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Business Development Manager

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**Baltic Hub expansion and how will it influence
maritime trade in the Baltic Sea Region**

An aerial photograph of a large port facility. In the foreground, two large container ships are docked at a pier. The ship on the left is dark blue with 'MSC' written in white on its side. The ship on the right is white with 'OOCL' written in red on its side. Both ships are loaded with colorful shipping containers. Several large blue gantry cranes are positioned along the pier. In the background, a city skyline is visible under a sky filled with white, fluffy clouds. The water in the harbor is calm and reflects the sky.

Welcome to
BALTIC HUB

Baltic Hub: Who we are?

Management Board and Shareholders

SHAREHOLDERS STRUCTURE:

40%

**PSA
International
(PSA)**

PSA International (PSA) is a leading port group and trusted partner to cargo stakeholders. With flagship operations in Singapore and Antwerp, PSA's global network encompasses over 50 locations in 26 countries around the world. The Group's portfolio comprises more than 60 deepsea, rail and inland terminals, as well as affiliated businesses in distriparks, warehouses and marine services. Drawing on the deep expertise and experience from a diverse global team, PSA actively collaborates with its customers and partners to deliver world-class port services alongside, develop innovative cargo solutions and co-create an Internet of Logistics. As the partner of choice in the global supply chain, PSA is "The World's Port of Call".

30%

**Polish
Development
Fund**

The Polish Development Fund (PFR) is a financial group which offers instruments supporting the development of companies, local governments and individuals, and invests in sustainable social development and national economic growth. The mission of PFR as a Polish promotional financial institution is to implement programs enhancing the long-term investment and economic potential and supporting equal opportunities and environmental protection.

30%

**IFM Global
Infrastructure
Fund**

IFM Investors is a global institutional funds manager with US\$82 billion under its management as of 31 December 2018. Established more than 20 years ago and owned by 27 Australian pension funds, IFM Investors' interests are deeply aligned with those of its investors. Investment teams in Australia, Europe, North America and Asia manage institutional strategies across debt investments, infrastructure, listed equities and private equity. IFM Investors has offices in nine cities: Melbourne, Sydney, London, New York, Berlin, Tokyo, Hong Kong, Seoul and Zurich.

MANAGEMENT BOARD STRUCTURE:

