



# Port of Thessaloniki

## The hub of the Balkans

# The privatisation

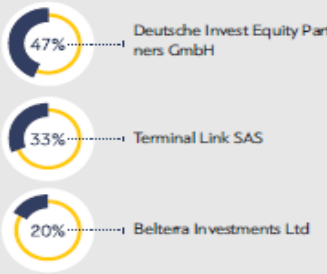
## New Horizons.

.....○ A new era for the Port of Thessaloniki

As of March 2018 the new Management Team took over, following transfer of 67% of the Company's shares to South Europe Gateway Thessaloniki (SEGT) Ltd.

ThPA S.A. is a stock exchange listed Company, managing the Port of Thessaloniki

### The shareholders of SEGT Ltd.



Shareholder	Percentage
Deutsche Invest Equity Partners GmbH	47%
Terminal Link SAS	33%
Belterra Investments Ltd	20%

Following the privatization, the Greek State, via HRADF retains a stake of 7.27% and the other 25.73% is traded at Athens Stock Exchange.

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- As from end of March 2018, the port is managed by a private consortium which bought 67% of the shares:
    - Deutsche Invest Partners (47%)
    - Terminal Link (33%)
    - Belterra Investments (20%)
  - Terminal Link (JV between CMA CGM & China Merchants ports) provides the technical expertise to the project.
  - As part of the mandatory obligations of the new consortium, 180M Euros will be invested in the expansion of the port, with special focus on the Container Terminal.
  - New container facility expected to be completed by the 1<sup>st</sup> half of 2023.
- ☐ The objective is to transform the port of Thessaloniki into a state-of-the-art facility serving the biggest lines and vessels operation in the Mediterranean market



# Port of Thessaloniki – Core vs Non-Core business



- ❑ Two main areas: Free zone of 100ha where all cargo handling takes place, and non-core area of 55ha mostly dedicated to leisure (Pier 1 and Cruise/Passenger area)

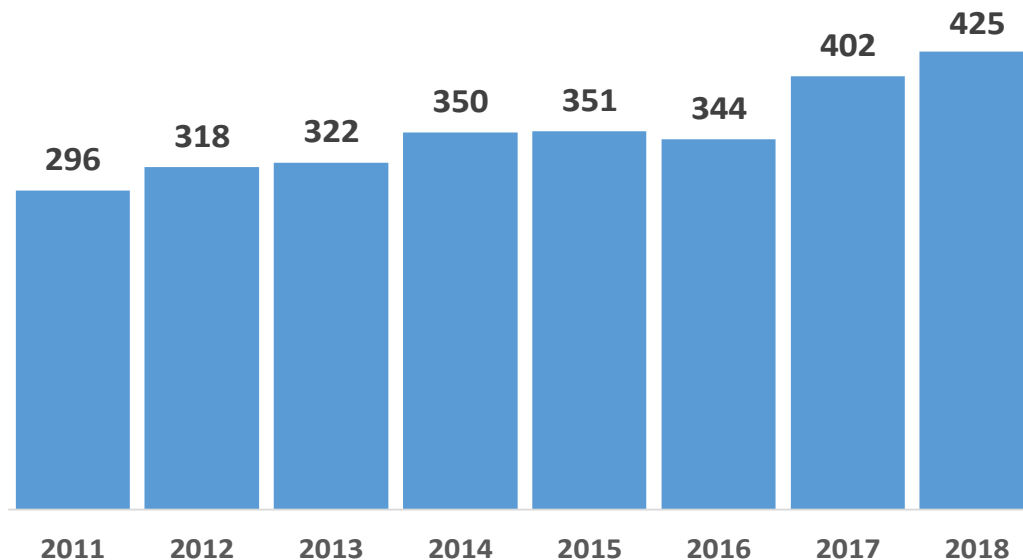


# The port in a nutshell

## Positioning

- Multipurpose port handling all type of goods
- Gateway port to Balkans and South Eastern Europe.
- Close to major motorways and railway networks.
- In 2018, the port handled 425K TEUs and 3.8Million tonnes of conventional cargo

