

# Emerging Cargo Gateway

In the  
Baltic Basin



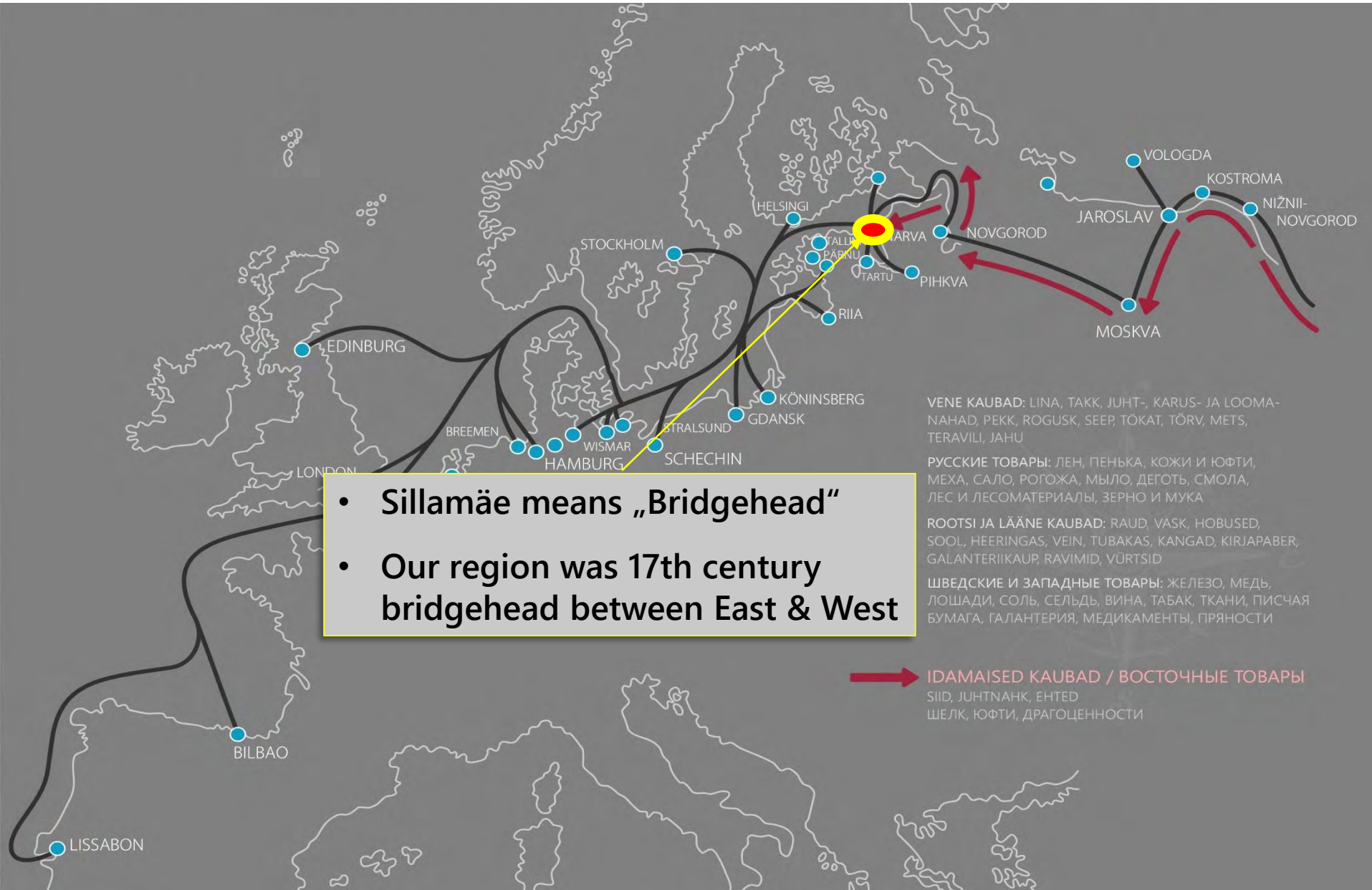
Mr. Lauri Karp  
September, 2018



**SILPORT**  
Port of Sillamäe

<http://www.silport.ee>

# Region Sillamäe – A Historic Cargo Hub



- Sillamäe means „Bridgehead“
- Our region was 17th century bridgehead between East & West

