



Port of Thessaloniki

The Gate to South Eastern Europe



Thessaloniki, July 2017



The Port of Thessaloniki

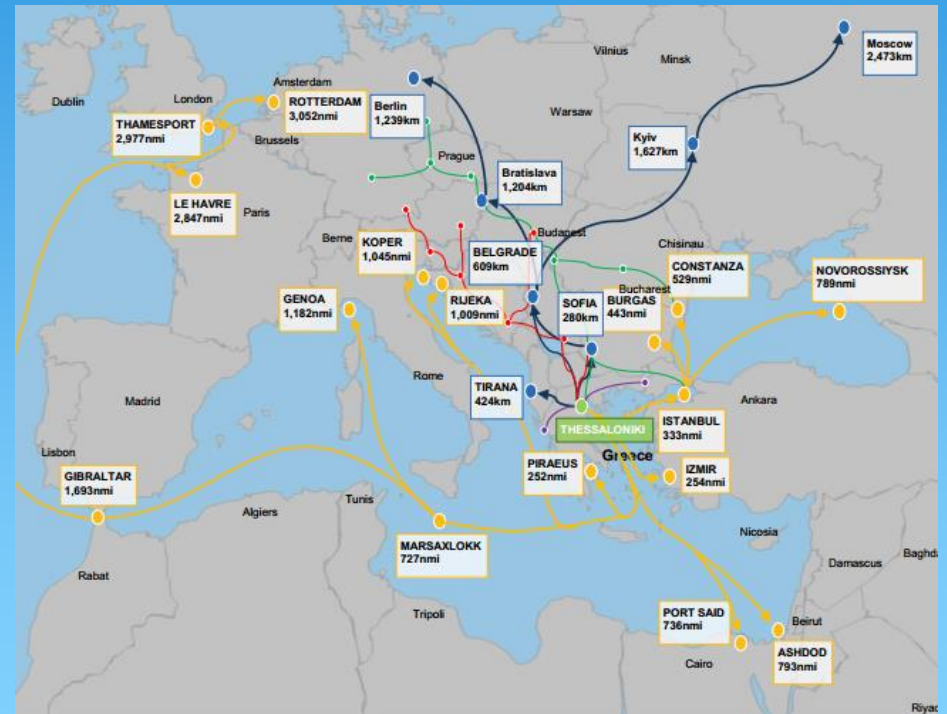


- Since 315/6 BC, constitutes one of the most important ports in SE Europe.
- The modern history of the port commences in 1901 with the construction of 1st Pier.
- During the previous century, 5 more piers were constructed.
- It occupies a total space of 1,5 million square meters and it spreads across a length of 3,5 Km.
- All the port quays have rail lines and are linked to the national and international rail & road network.



