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MEDITERRANEAN Ports and Shipping 2023

GRAND HYATT ATHENS, GREECE
TUESDAY 28 MARCH TO THURSDAY 30 MARCH 2023

Hosted by



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INTELLIGENCE TO
DRIVE SMART
SOLUTIONS

FlexTerm
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DIGITAL TWIN SIMULATION
AND MONITORING
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OPERATIONS



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AND SOLUTIONS TO
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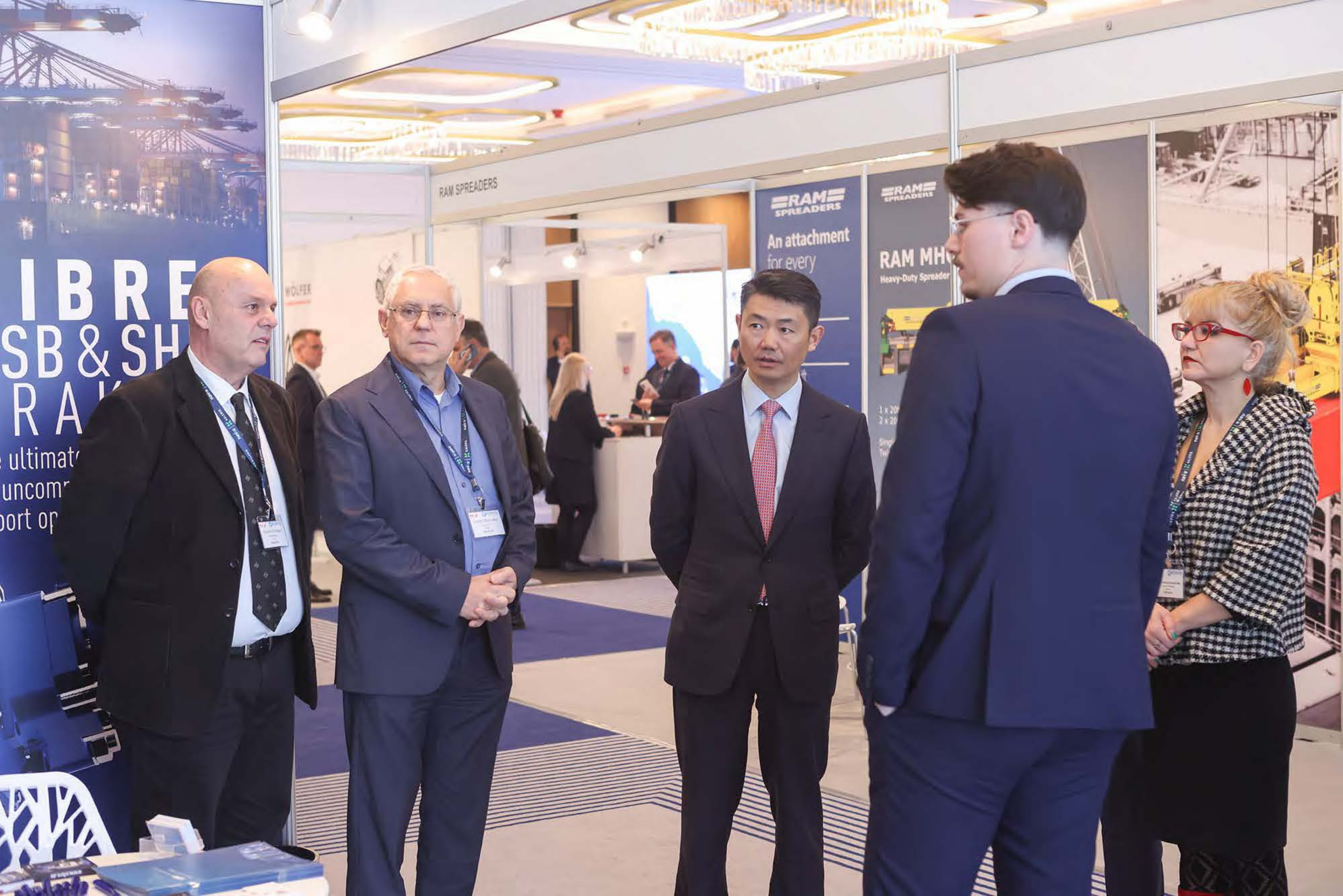


RAM HC
An attachment

RAM HC

TTV
Nihal Seneviratne
MOHAMED SENEVIRATNE

TTV
Mark Jeffrey



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Heavy-Duty Spreader

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Electrification System
Stem Technology

- Shore power for terminal rec
- High power for electric ves
- Power supply for accel





PORT DE BARCELONA

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 **Wabtec**
CORP.