# Silport – Gateway Port for Freight Cargo

traffic)	2008	2012	2014	2015
1. Rhine-Scheldt Delta	24.7%	24.1%	23.4%	23.8%
2. North Germany	16.8%	15.8%	15.4%	14.8%
3. Seine Estuary	2.9%	2.6%	2.6%	2.6%
4. Portugese Range	1.4%	1.8%	2.4%	2.4%
5. Spanish Med range	6.9%	6.7%	6.4%	6.6%
6. Ligurian Range	4.5%	4.1%	4.1%	4.4%
7. North Adriatic	1.6%	1.9%	2.0%	2.2%
8. UK Southeast Coast	7.4%	6.4%	6.8%	7.6%
9. Gdansk Bay	0.9%	1.7%	2.0%	1.8%
10. Black Sea West	1.7%	0.9%	0.8%	0.9%
11. South Finland	1.6%	1.4%	1.2%	1.2%
12. Kattegat/The Sound	1.9%	1.7%	1.6%	1.6%
ALL 12 multi-port gateway regions	72.1%	69.0%	68.8%	70.0%
Stand-alone gateways	16.8%	20.2%	20.1%	19.2%
West Med hubs	11.3%	10.7%	11.1%	10.8%

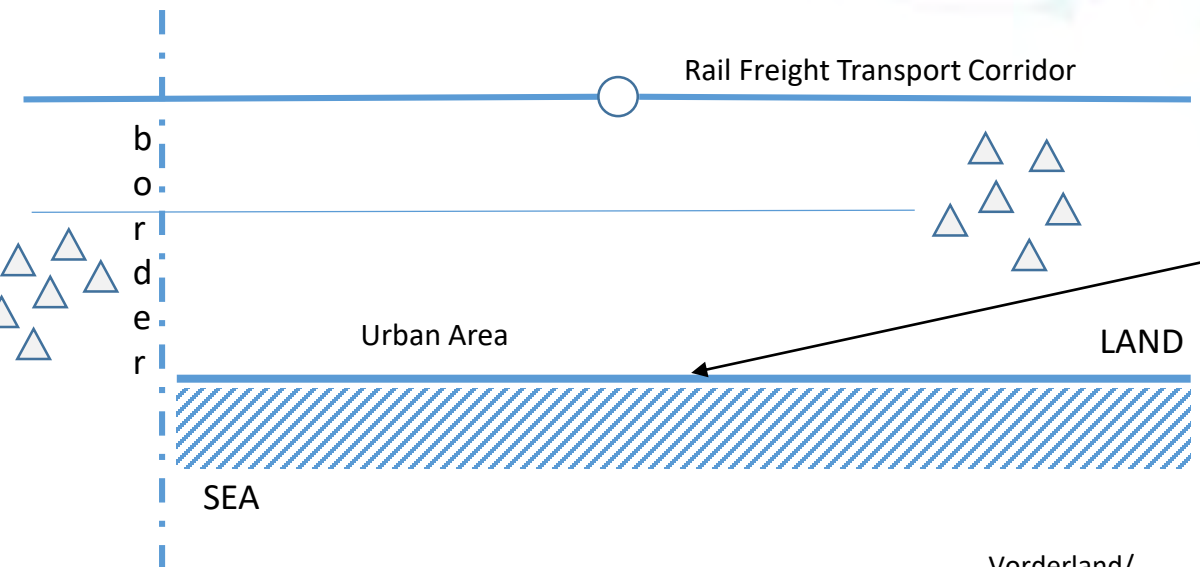
Source: Notteboom (2010; 2016)



# Port of Sillamäe – Setting

Ports are facing a wide array of local constraints that impair their building, growth and efficiency. The lack of available land for setting up and expansion is among one of the most acute problem, an issue exacerbated by the deepwater requirements for handling larger ships. Environmental constraints and local opposition to port development are also of significance.