## Port Throughput in '000 TEUs



## Port Characteristics and Equipment

### Quay Length



- 6,200 meters (6 piers)
- Container 550m
- Conventional 4200m

### Depth



- 9 to 12 meters

### Quay Cranes



- 4 STS
- 2 MHC
- 28 cranes for Bulk & Break Bulk

### Port Area



- 155 Ha
- Container 31.7 ha
- Conventional 90 ha

### Yard Equipment



- 13 Straddle Carriers
- 2 Reach Stackers
- 2 Front Loaders
- 1 RMG

### Port Capacity



- Container 500,000 TEUs
- Conventional : 5.000.000 Tons

## Illustration

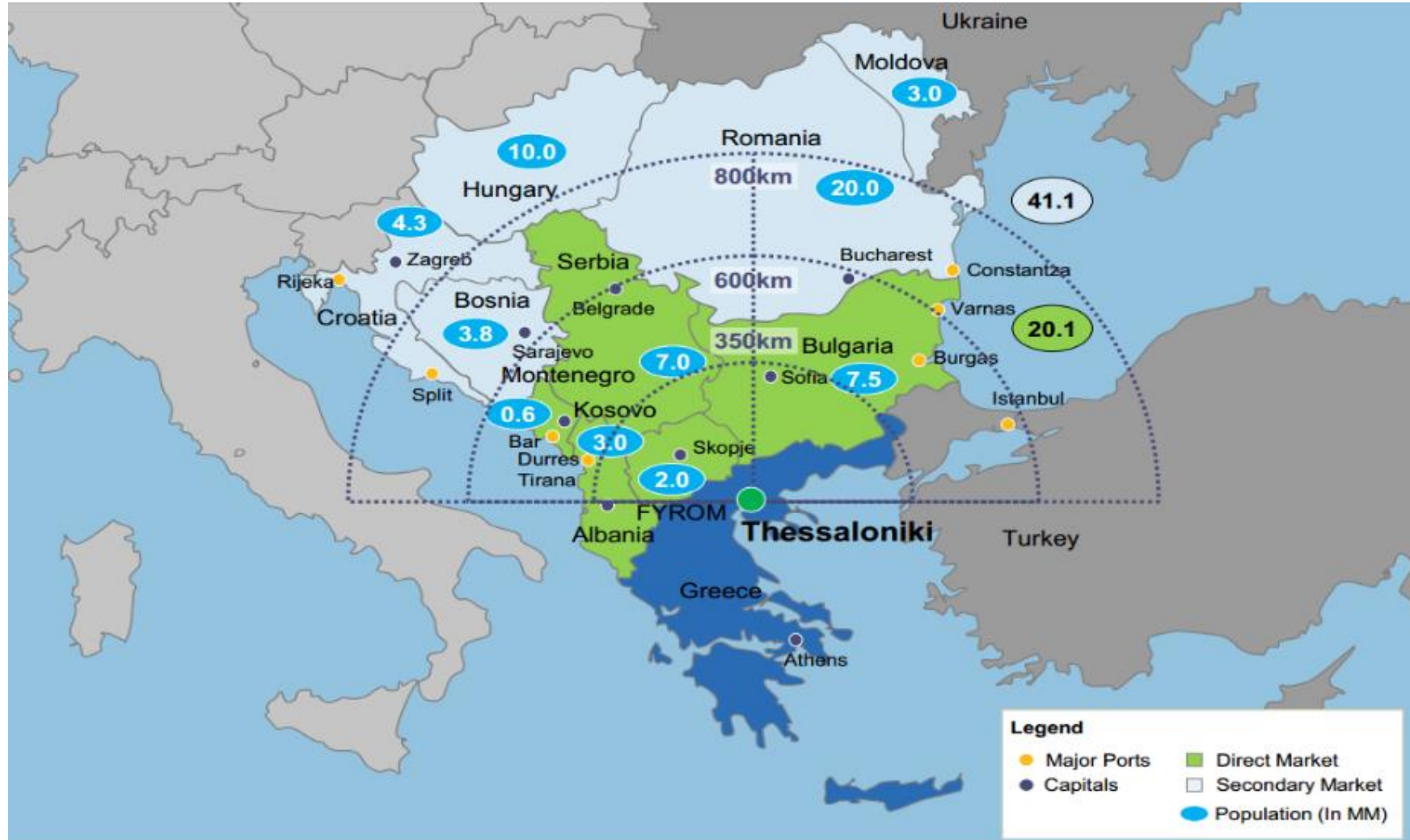






# THE HINTERLAND

SERVING A DIRECT HINTERLAND OF OVER 20 MILLION PERSONS

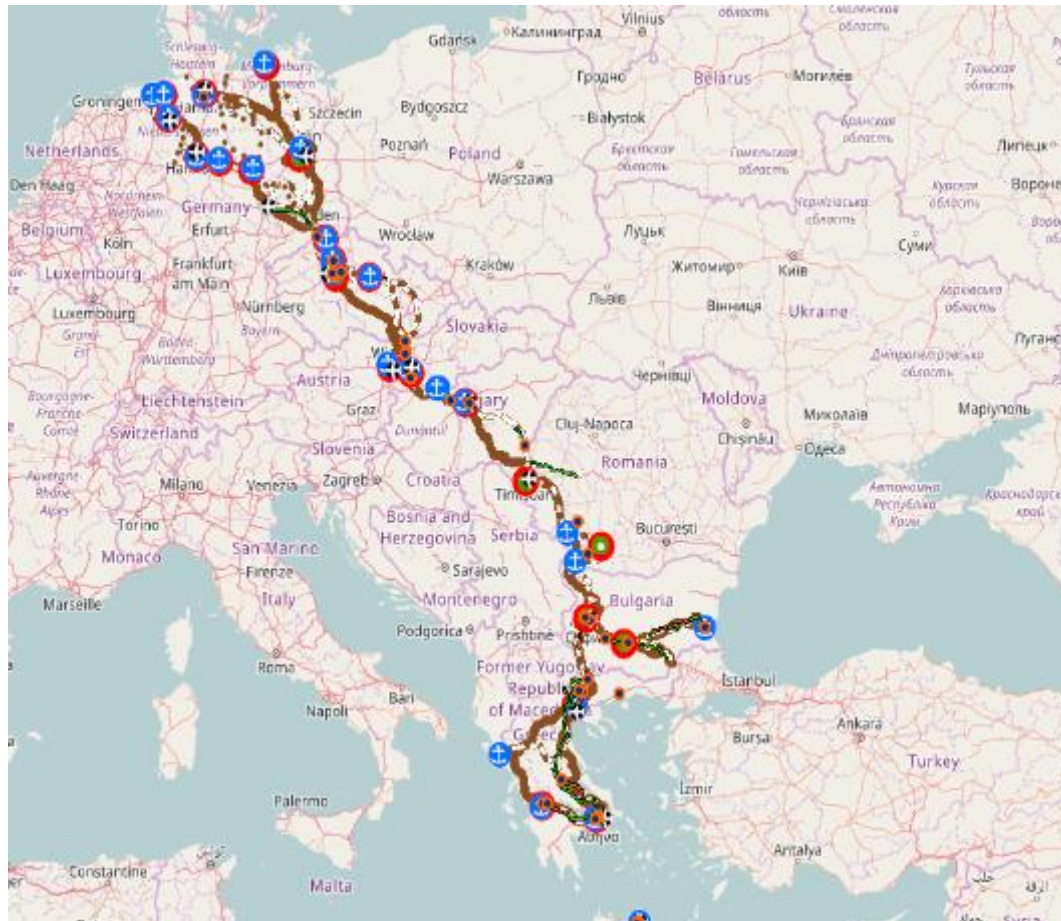


- Gateway port to the Balkans and South Eastern Europe
- Strategically located in close proximity to major motorways and railway networks.
- Direct access to the Balkans, Russia and Turkey through existing road networks.
- 5 country capitals within a range of 600Km, make of Thessaloniki a true gateway to the Balkans

## Road Distance (in km)

Road	Distance
Skopje	219
Sofia	280
Tirana	424
Bucharest	608
Belgrade	609

# Road & Rail Connections- Pan European Transport Corridors



- ❑ **Corridor IV**, connecting Thessaloniki with Dresden in Germany



- ❑ **Corridor X**, connecting Thessaloniki with Salzburg (Austria) and crossing passes through Austria, Slovenia, Croatia, Serbia, FYRO Macedonia and Greece.