 **CSP**
Change perspective

 **CSP**
Change perspective

g & P

Security

NAFITH LOGISTICS

DSP
Change perspective

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Change perspective



TGS CONSULTING

BUSINESS INTELLIGENCE

DIGITAL TWIN

GEMINI

Operational
Strategic

predictive analysis

Operational
Strategic

Stack of promotional items (possibly pens or small gifts) on the Nafith Logistics booth counter.

 Nafith





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Operations Optimization

"What if" scenario to identify ways to improve performance and increase profit

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Concept Design

Evaluating the impact of change affects

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improve planning strategies

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comm



optimization
scenario to identify ways to
performance and increase profit

n







IT PORTAL

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Domestic

DRIVE TO FUTURE DRIVE
Green Energy, Autonomous Vehicle Solution

Q-Truck
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The 1st Mass Production Autonomous Commercial Project

100% Mixed Operation

150
75

VIR Asher

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>80

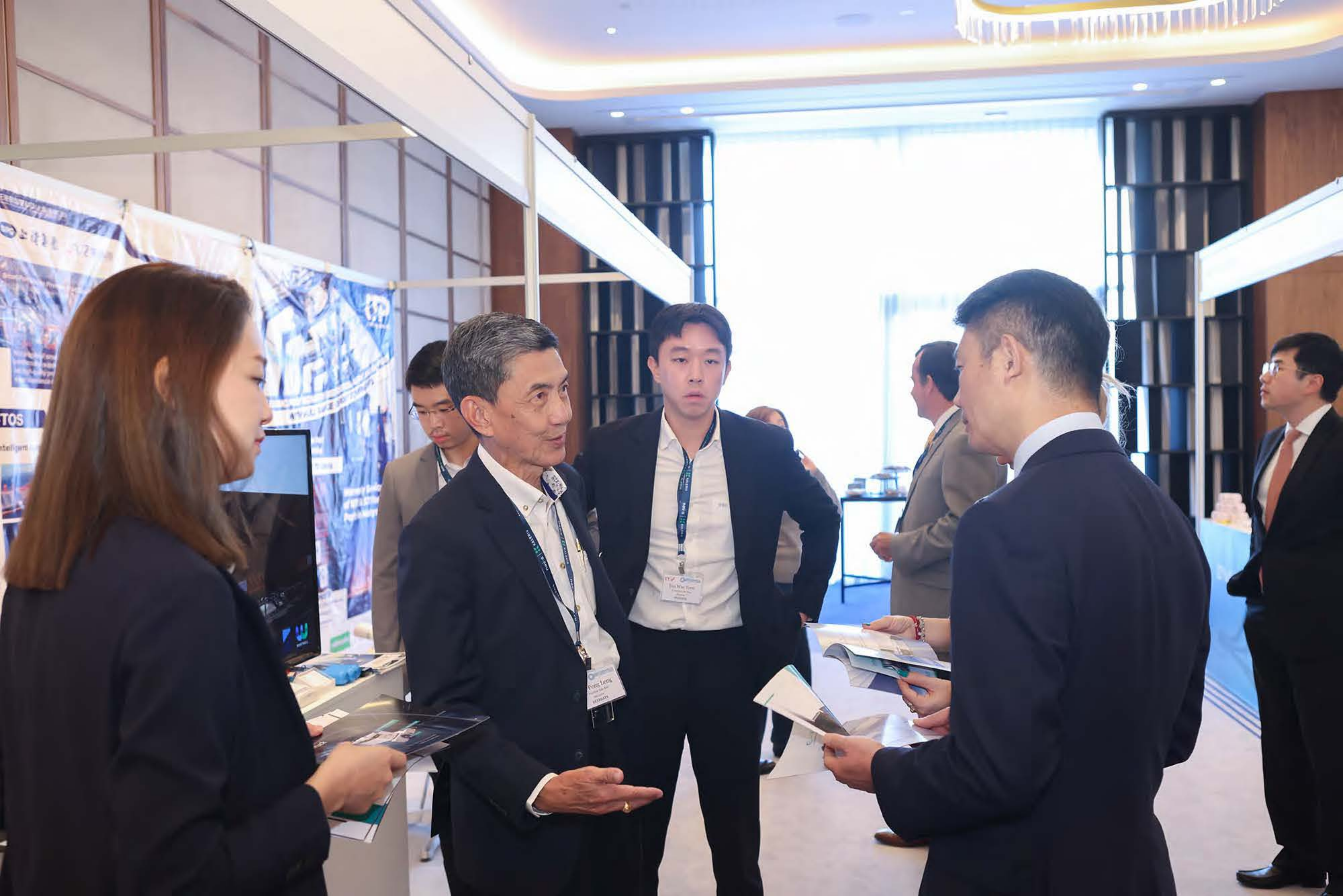
27%

CS

Multi-Service Business Unit

(4/20)

NOT SOLD WIDE



NAFITH LOGISTICS



iPortal



Change perspective



DSP





LISBON AIRPORT

WHERE ME

14 TERMINALS

2022



Porto de Lisboa



WHERE MED MEETS THE ATLANTIC

14 TERRITORIES

2022 TOTAL CARGO





WHERE MED MEETS THE ATLANTIC

14 TERMINALS GREEN AND DIGITAL PORT

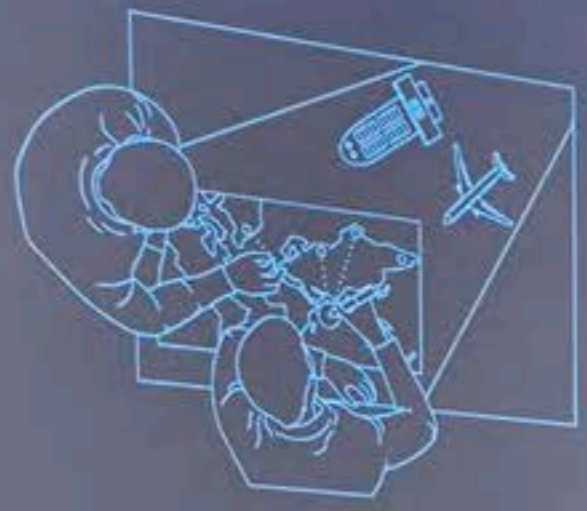
2022

TOTAL CARGO LIQUID BULK SOLID BULK
CONTAINERS HAPAZA





infrata



Shipping Lines: '22 Recap and '23 Outlook

10th Mediterranean Ports & Shipping
Athens, Greece
March 29th 2023



OCEAN
SHIPPING
CONSULTANTS

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TRANSPORT EVENTS

