

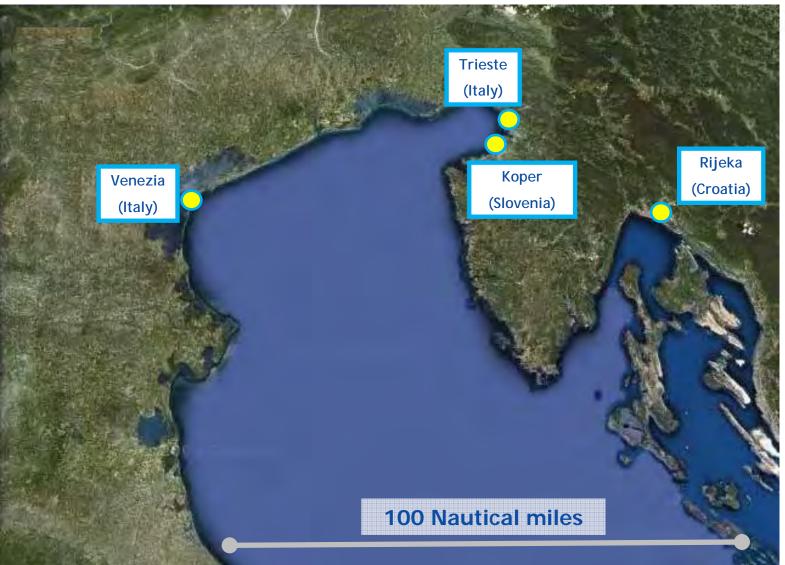
Your five star route to Europe

Transportevents, 12th Intermodal Africa, 23 and 24 October 2014, Durban North Adriatic ports serving the African Market – trends and prospects Presented by Mitja Dujc, Sales Manager at Luka Koper – Port of Koper



Four ports - one port

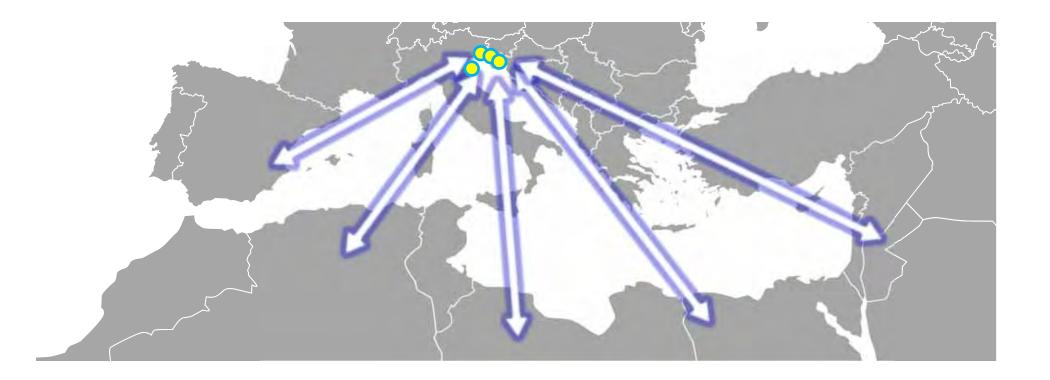




NAPA North Adriatic Ports Association



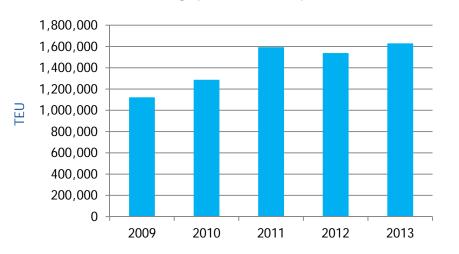
- Regular maritime connections with container, conventional and Ro-Ro services
- Feeder connections with major contaner hub ports
- Short sea shipping Motorways of the Sea



