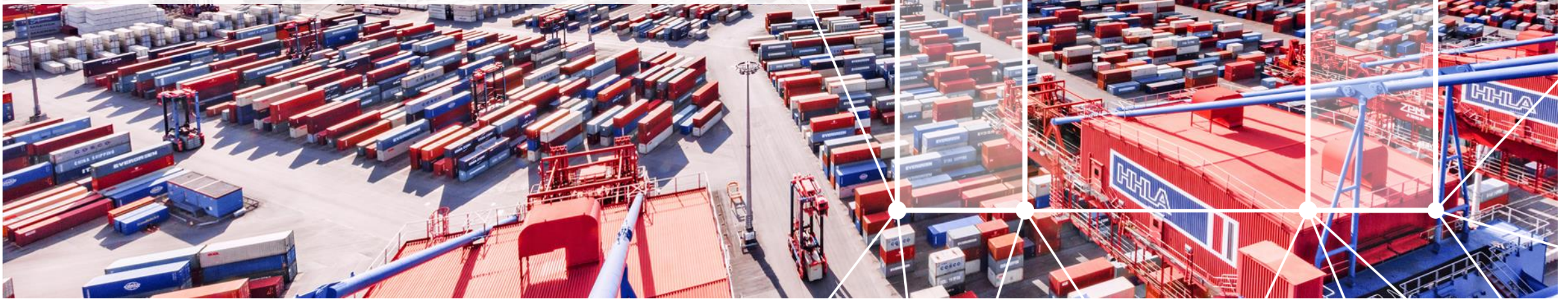


# HHLA International: Connecting Europe, Caucasus and Central Asia via Middle Silk Road

Gdansk, 17<sup>th</sup> of May 2023



**Hamburger Hafen und Logistik AG (HHLA) is a leading European port and logistics company, listed since 2007.**

**The City of Hamburg holds 70 % of shares in HHLA; the remaining 30 % are in free float.**

**The company's activity spans from the Port of Hamburg to many parts of Europe.**



# HHLA as a vertical integrated port and transport logistics company



## Container

- Container throughput
- Container-related services (e.g. storage, repair)

€ 841.9 million revenue

3,149 employees



## Intermodal

- Container transport via rail and truck in the ports' hinterland
- Operation of inland terminals

€ 519.4 million revenue

2,310 employees



## Logistics

- Specialist handling of dry bulk, break bulk, vehicles, fruit, etc.
- Consulting and training

€ 71.3 million revenue

253 employees



## Real Estate

- DNA of HHLA and business card of the city
- Development and commercialization of Speicherstadt and Fischmarkt

€ 38.1 million revenue

87 employees

# HHLA International GmbH (HIG) is responsible for the management and the development of the international entities



Container Terminal Altenwerder



Container Terminal Burchardkai



Container Terminal Tollerort



**Hamburg  
terminals**

**International  
terminals &  
activities**



Container Terminal Odessa / Ukraine



HHLA PLT Italy / Trieste



Ukraine Intermodal Company / Ukraine



HHLA TK Estonia (Muuga/Tallinn) / Estonia



HHLA Project Logistics Poti / Tbilisi / Baku



HHLA Project Logistics Almaty / Astana

# The Southern Gateway - HHLA PLT Italy terminal in Trieste

The only common user and multipurpose terminal in the Free Port area

## HHLA PLT Italy in the port of Trieste



### Terminal specifications of HHLA PLT Italy

Quay length	360 m / 414 m
Water depth	9-12 m / 13 m
Area	~27.0 ha

- Construction started 2014 as PPP with Port of Trieste,
- Concession until 2052
- On January 7<sup>th</sup> 2021 official entry of HHLA as majority shareholder and rebranding from PLT into

‘HHLA PLT Italy’  

- Terminal focused on:
  - General Cargo in particular aluminum, coils, timber & CFS
  - Project Cargo
  - RoRo
  - Containers
  - Rail
- **Common user terminal, open for all customers**

# HHLA PLT commercial development

A fast growing multipurpose terminal

2020



2021



2022



2023



# Working in progress to develop most efficient sustainable container terminal with a high capacity rail and road connection.