Global and regional container trends and developments

Mediterranean Ports & Shipping 2023
Athens

29th March 2023



Risk	Severity	Implications for carriers	Carrier action/strategy
Geopolitical power plays	High	A prolonged Russia-Ukraine war will disrupt global economic growth and contain demand, and potentially impact maritime supply chains in the US, leading to lower freight rates and profits.	Downside
COVID-19	High	China's zero-Covid policy could either constrain container logistics by restricting logistics capacity, and/or reduce manufacturing production and subsequently container shipments. The former would act as inflationary for freight rates, the latter deflationary. In rest of world, the easing of social restrictions will drive more consumer spending towards services instead of goods.	Both
Inflation / global economy	High	Geopolitics and Covid-related risks are continuing to dampen consumer and business confidence. Fast rising inflation, to some extent driven by supply chain issues, will reduce goods consumption.	Downside
Regulatory scrutiny	Medium	Super-profits have put carriers in the political spotlight. Some regulatory change imminent in the US, but significant alterations to how operations are not expected to be imposed. Extra attention may be putting off carriers from seeking full scale in freight rate markets.	Downside
Bunkers / rising opex	Medium	Geopolitical risk has significantly increased fuel costs (carrier appears to pass on costs to customers potentially influenced by regulatory pressure), while the hot container market has done the same in the vessel charter market. High freight rates are easily covering the current level of additional opex.	Downside
Decarbonisation	Medium	New IMO regulations require significant steps to modernise carrier fleet and operations. Removal of older, less fuel-efficient ships will mitigate capacity loss capacity additions in a small way.	Both

