



***LIVING WITH THE NEW NORMAL:
POTENTIAL EFFECTS OF THE
DEVELOPMENTS IN GLOBAL SUPPLY
CHAIN, TO SOUTH CAUCASUS AND
CASPIAN SEA***

ALKAN ALICIK-BLACK SEA AND CASPIAN PORTS CONFERENCE 2022-SHEKVETILI

CARGO DIVISION



PASSENGER DIVISION



CARGO DIVISION

- **600** vessels, one of the youngest fleets in the world
- **230+** routes
- **500** ports of call
- **62** terminals
- **13** tugboats
with **3** more to be delivered in 2022
- **23** million TEU carried annually
- **524** offices
- **155** countries

PASSENGER DIVISION*

- **19** modern and technologically advanced ships (as of March 2022)
- **23** vessels in its fleet by 2025
- **2.75M** guests welcomed on board in 2019 (pre-pandemic)
- **185** nationalities welcomed on board in 2019 (same)
- **102** countries visited by MSC Cruises ships in 2019 (same)
- **340** itineraries offered by MSC Cruises worldwide in 2019 (same)
- **May 2023** – Inaugural journey of EXPLORA I, the first of **4** luxury ships for Explora Journeys, the luxury brand of the Cruise Division of MSC Group
- **800%** growth of MSC Cruises in its first 10 years

Worldwide, the MSC Group has 100,000 staff onboard and ashore (all entities combined).

