

Georgia as the Upcoming Multimodal Trade Gateway

Measures taken and to be taken...

March 12th, 2025 | Frank Busse, Partner & VP Europe

45+ Years of Excellence – what we have achieved

Anchored in operations

1,800

Projects in

135 COUNTRIES



**Founded in
1976**

**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

Technical terminal-related
**Due Diligence
Studies**

10+
since 2010

**80+
OPTIMISATION**

Improved operational
excellence and
reduced costs



Hinterland connectivity



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

17

Projects for Georgian Port and
Logistics Industry



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

The Middle Corridor Development is the Main Driver

The increasing role of the Middle Corridor

Hungary:

- Intermodal Terminal Optimization
- Intermodal TOS Implementation Support
- Logistics Strategy Advisory

Georgia:

- NMSW Pilot Development
- PFS SEZ & Port Poti
- FS Logistics Centre Tbilisi
- Market Analysis Poti Region
- Feasibility Study PCS
- Port Waste Management Study

Romania:

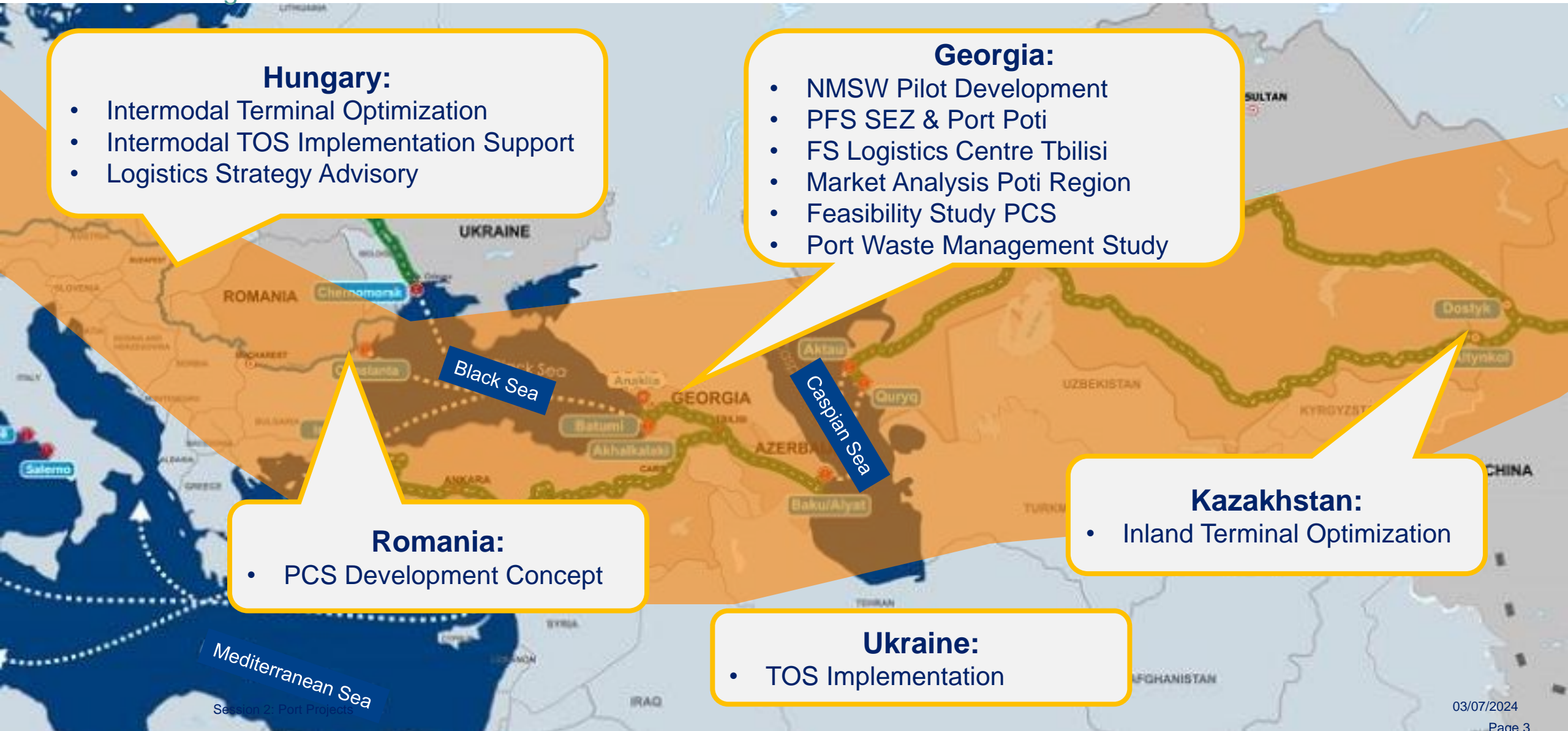
- PCS Development Concept

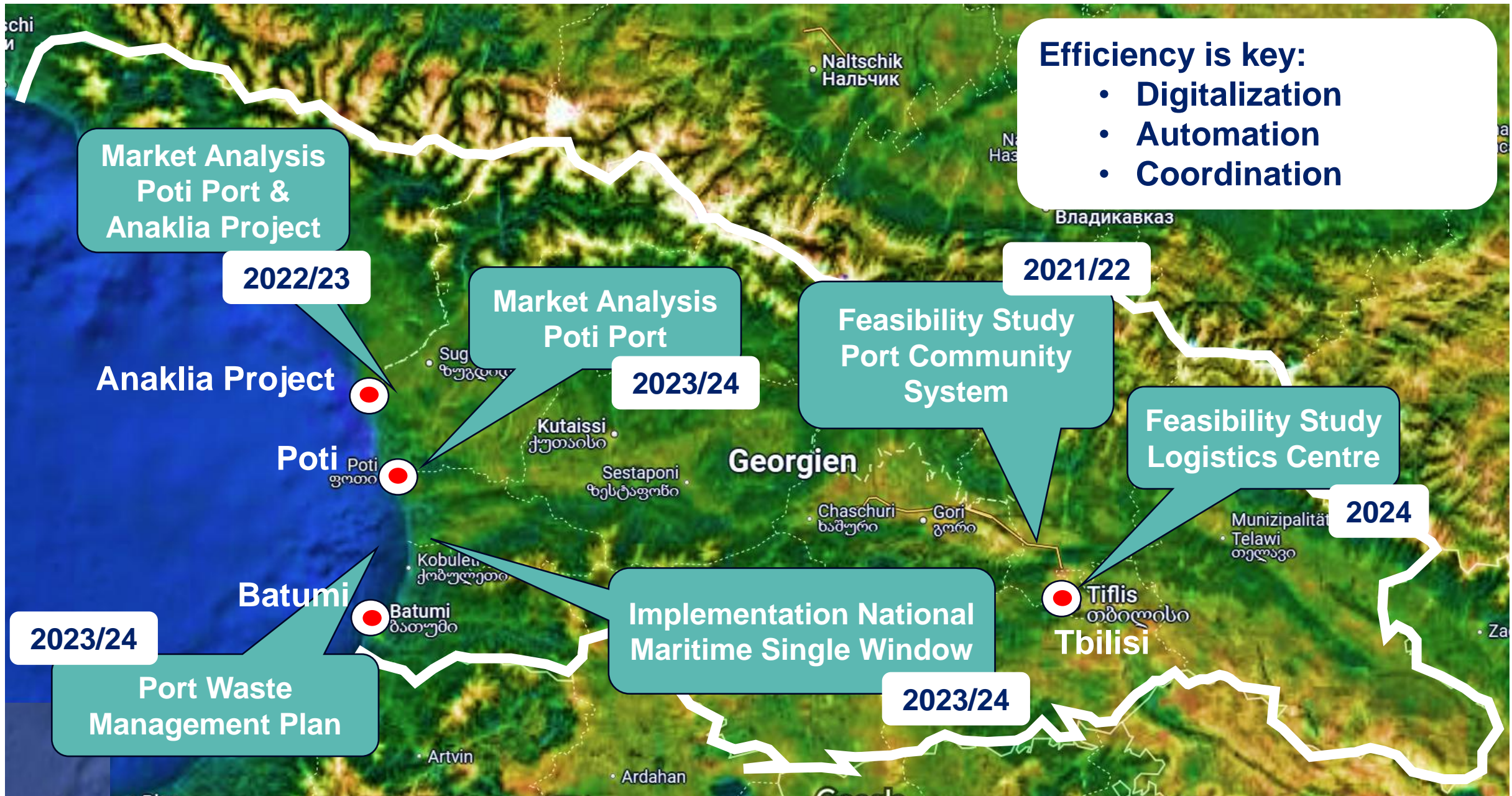
Kazakhstan:

- Inland Terminal Optimization

Ukraine:

- TOS Implementation





Efficiency is key:

- Digitalization
- Automation
- Coordination

Client landscape

Diversified public and private clients from 130 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 and Feasibility Studies (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



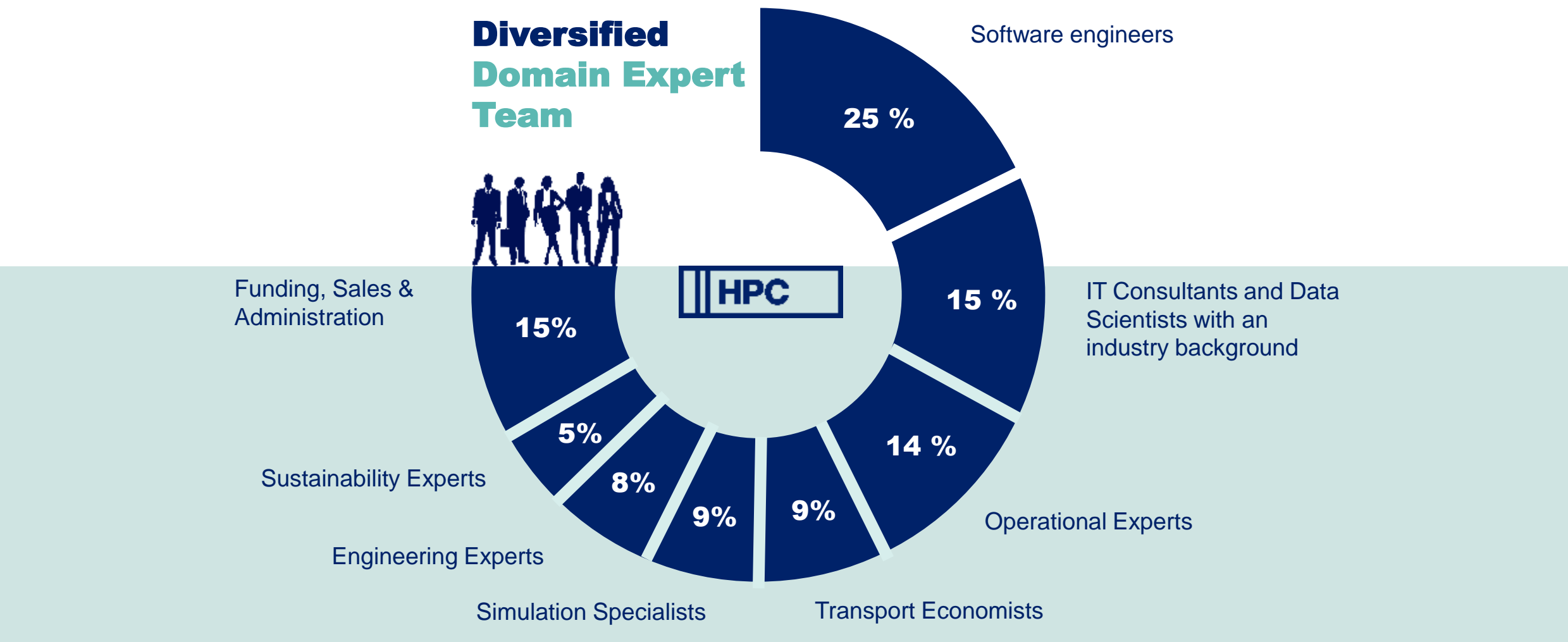
Terminal



Hinterland

Domain expertise

Wide range of software, terminal and port domain knowledge



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