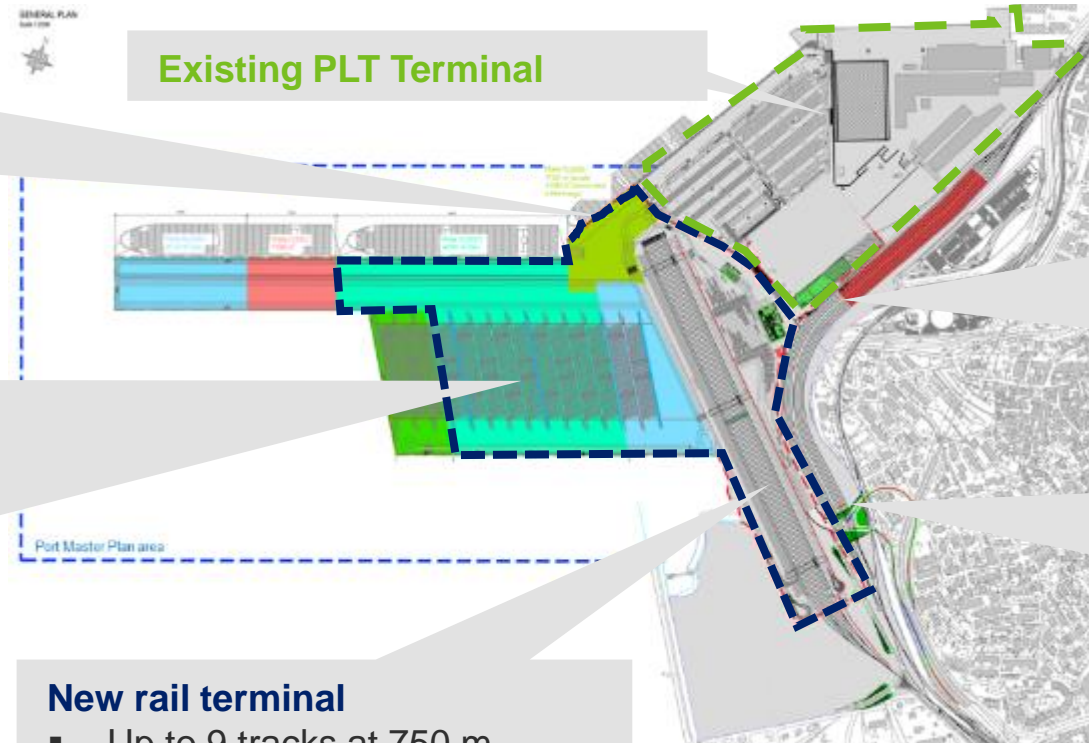
## Extension of PLT quay/yard

- Capable of serving simultaneously longest RoRo vessels and 5,000 TEU container vessel

## New container terminal

- Highly automated,
- Emission neutral
- Using latest technology
- Capable of serving largest container vessels
- Planned total capacity 1.6 Mio. TEU (but further expansion possible).
- Phase 1: 900k TEU

## Proposed PLT expansion



## New rail terminal

- Up to 9 tracks at 750 m allowing handling of longest allowed trains
- Max. capacity > 40 / day = 280 trains / week



## New railway marshalling yard

- 10 tracks dedicated to PLT terminal
- Direct connection to the national rail network with > 50% capacity available