**THIS WAS AND IS NOT THE CASE IN SILPORT!**



Pre-construction area in early 2000's

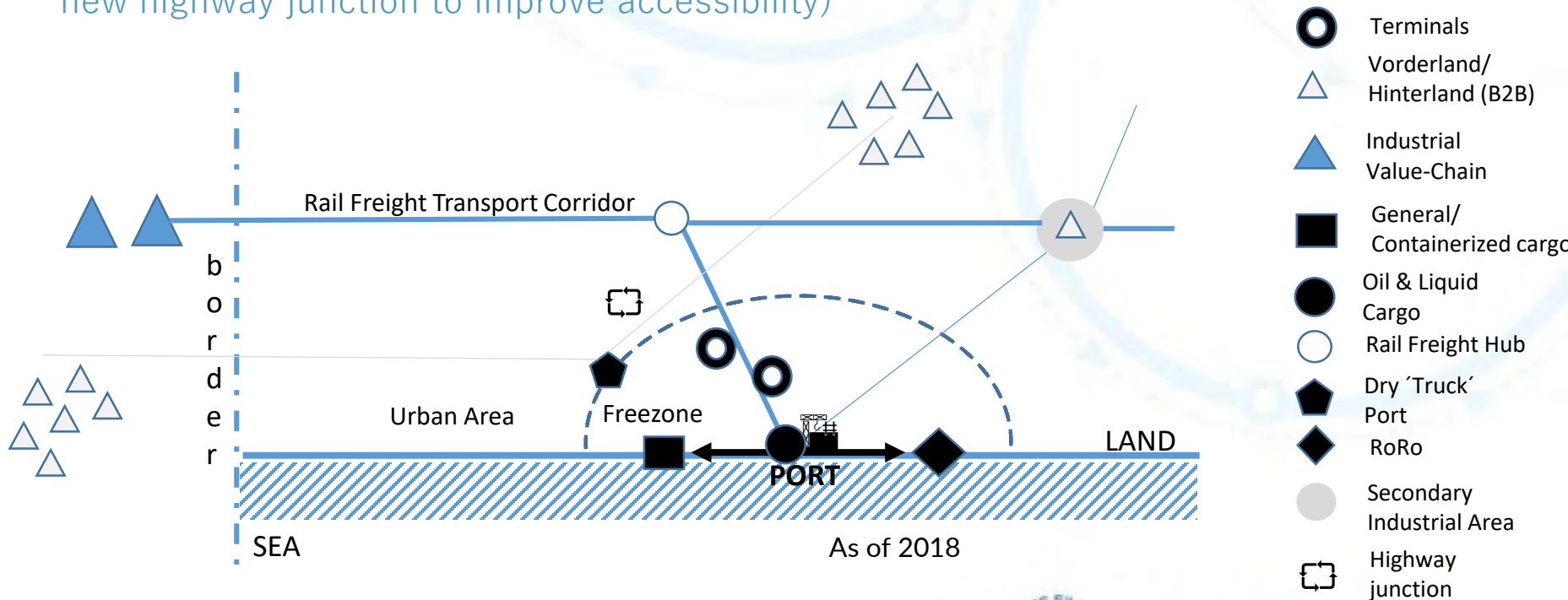
△ Vorderland/  
Hinterland (B2B)



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# Port of Sillamäe – Expansion

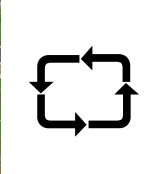
Starting from the initial port site adjacent to the city, Silport expansion was the product of the cross-border integration into (industrial) value chain, intelligent use of geographical location and leverage of inter-modality. Often, increased port traffic may also lead to diseconomies as local road and rail systems are heavily burdened. Yet, collaboration on state & municipal level has avoided such outcome (example: new highway junction to improve accessibility)



# Expansion – crossing point of trade lanes



# Improved Accessibility - Modernized highway junction (2018)



Transport Corridor

# Port of Sillamäe – Specialization

Port now relies on traffic flows that are distantly generated by the interaction of widely separated places and stimulated by the port's en route location or intermediacy. This is also marked by changing spatial relationships between the port and inland.

Silport has reached a market-fit particularly in specializing in handling and facilitation of bulk cargo. There is clearly now a momentum to leverage successful 'physical cargo platform' approach through value add services.

Silport has more than 300 ha land available for industrial district. That leads to innovative **plug&play offering**, directed towards manufacturing industry, who will benefit from integrated turnkey offering comprising

- status of freezone,
- logistics services like stevedoring, container, rail, truck
- water& heat & power.