MSC MEDITERRANEAN SHIPPING COMPANY

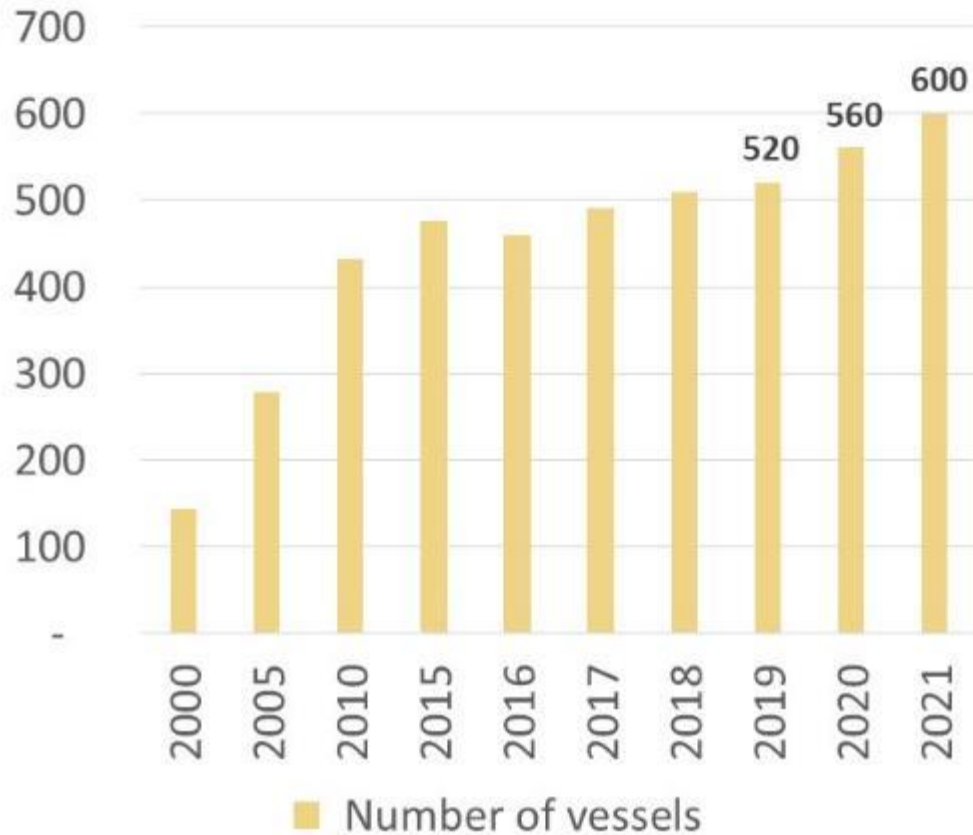
A GLOBAL LEADER WITH A UNIQUE WORLDWIDE PRESENCE



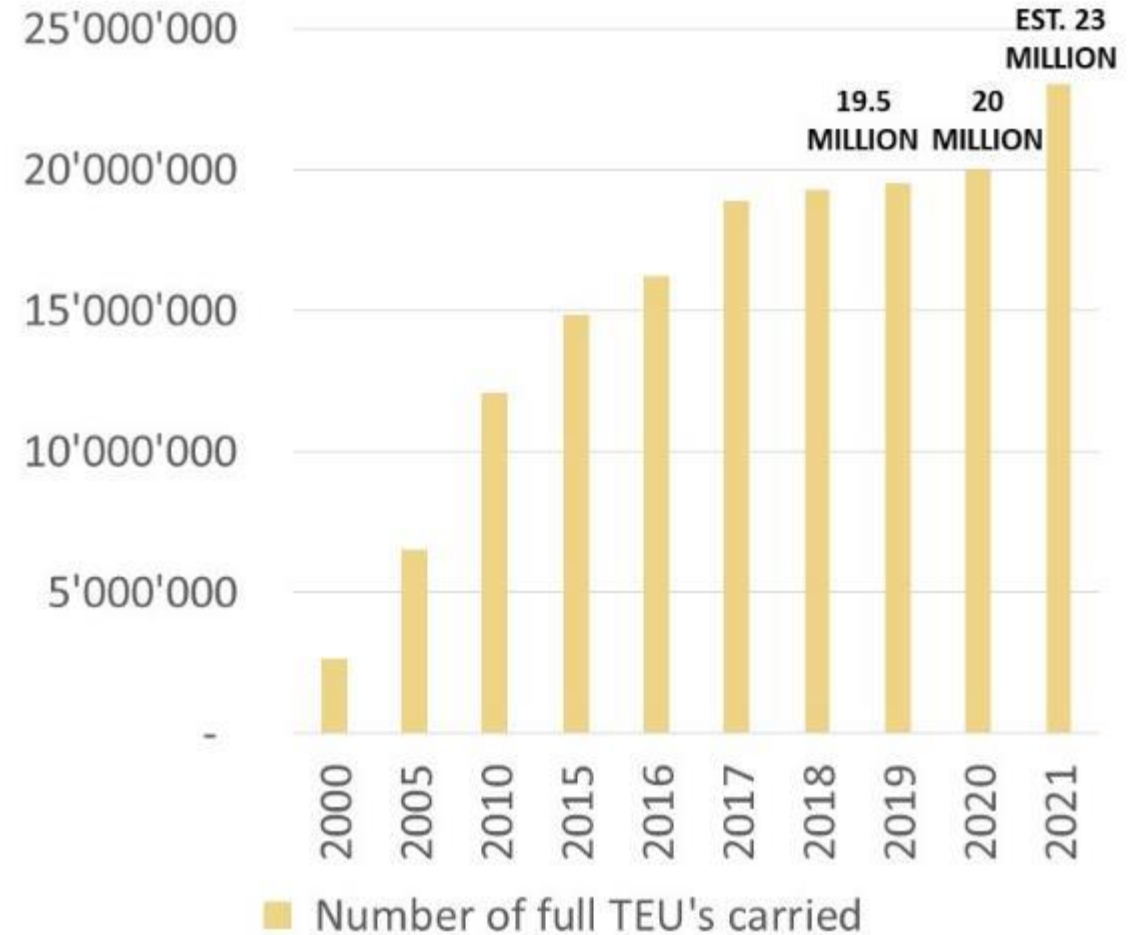
MSC, A GROWING COMPANY



FLEET



CARRYING CAPACITY (IN TEU)