Thessaloniki is part of two EU Pan-European corridors which will aim to improve existing rail & road connections to Central and North Europe



## Container Operations



- Most important port in Greece for export cargo.
- Natural gateway serving the Southern Balkan market (North Macedonia, Serbia & Bulgaria)
- Currently limited to medium-small container vessels due to draft limitations (12mts)
- 425K TEUs in 2018 (**CAGR 6% between 2013-2018**)

## Conventional Operations



- 10 dedicated berths capable of handling all kinds of Bulk and Break Bulk.
- Total quay length of 3.750mts
- All berths linked by rail
- 670.000m<sup>2</sup> of outdoor storage space + 45.000m<sup>2</sup> of covered warehouses (including reefer area)
- 3.8Million tonnes handled in 2018

## Passengers



- Growing destination for cruise ships.
- Broad array of facilities (bunkers, slops etc.)
- Located close to major tourist destinations. Several UNESCO sites around Thessaloniki
- Fully compliant with International Ship and Port Facility Security code (ISPS)

## Exploitation of Spaces



- Parking lots offer around 600 parking spaces in Pier 1 and 2, respectively
- Leasing of renovated warehouse venues for events conferences and leisure activities, making it a prime entertainment area for the city



# Logistic activities



- 45.000sqm of covered space for different types of logistic activities; crossdocking, un/stuffing of containers, package & labeling and storage of dry and refrigerated cargo.
- Several logistic companies installed in the free zone, offering logistic & distribution services
- Reefer warehouses for the storing of perishable goods.
- Ample open-spaces for the storage of all types of cargo, including project cargo.
- Available spaces for rental and development of logistic centres, benefiting from location inside the free zone area.

A major logistic hub & distribution center to the Balkan market



# Conventional Port – facilities



❑ Port of Thessaloniki is the most important port in the East Med for Dry Bulk and General cargo.

❑ Main commodities handled:

*Dry Bulk: Nickel Ore, Coal/Pet Coke, Clinker*

*General cargo: Coils, Steel plates*

*Agricultural products: Wheat, Barley, Rice*

❑ Gateway to neighbouring countries of North Macedonia, Serbia, Albania, and Bulgaria: 25% of cargo is transit to and from other countries.

- One of the main Conventional port in the South East of Europe, covering an area of 90ha, and with installed capacity to handle over 6 Million tonnes per year.
- 30 Electric cranes + 3 Mobile cranes capable of handling all type of commodities.
- 10 docks with around 4.000mts berth and depth of 12mts.
- All berths are rail-linked, connecting the port to the Eastern and Central European markets. 20% of all cargo handled is moved by rail.
- Able to accommodate vessels carrying up to 50.000 tonnes
- Round-the clock vessel operations, 361 days per year.
- Gate open between Monday and Friday 08.00hrs - 22.00hrs and Saturday from 08.00 – 15.00hrs.
- Over 4 Million tonnes expected to be handled in 2019



# Container Terminal – facilities



- Capacity to handle 500K TEUs p.a.
- 550mts of berth with depth of 12mts (draft 11.5mts allowed)
- 4 STS cranes capable of handling vessels up to 6.000 TEUs.
- Round-the clock vessel operations, 361 days per year.
- Gate open between Monday and Friday 08.00hrs -22.00hrs and Saturday from 08.00 – 15.00hrs



- 30ha of yard for container operations, offering a static capacity of 4.500 ground slot TEUs.
- Yard handling ensured by 22 Straddle Carriers.
- 2 Reach Stackers + 2 empty handlers
- 400 plugs for reefer containers



- Rail link to the Container Terminal connecting the port to the Eastern and Central European markets.
- 3 rail lines with 400mts each, served by one RMG and two reach stackers.