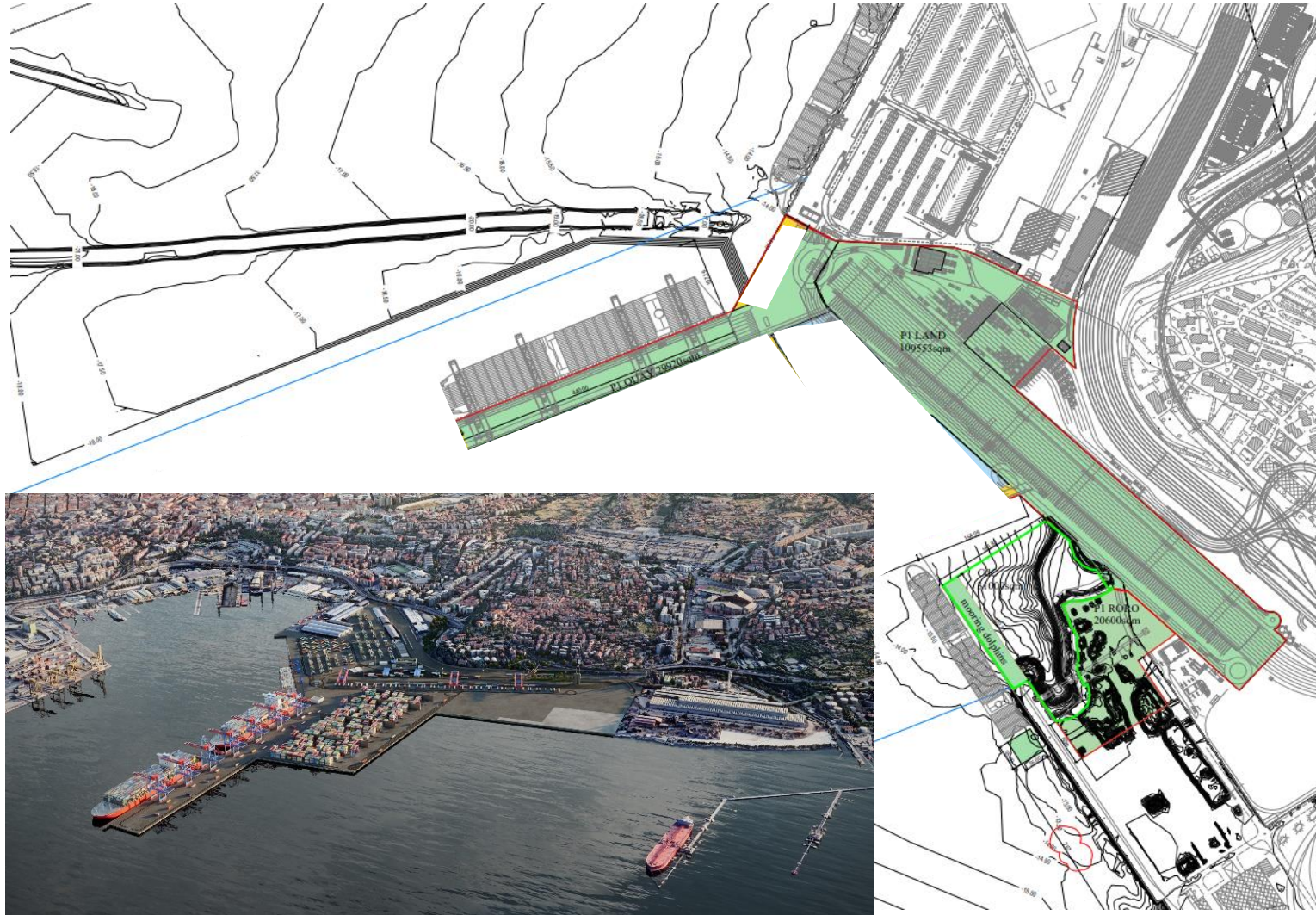
## New highway connection

- Direct connection to highway towards Venice, Udine and Ljubljana
- Highways around Trieste not congested

Financing secured through Italian recovery fund (PNRR)

-  : Existing PLT Terminal
-  : Phase 1 development

# PLT expansion: Phase 1 ready in 2027



## Expansion areas (green):

- Start construction 2024
- 2 container berths including new 400m berth.
- 3 STS cranes for 24k TEU vessels + 2 MHC
- Rail terminal with >3 tracks @ 750 m including 3 RMG
- 3 x Ro-Ro Berth
- Direct terminal access from highway with automated gate



# The Northern Gateway - HHLA TK Estonia in Muuga

Expertise of 25 years in focussed business areas



**Container**

- Largest container terminal in Estonia
- Excellent connection to road and railway - with regular service from terminal
- Extension from 3 to 5 STS cranes in 2022
- Fully automated container terminal gate system