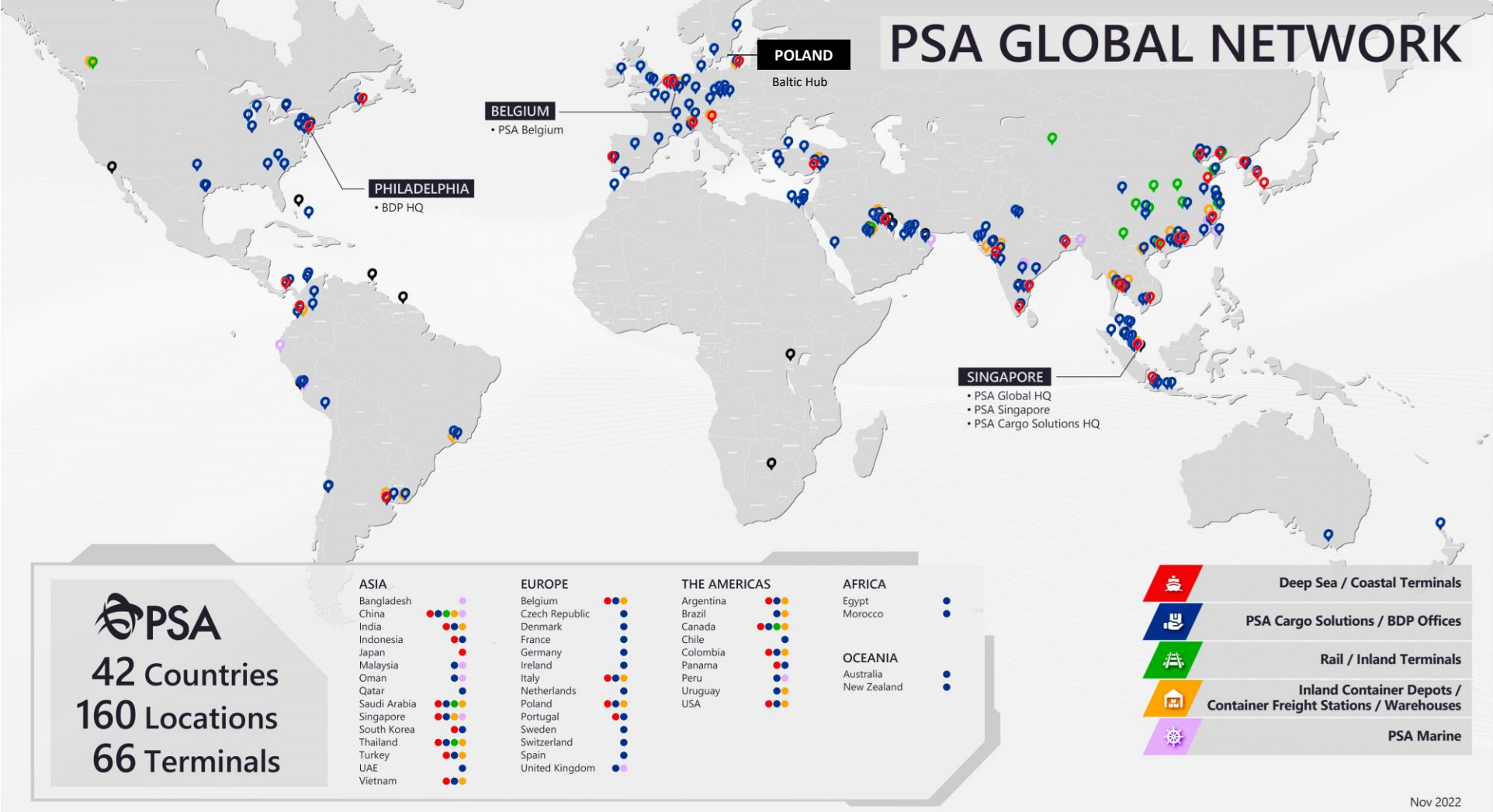
Charles Baker **CEO**

Adam Żołnowski **CFO**

Ross Clarke **COO**

PSA Global Network

42 Countries, 160 Locations, 66 terminals



Baltic Hub: Sustainable for the Future

Maximum efficiency with minimum emission

50% reduction in CO₂ footprint by 2030 against 2019 absolute benchmark*

Buildings efficiency
(use of electricity, no gas, low CO₂ emitting concrete, etc.)
for new and renovated buildings

Baltic Hub (BHCT)
Quality Certified:
ISO 50001, ISO 45001
ISO 14001, ISO 9001, EMAS

Diesel Prime Movers –
Investigating hybrid-drive,
electric or hydrogen options

All Quay Cranes electrified,
all heavy yard equipment
electrified since 2016

Reductions in CO₂ emissions and saving energy

Electric/hybrid fleet cars

**T1 diesel RTGs to be
replaced** by electrified
equipment by 2034

Verification with Port Authority
of ways to generate renewable
energy directly

Purchase of green energy
(20,035 MWh of CO₂ free
energy in 2021)

Carbon Neutral by 2050

*means reduction of Scope1 and Scope 2 emissions according to GHG protocol definitions