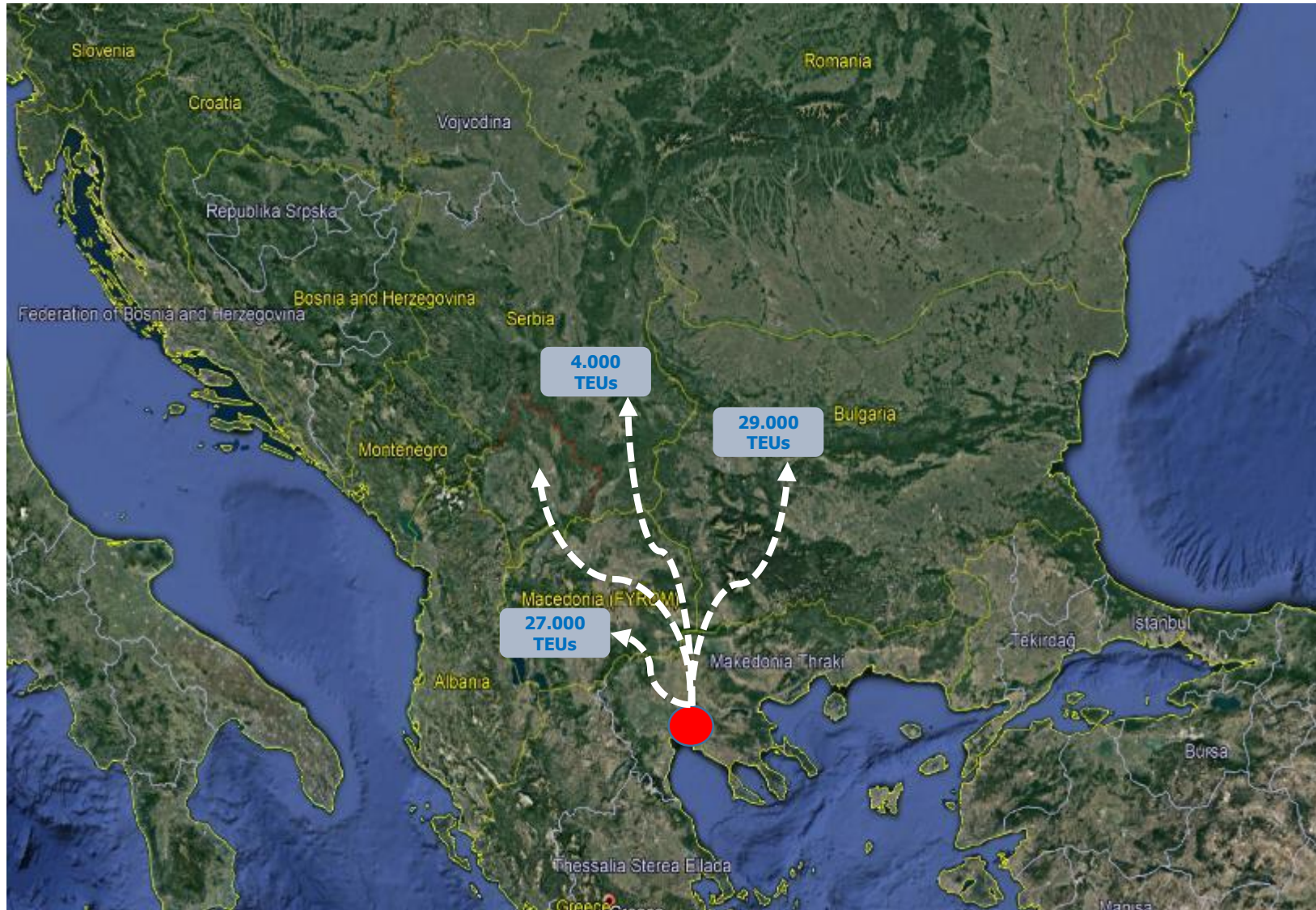
# Comprehensive coverage of Intra-Med and North Europe