**Ro-Ro / Con-Ro**

- Regular daily lines to Helsinki
- 3 dedicated Ro-Ro hydraulic berths
- Con-Ro berth unique in the region
- Double ramp in 2022
- Handling of unaccompanied trailers



**General Cargo**

- Specialist handling of dry bulk, break bulk, vehicles parts, food, special cargo etc.
- Warehouses and open storage areas next to the quay
- Direct railway connection
- Berth for handling vessels of up to 80,000 tons
- Unique warehouses to handle refrigerated and frozen foodcargo



**Additional services**

- Storage of container
- Container repair and washing
- Weighing
- Local forwarding
- Stuffing, stripping

# Amber Train

Intermodal freight connection between Finland and Middle and South Europe

36,000 trucks / month between Finland - Estonia



## Multimodal ferry – rail – truck connection:

- Easy first mile – last mile transport with semi-trailers
- Port hubs enable flexible handling
- Start: 2x weekly service, development: 4x weekly service



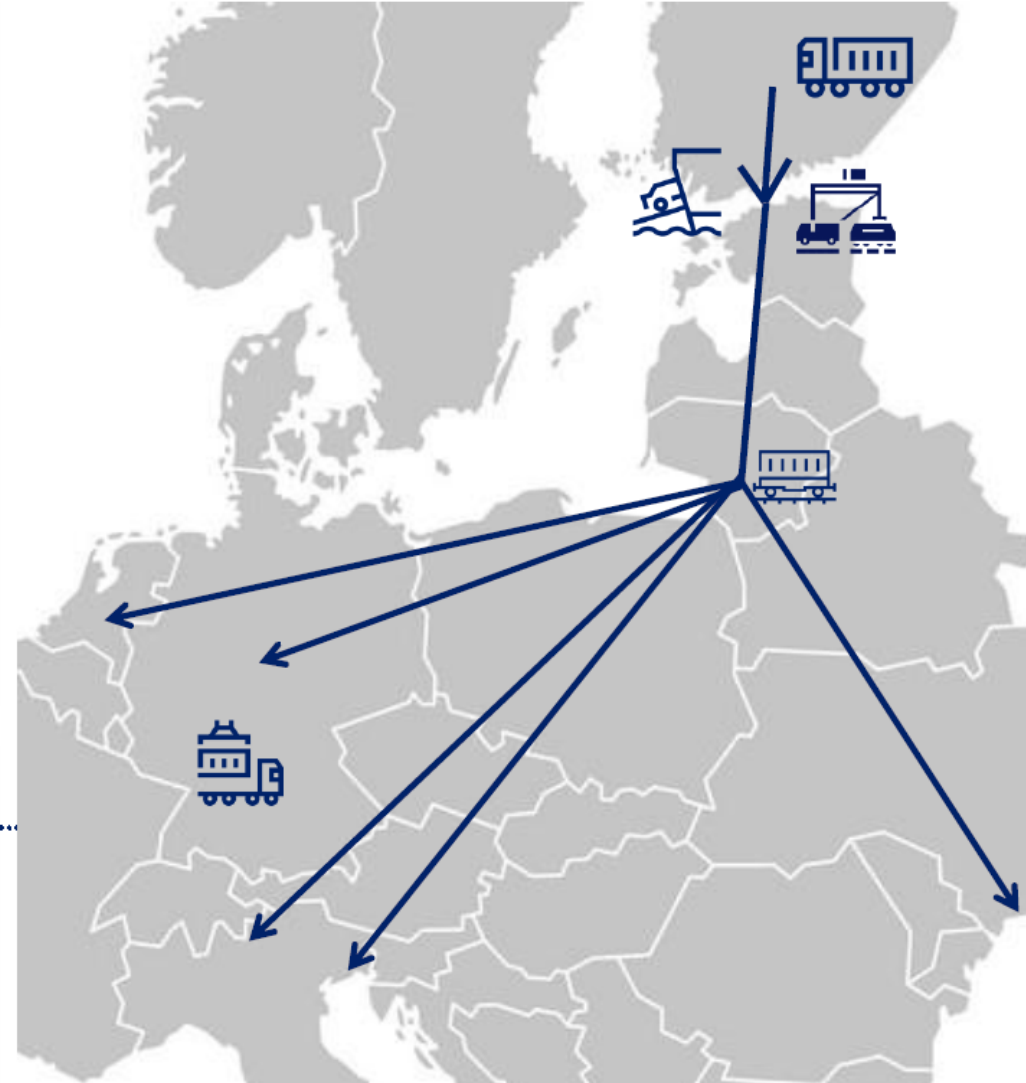
## Preparing grounds for Rail Baltica:

- Route: Helsinki – Muuga – Kaunas – Warsaw/other hubs
- Customer attraction
- Good cooperation between international partners in 3B



## Addressing the climate neutrality goal:

- Activity withing the EU climate neutrality package – Shift2Rail
- Better infrastructure capacity usage
- Customers in Finland value sustainability aspect



# The Black sea Gateway - HHLA Container Terminal Odessa (CTO)

Leading container terminal operator in Ukraine



HHLA CTO

Terminal area [ha]	36,5
Quay length [m]	960
Water depth [m]	up to 14.5
Berths	3
Current Capacity	850 k TEU
6 STS and 15 RTG	

- HHLA involvement in Odessa port since 2001
- PPP set up until 2044 (combination of long term rent and investment agreements)
- More than EUR 170 million total investment in the development and management of the terminal, ensuring a state of the art container facility for Ukraine
- Leading and largest container terminal in Ukraine
  - Throughput of 372 k TEU in 2020
  - Western European service standards, sustainability approach
  - Capable of serving Bosporus-Max vessels
  - Highest productivity levels, twin lift operation at QM berths
  - Modern IT systems (TOS and TCS) with real-time data exchange and electronic document flow both duly certified by Ukrainian authorities
- Besides core container operations, HHLA CTO develops general and bulk cargo handling to diversify business, including grains in specialized containers
- Terminal very well connected to road and rail network
- Currently investments performed to increase rail capacity for block train handling

# The Link - HHLA Project Logistics

Specialized heavy lift transports and forwarding in the Caucasus and Central Asia



- HHLA Project Logistics was established in 2001 in Poti / Georgia
- Offices in Poti, Tbilisi (Georgia), Baku (Azerbaijan) and Almaty (Kazakhstan)
- Offering logistics solutions in Caucasus, Central Asia and Europe
- Specialized in heavy lift transports
- Small and dynamic team focusing on tailor-made customer solutions
- Independent, neutral forwarder working in close cooperation with local shippers and international forwarders

