



ONE HUB New Horizons

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



New Horizons.

A new era for the Port of Thessaloniki

As of March 2018 the new Management Team took over, following transfer of 67% of the Company's shares to South Europe Gateway Thessaloniki (SEGT) Ltd.

ThPA S.A. is a stock exchange listed Company, managing the Port of Thessaloniki

The shareholders of SEGT Ltd.

Shareholder	Percentage
Deutsche Invest Equity Partners GmbH	47%
Terminal Link SAS	33%
Belterra Investments Ltd	20%

Following the privatization, the Greek State, via HRADF retains a stake of 7.27% and the other 25.73% is traded at Athens Stock Exchange.

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- As from end of March 2018, the port is managed by a private consortium who bought 67% of the shares:
 - Deutsche Invest Partners (47%)
 - Terminal Link (33%)
 - Belterra Investments (20%)
 - Terminal Link (JV between CMA CGM & China Merchants ports) provides the technical expertise to the project.
 - As part of the mandatory obligations of the new consortium, 180M Euros will be invested in the expansion of the port, with special focus on the Container Terminal.
 - Deadline for new investment is 2025, but expectation is to anticipate agreed schedule, and have new container facility completed by the end of 2022.
- ❑ The Consortium will transform the port of Thessaloniki into a state-of-the-art facility served directly by the biggest lines and vessels operation in the Mediterranean market

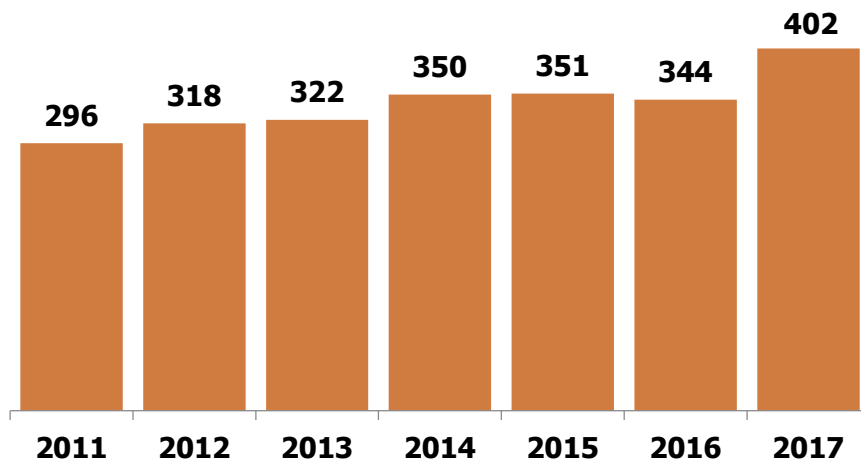


Port of Thessaloniki

Positioning

- Multipurpose port handling all type of goods
- Gateway port to Balkans and South Eastern Europe.
- Close to major motorways and railway networks.
- In 2017, the port handled over 400K TEUs and 11.5Million of tonnes.