European benchmark

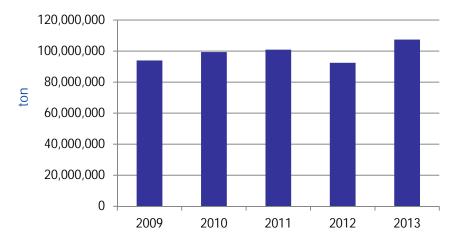


| | Total througput in million tonnes (2013) | Container throughput in million TEU (2013) |
|------------|------------------------------------------|--------------------------------------------|
| Rotterdam | 440.0 | 11.6 |
| Antwerp | 190.9 | 8.6 |
| Hamburg | 139.0 | 9.3 |
| NAPA ports | 108.0 | 1.6 |
| Marseille | 80.0 | 1.1 |
| Bremen | 78.8 | 5.8 |
| Zeebrugge | 43.0 | 1.9 |



Container throughput of NAPA ports in TEU

Total thorughput of NAPA ports in tonnes



Container services RSA - Adriatic



 Regular container services via transhipment ports in Mediterranean and Asia

| Operator | Transhipment port | Approx. transit time |
|------------------|---------------------------------|----------------------------|
| Hapag-Lloyd | Port Said Damietta/Singapore | 45 days |
| MSC | Gioia Tauro Las Palmas | 35 - 40 days |
| Maersk/Safmarine | Algeciras | 35 - 39 days |







- Port of Venice
- Port of Trieste
- Port of Koper
- Port of Rijeka

Port of Venice





TO: GREECE, TURKEY, LYBIA, EGYPT, ISRAEL, CYPRUS, LEBANON



Port of Venice - Liner Services





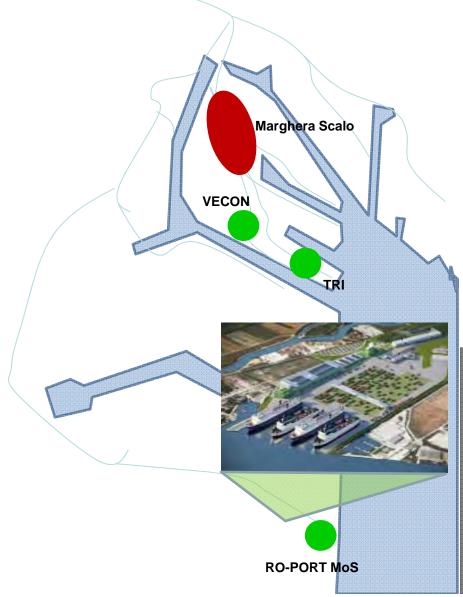
Container

Break-bulk

Ro-Ro/Ro-Pax

Port of Venice - Ro-Ro and Ro-Pax facilities





CURRENT FACILITIES

TRI - Terminal Rinfuse Italia

MAXIMUM DRAFT : up to 11.30 mt <u>1 BERTH WITH RO-RO RAMP</u> INSIDE RAYLWAY NET BULK SILO : 100.000 tonn capacity TERMINAL SURFACE: 277.500 m²; STORAGE AREA : 230.000 m² WAREHOUSES: 52.724 m²

VECON

MAXIMUM DRAFT: up to 11,50 mt <u>1 BERTH WITH RO-RO RAMP</u> INSIDE RAYLWAY NET TERMINAL SURFACE: 283.800 m² STACKING YARD: 283.000 m²

NEW FACILITIES: RO-PORTMoS

Ro Port Mos terminal will be operational in June 2014. It will be equipped with:

- 2 docks with 4 piers able to host 4 vessels in parallel;
- a logistic platform with controlled temperature warehouses (100.000 mq);
- open and parking area (40.000 mq);
- 2 track directly linked with Marghera Scalo
- 36 hectars of total surface

Port of Venice - Services for the Mediterranean



STORING AND HANDLING FRUIT AND VEGETABLES

Inside the commercial port 25,146 m2 area 200,000 m3 warehouses Temperature-controlled facilities



A NEW ONE-STOP SHOP: THE PORT HEALTH CENTER



A NEW FREE ZONE



PRE-CLEARING AND SINGLE WINDOW



At the Port of Venice customers can profit from quicker customs procedures such as ✓ **Pre-Clearing**

✓ Single Window

Port of Trieste



PORT AUTHORITY OF TRIESTE: PORT AND **INFRASTRUCTURES**



2,3 million sqm 1,8 million sqm free port area 12 km dock length 925.000 sqm of storage area

Cement **Project Cargo** Chemicals **Fresh Produce Heavy Machinery Yacht Refitting Refined Products Depot**

