

**Welcome to Session 3:**

***Investment Opportunities for  
Port, Rail, and Road***

June 10<sup>th</sup>, 2026 | Frank Busse, Partner & VP Europe

# 50 Years of Excellence – what we have achieved


Anchored in operations

**1,950+**  
Projects in  
**135 COUNTRIES**




**Founded in  
1976**

**500+**  
**PORTS**  
and terminals  
planned and optimised




**15+ Projects** in  
**Black Sea and  
Marmara Sea**  
Region during the last 10 years

**FOCUS on**  
Automation, AI  
Digitalization (TOS, PCS,  
MSW)  
Backed up by  
operations and  
commercial services



**1st  
FULLY  
AUTOMATED**

Participated in the  
development of CTA,  
doubled capacity on the  
same footprint



**~100  
ENTHUSIASTS**



With background  
from port and terminal  
operations and AI, IT,  
software, economists

**GREEN  
TRANSITION**

Alternative  
energies &  
sustainability  
activities

**40+**  
projects



**Hinterland connectivity**

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



Developed *HPC Ukraina* (now HHLA CTO) as terminal operator in Odessa

# Advisory along Terminals' Lifecycle

Specialised in strategic services and actionable solutions



Port

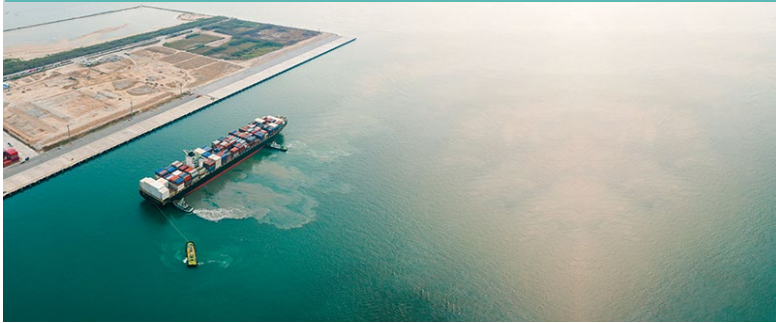


Terminal



Hinterland

INVEST



MANAGE



OPTIMISE



Market Analysis, Terminal Design, Simulation, Equipment & IT Procurement, Automation, Training, Funding