Port Throughput in '000 Teu



Port Characteristics and Equipment

Quay Length



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

Quay Cranes



- 4 STS
- 2 MHC
- 28 cranes for Bulk & Break Bulk

Yard Equipment



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

Depth



- 9 to 12 meters

Port Area



- 155 Ha
- Container 31.7 ha
- Conventional 90 ha

Port Capacity



- Container 500,000 TEUs
- Conventional : 5.000.000 Tons

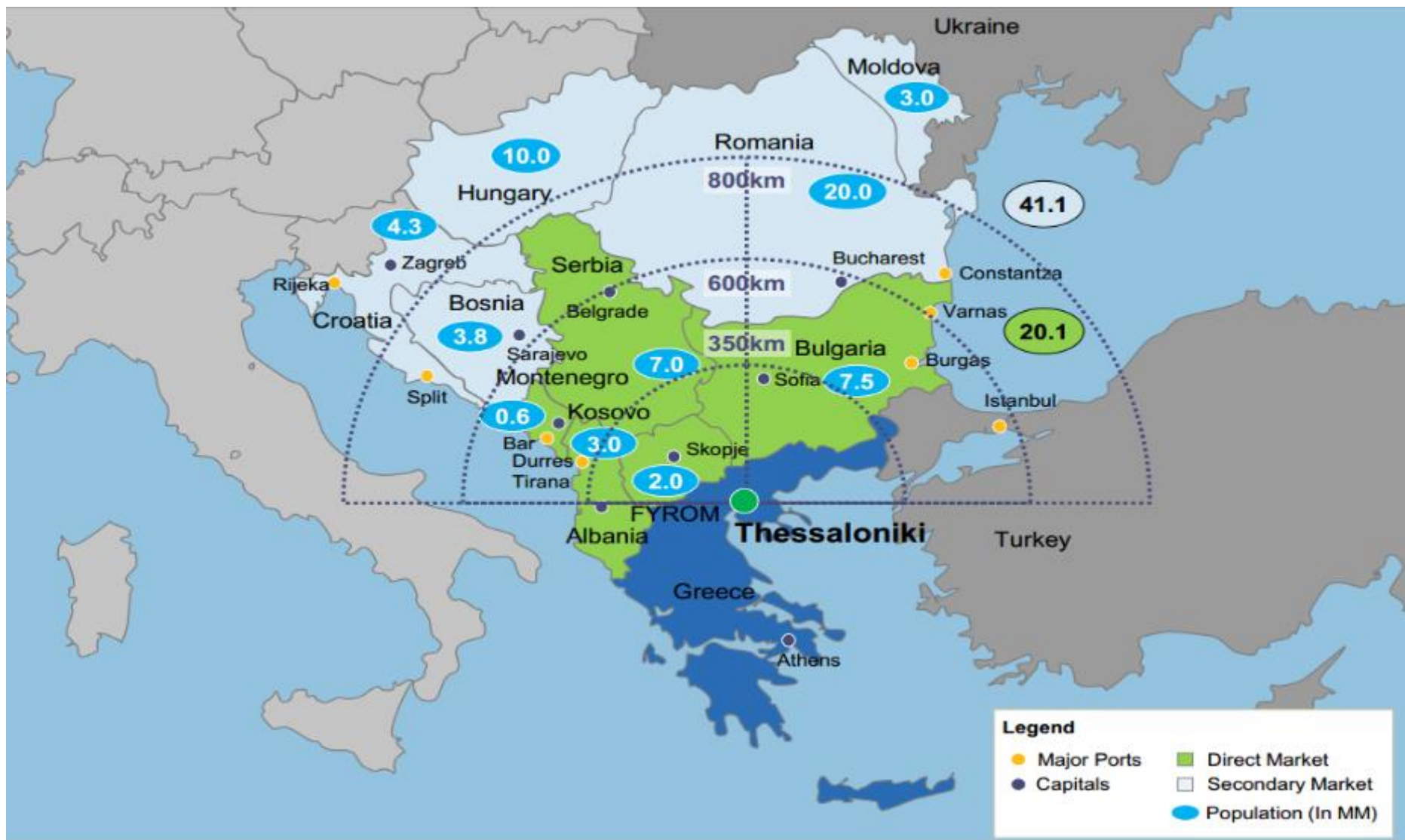
Illustration





THE HINTERLAND

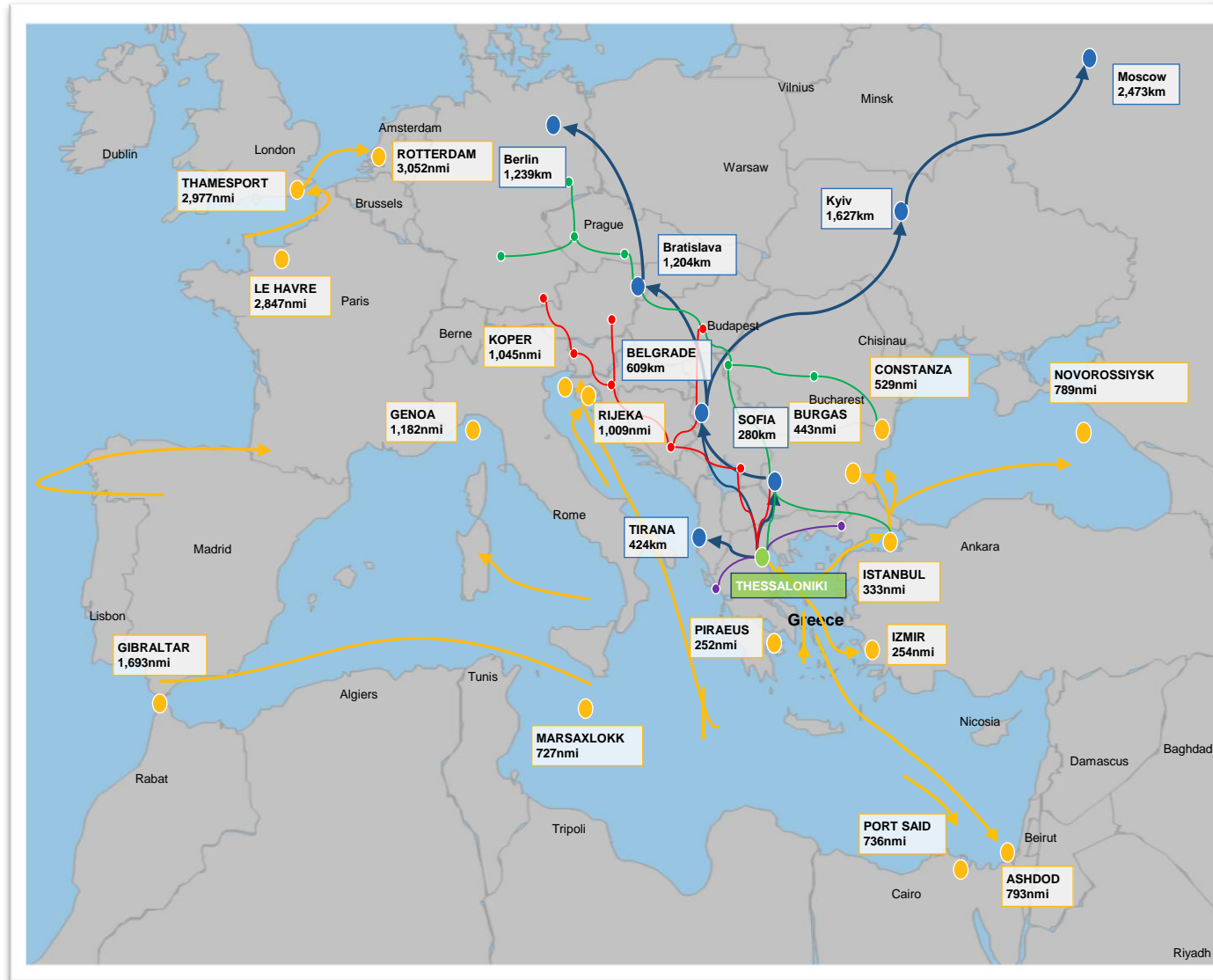
SERVING A DIRECT HINTERLAND OF OVER 20 MILLION PERSONS





THE HINTERLAND

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.
- 5 country capitals within a range of 600Km, make of Thessaloniki a true gateway for the Southern Balkans

Road Distance (in km)

Road	Distance
Skopje	219
Sofia	280
Tirana	424
Bucharest	608
Belgrade	609

Road & Rail Connections- Pan European Transport Corridors



- ❑ Two Pan-European corridors connecting Thessaloniki to Central Europe:
- ❑ **Corridor IV**, connecting Thessaloniki with Dresden in Germany
- ❑ **Corridor X**, connecting Thessaloniki with Salzburg (Austria) and crossing passes through Austria, Slovenia Croatia, Serbia, FYRO Macedonia and Greece.