Multipurpose Terminal Passenger Terminal Ro-Ro Ferry Terminal General Cargo and Fresh Produce Terminal Cereal Terminal Container Terminal Ro-Ro Ferry Berth Terminal Shipyards

Oil Terminal

TRIESTE depth up to 18 mt

PORT AUTHORITY OF TRIESTE: MARITIME TRAFFIC



| | 2013 | 2012 | Variation % 2013 / 2012 |
|----------------------------------------------------------|------------|------------|----------------------------|
| CONTAINER MOVEMENT TEUs (shifting & restous included) | 458.597 | 408.023 | +12,39% |
| CRUDE OIL (tons) | 41.284.644 | 35.014.883 | +17,90% |
| PASSENGERS MOVEMENT (units) | 147.414 | 98.647 | +49,43% |
| TRUCKS ON RO-RO / FERRY BOATS (units) | 271.519 | 212.633 | +27,69% |

| VESSEL MOVEMENTS (calls only) | 2.402 | 2.274 | +5,63% |
|----------------------------------|-------|-------|--------|
|----------------------------------|-------|-------|--------|

KEY INFRASTRUCTURES AND SERVICES: THE CONTAINER TERMINAL



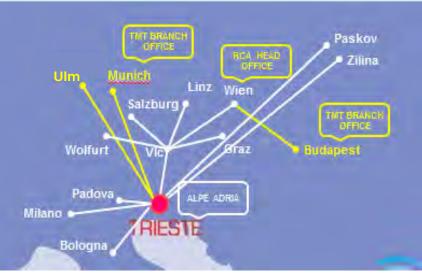


- 458.597 teus performed in 2013
 A modern infrastructure and equipment with 650-700.000 teu capacity: the biggest
- in the Adriatic.
- Draft: 18 meters at the berth
- New 3.000 meters rail park inside
- 362 days per year working time

SEVERAL DIRECT MARINE CONNECTIONS WITH THE BEST T/T: MAERSK, CMA CGM, MSC, SEAGO LINE, EVERGREEN, HANJIN, YANG MING, MOL, CHINA SHIPPING, ZIM

THE INTERMODAL CONNECTIONS VIA TRIESTE Over 30 trains per week operated by T.O.Delta, Alpe Adria, Rail Cargo Austria, to / from:

MUNICH 4-5/week ULM 1/week AUSTRIA 5/week (Wien-Salz-Villach-Graz-Wolf) (ZILINA 1/week) (PASKOV 1/week) MILANO 2/week PADOVA 5-7 week



KEY INFRASTRUCTURES AND SERVICES: THE FRUIT TERMINAL





- 625 m quay length
- 4 berths
- 51.500 m2 warehouses
- Rail connected warehouses
- Special regime of free zones allows goods to maintain their foreign origin until the final importation, without paying any duty.

COLD WAREHOUSES

- 51.500 m2 warehouses
- 18.200 m2 cold warehouses
- 30.000 m2 storage in open area
- Rail connected warehouses
- L.M.E. and LIFFE registered warehouse

•A direct "green line" with the cntr terminal for quick deliveries



PORT AUTHORITY OF TRIESTE: THE INVESTMENT PLAN

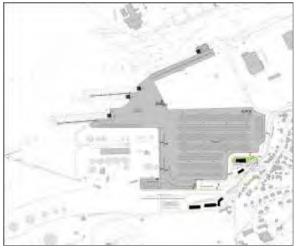


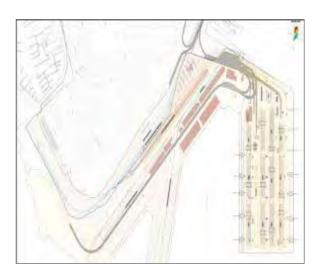
Logistic Platform

New Ro Ro Trml

New Rail Trml







Logistic Platform – 1st phase (Euro 132.000.000)

New Terminal with a quay of 600 m and with the deep sea-bottoms (a depth of up 14 m) Logistic Platform – 2nd phase (Euro 184.500.000) Further investments with the

Further investments with the creation of an equipped area and new docks, structures from which the future Pier VIII will develop

Zaule Ferry Terminal – 1st phase (Euro 27.000.000)

