



ONE HUB New Horizons



**A new era for Thessaloniki, Greece &
South East Europe**



MAJOR RECENT MILESTONES



2001
Concession agreement with Greek State giving THPA exclusive rights to operate the port

2001
Listed on the Athens Stock Exchange

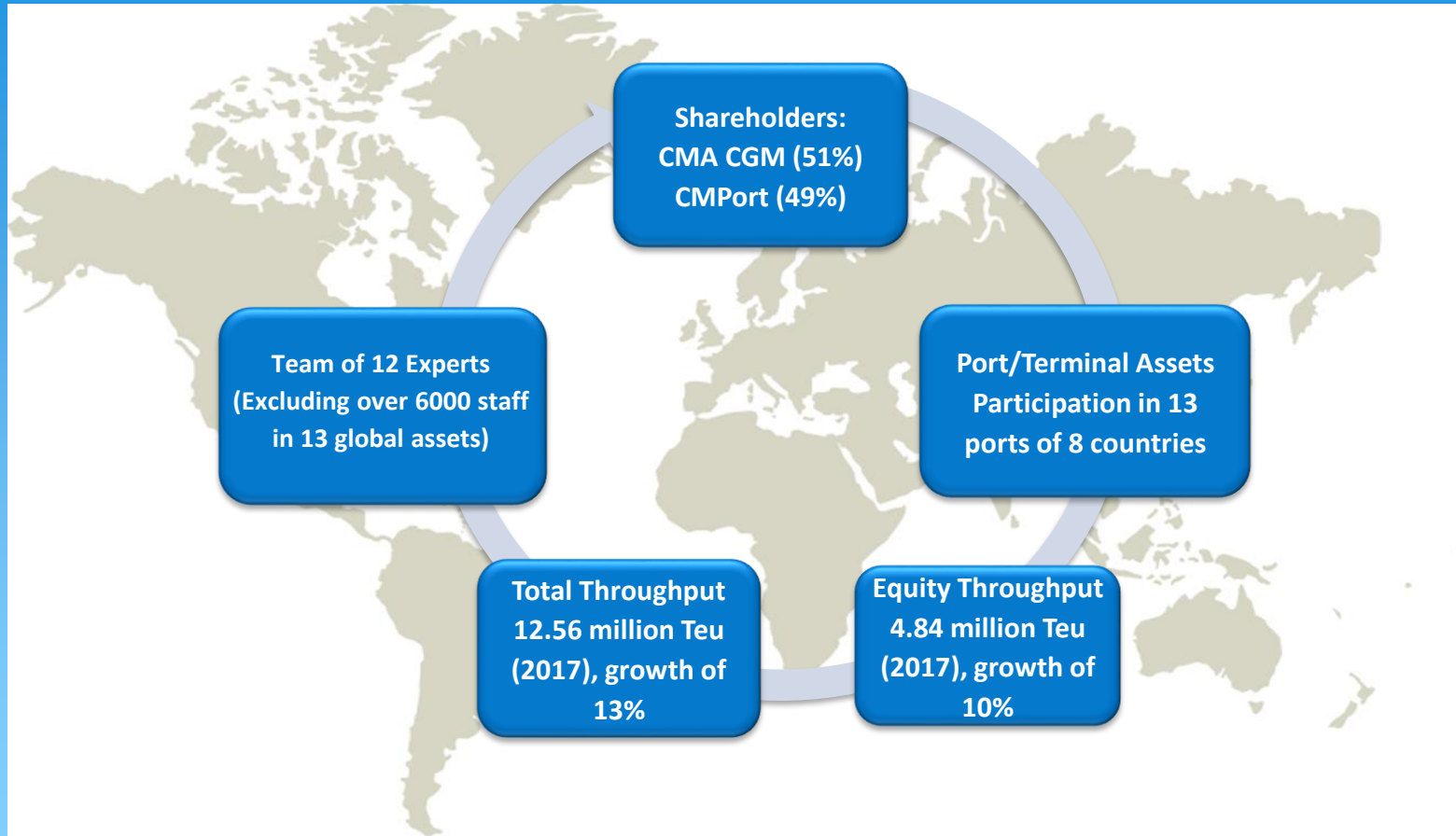
2014:
International tender process is launched for the sale 67% of the shares of THPA.