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# Specialization – Plug&Play Manufacturing

Quay-side handling through partner terminal

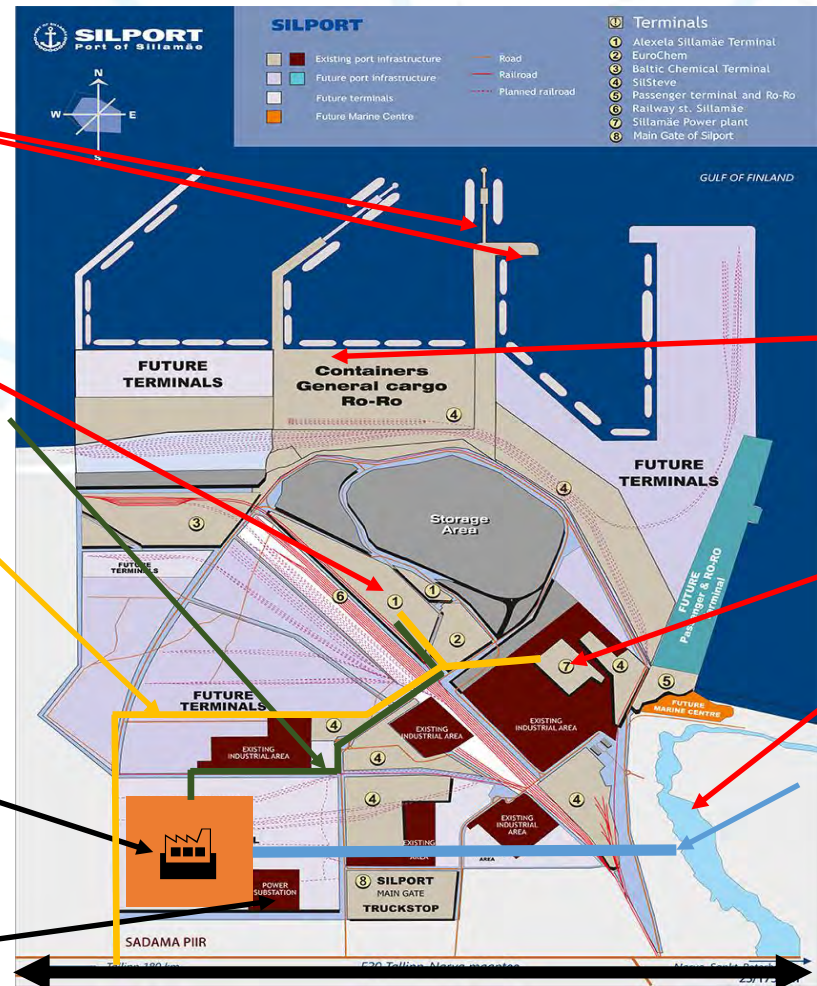
Specialist 3<sup>rd</sup> party services