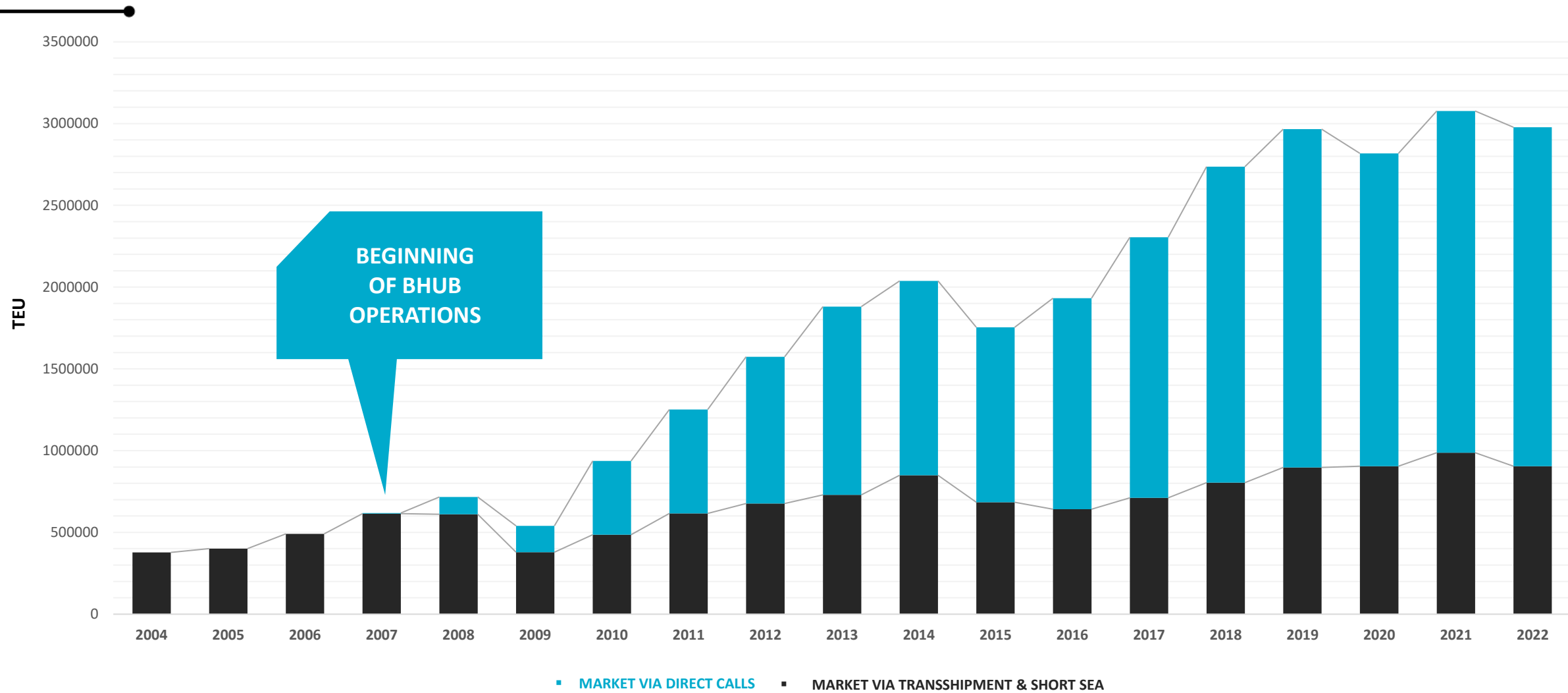
Baltic Hub: Annual Capacity 2,9mln TEU

2,07mln TEU handled in 2022



Baltic Hub: Volume Development

Polish container terminals 2004-2022 (TEU)



Baltic Sea: Volume Development

Container Throughput in Top Baltic Sea Container Ports 2020-2022 (TEU)

	2020	2021	2022		Change 2021/22	Direct or T/S
Aarhus	657 786	718 000	759 000	↑	5.7%	Direct
Gavle	172 803	147 233	159 080	↑	8.0%	T/S
Gdansk	1 923 785	2 117 829	2 072 122	↓	-2.2%	Direct
Gdynia	905 121	985 950	914 448	↓	-7.3%	Direct & T/S
Gothenburg	776 000	827 991	884 900	↑	6.9%	Direct
HaminaKotka	621 402	593 550	629 332	↑	6.0%	T/S
Helsinki	509 099	466 658	491 793	↑	5.4%	T/S
Klaipeda	640 148	666 775	1 047 941	↑	57.2%	Direct
Rauma	217 932	206 763	208 856	↑	1.0%	T/S
Riga	453 577	415 644	460 689	↑	10.8%	T/S
St. Petersburg	2 099 649	2 042 358	919 061*	↓	-55.0%	T/S
Norrkoping	102 241	121 567	111 667	↓	-8.4%	T/S
Ust Luga	49 777	29 368	19 200	↓	-34.6%	T/S
Total	9 129 320	9 339 686	8 678 089	↓	-9.3%	

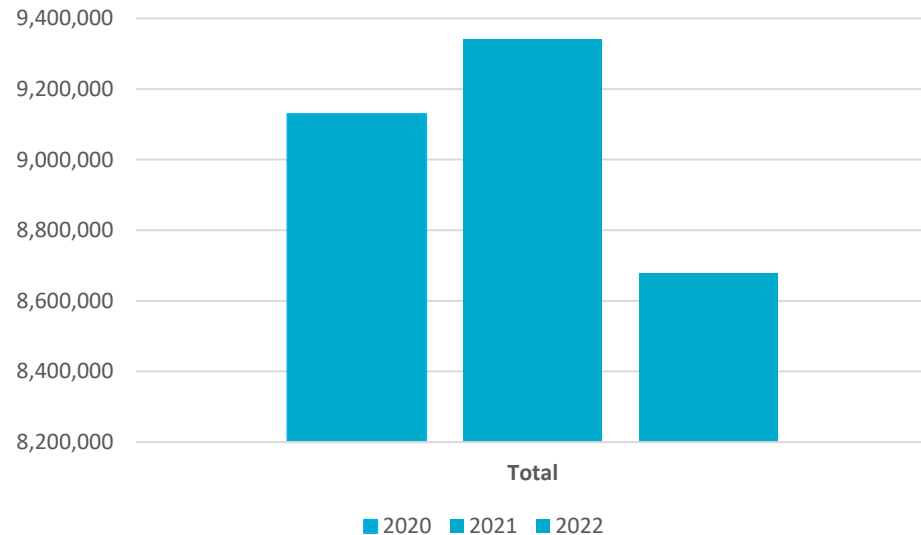
Source: Actia Forum based on the ports' data & Baltic Hub Research