April 2017
Consortium comprising:
-Belterra
-Terminal Link
-Deutsche Invest Equity Partners
declared winner of the tender process for the acquisition of 67% of the shares

March 2018
Conclusion of transaction and new management takes over the port



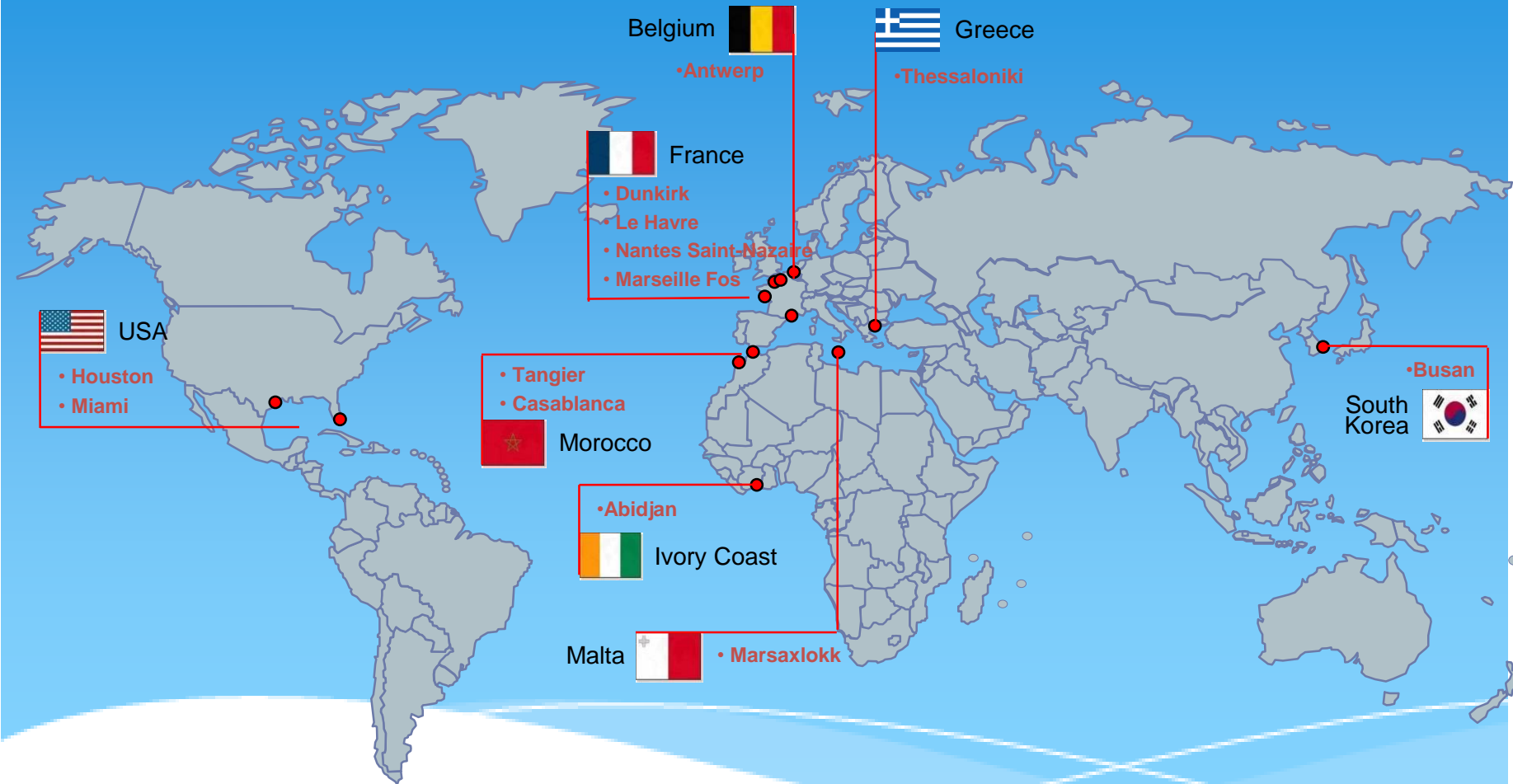
Terminal Link



Established in 2001, Terminal Link (TL) is a global leading public port investor, developer and Port/Terminal operator



