



BALTIC
PORTS & SHIPPING 2021

Terminal Infrastructure Development
Finding the Right Investment Model to Support Sustainable Growth

Eryn Dinyovszky

YILPORT HOLDING the fastest growing International Container Terminal Operator (following Drewry 2018)

10 Countries,
22 Marine
Ports & 6 Dry
Terminals



#12 Global Operator
MISSION:
“TOP 10” Global Operator by 2025

1) Concession agreement signed on July 30th, 2019. Handover is expected to take place in Q4 2019



Over 1 Billion **SEK** in
Infrastructure Investment Ongoing

YILPORT
GÄV
LE



YILPORT NOR DIC

Powered by  **infranode**



Folksam

 LÄHITAPIOLA

 European
Investment
Bank

IMAS FOUNDATION

 KPA
PENSION

 AP
FJÄRDE AP-FONDEN

Investment Models

FIND THE RIGHT FOR YOUR

SUSTAINABLE



STEP ONE →

Terminal Infrastructure Development
Finding the Right Investment Model to Support Sustainable Growth

"SUSTAINABLE quote"



Finding the Right Investment Model to Support **Sustainable** Growth



Misaligned Incentives



Finding the Right Investment **Model** to Support Sustainable Growth

Size
matters.



Finding the Right Investment Model to Support Sustainable **Growth**

Finding the Right Investment Model to Support Sustainable Growth

SUSTAINABLE
"quote"



The need for suitability on many levels will be required but clearly understanding what this means is a must. Building this in will be key.



Incentives with all investment partners needs to be aligned – with the base market condition translated contractually into risk sharing levers.

Size
matters.



Smaller is harder. Transaction fees, new technology levels, funding applications all put small ports at a disadvantage. Mixed models with realistic expectations.



April 16th 2021
Eryn Dinyovszky