Source: Drewry Maritime Research

Drewry

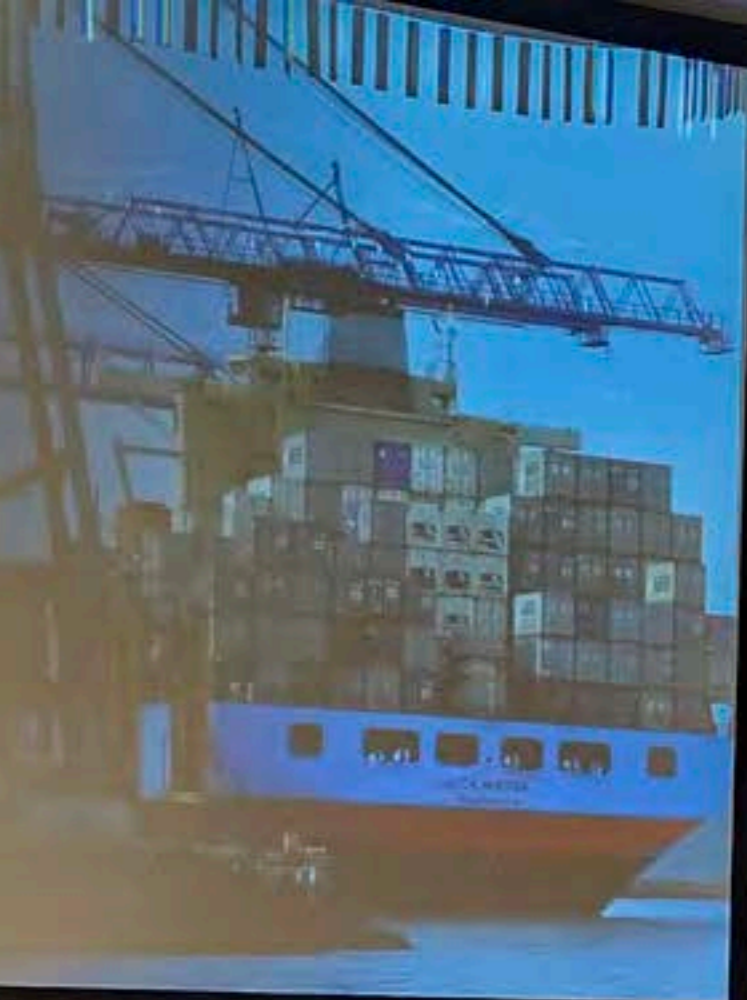


Positioning A Privatized Port in an Era of Geostrategic Tensions and Economic Fragmentation

John E. Charalambakis Ph.D.