- 10 weekly services
- Connection to major Hubs: Piraeus, Malta, Sines
- Wide coverage of East-Med markets (Turkey, Cyprus, Israel) and Adriatic Sea.
- Direct connection to/from UK



# Thessaloniki – Gateway to the Balkans



- ❑ 60K transit TEUs handled through the port; 14% total throughput.
- ❑ North Macedonia, Kosovo & Serbia main market with 31K TEUs.
- ❑ Bulgaria is biggest single market, accounting for 29K TEUs, mostly import.
- ❑ Additional cargo un/stuffed at warehouses inside free zone of Thessaloniki and distributed by normal trucks to the Balkan markets

- ❑ Thessaloniki is the preferred gateway port for Western Balkan countries, namely Western Bulgaria, North Macedonia and Southern Serbia





# Investments completed since the takeover (14 months)



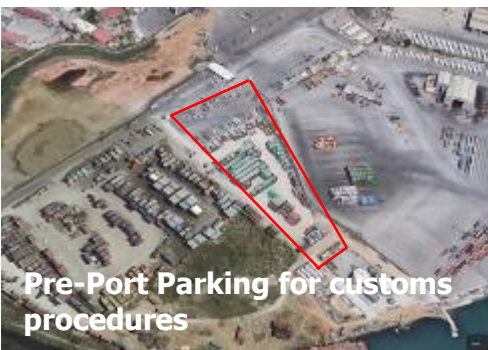
**Twelve (12) new SCs increase fleet to 22 units**



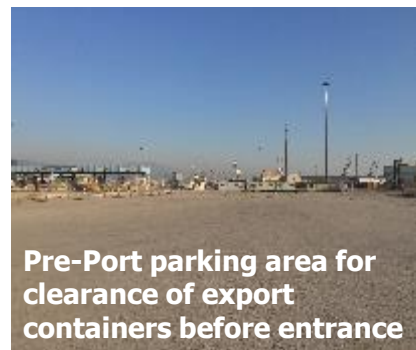
**Additional 2.5Ha of stacking yard**



**Enlargement of road access to Gate 16 from 3 to 6 lanes**



**Pre-Port Parking for customs procedures**



**Pre-Port parking area for clearance of export containers before entrance**

- ☐ Purchase of 12 new Straddle Carriers 1 over 3 stacking capability already in operation. Fleet of 22 units today available.
- ☐ 3 spreaders for STS and 2 for MHC already in operation
- ☐ Comprehensive refurbishment programme of STS & SCs already completed.
- ☐ Extension of stacking yard by 2.5Ha
- ☐ Widening of road leading to Gate 16, from 3 to 6 lanes.
- ☐ Creation of Pre-Port Parking area near main Gate for parking of trucks that need to perform customs clearance
- ☐ Extension of reefer capacity, from 300 to 400 plugs