Good road & rail connections to the major markets in the Balkans; Part of the EU Pan-European corridors

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)
- 402K 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 handled 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



Container Terminal – facilities



- Capacity to handle 500K TEUs p.a.
- 570mts of berth with depth of 12mts
- 4 STS cranes capable of handling vessels up to 6.000 TEUs.
- Round-the clock vessel operations, 361 days per year.
- Gate open between Monday and Friday 08.00hrs -22.00hrs and Saturday from 08.00 – 15.00hrs

- 30ha of yard for container operations, offering a static capacity of 4.500 ground slot TEUs.
- Yard handling ensured by 12 Straddle Carriers.
- 2 reach stackers + 2 empty handlers
- 380 plugs for reefer containers

- *Rail link to the Container Terminal connecting the port to the Eastern and Central European markets.*
- *3 rail lines with 400mts each, served by one RMG and 2 reach stackers.*
- *Regular trains between the port and the hinterland expected to be developed soon.*



Logistic activities



- 45.000sqm of covered space for different types of logistic activities; crossdocking, un/stuffing of containers, package & labeling and storage of dry and refrigerated cargo.
- Several logistic companies installed in the free zone, offering logistic & distribution services
- Reefer warehouses for the storing of perishable goods.
- Ample open-spaces for the storage of all types of cargo, including project cargo.
- Available spaces for rental and development of logistic centres, benefiting from location inside the free zone area.