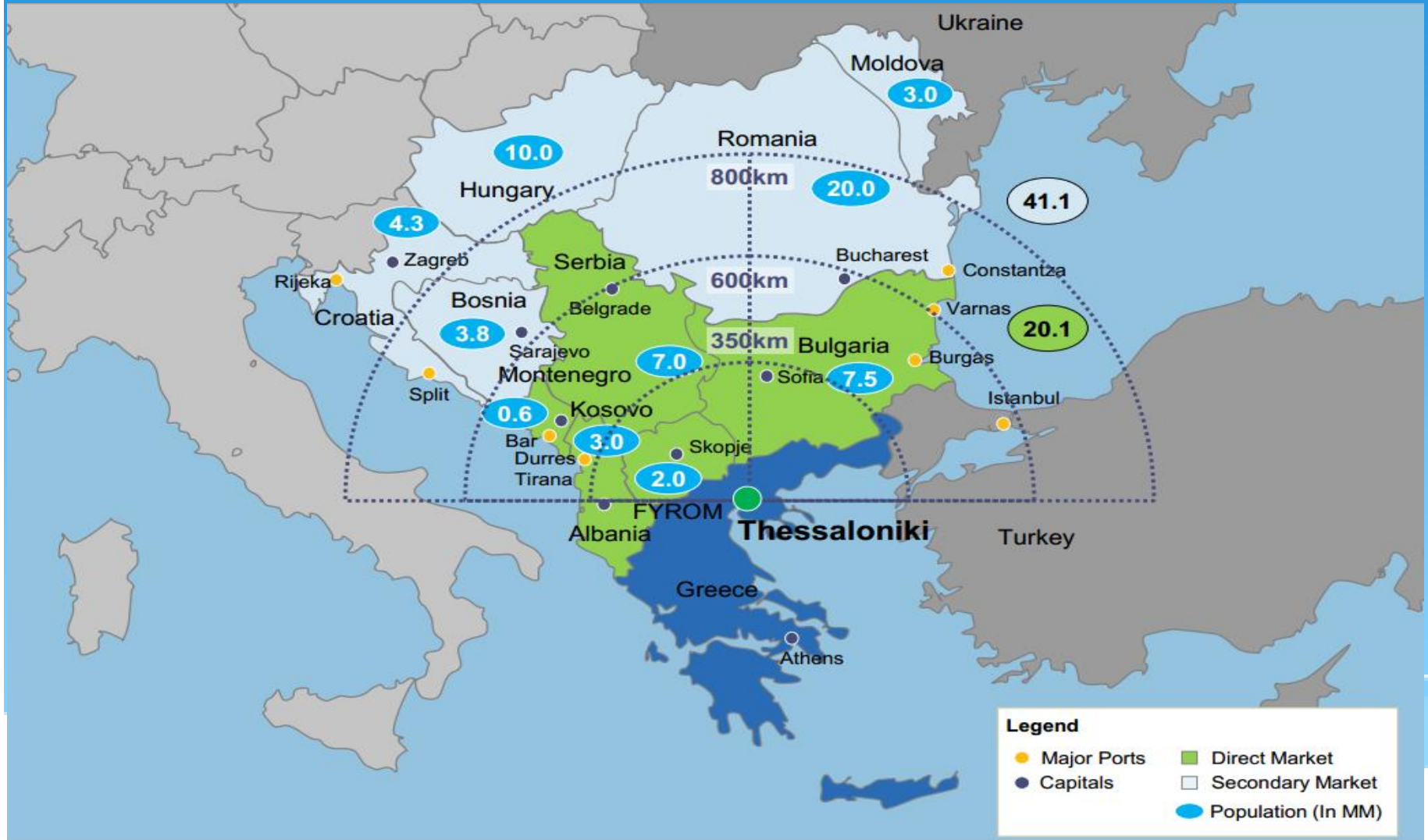
Global Presence in Asia, Europe, Africa and America