MSC PORTFOLIO OF SOLUTIONS



TRADE SERVICES



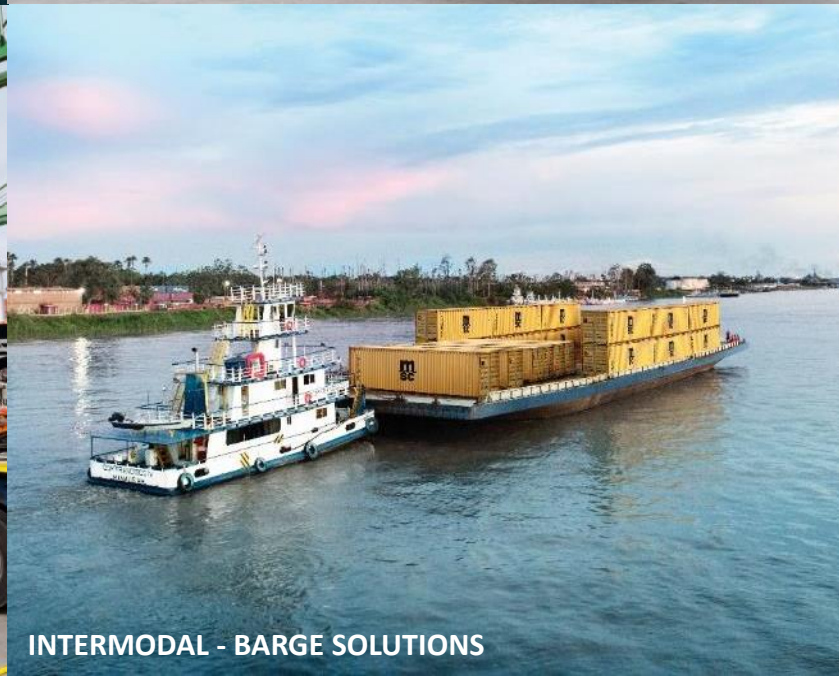
DEPOT & WAREHOUSING



DRY CARGO / INTERMODAL - RAIL SOLUTIONS



PROJECT CARGO



INTERMODAL - BARGE SOLUTIONS



REEFER CARGO / INTERMODAL - TRUCKING SOLUTIONS

myMSC – OUR eBUSINESS PLATFORM

CHECK VESSEL SCHEDULES

- Receive quotes in seconds with Instant Quote
- Place and manage bookings
- Manage the entire BL process
- Track your shipments
- Create and submit instructions and VGMs
- Access booking confirmations, arrival notices, invoices, vessel information and more
- View MSC shipments made via third-party platforms (INTTRA, GT Nexus, CargoSmart)

MSC eBL

Offered via a third-party platform called Wave BL, MSC eBL is our new digital solution for processing the Bill of Lading (BL). This secure, user-friendly solution helps you – and your business partners – to save time, reduce costs and take another step towards your sustainability goals.

TRADELENS

TradeLens gives you a single, holistic view of every milestone event across your supply chain in near real-time, no matter how many independent parties are involved.

SMART CONTAINERS

MSC partners with Traxens to enhance supply chain management for shippers through unprecedented visibility of dry cargo flow from door to door, adding efficiency, safety and predictability.

DIRECT INTEGRATIONS

Data exchange with our partners and customers helps in decision-making on every level - from daily activities to strategic decision-making. Knowing how important it is, we offer solutions to exchange information directly in a system-to-system manner.

TiL – TERMINAL INVESTMENT LIMITED

One of the world's largest and most geographically diverse container terminal operators and investors

- **62** investments in container terminals
- Over **34 million** moves per year for both MSC and TiL terminals
- Since 2000, more than **double-digit growth** in volumes

TiL

62 TERMINALS WORLDWIDE



Active in 30 countries
across 5 continents
Present at 7 of the
world's 30 busiest ports



- MEDLOG is the in-house logistics company of MSC, operating over 70 countries worldwide.
- In Portugal, the transport and logistics branch has been registered as MEDWAY. In the rest of the world, MEDWAY is the entity dealing with rail operations.

