Port of Thessaloniki, Greece

Thessaloniki Port Authority S.A.

2006
City of Thessaloniki

- Established in 316 BC by Cassandros
- Named after his wife, sister of Alexander the Great
- Population: ~1 million
- Population in an area of 300 km: ~5 million
The port is located to the west of the city center, very close to it.
316 BC: Establishment of the ancient port, along with the ancient city

1904: Beginning of the construction of the modern Port of Thessaloniki (Pier 1)

Gradually extending from Pier 1 to Pier 6

Core port business operations moving from pier 1 to the new piers towards the west
The company

Thessaloniki Port Authority SA:

- Exclusive right to use and exploit the infrastructure and superstructure of the Port of Thessaloniki

- 1970: Establishment of Thessaloniki Port Authority (public sector entity)
- 1999: Incorporation of Thessaloniki Port Authority S.A.
- 2001: Concession Agreement with the Greek State, until 2041
- 2001: Gone public and listed in ATHEX
## Shareholders

<table>
<thead>
<tr>
<th></th>
<th>Shares</th>
<th>Capitalization (€)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Greek State</strong></td>
<td>7,486,194</td>
<td>125.8 mil</td>
</tr>
<tr>
<td><strong>Legal Entities</strong></td>
<td>723,740</td>
<td>12.2 mil</td>
</tr>
<tr>
<td><strong>Private Investors</strong></td>
<td>1,869,656</td>
<td>31.4 mil</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>10,080,000</td>
<td>169.4 mil</td>
</tr>
</tbody>
</table>

Price (OLTr.AT) as of November 7, 2006: 16.80 €
Thessaloniki Strategically Located
Markets served by the port

- Northern Greece
- FYROM
- S-W Bulgaria
- S. Serbia
- Part of Albania
Road and Railway Networks

National

- Egnatia
- P.A.TH.E.

- Patra
- Athens
- Thessaloniki
- Evzoni
Services Provided

- **Cargo**: Unloading, loading, handling and storage of containers and all kinds of conventional cargo (bulk and general cargo) from – to: ships, trucks and rail wagons

- **Ships**: Anchorage, berthing, water supply, waste collection, telecommunications and electricity

- **Passengers**: Modern Passenger Terminal with a variety of services for both coastal and cruise traffic
Other Services

- Harbor master’s office
- Port pilots office
- Custom control offices
- Fire Department
- Towage services
- Veterinary services
- State Chemical Laboratory
- Lashing and unlashing services
Infrastructure - Superstructure

- 6,200 meters quay length, sea-depth up to 12 meters
- Total land port area: 1,55 million square meters, Cargo Storage: 600,000 m²
- Container Terminal – Conventional Port – Passenger Terminal
- Private facilities (Oil and oil products, cement pipeline)
Quality Standards

- Port Environmental Review System (PERS) certificate, by ECOPORTS
- Waste (ship and cargo) reception facility
- Dockworkers: ISO 9002 and trained according to ILO’s PDP program
- Security according to the ISPS code standards
Port’s Comparative Advantages

• The closest significant port of the European Union, to the Balkan countries and the Black Sea region

• Link to the European road and rail networks

• Rail network reaching all quays

• Ro-Ro facilities

• Natural sea entrance – no need for dredging
Port’s Comparative Advantages

- Modern Container Terminal operating 24/7 year round with flat rates for three shifts
- Container Terminal with fully operational MIS
- Conventional Port operating 24/7, with flat rates for two shifts, and up-to-date equipment
- Free Zone, operating according to the EU Customs Code
Free Zone

- Established in 1914
- Operation in accordance to the EU customs code
- Facilitation of international trade & “in transit cargo”

ADVANTAGES

- No tax or duty
- No custom formalities
- Unlimited period of stay
- Corporations can benefit from the special list of tariffs for un/loading operations and storage
Port & City

Car parking, alleviating urban traffic problems

 Warehouses upgraded for cultural and social-congressional uses
1st Pier Warehouses

- Recently renovated
- A ground floor: Cinema Museum
- A first floor: Photography Museum
- B1: Museum of Contemporary Art
- B2: Kitchen-Bar
- 1: 2 amphitheaters of 245 seats each
- D: 2 amphitheaters of 263 seats each
- C: Total space 1865 m²
## Traffic statistics

<table>
<thead>
<tr>
<th>Year</th>
<th>2004</th>
<th>2005</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cargo (tones)</td>
<td>15,800,000</td>
<td>16,000,000</td>
<td>+1.2%</td>
</tr>
<tr>
<td>Containers (TEUs)</td>
<td>336,000</td>
<td>366,000</td>
<td>+8.9%</td>
</tr>
<tr>
<td>Vessels</td>
<td>2,940</td>
<td>3,010</td>
<td>+2.4%</td>
</tr>
<tr>
<td>Passengers</td>
<td>209,000</td>
<td>220,000</td>
<td>+4.1%</td>
</tr>
</tbody>
</table>
# Year 2005 Financials (million €)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Assets</td>
<td>52.1</td>
</tr>
<tr>
<td>Cash &amp; equivalent</td>
<td>55.5</td>
</tr>
<tr>
<td>Equity</td>
<td>101.2</td>
</tr>
<tr>
<td>Lending</td>
<td>0</td>
</tr>
<tr>
<td>Turnover</td>
<td>47.5</td>
</tr>
<tr>
<td>Earnings after taxes</td>
<td>3.4</td>
</tr>
</tbody>
</table>
Investments

- Purchase of 3 new ship to shore cranes
- Construction of a CFS, 12,000 m²
- New facilities for mechanical equipment-repair-workshop
- New passenger terminal building
- Construction of a 5 stories office building
- Extension of port rail network
Extension of Pier No 6

- Opportunity to upgrade the port’s role in the wider region of S-E Mediterranean
Extension of Pier No 6

- Extension of dock No 26 by 500 meters
- Extension of dock No 24 by 600 meters
- Increase of quay length for containers (new total 1000m)
- Increase of sea depth to 15 meters
- Increase of container handling Capacity to 800,000 TEUs
Equipment of Pier No 6

- Power and water supply
- Reefer container storage area
- Equipment maintenance Workshop
- 4 post panamax cranes
- 12 straddle carriers
- 2 reach stackers
- 2 tractors
Pier 6 Financing (dock 26)

- **Total cost 97.8 mil. €**
  - Infrastructure 47.5 mil. €
  - Depth increase 3.0 mil. €
  - Equipment 34.5 mil. €
  - Financial 8.5 mil. €
  - Contingencies 4.3 mil. €

- **Financing**
  - EIB loan 48.9 mil. €
    - (Euribor + 0,3% appr)
  - Own 48.9 mil. €

**Increase of container handling capacity**
from 450 thousand TEUs

to 800 thousand TEUs
3PL expansion

• Opportunity for new business development, within a rapidly growing market segment (3PL)

• Opportunity for value adding activities on the traditional port product (container handling)

• Opportunity to upgrade the port’s role in the region
Available site for 3PL activities
Site master planning

- 3PL services by ThPA subsidiary and strategic partner
- Total area 84,000 m², Storage area 24,000 m²
- Office area 750 m², Rail and track loading bays on site
- ISPS standards
VISION

To maintain the port’s position as the main gateway to the Balkans & to provide a full range of quality services to our customers.
Thank you for your attention
Port of Thessaloniki