A major logistic hub & distribution center to the Balkans



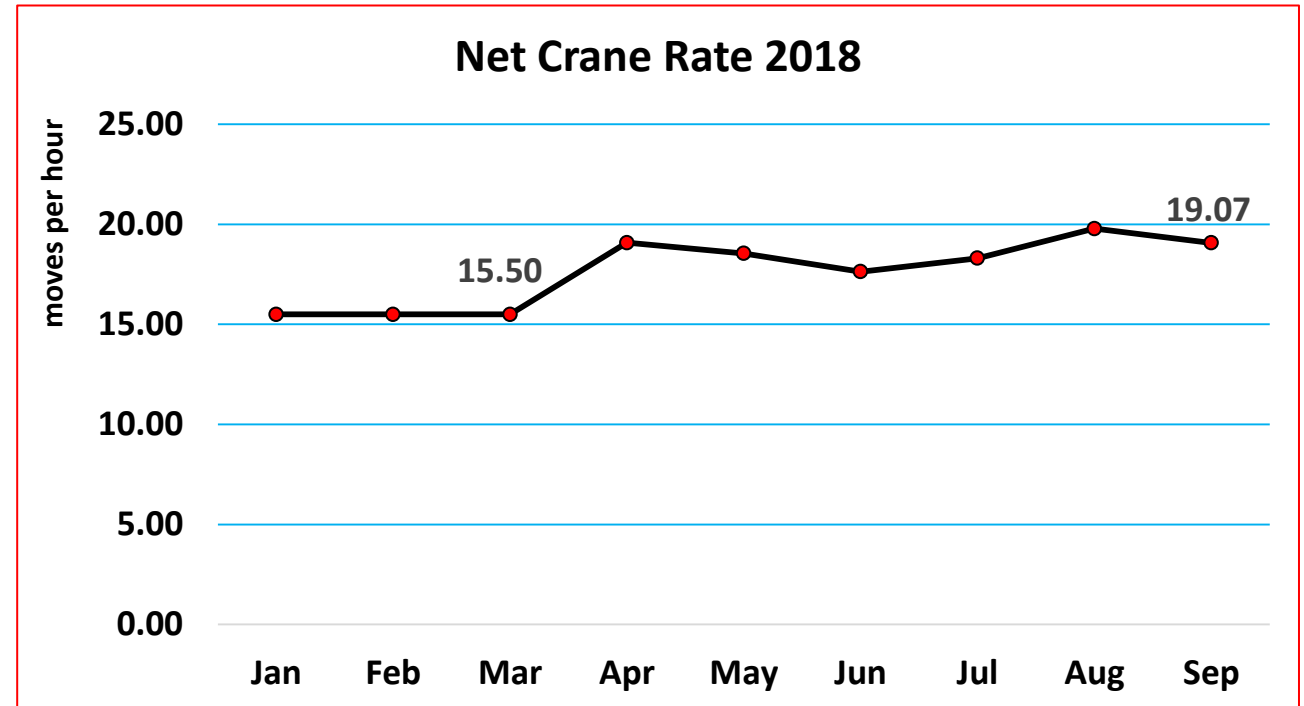
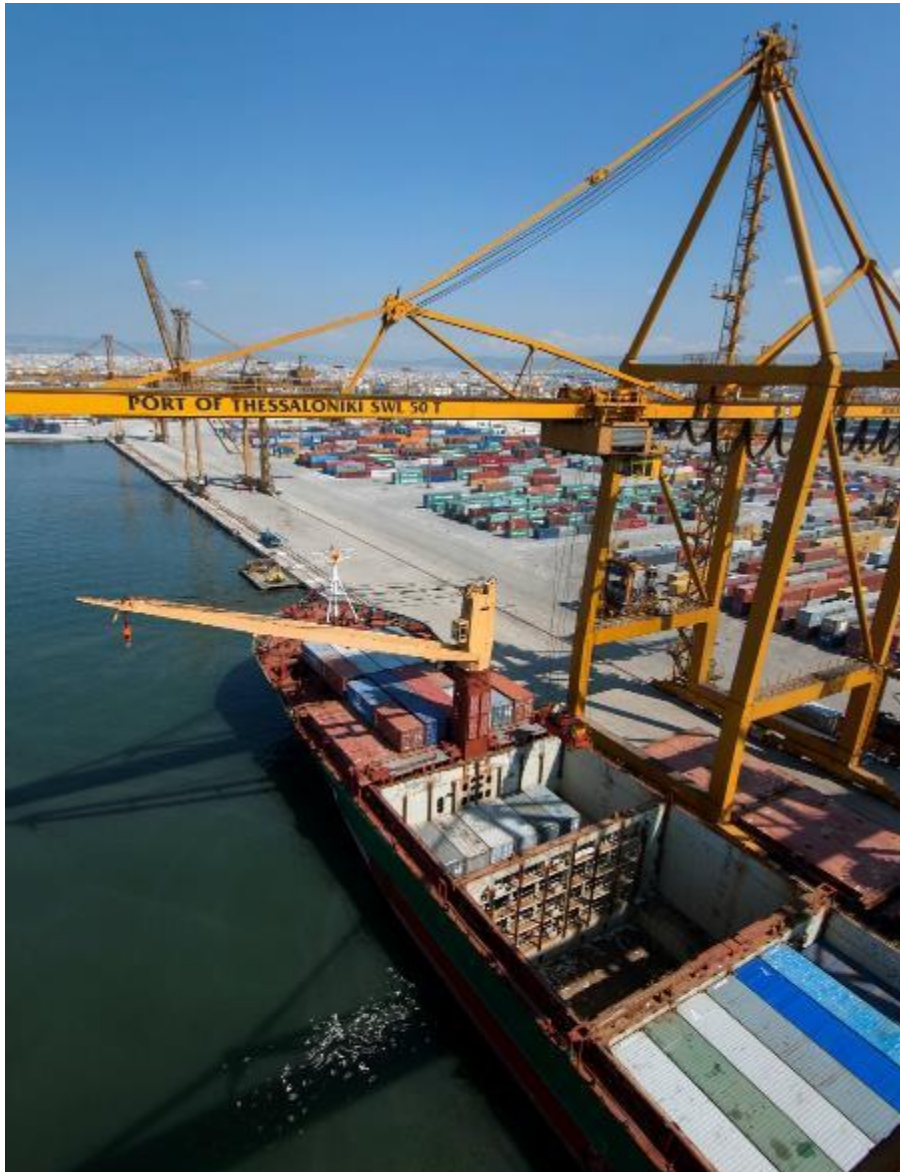
Liner services calling the port