Port/terminal assets in operation in 13 ports of 8 countries

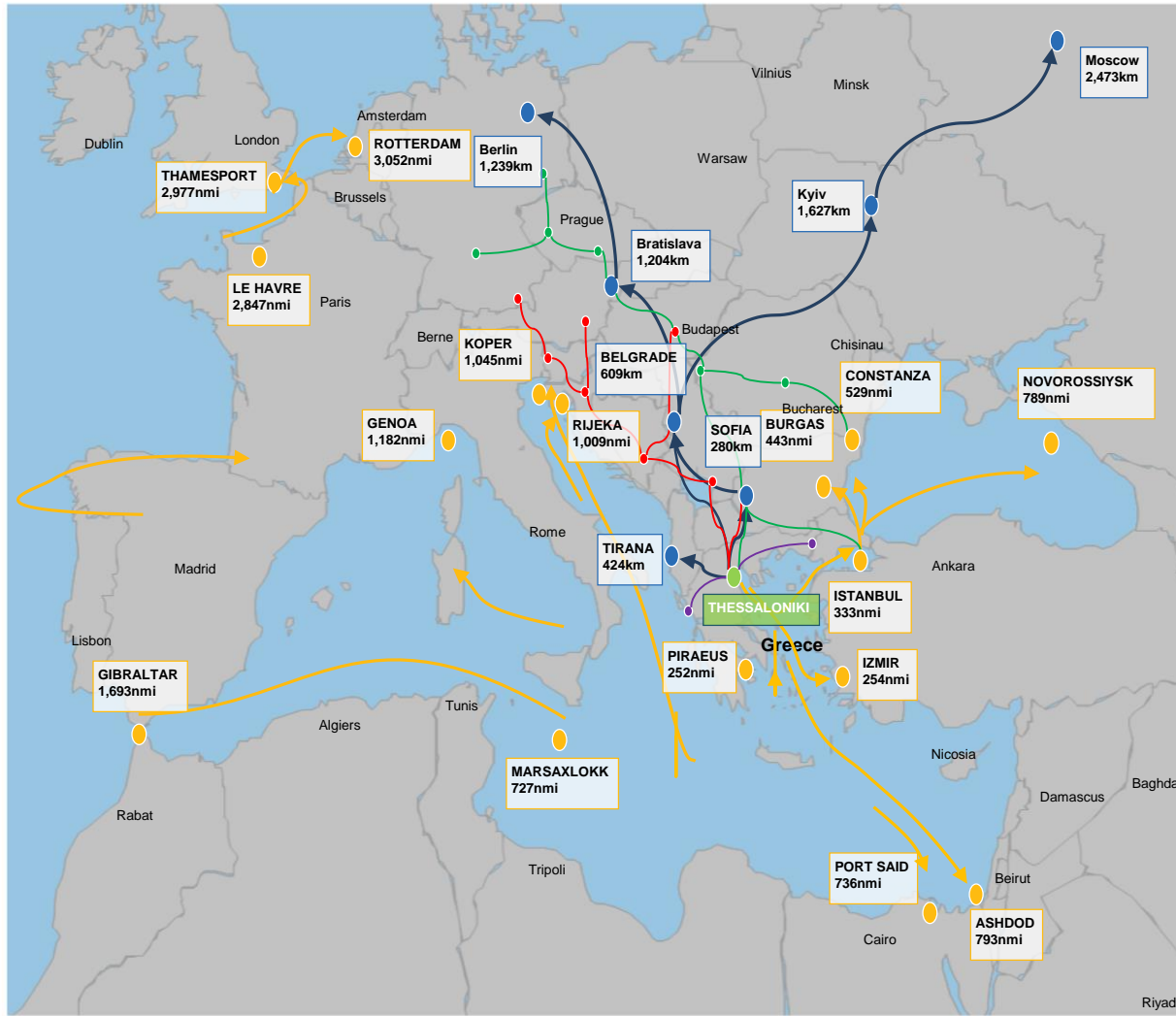


SERVING A DIRECT HINTERLAND OF OVER 20 MILLION PERSONS





Preferred Gateway to the Balkans and Black Sea

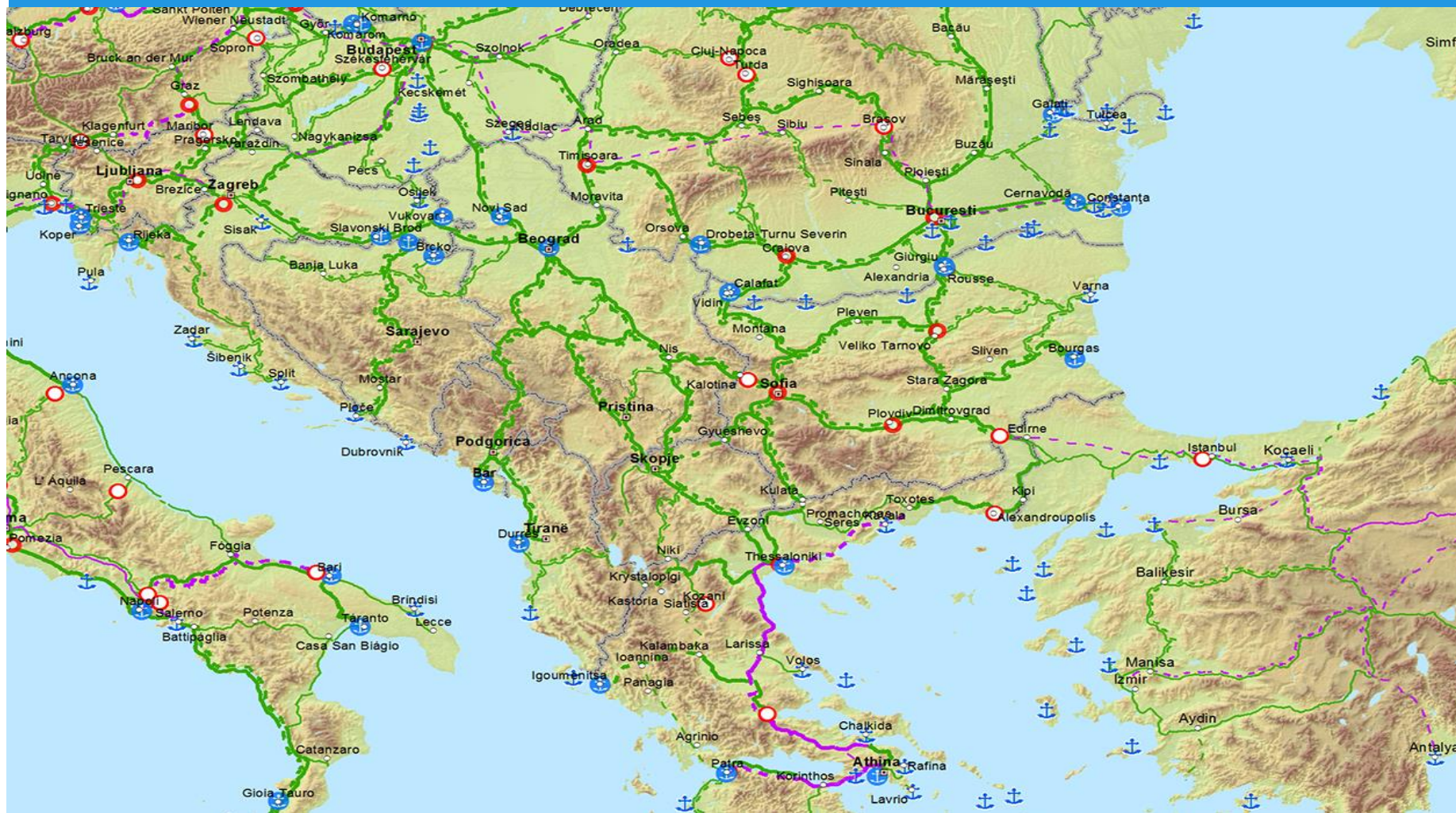


- Gateway port to the Balkans and South Eastern Europe
- Strategically located in close proximity to major motorways and railway networks.
- Direct access to the Balkans, Russia and Turkey through existing road networks