New Terminal to be allocated for port operations, container handlings and storage of goods with the deep sea bottoms (with a depth of up to 12 m) for the docking of RO-RO vessels

Rail Terminal of Campo Marzio (Euro 10.000.000)

New port near the border state property, consisting of an external railway ramp composed by 4 tracks served by RMGC cranes, rationalization of the current needs of the rail transport connected to the port

Port of Koper



The multi-purpose Port of Koper



Containers and Ro-Ro



Passengers



Break bulk

Perishables



Liquid bulk

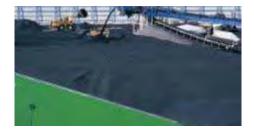
Cars



Alumina and other minerals



Coal and iron ore





Soya, grain, cereals,...





Timber





Livestock



Port of Koper maritime connections



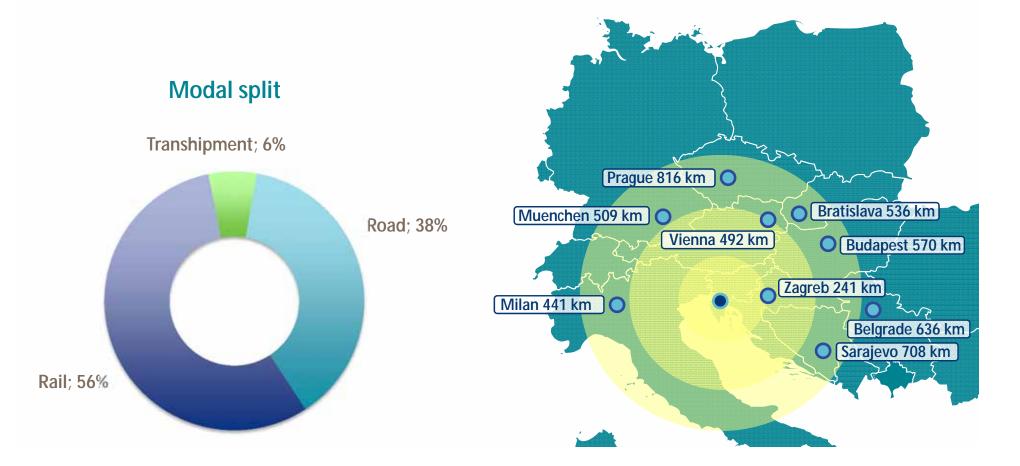
- regular container, Ro-Ro and conventional connections,
- numerous tramper, tanker and other dedicated services,
- more than 50 operators calling Koper on regular basis,
- 1907 vessels berthed in 2013.



Hinterland connections

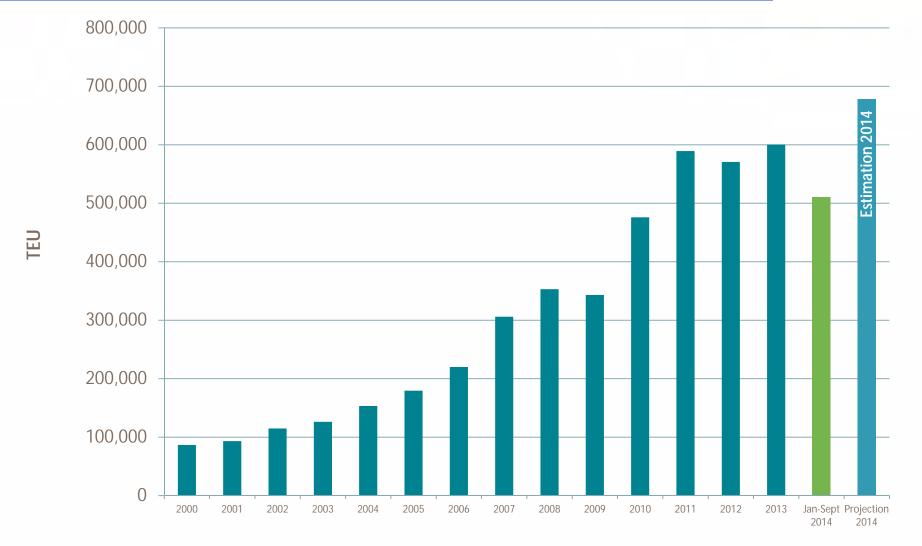


- excellent railway connections to hinterland markets,
- modern highway network,
- business centres of surrounding hinterland markets can be reached from the Port of Koper by road in less than 1 day and by train in less than 2 days.
- an average of 52 trains / day.