## Short-Term investments at Container Terminal until end of 2020



### ***Investments to be completed:***

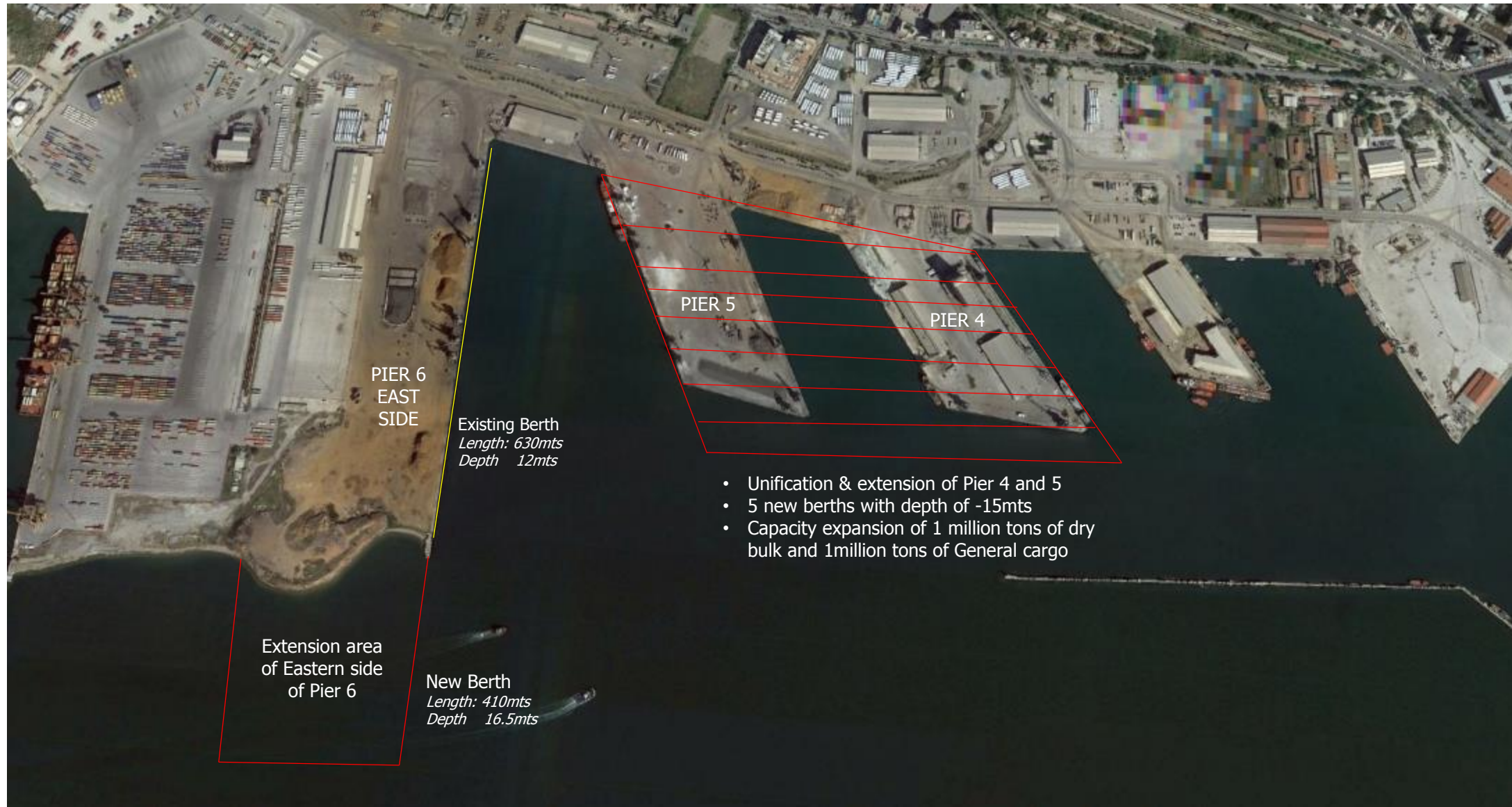
- ❑ Ongoing tender for the purchase of 2 new STS cranes with capacity to handle vessels up to 9.000 TEUs. Expected delivery by 1Q of 2021.
- ❑ Purchase of new Mobile Harbour crane, to be delivered by end of 2019 with lifting capacity of 140tons to be used also for handling of containers and conventional cargo.
- ❑ Tender & award of new TOS software for the management of container terminal operations.
- ❑ Total investment committed and to-be-committed of around 50 Million Euros in the first 24 months after privatization.