Road Distance (in km)	
Road	Distance
Skopje	219
Sofia	280
Tirana	424
Bucharest	608
Belgrade	609



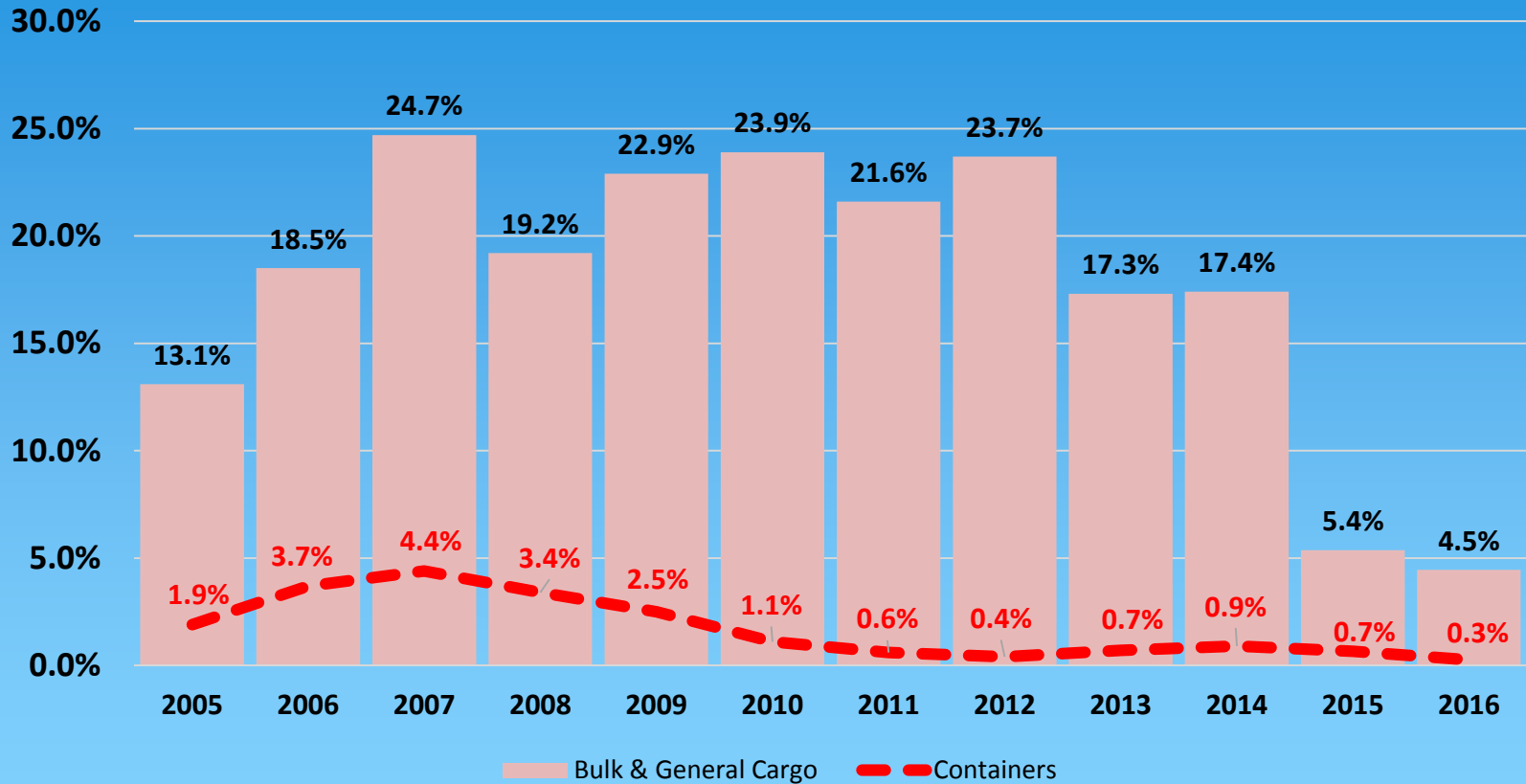
Trans-European Transport Network – Railways (Freight), Ports and Rail-road terminals



