



120 projects implemented for intermodal rail terminals,
inland ports and warehouse logistics



Developed and operated Container
Terminal *HPC Ukraine* in Odessa for
more than 10 years (now HHLA CTO)

Client landscape

Diversified public and private clients from 135 countries

TERMINAL OPERATORS



CARGO OWNERS



CARRIERS



RAILWAY OPERATORS



LOGISTICS SERVICE PROVIDERS



PORT AUTHORITIES



GOVERNMENTS



BANKS AND PRIVATE INVESTORS



INTERNATIONAL ORGANISATIONS



Lifecycle advisory services

From analysing and planning to its implementation and optimisation

INVESTMENT



- Privatisation support, due diligence, PPP
- Financial analysis (forecasts, cost benefits feasibility)
- Economic analysis (SEZ, regional economic, port, transport, competition, commercial)
- Planning (business plan, master plan, terminal planning etc.)
- Procurement assistance for technology and equipment
- Funding management

MANAGEMENT



- IT strategy & implementation (automation, digitalisation)
- Terminal development
- Supply chain integration
- Terminal audits
- Interim operation management
- Interoperability and interconnectivity (quay, yard, hinterland ops and IT)
- Sustainability and zero-emission management

OPTIMISATION



- Business process optimisation
- Simulation
- Port handling equipment & workshop optimisation
- Training
- Safety and security optimisation
- Yard optimisation
- Resilience improvement
- Recovery strategies, health check



Port



Terminal



Hinterland

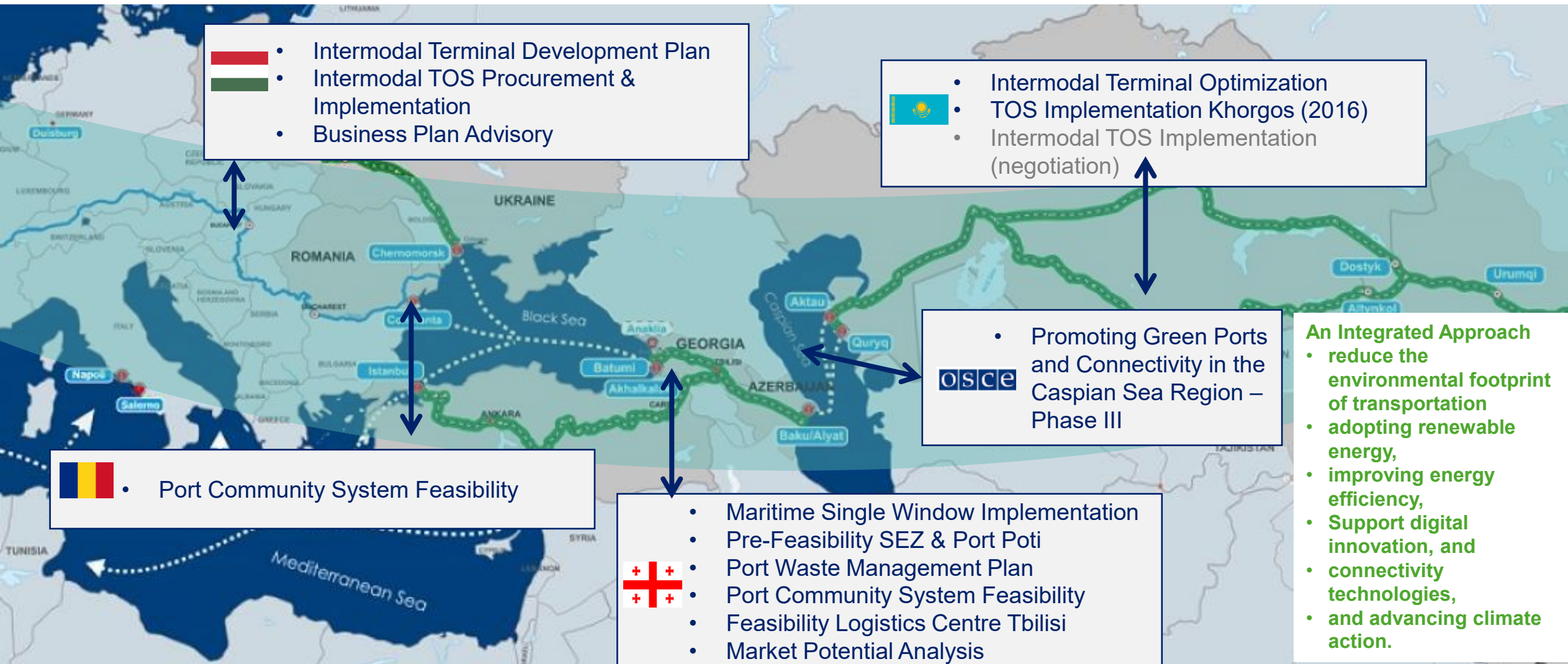
Choice of Infrastructure Investment along the Middle Corridor