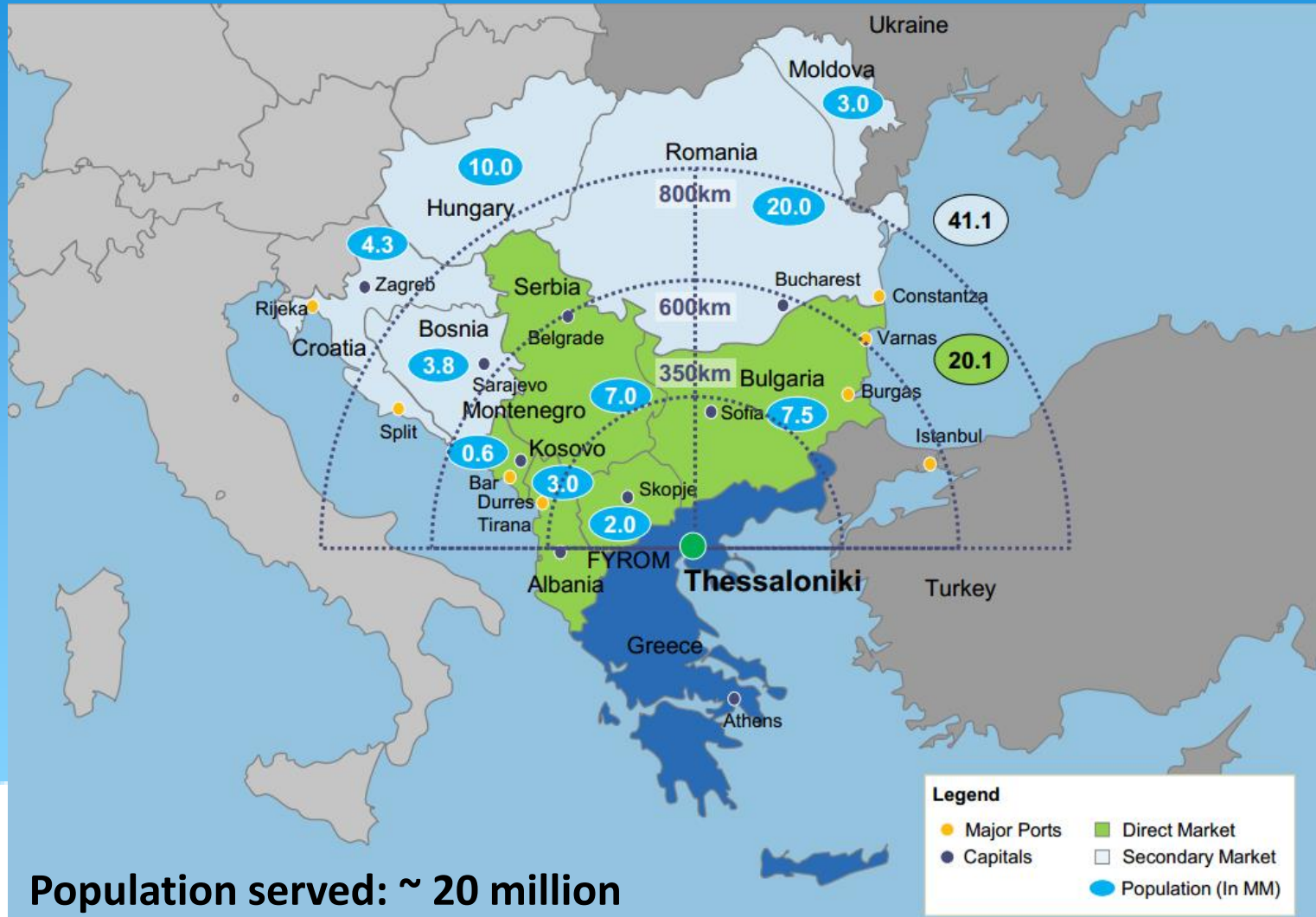
Strategic Location

- Ideal Gateway port to Balkans and South Eastern Europe.
- One of the five ports of Greece (with Piraeus, Patras, Igoumenitsa & Heraklion) that has been included to the Core European Transport Network.
- Advantageous geographical location and excellent road links and train connections:
 - Pan European Corridors **IV** & **X**
 - Trans-European Corridor Orient/ East Med
 - National
 - Egnatia
 - PATHE (Patras, Athens, Thessaloniki, Evzoni)





Market served by the port





The Company – Th.P.A. S.A.

- Port Operator and Port Authority.
- Under a concession agreement with the Greek State, signed in 2001 for 50 years, Th.P.A. S.A. has the exclusive right to use and exploit the infrastructure and superstructure of the Port of Thessaloniki.
- Listed on the Athens Stock Exchange since 2001 (OLTH S.A.)
- Hellenic Republic Assets Development Fund is the main shareholder (74% and 26% private investors).
- On 14.04.2014 HRADF issued an International tender process for the sale 67% of the shares of ThPA SA. Eight (8) investors qualified for the second phase of the tender process.
- The consortium comprising «Deutsche Invest Equity Partners GmbH», «Belterra Investments Ltd.» and «Terminal Link SAS» submitted the highest bid.
- Following completion of the transaction, HRADF will hold 7% of the shares.



Th.P.A. S.A. Business Sectors

- THPA SA serves cargo, ships, passengers
 - Containerized cargoes
 - Dry bulk cargoes
 - General cargoes
 - Ferry & Cruise Passengers
- Sites Exploitation
 - Storage space and warehouses
 - Renovated warehouses in the 1st Pier, parking lots, restaurants etc.



Port's Comparative Advantages

- Geographical Location.
- Link to the European road and rail networks.
- Rail network reaching all quays.
- Free Zone operating according to EU customs code.
- The most important transit port in the area.
- Natural sea entrance (20m – no need for dredging).
- Container Terminal: operating 24/7 year round with flat rates for 3 shifts & fully operational TOS.
- All major shipping lines calling at the Container Terminal.
- Conventional cargo port operating with flat rates for two shifts and overtime rates for the third shift.
- ISPS Code certified, ISO 9001, ISO 14000.
- Waste (ship and cargo) reception facility.
- 337 experienced and well trained employees.