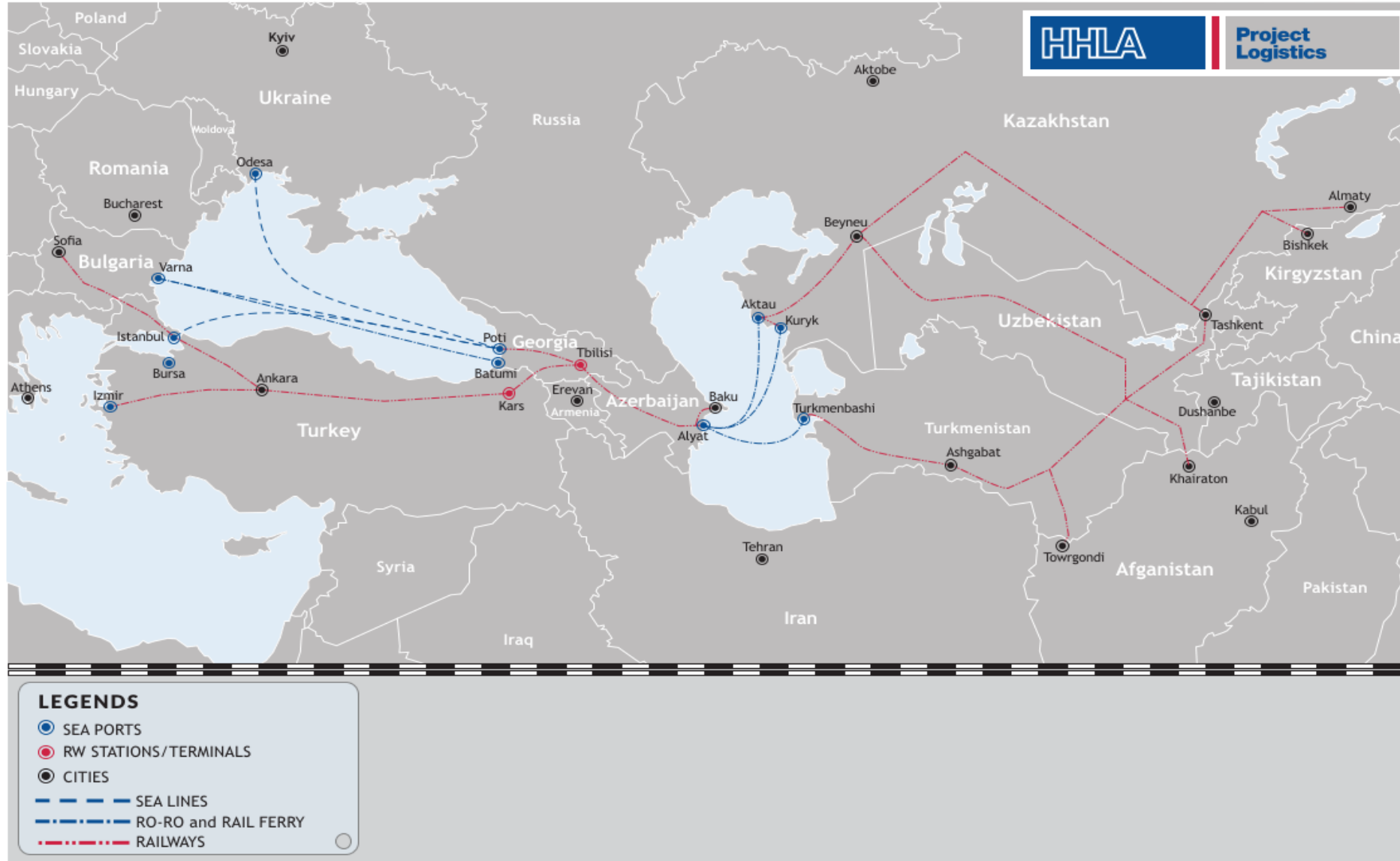
# HHLA Project Logistics

## Examples of projects in Caucasus



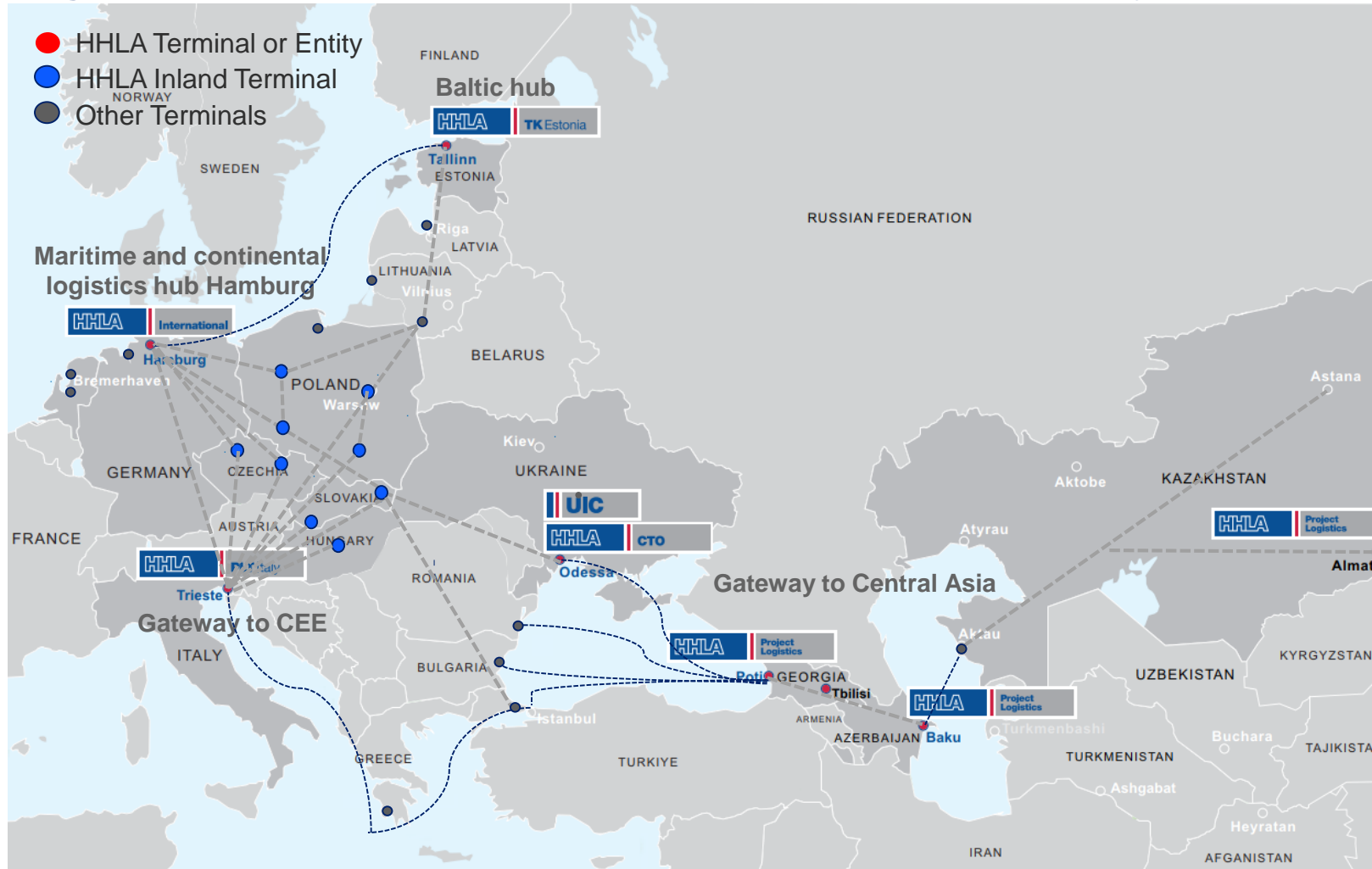
# Middle Silk Route

Viable alternative to the sea and North Route



# The HHLA International GmbH (HIG) vision: A pan-European port and intermodal network ensuring efficient supply chains for Customers

## Integration of maritime and hinterland networks for efficient supply chains





- In collaboration with the European TEN-T initiative
- Focus on development of interlinked regional hubs to efficiently serve the hinterland
- Both North – South flow as well as East – West flows
- Aiming to link the intermodal links of the different ports to create a network
- Strong believer in a Gateway (Hub) approach, ie. an efficient connecting point between maritime and land based transport
- In parallel, development of efficient data flows to support physical goods movement (digitalization)

WE  
BUILD  
PARTNER  
INVEST

HHLA Next is the  
enabler and creator  
of sustainable,  
innovative logistics  
products, like →

heyport 

 Non-connected planning tools leads to inefficiencies in port call communication, resulting in significant costs for terminals, carriers and port communities worldwide

 Get beyond siloed berth planning & alignment to a seamless and transparent communication and coordination with all stakeholders in real-time – with heyport



[www.heyport.io](http://www.heyport.io)

 passify

Traditional ID and work order checks affect security and operational efficiency. Manual and labour-intensive identity checks make the gate a bottleneck

passify automates truck handling by digitising gate processes and secures the gate against unauthorised access



[www.passifyapp.de](http://www.passifyapp.de)

Rail Sync 

Analogue and inefficient rail slot communication between terminal, railway & shunting operators and infrastructure owner

RailSync digitises the communication processes for train coordination on inter-modal terminals



[www.railsync.de](http://www.railsync.de)





**Thank you !**