**Port is well connected by rail to the major
markets in the Balkans**



Rail share on total throughput



but....despite good rail connections, the rail share is very low and much below its huge potential



The Port today



- Total land port area of 155ha.
- Length of 3.5Km; 6 quays with a total berthing length of 6.2Km
- Multipurpose port, handling all types of cargoes: Liquid and Solid bulk, General cargo, Containers and Passengers.
- Logistic centre offering 45.000 m2 of covered warehouses for crossdocking activities, (un)/stuffing, including refrigerated goods



Port of Thessaloniki – main



Positioning

- Concession to manage and operate the port until 2051.
- Gateway port to Balkans and South Eastern Europe.
- Close to major motorways and railway networks.
- Serve all types of cargo as well as passenger traffic.
- In 2017, the port had 50,373 passengers and 1,936 ship arrivals. For container cargo, the throughput in the port reached 410,473 Teu in 2017, +17%; For conventional cargo, the port handled 11.5 million tons in 2017, +8%.

Port Characteristics and Equipments

Quay Length



- 6,200 meters (6 piers)
- Container 550m
- Conventional 4200m

Depth



- 8 to 12 meters

Quay Cranes



- 4 STS
- 2 MHC
- Bulk Cranes

Port Area



- 155 Ha
- Container 31.7 ha
- Conventional 90 ha

Yard Equipment



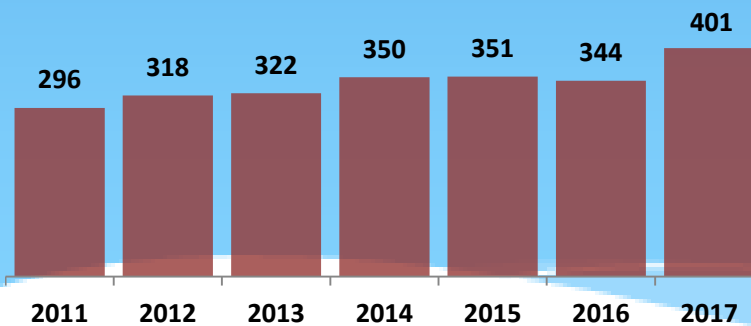
- 13 Straddle Carriers
- 2 Reach Stackers
- 2 Front Loaders

Port Capacity



- Container 500,000 TEUs
- Conventional : 5.000.000 Tons

Port Throughput in '000 Teu



Illustration





Four Business Units



Container Operations



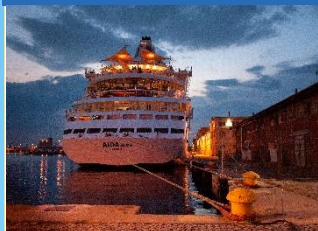
- Most important port in Greece for export cargo.
- Natural gateway serving the Southern Balkan market (FYROM & BULGARIA)
- Currently limited to medium-small container vessels due to draft limitations (12mts)
- 406K TEUs in 2017 (**CAGR 6% between 2013-2017**)

Conventional Operations



- 14 dedicated berths capable of handling all kinds of Bulk and Break Bulk.
- Total quay length of 3.750mts
- All berths linked by rail
- 670.000m² of outdoor storage space + 45.000m² of covered warehouses (including reefer area)
- 3.6Million Tonnes in 2017

Passengers



- Upcoming destination for cruise ships.
- Broad array of facilities (bunkers, slops etc.)
- Located close to major tourist destinations
- Fully compliant with International Ship and Port Facility Security code (ISPS)

Exploitation of Spaces



- Parking lots offer around 600 parking spaces in Pier 1 and 2, respectively
- Leasing of renovated warehouse venues for events conferences and leisure activities, making it a prime area for the city



Some important comparative advantages

1

Market:

Gateway for Greece's prime export market.