KEY NUMBERS

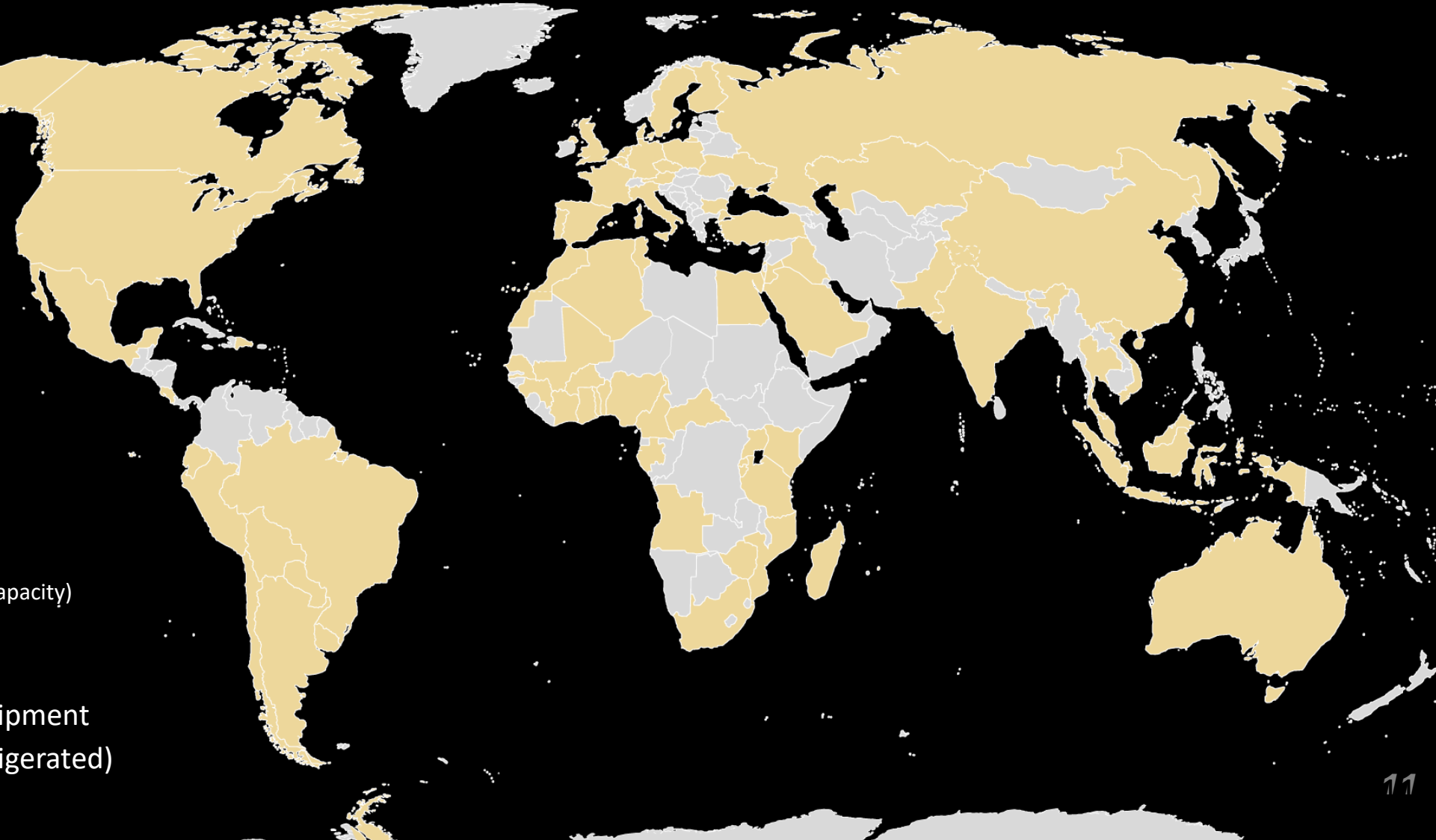
- 8,200+ employees

TRANSPORTATION

- 6,000 trucks
- 9,000 trailers
- 4,200 rail wagons
- 80 locomotives
- 16 barges/feeders
- 4.2 Mio TEU carried

INFRASTRUCTURE

- 160+ operating yards
(8 Mio sqm, 1 Mio TEU stacking capacity)
 - 90+ off-dock yards
 - 20+ on-dock yards
 - 30+ inland rail terminals
- 830 container lifting equipment
- 40 warehouses (incl. refrigerated)
- 2,500+ reefer plugs