*estimated data, there is a lack of official data from the Port of St. Petersburg Authority

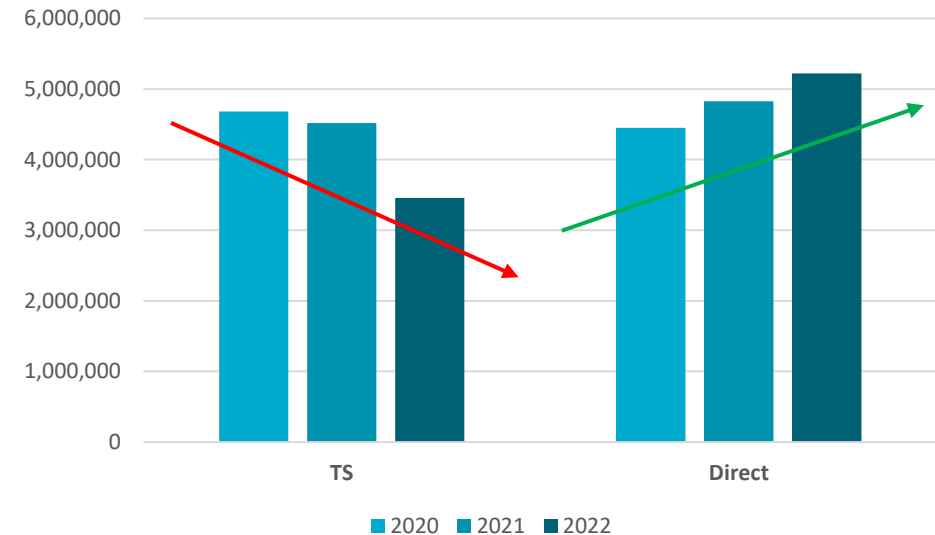
Baltic Sea: Volume Development

Container Throughput in Top Baltic Sea Container Ports 2020-2022 (TEU; with Aarhus and Gothenburg)

Total Baltic Volume 2020-2022



TS via Direct calls 2020-2022



- Decrease in volume in most ports due to decrease of Russian ports volumes (for instance, St. Petersburg -55%)
- If Russian ports are excluded, other Baltic Sea ports grew collectively by 6%
- Baltic Hub, Gdansk recorded a decrease in 2022 (-1%), but only due to the decrease in T/S to/from Russia
- 7% - Baltic Hub throughput percentage drop caused by loss of Russian volumes from Q2 2022

Baltic Hub: Deepsea calls

Ocean Alliance and 2M Alliance

OCEAN ALLIANCE



(COSCO, OOCL, CMA CGM, Evergreen)

KOREA – CHINA – SINGAPORE – POLAND



OOCL
LL1



COSCO
AEU1



CMA-CGM
FAL5



EVERGREEN
NE1

2M ALLIANCE



(MSC, MAERSK Line)