BLACKSUMMIT
FINANCIAL GROUP





Transactional Approach to Privatisation of Ports

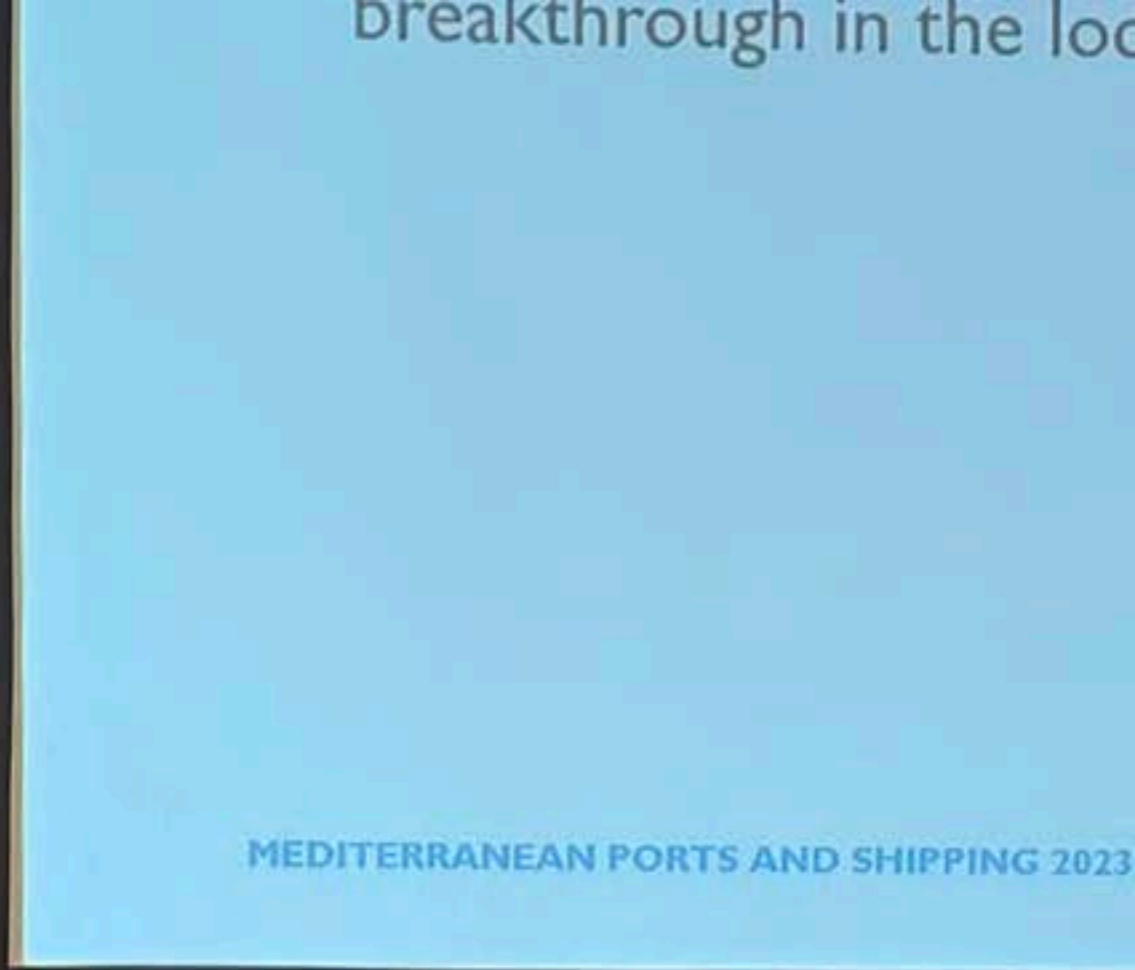
Presentation at Mediterranean Ports and Shipping 2023
Grand Hyatt Athens, Greece