Existing Pipeline for Gas



Plug&Play Territory for a Factory/Manufacturing site

Power Substation



Unrestricted access to SilSteve container terminal

SilPower – heat&energy

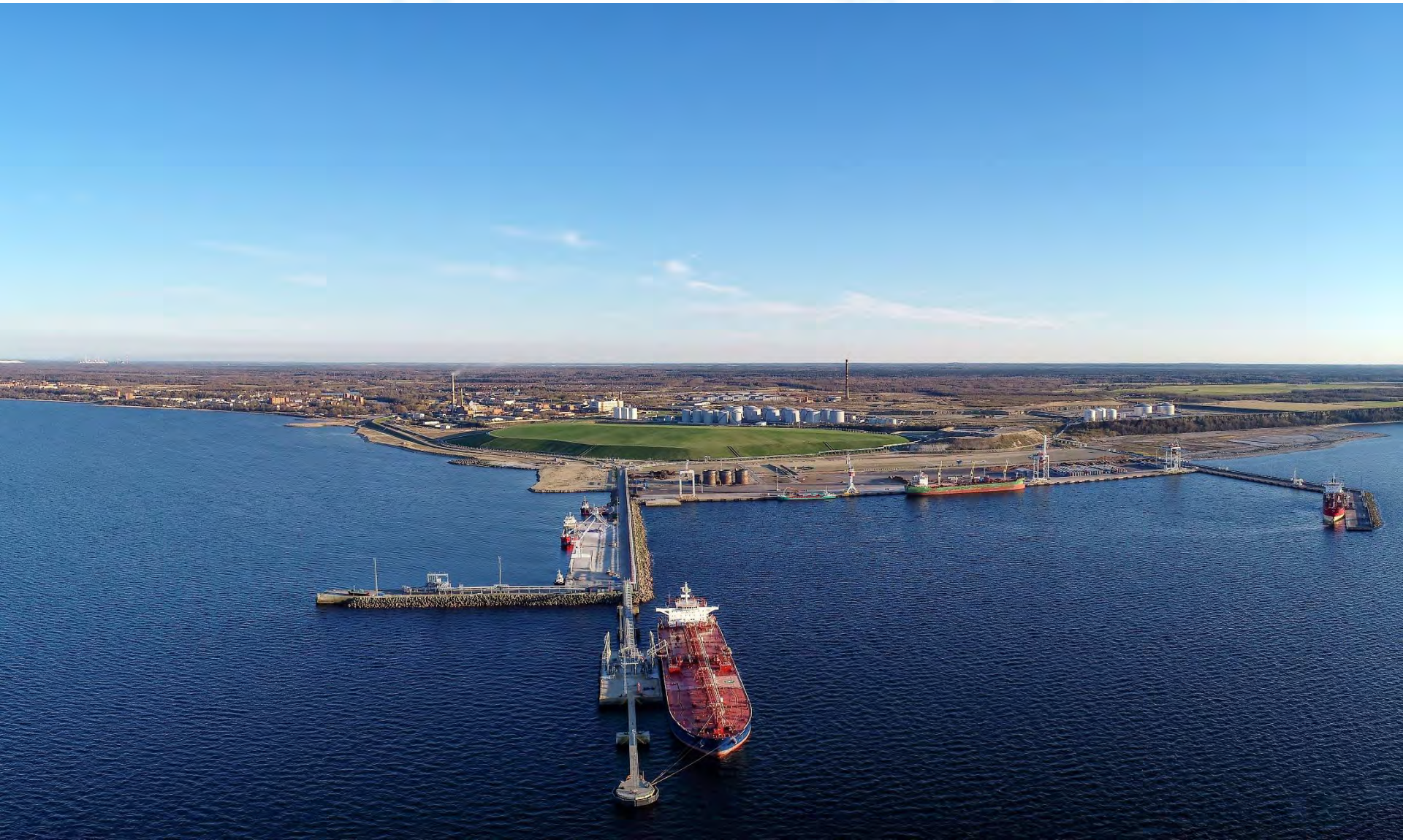
Sötke River

Pipeline for water

Silport Freezone



# Port Infrastructure within 700ha Freezone



# About Private Landlord SILPORT

- ✓ New private freeport at the crossing of EU and Russia/CIS
- ✓ 25 km from Russia on a 7.5km<sup>2</sup> private territory (port 6.5km<sup>2</sup> )
- ✓ Operations commenced 2006
- ✓ Depth up to 16 m and navigable 365 days
- ✓ 8 mn. tons, focus on bulk and liquid cargo
- ✓ **Current sea-side infrastructure completed for 30 mn. tons**



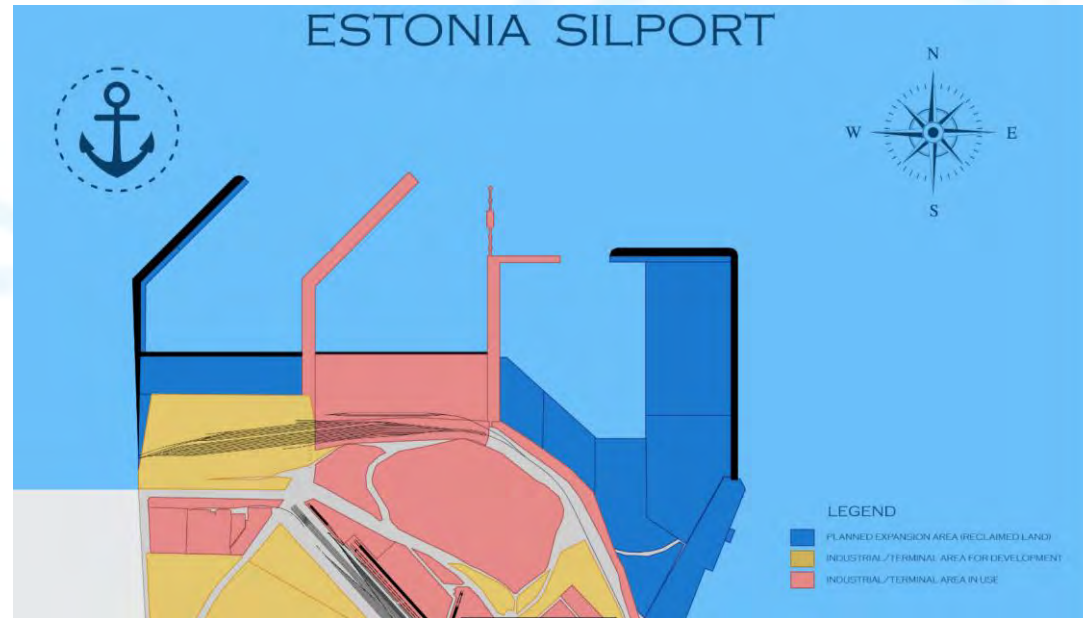
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# Port Infrastructure