KOREA – CHINA – MALAYSIA – POLAND



MAERSK
AE10



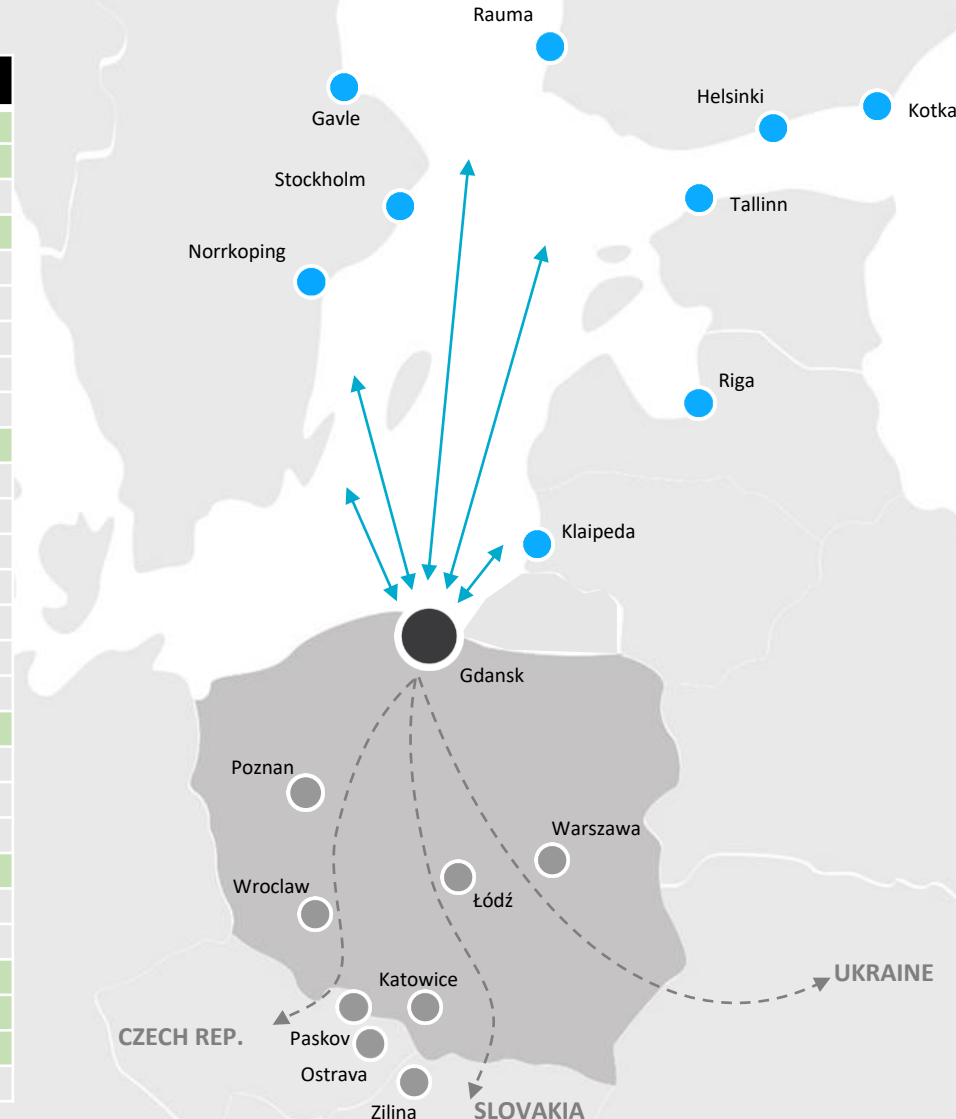
MSC
SILK

Baltic Hub: Regional Hub

Locational advantage

LIST OF RAIL SERVICES (GREEN – international)

ATC – Medyka
ATC – Mostiska
CARGOCONNECT – Gliwice
CARGOCONNECT – Medyka
COSCO – Katy Wroclawskie
ERONTRANS – Lodz
FORTIS LOGISTICS – Slawkow
FREIGHTLINER PL – Brzesko
HARTWIG – Wroblin
LAUDE – Zamosc
LOCONI – Gadki
LOCONI – Radomsko
LOCONI – Warszawa
LOCONI – Wroclaw
MAERSK – Katy Wroclawskie
MAERSK – Slawkow
MAERSK – Warszawa
METRANS – Ostrava
OSTSPED – Szamotuly
PCC – Brzeg Dolny
PCC – Gliwice
PCC – Mostiska
PCC – Kutno
PCC – Kolbuszowa
Q4RAIL – Medyka
Q4RAIL – Terespol
RAIL CARGO OPERATOR – Paskov
SPEDCONT – Lodz



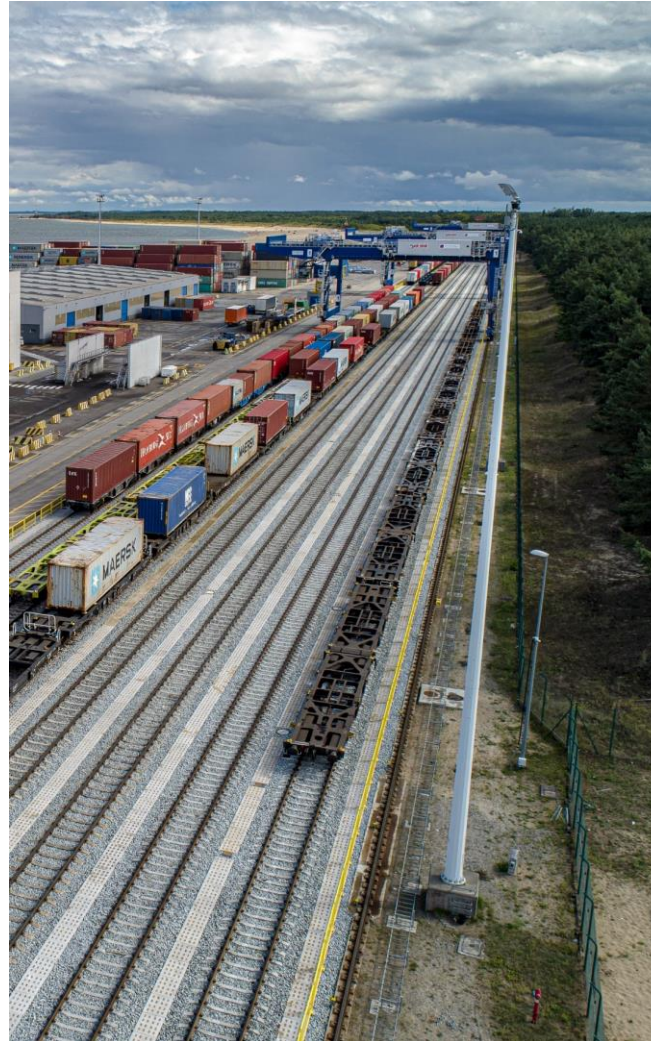
- **Hub Port** with unique location
(2 Far East deepsea calls a week – 2M + Ocean Alliance)
- **Regular Feeder and Short Sea Connections**
with most of the Baltic ports
- **500+ block trains** served per month
- **Direct services to Czech Republic 5/week**
 - PASKOV – RCO
 - OSTRAVA – METRANS
- **Connection to Ukraine**
(via Zamosc, Slawkow, Medyka, Mostyska, Dobra, Malaszewicze)
- **Multiple daily connections** with all key inland destinations in Poland (15-20 trains/day)
- Rail / road ratio:

35%  **65%** 

-  Regular Feeder Connections
-  Direct Rail Connections
-  Non-Direct Rail Connections

Baltic Hub: Rail is the Future

Rail as a key to hinterland development



Extension of the rail terminal

- Each track lengthened **from 618m to 750m**
- Doubling total length **from 2.5km to 5.25km**
- Axle load increased **from 20 to 22.5 t / axle**
- Enabling more goods by rail, lowering the carbon footprint and reducing road congestion

Immediate effect - +25% more rail YoY

3 x RMG cranes with OCR system

- delivered and operating (4th crane in the pipeline)

3 x additional rail tracks

- from 4 to 7 in total (completely new 2nd railway terminal currently under master-planning)

Current Developments: T3 Project

New era in European container shipping

INVESTMENT:

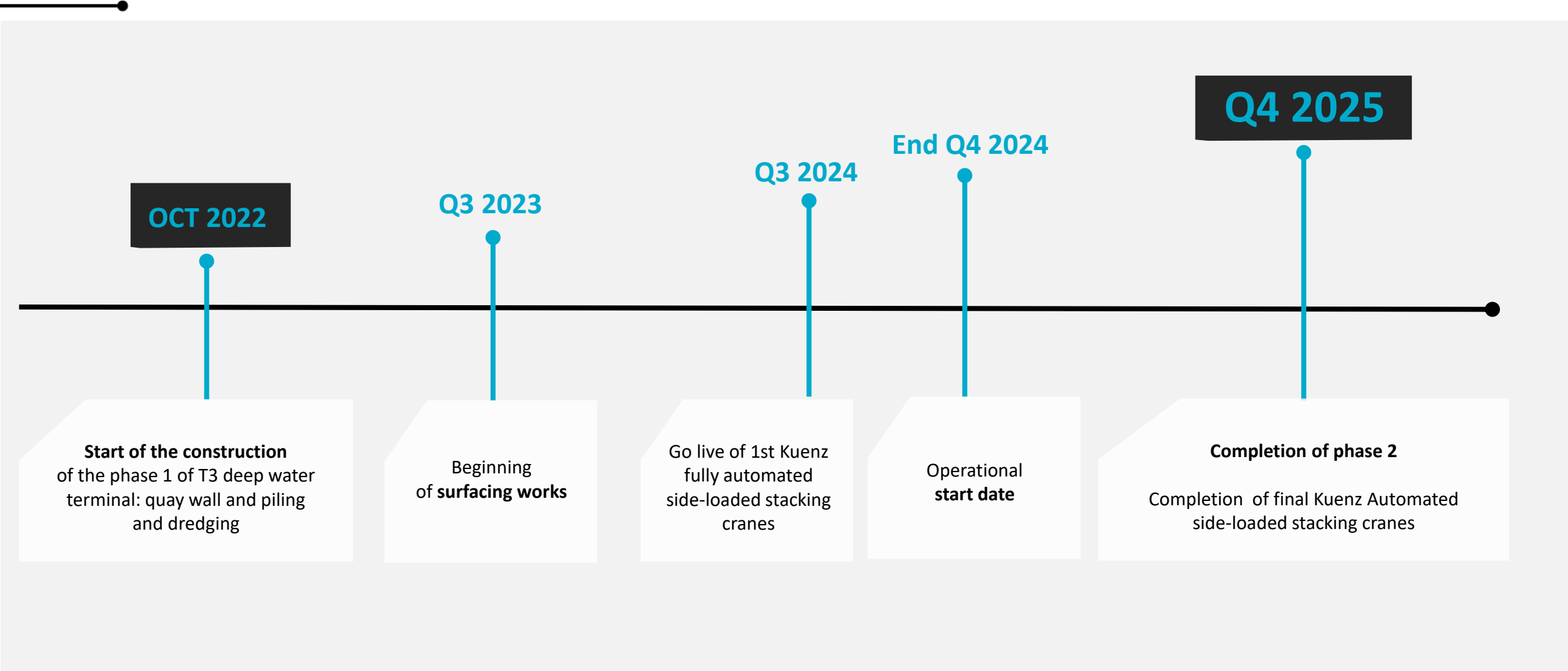
- **OCT 2022** start of the construction
- **450 million** euro investment