SERVICE	ROUTE	LINE	Slot Purchaser	Vessel Operator	Frequency	Ports of call
SSLMED Turkey North Africa Express (TURAF)	Intra Med	CMA CGM		CMA CGM (3)	weekly	Malta, Izmir, Piraeus, Thessaloniki , Gemlik (Gempont) Malta, Misurata, Tripoli, Malta
East Med Express 2	Intra Med	CMA CGM		CMA CGMm (2)	weekly	Thessaloniki , Latakia, Damietta, Port Said East, Iskenderun Beirut, Tripoli, Latakia
LOOP 3 - Greece&Turkey	North Europe to East Med	MSC		MSC (4)	weekly	Felixstowe, Rotterdam, Antwerp, Gioia Tauro, Piraeus Thessaloniki, Izmir, Piraeus, Sines, Felixstowe
Hellenic Shuttle service	Intra Med	MSC		MSC (1)	weekly	Thessaloniki , Damietta, Iskenderun, Mersin, Aliaga, Tekirdag, Thessaloniki
Aegean Sea Feeder 2 EEX2	North Europe to East Med	MSC	Seago	MSC (1)	weekly	Piraeus, Volos, Thessaloniki , Piraeus
Greece-Turkey Service	Intra Med	EMES	Maersk Hapag Lloyd	Emes (1)	weekly	Malta, Thessaloniki , Piraeus, Thessaloniki, Malta
Greece & Turkey Feeder service	Intra Med	Italia Maritima EMC	Xpress Line METZ Line (Piraeus, T/niki)	EMC	weekly	Piraeus, Istanbul, Gemlik, Thessaloniki , Piraeus
Greece-Limassol Service	Intra Med	SBS Samothrakis Shipping		SBS (1)	weekly	Thessaloniki , Limassol, Thessaloniki
AGT	Intra Med	COSCO		Cosco (2)	weekly	Piraeus, Rijeka, Koper, Venice, Ancona, Piraeus, Izmir, Thessaloniki, Gemlik, Gebze, Istanbul, Piraeus

9 weekly services calling the port offering connections to/from key hubs, Intra-med destinations and North Europe.



Operations: Key improvement since the handover



- Significant increase in crane productivity before any major investment.
- Good performance without twin-lift spreaders, considering old age of equipment, and current export flow organization.



Short-Term investments at Container Terminal (2018-2020)



- ❑ Purchase of 12 new Straddle Carriers 1 over 3 stacking capabilities. Expected delivery by 2Q 2019.
- ❑ Award of 3 spreaders for STS (delivery 4Q 18) and 2 for MHC (delivery October 18).
- ❑ Comprehensive refurbishment programme of existing terminal equipment already started to improve availability and restore service levels: 4 STS + 9 SCs.
- ❑ Purchase of two new Gantry Cranes (delivery by 2020)
- ❑ Extension of stacking yard by 2.5Ha, ready by 1Q 19.
- ❑ Purchase of new Mobile Harbour crane, to be delivered by 1H 2019.

Total investment estimated at 50 Million Euros



Long-Term investment (Container Terminal)



- Extension of Container Terminal by 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 calling the Med.
- Total investment of 180 Million Euros. Extension of Container Terminal expected to be completed during 2023.

Current Length

570mts



Future Length

1.000mts

Current capacity

500K TEUs



Future capacity

> 1.2 Million TEUs



Safety



Safety was the priority after the hand-over

PPE and individual behavior

- THPA staff with 100% compliance.
- Ongoing training programme for external trucks
- Use of PPE's mandatory (Helmet, Safety boots, vests)



Implementation of the circulation plan:

- Segregation between the traffic of SC and trucks strongly improves the safety
- Smoother circulation makes the operation more efficient, as well as safer
- Plan implemented with most critical locations secured.

ZERO ACCIDENTS IN THE FIRST 9 MONTHS OF 2018

THANK YOU