MSC GEORGIA

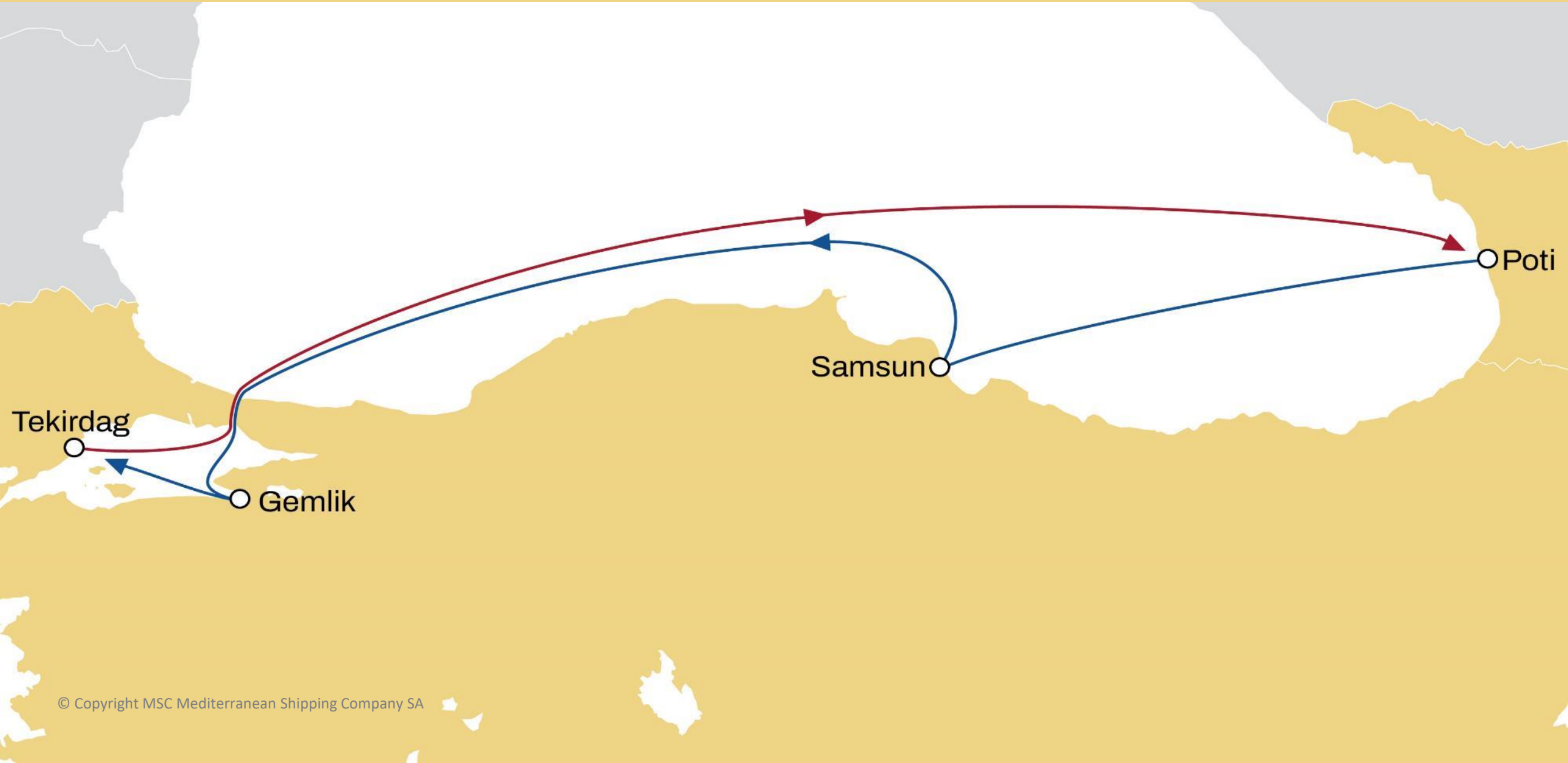
- Market leader
- Established in 2009
- 3 offices
- 50 employees
- Only shipping line operating in Batumi

MEDLOG GEORGIA

- Established in 2018
- 3 offices
- 130 employees
- Off-dock & CFS facilities in Poti and Batumi
- Wide variety of logistics solutions

MSC TRADE SERVICES

TURKEY-POTI-BATUMI FEEDER



MSC SERVICES

MED BLACK SEA FEEDER



MEDLOG POTI OFF-DOCK DEPOT



- 70,000 sqm
- 3 Gentry cranes and reach stackers
- Operating 24/7
- 2 R/W lane (Total: 1,100 m and operational 850 m)
- Only 300 m to port's gate
- Stripping / Stuffing / Cross Docking / Warehousing Solutions
- Container Storage / Plugging / PTI
- Project Cargo