Container traffic in Koper

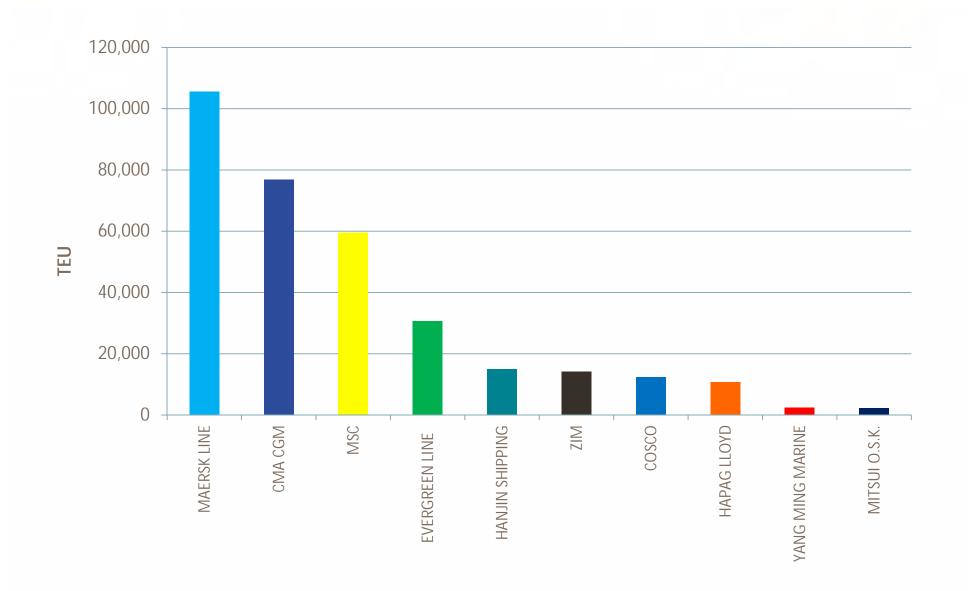




+14,5% (Jan-Sept 14/13)

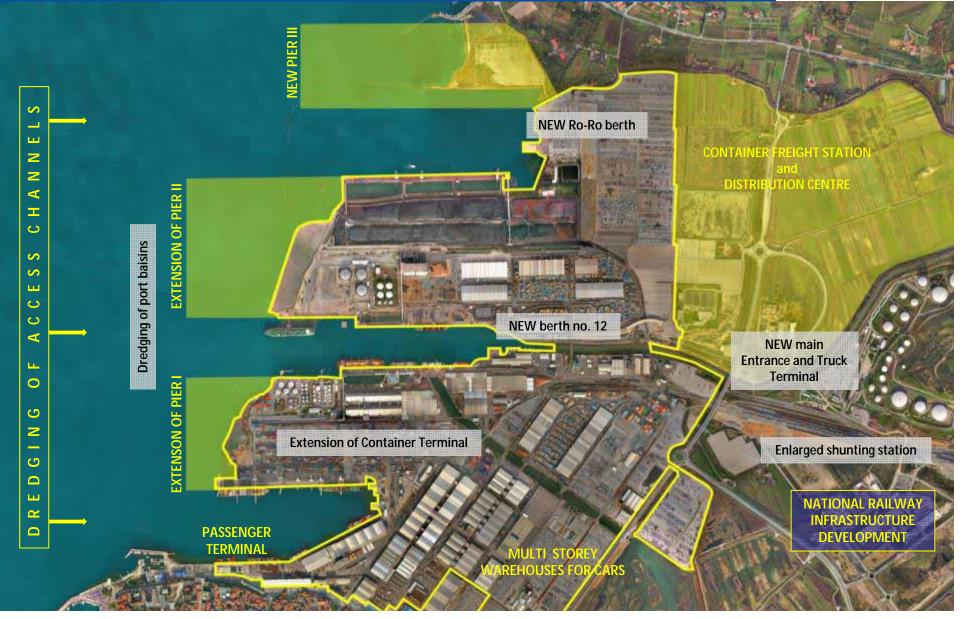
Container throughput by shipping line top 10 shipping lines in January - June 2014