Infrastructure - Superstructure

- Container Terminal – Conventional Port – Free Zone – Passenger Terminal
- 6.200 meters quay length, sea-depth up to 12m, (up to 16 m in the near future)
- Total land port area: 1,5 million m², Cargo storage: 700.000 m²





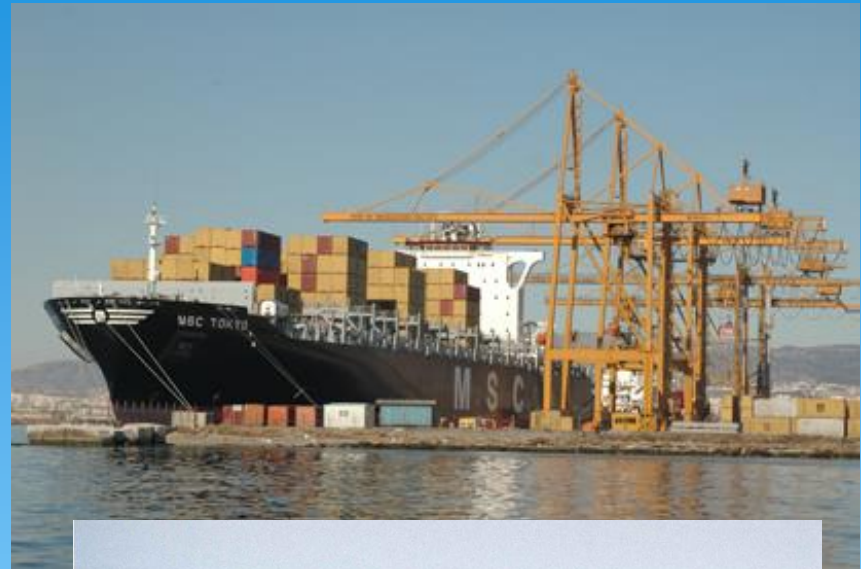
Container Terminal

Operations

- Currently operating at 350.000TEUs (2016).
- Operations are located in quay #26.
- Construction depth of 12m, max draft 10.8m.
- Operates 24x7 with flat rates.
- Operations are contacted 1 over 2 high straddle carriers.
- Serves the biggest shipping lines.

Equipment

- 2 Gantry cranes, Post-Panamax, 50 ton lifting capacity.
- 2 Gantry cranes, Panamax, 40 ton and 45 ton lifting capacity.
- 1 Transtainer, train to yard, 50 ton lifting capacity.
- Straddle Carriers, Reach Stackers, Front lifts for empty containers, Tractor-trailers, forklifts etc.





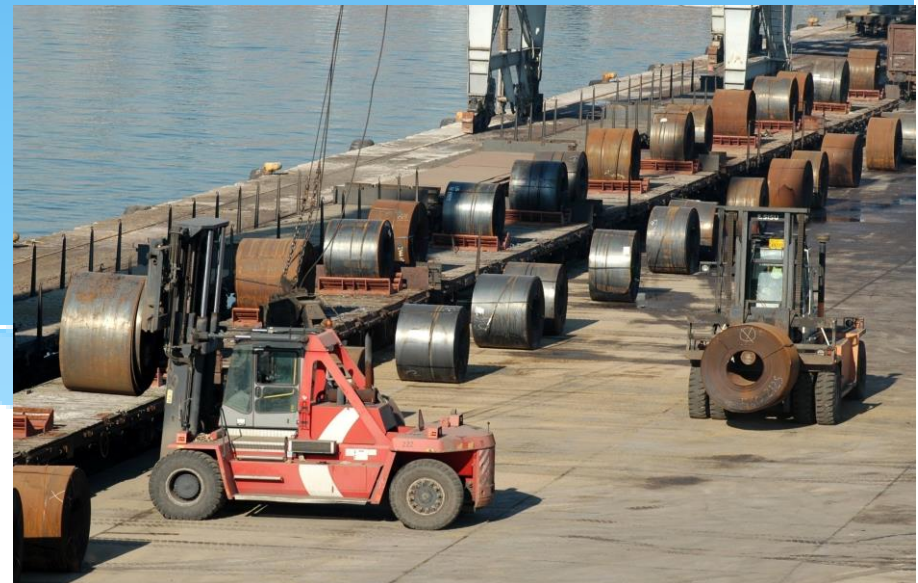
Conventional Port

Operations

- Annual throughput of about 4m tones.
- Operations are located in Piers 4,5 and eastern part of 6.
- Construction berth 12m and max draft 11.1m.
- Focus on dry bulk cargo and steel products handling.
- Operates in 2 shifts at flat rates and overtime upon request.