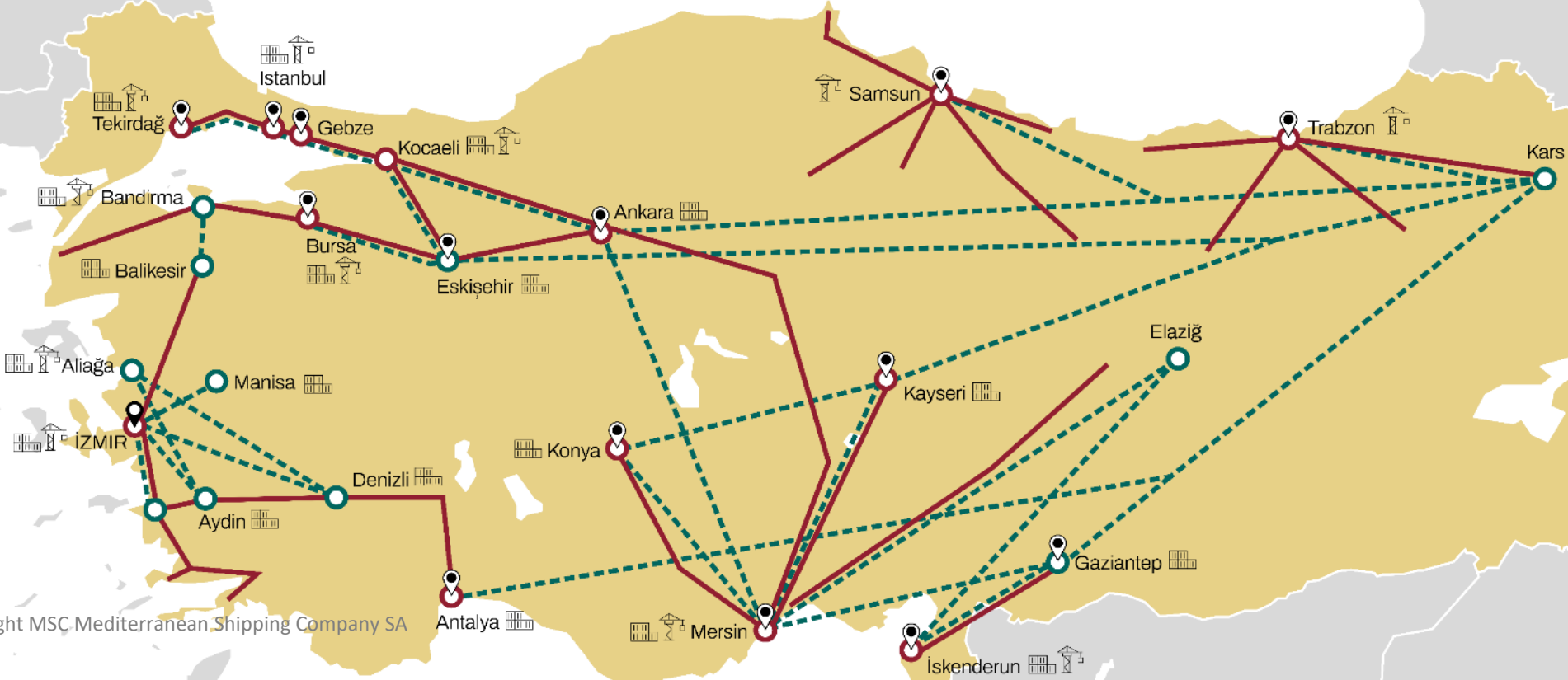
- 3,000 sqm closed warehouse & 18,000 sqm of open space
- 1 R/W lane (180 meters)
- Wide variety of forklifts
- Stripping / stuffing / cross docking / warehousing solutions



