

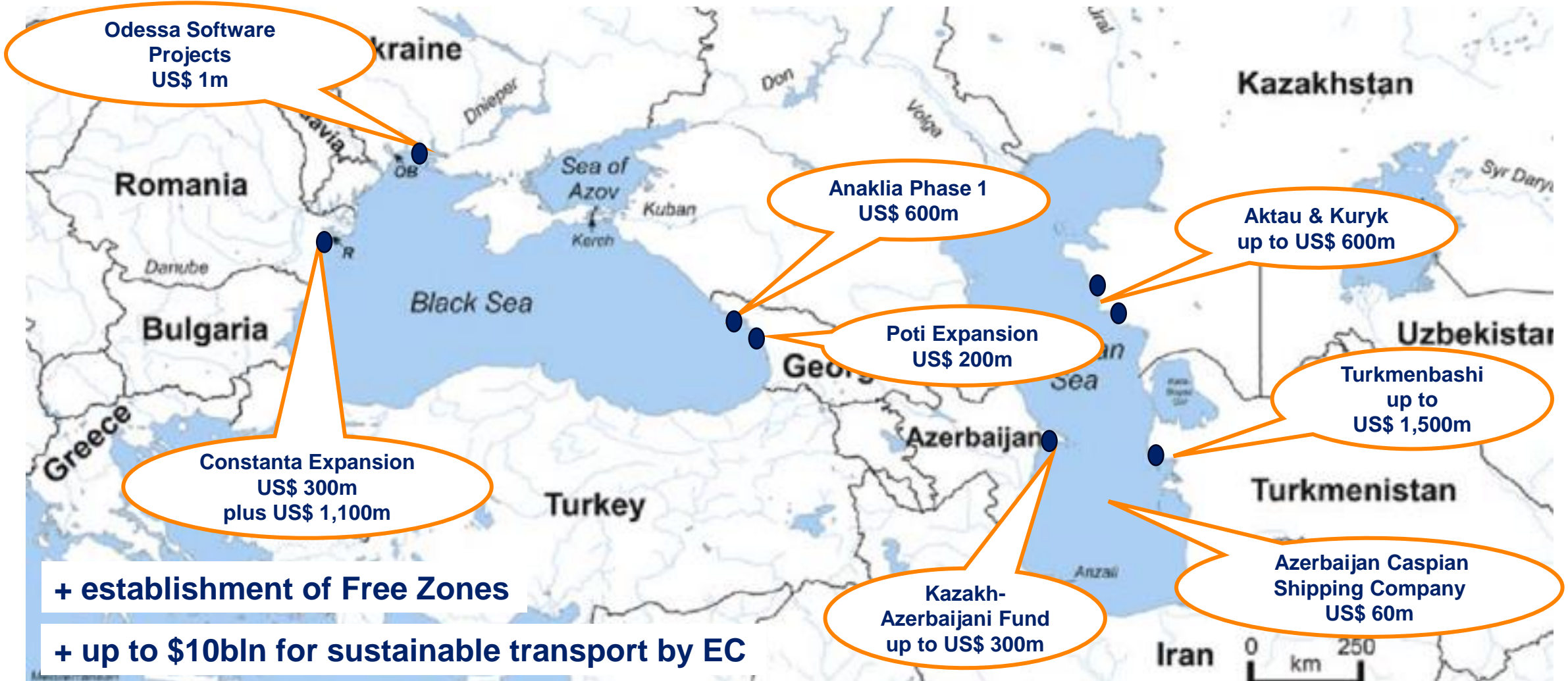
Session 2: Port Projects

Project Landscape Black Sea and Caspian

July 03rd 2024 | Frank Busse - Partner

Choice of Infrastructure Investment along the Middle Corridor

In 2023, the Middle Corridor moved 2.75 million tons of freight, an increase of 86% from 2022



HPC's Activities along the Middle Corridor since 2021

The increasing role of the Middle Corridor

Hungary:

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

Georgia:

- Maritime Single Window Pilot Development
- Feasibility Study Logistics Centre Tbilisi
- Feasibility Study SEZ & Poti Port
- Market Analysis Poti Region
- Feasibility Study Port Community System
- Port Waste Management Study

Romania:

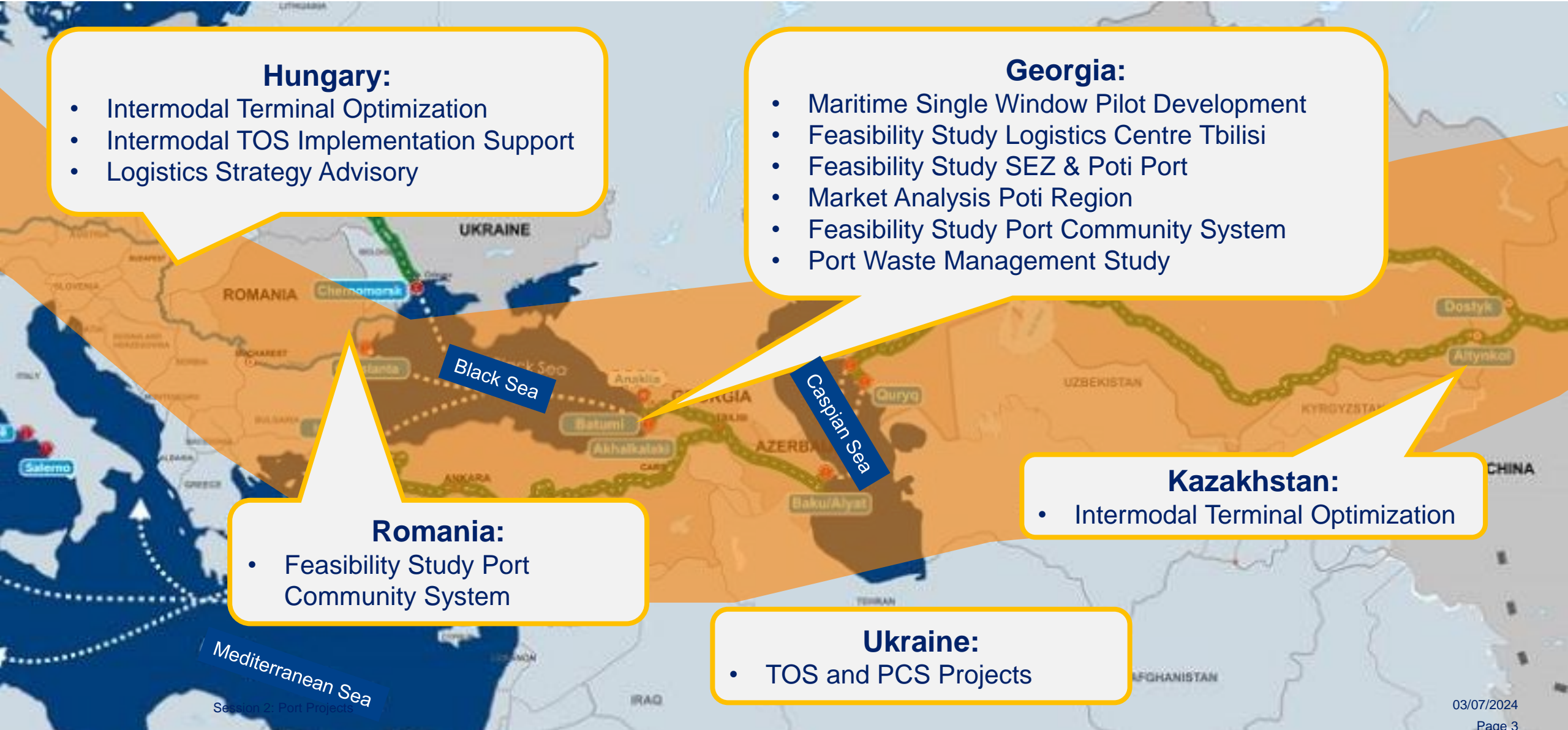
- Feasibility Study Port Community System

Kazakhstan:

- Intermodal Terminal Optimization

Ukraine:

- TOS and PCS Projects



45+ Years of Excellence – what we have achieved

Anchored in operations

1,800+
Projects in
135 COUNTRIES



1976
Founded as subsidiary
of HHLA

180+
PORTS

And terminals
planned and
optimised




OPTIMISATION
Improved operational
excellence and
reduced costs



1st
**FULLY
AUTOMATED**

Terminal of scale.
Doubled capacity
on the same
footprint



100
ENTHUSIASTS



With background
from port and
terminal operations
and software

**GREEN
TRANSITION**

Alternative
energies



14+
projects

Hinterland connectivity

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



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

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



HOW CAN WE HELP TO FUTURE- PROOF YOUR TERMINAL?



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