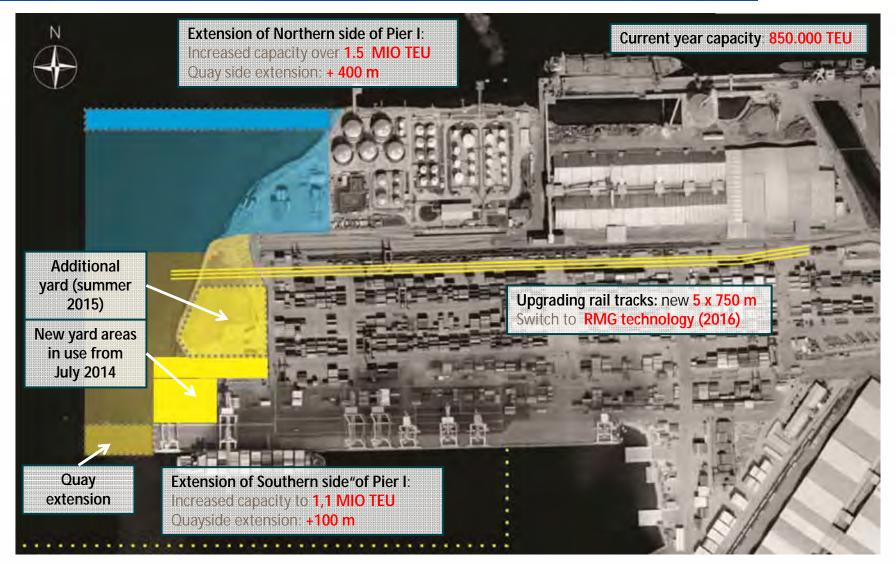
Key development projects





Koper Container terminal development plan





Port of Rijeka



Port of Rijeka Authority

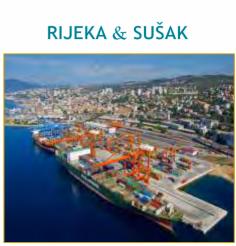


ROLE:

- PORT AREA DEVELOPMENT 5 BASINS
- GRANTING OF CONCESSIONS FOR USE AND PERFORMANCE OF ACTIVITIES
- ✤ ADMINISTRATION WITH FREE ZONE
- ✤ CONTROL OF ENTRANCE AND DEPARTURE OF VESSELS



BAKAR





OMIŠALJ

RAŠA



Terminals



LUČKA UPRAVA RIJEKA PORT OF RIJEKA AUTHORITY

Annual capacity: 2.000.000 t

· Possibility of various cargo handling

New shore cranes Liebherr

· Total capacity: 84 t each Installed: May 2013

Sea depth: 12m

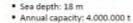
Bulk Cargo Terminal



Frigo Terminal



Terminal Bršica



- One time storage capacity:
- Iron ore: 400.000 t
- Coal: 130.000 t

· Sea depth: 10m

tropical fruit

Multifunctional terminal

Sea depth: 8m

cargo

Annual capacity: 100.000 t · Cooling facilities with chambers for

 Accommodation of Panamax & Capesize vessels

General Cargo Terminal



Cereal Terminal



Škrljevo Inland Terminal

Capacity

- Total area: 400.000 m²
- Open warehouses: 130.000 m²
- Covered warehouses: 43.000 m²
- Free zone
- · Actual activities : container depot, various cargo storing/handling,

Martin A

Oil Terminal



· Sea depth: 29 m

- Annual capacity: 30.000.000 t
- One time storage capacity: - 21 storage tanks : 1.030.000 t
- Accommodation : - VLCC up to 500.000 DWT



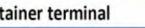
- Pier length 623 m
- Depth 14,2 m
- Ro-Ro terminal
- Free Zone
- Surface area 150.000 m2
- Annual capacity 600.000 TEU

- Cooling facilities for frozen meat & fish

- · Sea depth: 14 m Annual capacity: 1.000.000 t
 - Single storage possibility for cereals: 56.000 t