MEDITERRANEAN
Ports and Shipping 2023

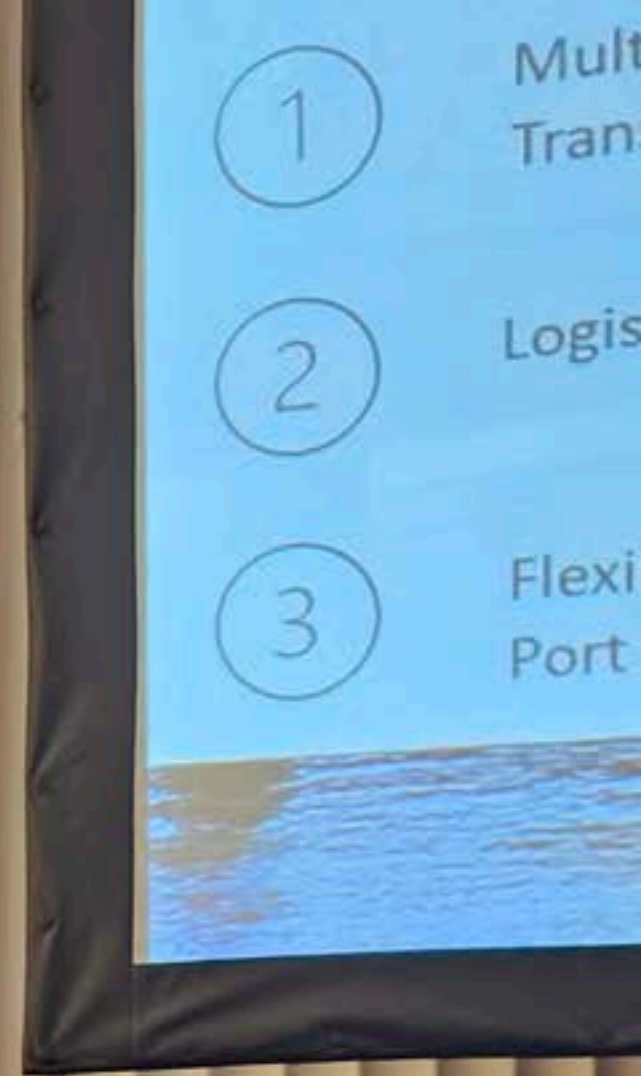


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MEDITERRANEAN PORTS AND SHIPPING 2023





Athens - March 202



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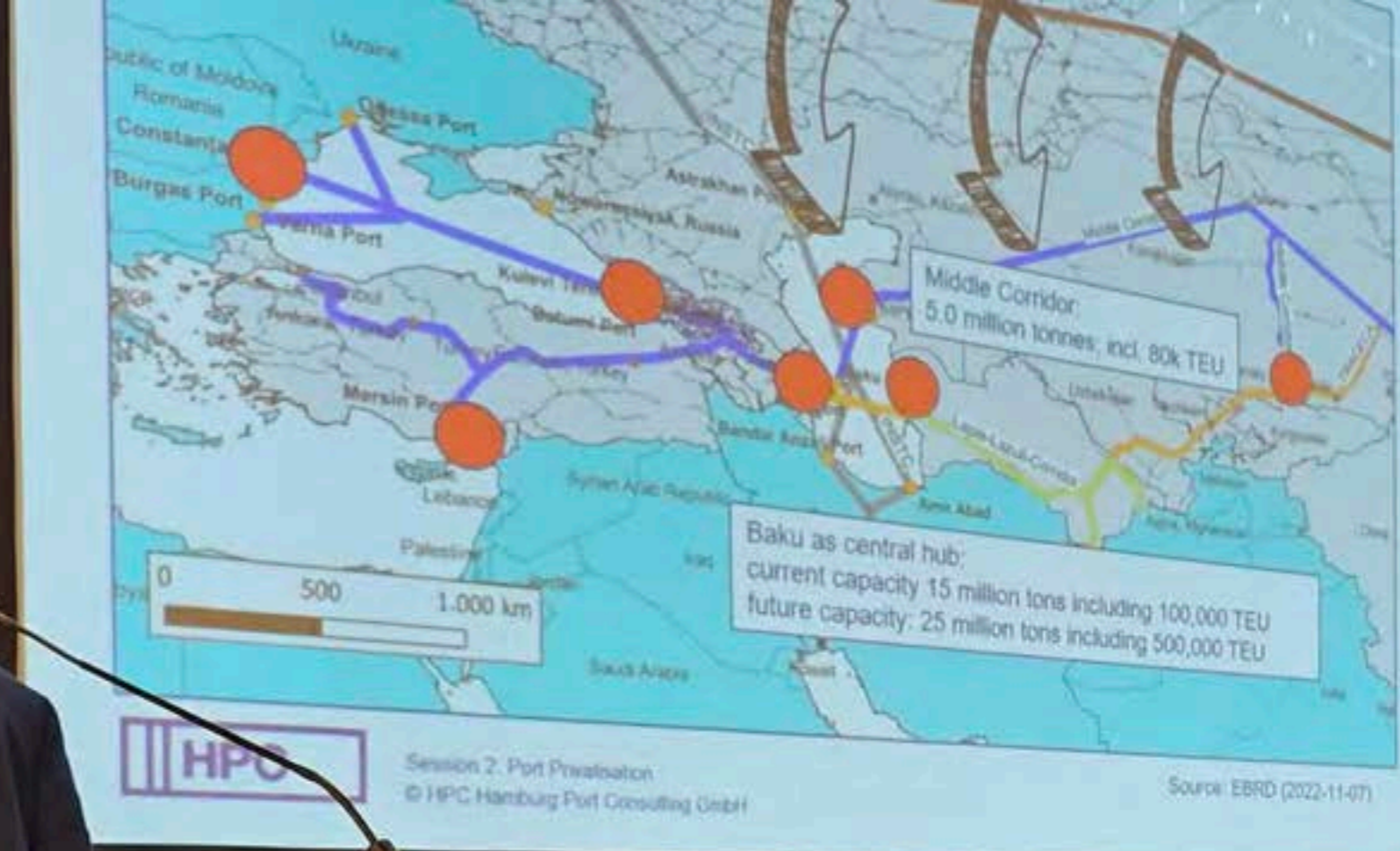