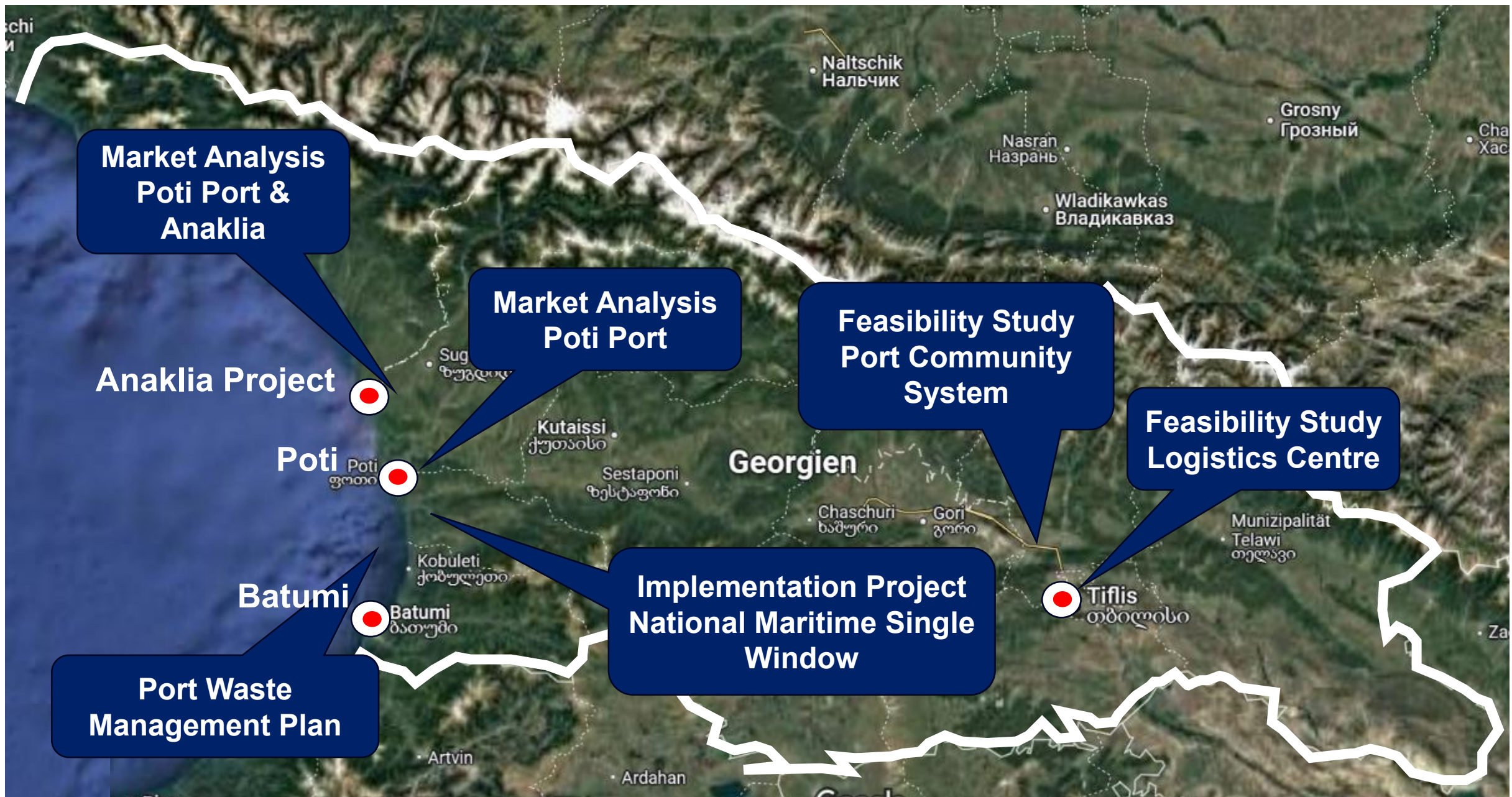
In 2024, the Middle Corridor moved 4.5 million tons of freight, an increase of 61% from 2023 (2.8m tons, +86%)