Equipment

- 33 rail mounted cranes up to 40 ton lifting capacity. *2 new heavy duty rail mounted cranes of 100 tonnes / 17m capacity.*
- 2 Mobile Harbor Cranes, 100 ton lifting capacity, 2 Mobile telescopic cranes, 120 ton & 150 ton lifting capacity.
- Forklifts (lifting capacity up to 37tn), Loaders, Excavators, Road/rail shunting locomotives and numerous other cargo handling equipment.





Passenger Terminal

- The passenger port of Thessaloniki is located between Piers 1 and 2 and has a quay of a total length of 400m with a depth of 8m.
- Passenger traffic is facilitated by a modern, cruise-passenger terminal located in the city center.
- The Th.P.A. S.A. passenger terminal serves:
 - a broad spectrum of cruise companies and vessels, ranging from small sailing vessels to large cruise ships.
 - Ro-Ro, Ro-Pax to North Aegean islands.
 - high speed vessels to Sporades islands.
- Thessaloniki a modern, multicultural city could be promoted to a cruise destination.
- The city and its peripheral area, (Dion, Pella, Vergina), constitute points of special tourist interest, adorned by monuments from various historical periods (Ancient Greece, Roman Period, Byzantium).



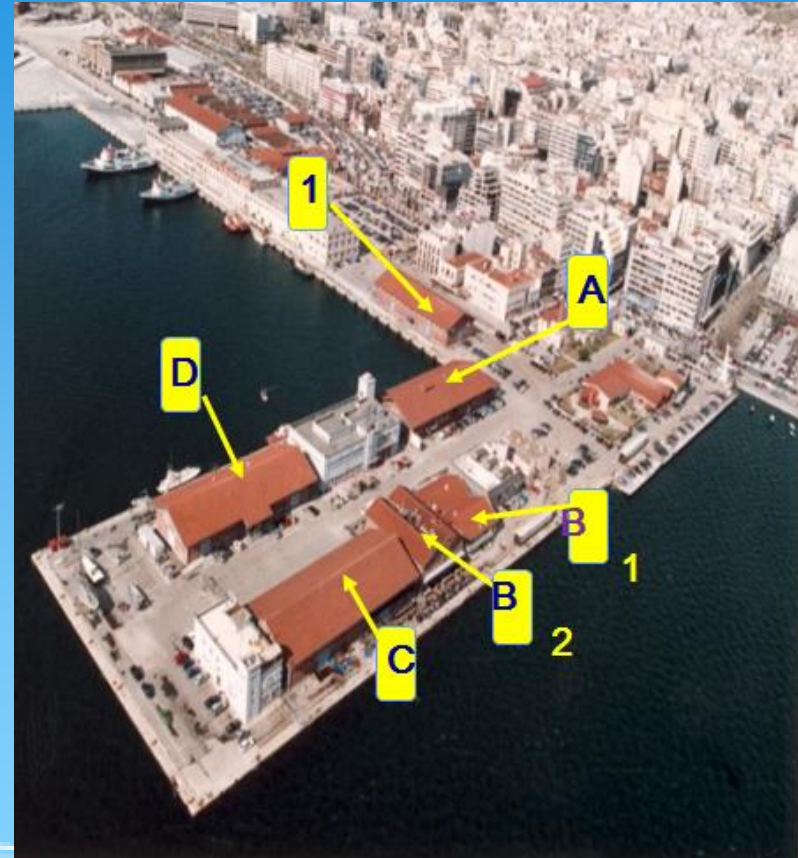


Sites Exploitation

- A series of warehouses on Pier 1 have been renovated for multipurpose uses (i.e. conferences, seminars, exhibitions, film projections and reception halls).
- Two outdoor parking lots have been created and is successfully operating with a total capacity of 595 vehicle parking lots.
- Well connected to the cultural life of the city.

1st Pier

- A (ground floor): Cinema Museum.
- A (first floor): Photography Museum.
- B1: Museum of Contemporary Art.
- B2: Kitchen-Bar.
- 1: 2 amphitheatres of 245 seats each.
- D: 2 amphitheatres of 263 seats each.
- C: Multi-purpose cultural hall.