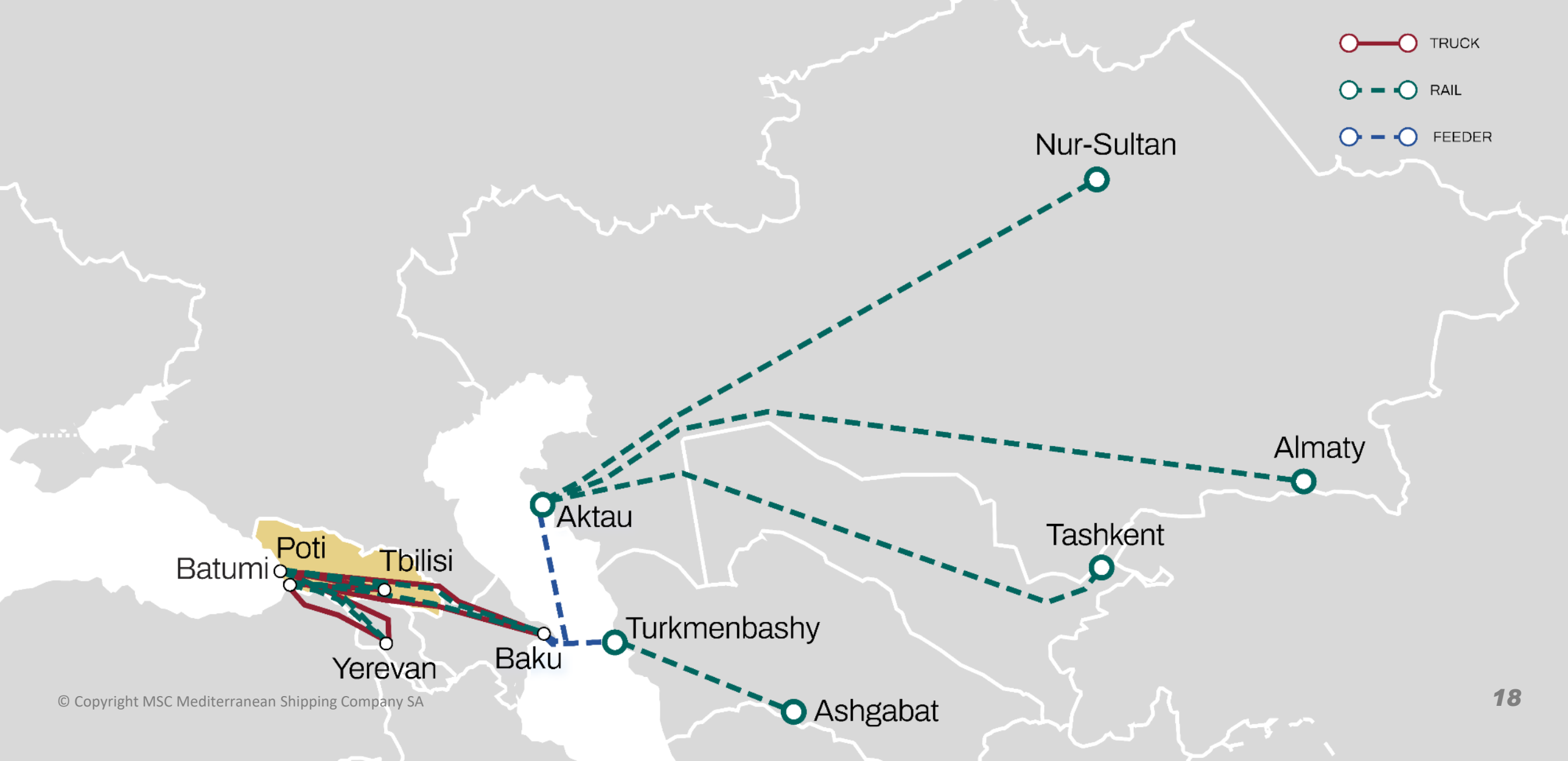
OUR INTERMODAL NETWORK IN TURKEY



- MSC HEAD OFFICE
- MSC OFFICE
- PORT OF CALL
- DEPOT
- TRUCK
- RAIL



CAUCASUS & CENTRAL ASIA CONNECTIONS



- Geographic Location:
Transit Corridor to/from Central Asia with a population of appx 200M, rich of natural resources with **only 3% of containerisation ratio**.
- Ease of doing Business & Security: Georgia ranks 7th in the World Bank list
- Transparent and Simplified Customs Regime
- Diversified and Experienced Logistics Industry
- Global Equipment Inventory:
When the supply chain starts to be shortened, this will potentially create **3.5 million TEU of empty containers***

- Cost
- Capacity and Transit Times' Reliability
- Accessibility
- Lack of NGOs to represent the industry



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