Grand Hyatt A
Tuesday 28 March to TH

Cristina
Head of Comme

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- With 1.5 million TEU p.a. the Northern Corridor dominates land transport between Europe and Asia
- With 80k TEU traffic via the Middle Corridor operates at capacity with 120k TEU at Kuryk and Kuryk Port
- Turkmenbashi stating a future capacity of 400k TEU has efficiently connected to the Middle Corridor
- The shift is constrained by handling and transport capacity along the Corridor



Modal Connectivity in Strengthening SCM &
CENTERS (DC) in the Mediterranean and European Region

Otto Zsivkovits
Regional Director South East Europe
Director Sales CEE







Recent Developments
Making the Med





Enhancing Po
Connectivity





Risks

Reduced
quality

Ineffi
Cr
han

- ...naiger (Germany)
- Assembly plant in Eschenburg (Germany)
- 17.500 m² production area in Germany
- 300 employees worldwide
- 13 international branches
- 50+ sales and service partner



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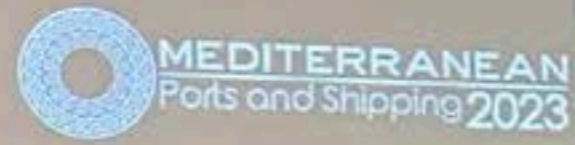
Innovation, Safety, and Smart Technology
Athens 30 March 2023



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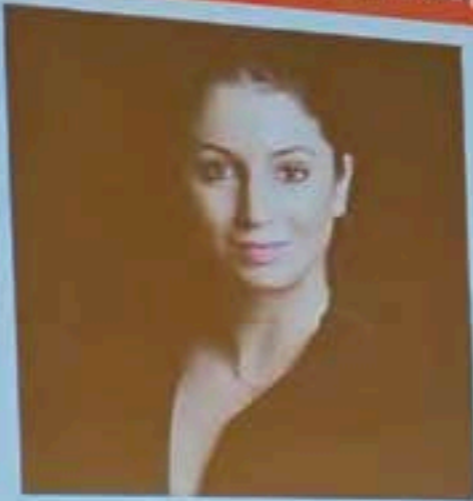
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is moving your business



Session 5: Implementation of Smart Port Initiatives Through Technology in Improving Service Delivery

“Smart port operations”

Despina Solomou, People & Customer Success Manager of DSP






Spanish language s
integrations

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Mediterranean ports: The "EALING" project

10th Mediterranean Ports and Shipping 2023 Exhibition and Conference

30th March 2023





PORT OF
TRIESTE



MARCH 2023

Where Med meets the Atlantic

ADAPTING TO COLLABORATIVE SOLUTIONS AND INNOVATIONS TO CREATE
AND EFFICIENT REGIONAL TRANSPORTATION HUB



Comunidade Portuária de Lisboa





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SPEAKER























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