HPC's current activities along the Middle Corridor

Projects conducted, on-going and under negotiation (2021 – today)





Where We Did It

Choice of relevant Projects within the Region and/or the Industry Sector

Client, Project Location	Year	Title	Region / Middle Corridor
ADB Asian Development Bank & Ministry of Transportation of Georgia Tbilisi; Georgia	2024	Feasibility Study on Tbilisi Logistics Hub	✓
Maritime Transport Agency of Georgia (MTA)/Amentum Services, Inc; Batumi; Georgia	2023	Georgia National Maritime Single Window	✓
LLC IMCC International Middle Corridor Consortium Tbilisi; Georgia	2022	Pre-Feasibility Study for a New Cargo Hub along the International Middle Corridor at Poti & Anaklia	✓
Maritime Transport Agency (MTA) of Georgia, Swed Fund Batumi, Poti; Georgia	2021	Feasibility Study for Sustainable Port Waste Management in Georgia	✓
EBRD European Bank for Reconstruction and Development, MTA Batumi, Poti; Georgia	2021	Feasibility Study for the Development of a Port Community System (PCS)	✓
Anaklia Development Consortium (ADC) Anaklia; Georgia	2019	Optimisation of the Maintenance Strategy Concept for Anaklia Port	✓
Ministry of Economy and Sustainable Development Tbilisi; Georgia	2014	Technical and Financial Advisor for the Anaklia Deep Water Port PPP Concession Project	✓
ALG Company JSC Almaty; Kazakhstan	2023	Rail Terminal Master Plan Almaty	✓
NAVIS LLC Khorgos; Kazakhstan / Oakland, USA	2016	Introduction of N4 Terminal Operating System for Khorgos Gateway (Dry Port)	✓

Where We Did It

Choice of relevant Projects within the Region and/or the Industry Sector

Client, Project Location	Year	Title	Region / Middle Corridor
CN "Administration Porturilor Maritime" SA Constanta Constanta; Romania	2023	PCS Specification for Port of Constanta	✓
Rail Cargo Terminal - BILK Zrt. Budapest; Hungary	2022	Intermodal TOS Go-Live Support	✓
Rail Cargo Terminal - BILK Zrt. Budapest; Hungary	2021	Rail Terminal Development Plan Budapest	✓
Government of Hungary - Adria Port Zrt Budapest; Hungary	2021	Framework Contract for Advisory Services for Adria Port	✓
Not disclosed Khudat, Baku; Azerbaijan	2019	Master Plan Review and Improvement Options for Khudat Rail Port	✓
EVRASCON Baku; Azerbaijan	2019	Achieving ISPS Compliance for the New Port of Alyat in Baku	✓
Ministry of Education of the Republic of Azerbaijan Baku; Azerbaijan	2014	Elaboration and conduct of training Concept on Management of Freight Transportation	✓
MED Lojistik A.Ş. Istanbul; Turkey	2023	Equipment Procurement Support for Container STS and RTG Cranes	✓
Baskent OSB / Baskent Industrial Zone Ltd. Baskent; Turkey	2017	Pre-Feasibility Study for a Logistics Center at the Baskent OSB Industrial Zone in the Ankara Region	✓

Questions, remarks, enhancements?

Frank Busse

VP Europe / Partner

HPC Hamburg Port Consulting

Breite Straße 61
22767 Hamburg

Phone: +49 40 74008-0 | E-mail: f.busse@hpc-hamburg.de
www.hamburgportconsulting.com