We deliver excellence in the areas of

Operations

Digitalization

Commercial

# 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

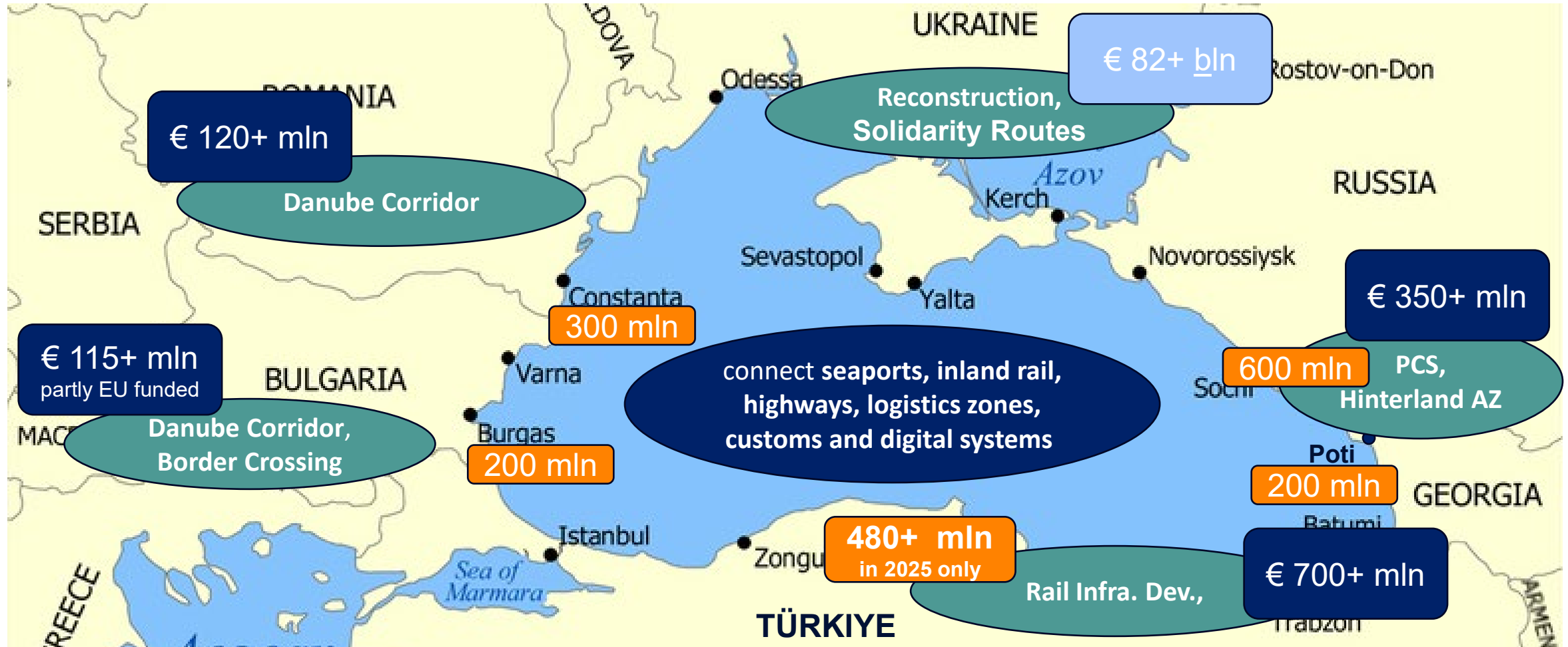


## INTERNATIONAL ORGANISATIONS



# Integrated Investment Opportunities

Looking less at isolated port expansions but more at project clusters



improve multimodal corridor integration, port hinterland connectivity, border-crossing efficiency, and resilience against geopolitical disruption

# Integrated Focus Topics for Corridors & Regional Communities

Approaching digitalization and automation from different angles



## Community Systems

### Digital Backbone

- Real-time data exchange between all stakeholders
- Interfaces with TOS, customs, and authorities
- Communication along the transport chain and within a network

#### Actions:

PCS Readiness Assessment, Implementation, Integration



## AI & Data Intelligence

### Turning Data into Value

- AI Agent –based optimization and planning
- Predictive maintenance and other prediction like What-if scenarios
- Data Lakehouse solutions, dashboards and analytics

#### Actions:

AI potential identification, discovery workshops, data innovation lab, trainings



## Automation

### Next Generation of Processes

- Autonomous vehicles, automated cranes, gate systems
- 24/7 ready, facilitating higher reliability and less failure
- Automated reports, documentation, staff disposition

#### Actions:

Automation Readiness Assessment, Roadmap elaboration, Pilot projects

# Questions, remarks, enhancements?

**Frank Busse**

VP Europe / Partner

**HPC Hamburg Port Consulting**

Breite Straße 61  
22767 Hamburg

Phone: +49 (0)160 719 09 44

E-mail: [f.busse@hpc-hamburg.de](mailto:f.busse@hpc-hamburg.de)

[www.hamburgportconsulting.com](http://www.hamburgportconsulting.com)



# 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; <b>Georgia</b>	2024	Feasibility Study on Tbilisi Logistics Hub	✓
Maritime Transport Agency of Georgia (MTA)/Amentum Services, Inc; Batumi; <b>Georgia</b>	2023	Georgia National Maritime Single Window	✓
LLC IMCC International Middle Corridor Consortium Tbilisi; <b>Georgia</b>	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; <b>Georgia</b>	2021	Feasibility Study for Sustainable Port Waste Management in Georgia	✓
EBRD European Bank for Reconstruction and Development, MTA Batumi, Poti; <b>Georgia</b>	2021	Feasibility Study for the Development of a Port Community System (PCS)	✓
Anaklia Development Consortium (ADC) Anaklia; <b>Georgia</b>	2019	Optimisation of the Maintenance Strategy Concept for Anaklia Port	✓
Ministry of Economy and Sustainable Development Tbilisi; <b>Georgia</b>	2014	Technical and Financial Advisor for the Anaklia Deep Water Port PPP Concession Project	✓
ALG Company JSC Almaty; <b>Kazakhstan</b>	2023	Rail Terminal Master Plan Almaty	✓
NAVIS LLC Khorgos; <b>Kazakhstan</b> / 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; <b>Romania</b>	2023	PCS Specification for Port of Constanta	✓
Rail Cargo Terminal - BILK Zrt. Budapest; <b>Hungary</b>	2022	Intermodal TOS Go-Live Support	✓
Rail Cargo Terminal - BILK Zrt. Budapest; <b>Hungary</b>	2021	Rail Terminal Development Plan Budapest	✓
Government of Hungary - Adria Port Zrt Budapest; <b>Hungary</b>	2021	Framework Contract for Advisory Services for Adria Port	✓
Not disclosed Khudat, Baku; <b>Azerbaijan</b>	2019	Master Plan Review and Improvement Options for Khudat Rail Port	✓
EVRASCON Baku; <b>Azerbaijan</b>	2019	Achieving ISPS Compliance for the New Port of Alyat in Baku	✓
Ministry of Education of the Republic of Azerbaijan Baku; <b>Azerbaijan</b>	2014	Elaboration and conduct of training Concept on Management of Freight Transportation	✓
MED Lojistik A.Ş. Istanbul; <b>Turkey</b>	2023	Equipment Procurement Support for Container STS and RTG Cranes	✓
Baskent OSB / Baskent Industrial Zone Ltd. Baskent; <b>Turkey</b>	2017	Pre-Feasibility Study for a Logistics Center at the Baskent OSB Industrial Zone in the Ankara Region	✓