## QUAYS (EXISTING)

In total 3km quays operational  
Masterplan foresees 9km quays

2 oil products	16m deep
3 liquid chemicals	13m deep
4 ro-ro ramps	12m deep
6 container & general cargo	-15,5m deep



# Port Infrastructure Rail&Roads



Silport upper railway station

## ROADS

Direct access to highways to St. Petersburg & Moscow

Network of intra-roads with total length of 11 km

## RAILWAY

Direct (4,6km) access to Tallinn – St.Petersburg rail line

Silport Upper Railway Station: **14 tracks**

Silport Lower Railway Station:

Current railway capacity: **12mn. tons**

# Terminals in SILPORT

## **EUROCHEM (dedicated)**

- Liquid chemicals
- Metanol
- Acids

## **ALEXELA/TRAFIGURA (dedicated)**

- Heavy oil products
- Local Shale Oil

## **BCT/ACRON (dedicated)**

- Liquid ammonia
- Liquid fertilizers (UAN)

## **SILSTEVE (independent)**

- General and Project Cargo
- Warehousing
- Container
- Ro-Ro



# Silsteve (AEO) Terminal – Warehousing, Bulk & Container







# Silsteve (AEO) Terminal – Warehousing, Bulk & Container, cont.



# Dry Port Concept in Sillamäe

Freezone-to-Truckstop with online reservation system for smoother hinterland border crossing

## Sillamäe TruckStop

is today a guarded over 10ha large area for 450 trucks with customs services incl. Russian insurance and taxes. It will be expanded to a true intermodal hinterland servicing gateway (“dry port”) in the future. Green line for AOE-certified transportation



# Lower Railway - Seamless rail access to general cargo, project cargo and container

2018.09.21b





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# SILPORT Pre-Customs Hub

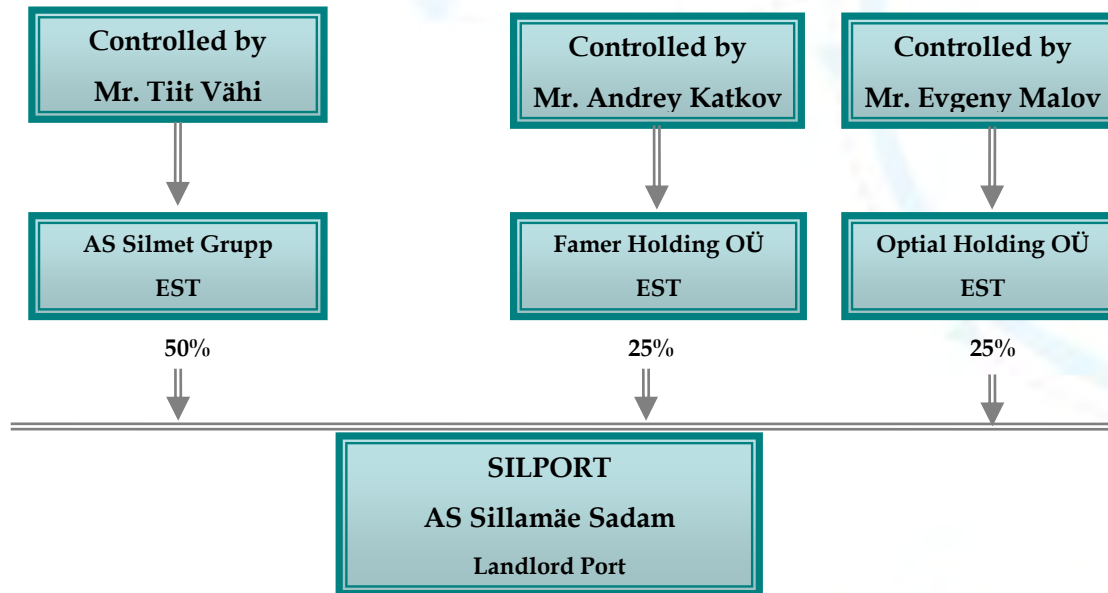


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# SILPORT- Ownership Structure

- ✓ AS Sillamäe Sadam (Ger: Silport AG) is private non-listed company in Estonia
- ✓ In joint role as private landlord and (private) Port Authority



# Contact Information

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