# Expansion of Conventional Port







# Expansion of Container Terminal

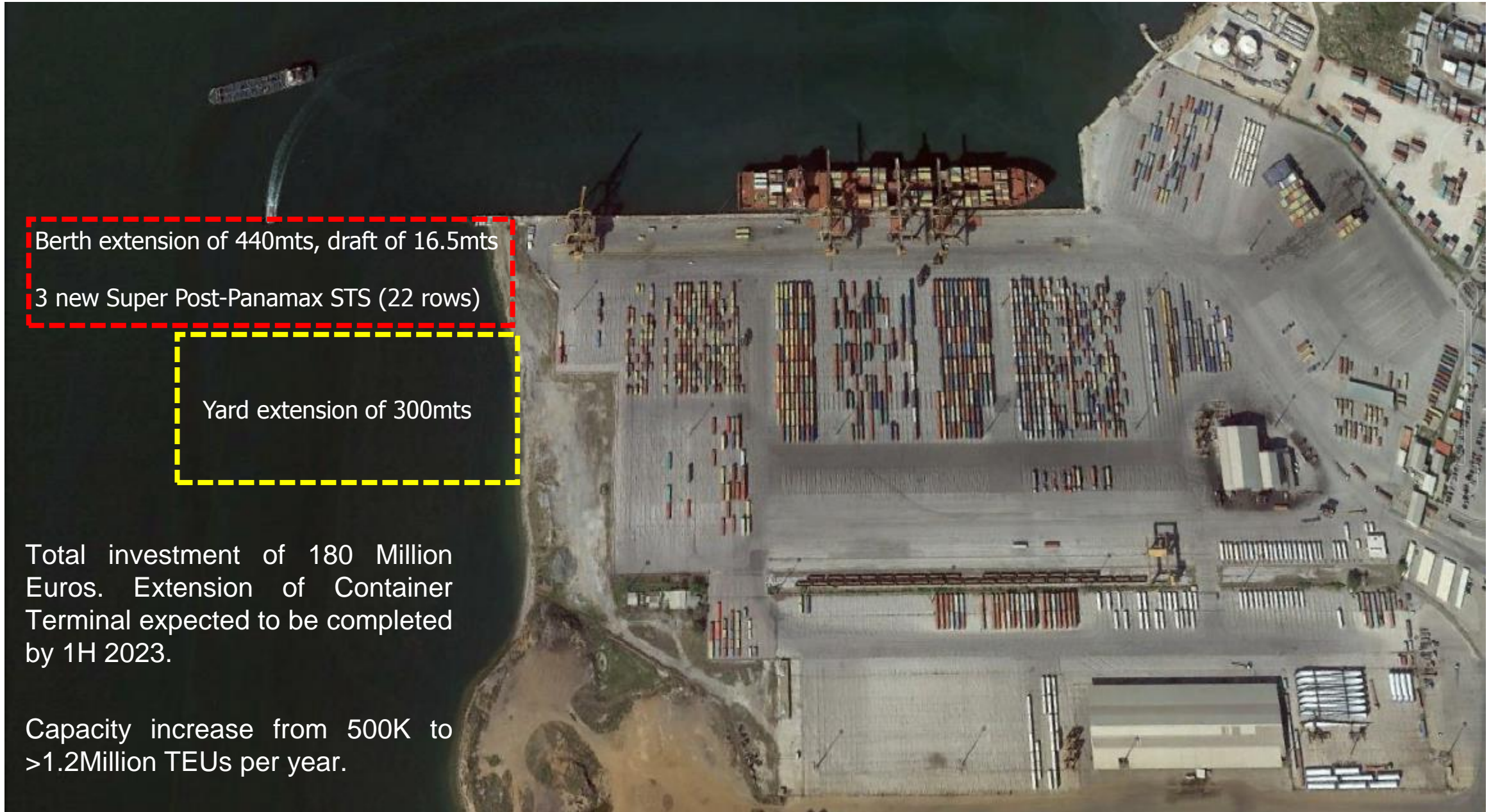
Berth extension of 440mts, draft of 16.5mts

3 new Super Post-Panamax STS (22 rows)

Yard extension of 300mts

Total investment of 180 Million Euros. Extension of Container Terminal expected to be completed by 1H 2023.

Capacity increase from 500K to >1.2Million TEUs per year.







# Safety & Security



- ❑ Full compliance of safety rules: only one incident during 2018 causing absence of >1 day: world-class result.
- ❑ New circulation rules and information to users and external truckers.
- ❑ Safety as priority: Tool box meetings to raise awareness of workers for the potential risks of operations.
- ❑ CCTV monitoring system covering the whole port 24/7.
- ❑ ISPS certified port

- ❑ A world-class result with Lost Time Frequency (LTIF) of 1.3, with only event registered on more than 1 million hours worked



# THANK YOU