Gateway for transit markets of FYROM, Bulgaria and Albania;
(around 15% of container cargo handled today is to/from these countries)

2

Good road and

rail connections to the European network, allowing to reach the main markets of Eastern Europe

3

Free Zone:

Operating Free Zone, according to EU customs' code.

4

Regular liner

services: among the best well served ports in the region, with regular services connecting to the main regional hubs, Intra-Med services and connections to and from North Europe.



...but also some weaknesses



Draft

the port is not able to accommodate the big vessels that today call at the major ports in the Med.... and certainly not because of lack of cargo.

Uncertainty

The economic hardship endured by Greece, combined with a long privatization process of the port, led to lack of investment and substantial decrease of service level.



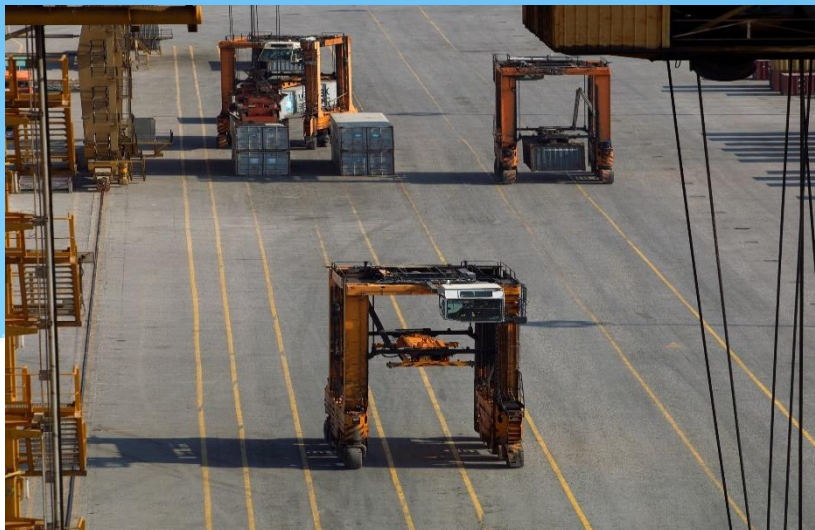
A new era is starting for Thessaloniki



- As from March 2018, the port is managed by a private consortium.
- As part of the mandatory obligations of this new consortium, 180 million euros will be invested in the expansion of the port, with special focus on the Container Terminal.
- Obligation to have this investment in place by 2025, but expectations are to anticipate agreed schedule, and to have it completed until 2022.



The short-term investments



- Refurbishment of existing terminal equipment to improve availability and restore service levels
- Construction of additional stacking area
- Acquisition of new equipment:
 - ✓ Yard equipment: 12 SCs
 - ✓ 2 new STS for replacement of 2 units
 - ✓ Other equipment

**Total investment estimated at
40Mio Euros**



Long-term investments



- Extension of Container Terminal in 440mts with draft of 16.5mts.
- Construction of additional 300mts of yard alongside the new berth.
- 3 new Neo-Panamax STS able to handle the biggest container vessels.

**Total investment estimated at
140Mio Euros**



Long-term investments



Current Length
530mts

Future Length
970mts

Current capacity
450K TEUs

Future capacity
1M TEUs

Enhanced value proposition for Shipping lines, Cargo owners and for the whole economy of Northern Greece in general



Increase the hinterland reach



→ today

→ after expansion

After expansion of container terminal, Thessaloniki aims to compete for a much broader hinterland benefiting from direct deep-sea calls



YOU ARE ALL WELCOME IN THESSALONIKI

THANK YOU

www.thpa.gr