Container terminal



Investment plans



RIJEKA GATEWAY PROJECT WORLD BANK NEW CONTAINER TERMINAL ON ZAGREB PIER

THE TERMINAL IS PLANNED TO BE BUILT IN TWO STAGES



1ST STAGE

- ♦ 400 M PIER WITH 20 M DEPTH OF THE SEA
- ✤ 14 HA STORAGE/STACKING AREA
- ***** ENTRANCE-EXIT COMPLEX
- **COADING-UNLOADING STATION FOR RAILCARS**
- RELOADING EQUIPMENT- QUAY, STORAGE/STACKING AND RAILWAY TERMINAL
- SUPPORTING ACTIVITIES (SERVICE ACTIVITIES, OFFICE PREMISES, PARKING AREAS

2ND STAGE

- ✤ 280 M PIER WITH 20 M DEPTH OF THE SEA
- ✤ 4 HA STORAGE/STACKING AREA

RAILWAY STATION FOR CONTAINER TERMINAL

Investment plans



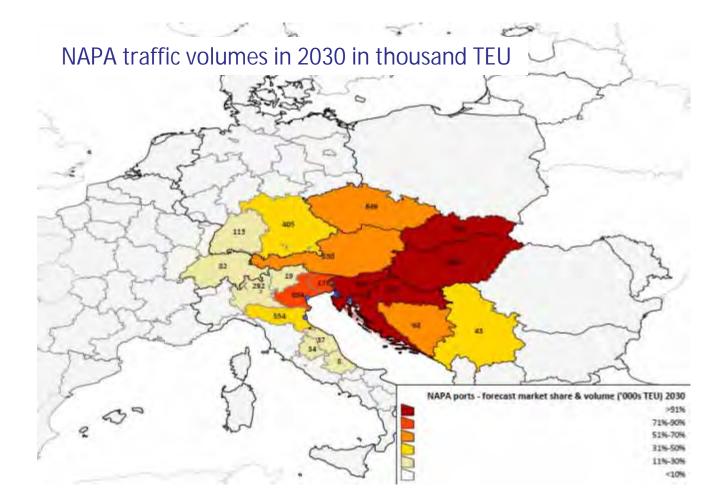
Port of Rijeka Authority and the City of Rijeka in cooperation with the Architect Association Rijeka (DAR) published invitation to the public, international, open, single-stage, anonymous, ideas COMPETITION for the urban-architectural concept design for the development of the Delta and Porto Baros area in Rijeka.

In the prescribed time limit a total of 56 entries were submitted (24 foreign). Competition Jury made a final decision o (17th of November 2013) on awarding the three equal FIRST PRIZES to the following entries:



Container market potential of NAPA ports

• The goal is to achieve 6 million TEUs by 2030





Development projects of NAPA ports - overview



Irieste:

- Extension of Molo VII for 200 m
- Increasing capacity to 980.000 TEU/year by 2020
- New logistic platform multipurpose terminals, 600 m of quay



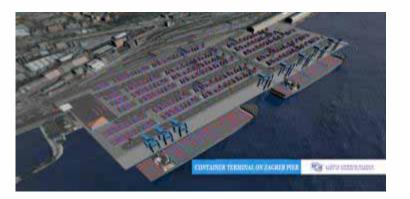
Venice:

- New Ro-Ro terminal
- New off-shore container terminal 8 Nm from Venice (?)



Rijeka:

- Consolidation of the present Brajdica container terminal (600.000 TEU annual capacity in 2015)
- New container terminal on Riva Zagreb (planned 400.000 TEU capacity in 2017)





- Geographic position of North Adriatic (especially from North African markets);
- Developed hinterland connections with Central and Eastern Europe,
- Alternative to North European ports;
- **Reducing** inland infrastructures burden;
- Balancing regional development (North-South);
- Reducing environmental impact;
- Global market conditions (reallocation of existing flows of goods, new businesses);

NAPA'S key principle: "Coopetition" "Cooperate internationally - compete internally"

NAPA as an opportunity for shippers from the region



- The shortest route to the heart of Europe,
- Quality, reliability and flexibility,
- Developed hinterland connections,
- Tailor-made services,
- Effective IT support,
- ISPS code compliant security,
- Full support of customs authorities.

THANK YOU FOR YOUR ATTENTION

