

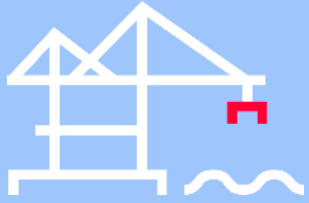
Opportunities for Georgia as a multimodal gateway

Georgia, March 12, 2025



HLA

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



7

Sea port terminals

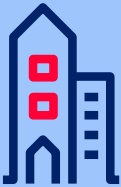


20

Rail-Terminals in hinterland

84

Companies



5.9 Mio.

TEU were handled in the entire year at
HHLA's container terminals

109

Mio. € EBIT



1,447

Mio. € Revenue

38.1 %

Less CO₂-Emissions
since 2018



6.800

Employees in 12 countries,
HHLA Group



1.6 Mio.

TEU transports HHLA annually via
intermodal activities

HHLA International is responsible for the management and development of HHLA's international terminals

Middle Corridor Activities



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



UIC Ukrainian Intermodal Company

- Intermodal operator to connect CTO to main hinterland destinations
- Founded in 2023



HHLA Project Logistics Georgia/Poti

- Project cargo and container forwarding company in Central Asia
- Participation (75%) since 2006



HHLA PL Kazakhstan, Almaty

- New office of HHLA Project logistics in Kazakhstan
- Founded in 2023

International Terminals

Intermodal and Transport

HHLA Project Logistics is a specialized forwarding company for heavy lift and intermodal transports along the Middle Corridor

- HHLA Project Logistics was established in 2001 in Poti, Georgia
- Offices in Poti, Tbilisi (GE), Baku (AZ) and Almaty/Astana (KZ)
- Offering logistics solutions along the Middle Corridor, with focus on
 - Project cargo and heavy lift transports
 - Intermodal container transports
 - Logistics solutions by sea, air and/or land
- Small and dynamic team focusing on tailor-made customer solutions
- Firsthand experience of advantages and bottlenecks along the Middle Corridor



The Middle Corridor offers advantages but still is constrained by significant bottlenecks, incl. in Georgia

- Major capacity bottlenecks along the Middle Corridor include
 - Port capacity in Black Sea ports
 - Rolling stock availability, especially locomotives in Georgia
 - Rail infrastructure in Kazakhstan and Türkiye
 - Operational efficiency in Caspian Sea transportation, incl. weather and climate conditions
- Also, still limited digitalization in customs/border procedures, limiting effective information exchange
- Plus, limited availability of scheduled services along Middle Corridor, i.e. for vessels and trains
- Middle Corridor thus still suffers from volatile transit times



Source; World Bank, 2024.

Investments to focus on port and rail capacity and trade facilitation

Port capacity

- Poti and Batumi are the key gateways for the Middle Corridor at the Black Sea, operating at high utilisation
- Additional port capacity required to capture the potential of Middle Corridor

Rail capacity

- Limited rail capacity of Georgian ports due to inner city locations
- Various dry ports exist in order to facilitate rail transportation
- Effective rail handling facilities are critical to ensure smooth operation Middle Corridor
- Only limited locomotive availability in Georgia results in delays at the border between Georgia and Azerbaijan.

Trade facilitation

- Investment in digitization of border and customs processes
- Alignment of regulations across countries
- Corridor-wide coordination of activities
- All of the above essential to increase competitiveness and to allow for bankable private investment projects

Further investments required, but also additional soft measures.



HHLA and HIG – Your partner along the Middle Corridor



Leading terminal operator with decades of experience



Pioneer in technological innovation and automation



Focus on sustainability and long-term cooperation



Integrated approach to transportation



The Power of Networks

Contact

Dr. Stephan Dohm

T. +49 176 3088 3402

E. dohm@hhla.de

HHLA International GmbH
Bei St. Annen 1
20457 Hamburg

www.hhla.de