T3 SPECIFICATION:

- **36.5** hectares additional operating space
- **717m** long quay
- **17m** deep
- **7 STS** cranes with 25+ rows outreach
- **up to 1.5m TEU** capacity
of semi-automated yard

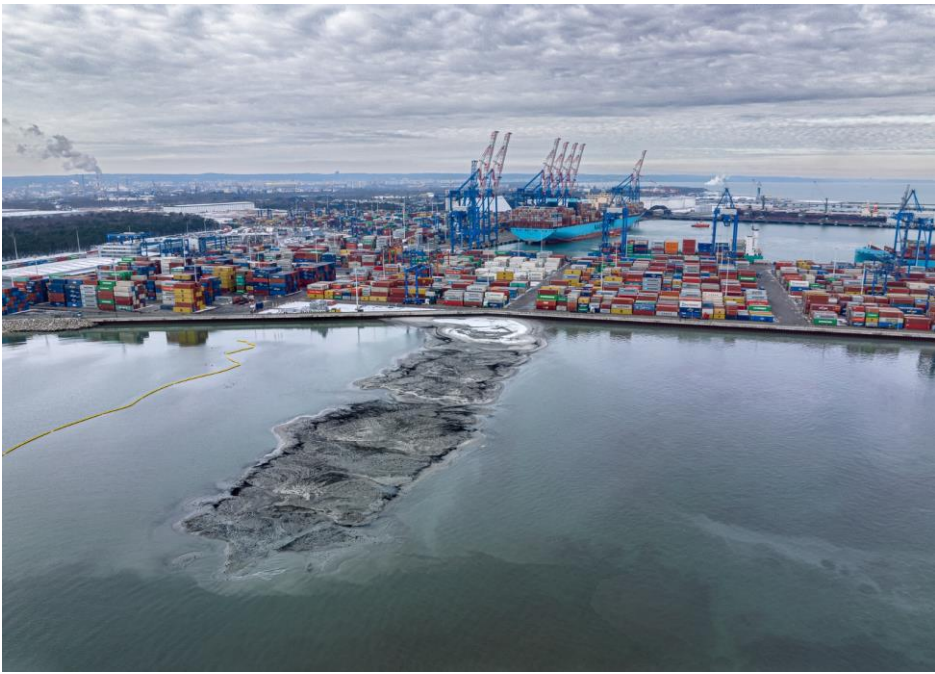


Timeline



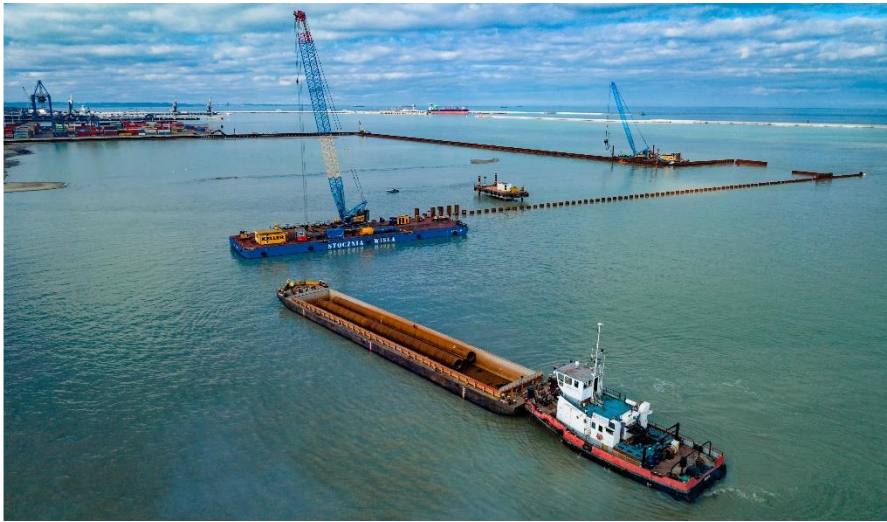
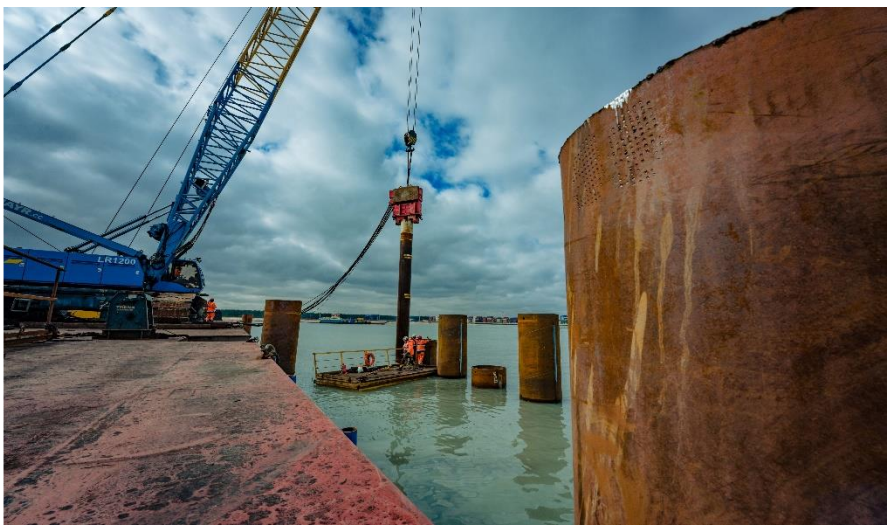
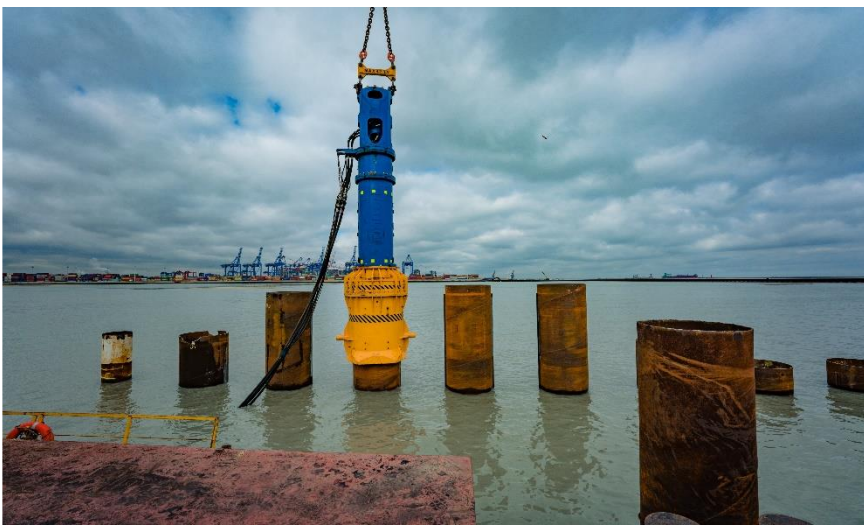
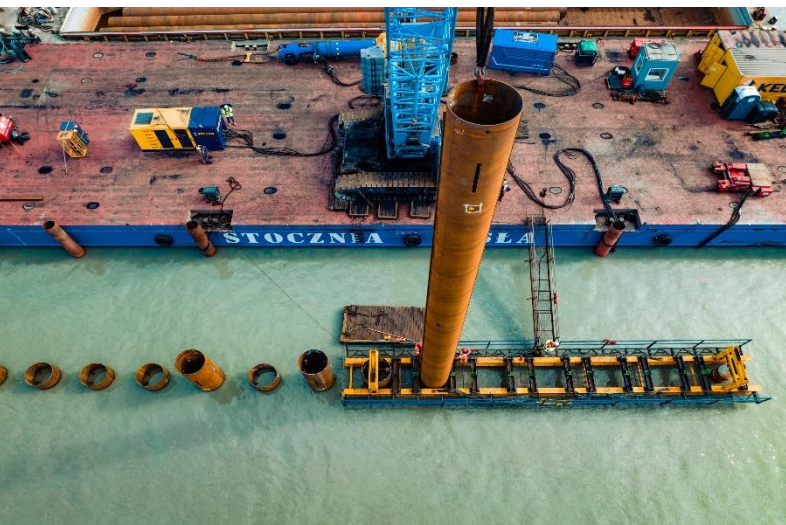
T3 Construction Site

February 2023



T3 Construction Site – piling

March 2023



T3 Construction Site

May 2023



Baltic Hub: Providing the Most Competetive Offering

to the fastest-growing region in Europe



**Commitment
to the environment**



**Proven capabilities to handle
the largest ships in the world**



**Unique
location**



**No marine
access restriction**



**Most cost effective
hub for the upper Baltic Sea**



**Reliable Intermodal
network**



**Long-term
room to grow**



**Largest container terminal
in the Baltic Sea**

Thank you!

Bartłomiej Felczyński
Business Development Manager