Financials (million €)

<i>Year</i>	<i>2016</i>	<i>2015</i>	<i>2014</i>	<i>2013</i>	<i>2012</i>	<i>2011</i>	<i>2010</i>
Turnover	48,1	50,9	54,8	51,6	52,9	51,2	49,6
<i>Containers</i>	30,6	31,7	32,0	29,4	28,7	27,2	25,5
<i>Conventional</i>	15,6	17,6	21,2	20,6	22,8	22,3	22,3
<i>Others</i>	1,9	1,6	1,6	1,6	1,4	1,7	1,8
EAT	14,1	17,9	21,0	18,5	18,4	12,0	6,1
Cash & Cash Equivalents	75,6	66,1	78,8	96,5	87,0	68,8	65,2
Fixed Assets	52,8	54,6	51,1	51,6	52,5	52,5	57,1
Equity	135,5	127,0	128,8	148,5	145,7	129,7	120,6
Lending	0	0	0	0	0	0	0

Stable Turnover and Earnings. Zero lending.



Cargo Statistics

Year	2016	2015	2014	2013	2012	2011
Dry Bulk	2,8	3,6	4,1	3,6	3,7	3,2
General Cargo	0,5	0,4	0,7	0,6	0,6	0,9
Other Conventional Cargo	0,1	0,1	0,1	0,1	0,1	0,1
Conventional Cargo (million tons)	3,4	4,1	4,9	4,3	4,4	4,2
Containers (thousand TEUs)	344	352	350	322	318	296
Vessels	1.828	1.983	2.097	1.819	1.771	1.988
Passengers (thousand)*	69	26	45	48	51	53

*Ferry passenger traffic paused for 2015 and relaunched in 2016.



Thessaloniki – A Container Gateway Port

Year	2016	2015	2014	2013	2012	2011
Total containers (TEUs)	344.316	351.741	349.990	322.310	317.900	295.870
“In transit” containers	43.846	47.824	42.204	35.827	34.792	31.681
Percentage of “In transit containers” (%)	12,73%	13,60%	12,06%	11,12%	10,94%	10,71%



Thessaloniki – A Conventional Cargo Gateway Port

Year	2016	2015	2014	2013	2012	2011
Total conventional cargo (tons)	3.384.734	4.124.240	4.871.799	4.252.365	4.371.075	4.207.359
Conventional Cargo “in transit”	885.451	1.769.830	2.152.500	1.778.573	1.701.042	2.145.731
% of Conventional Cargo	26,16%	42,91%	44,18%	41,83%	38,92%	51,00%



Port's Development Prospects

- Capacity should be developed to meet the anticipated potential demand.
- Deepwater berths and new terminal areas are required.
- New Infrastructure – Superstructure.
- Procurement of additional mechanical equipment.
- Environmental Measures.
- Improvement of the services provided.
- Development of a smart port, via the digitalization and monitoring of port activities.
- The Master Plan will secure the future land use and investments for sustainable development of the port.



Master Plan Priorities

Priorities

- **Container Traffic:** Improve competitiveness and market share.
- **Bulk and General Cargo:** Improve position in Balkans and maintain the first place in Greece.
- **Cruise:** Maintain transit passengers – Development of home porting.
- Ro-Pax vessels.
- Exploitation of premises and buildings in the port area.



Main Strategic Investments

- Extension of the container terminal.
- Extension of the dry bulk terminal at the east side of Pier 6.
- Development of road connections (of Port's main Gate 16).
- Improvement of the rail and road access to the port.
- Combination of Piers No 4 and No5.
- Construction of a new Cruise-Passenger Terminals.
- Development of Real Estate opportunities in the area of Piers 1 & 2.
- Seaplanes Facility.



Envisaged Port Overview Post Investment





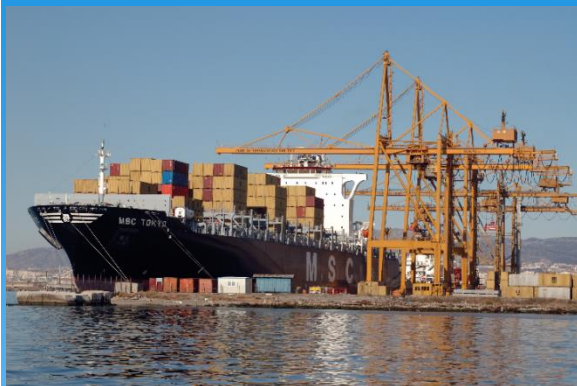
New Railway connection to ThPA SA





Road Connection to PATHE and Egnatia Highways





Thank you for your attention

For more information visit

www.thpa.gr