

ThPA S.A. - Port of Thessaloniki
The Gateway Port to Southeast & Central Europe

We Move Forward

Transform. Evolve. Expand.



Port of Thessaloniki

The Gateway Port to Southeast & Central Europe

Vision, Mission, Strategy



- To be more than a port, to be the multi-gateway intermodal network and logistics solutions provider for the Balkans and the broader Southeast, Central and Eastern European region.
- Provide an evolving, efficient and reliable intermodal network, which safeguards and upgrades the supply chain of our broader region, while actively contributing to the growth of our business partners, delivering value to all stakeholders and society, while promoting sustainability.
- Strategically located close to the major Trans-European motorway and railway networks,
- Port of National Interest in the Country's Coast-guard System, and one of the five Greek ports, which belongs to the Core Network of Trans-European Transport Networks (Western Balkans - Eastern Mediterranean and Baltic Sea-Black Sea- Aeagean Sea Corridors)
- The largest Conventional Cargo Transit Port of Greece
- Future servicing hinterland of Balkan and SEE Countries

Port of Thessaloniki

The Gateway Port to Southeast & Central Europe

ThPA S.A. added value – Why choosing ThPA S.A.



Container Terminal

Operating hours quayside: 24/7

Gross crane rate: 20,37 moves per hour

Truck turn-around time: 25,97 minutes per truck (gate-to gate)

Conventional Cargo Terminal

Dry Bulk handling rate: 170 tons/gross gang operating hour

General cargo handling rate: 150 tons/gross gang operating hour

ThPA S.A. - Port of Thessaloniki
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Our Commitment

Transform. Evolve. Expand.

Key Milestones Port of Thessaloniki



- Establishment of French company «Ottoman S.A. Construction and Operation of the Port of Thessaloniki» in 1904
- Establishment of the Free Zone in 1914
- Incorporation into a S. A. under the name "Thessaloniki Port Authority S.A. in 1999
Listed on Athens Stock Exchange in 2001

Historical Transformation

- Privatization of ThPA S.A.
- Procurement of 12 Straddle Carriers
- TAS Go-Live
- Collective Labor Agreement signed
- Train connection to Sofia
- Dry port in Bulgaria
- Free Zone expansion
- Customs Temporary Storage in Sofia Dry Port
- 1st Cruise Line call as Home Porting

1904-2017

2018-2021

2022-2024

2025-2027

- Maintenance Dredging
- (26 quay-12m, 24 quay-11,2m
- Procurement of 2 new STS Cranes
- 2nd Stage of the Tender for the Expansion of Pier 6 is completed
- New TOS Go-Live
- Contractor for 6th Pier expansion
- New Intermodal Rail Services: Nis, Serbia
- 2 new STS Cranes fully operational
- Off Dock Services
- New Updated Master Plan submitted
- Submission of SEIA
- Maintenance dredging (quays 10-12)
- Inauguration of brand-new Cruise Terminal
- New Intermodal Rail Services: Nis, Serbia & Skopje, North Macedonia
- Relaunching of the tender for the expansion of Pier 6

- Upgrade medium-high voltage infrastructure
- Intermodal T&T
- New cranes for Pier 6 (potentially-tba),
- Beginning of dredging up to 17,7m (MSL)

- End of dredging up to 17,7m (MSL)
- Four (4) new cranes for Pier 6 (potentially-tba)
- CT Pier 6 Project completed and operational with additional QC's and ASCs
- Ultra Large Container Vessels

Port of Thessaloniki

The connecting Port

We offer
Value added Services
to all Shipping Lines, Agents,
Customs brokers,
Forwarding &
Transportation companies,
with high Commitment,
Safety & Quality !

Transform. Evolve. Expand

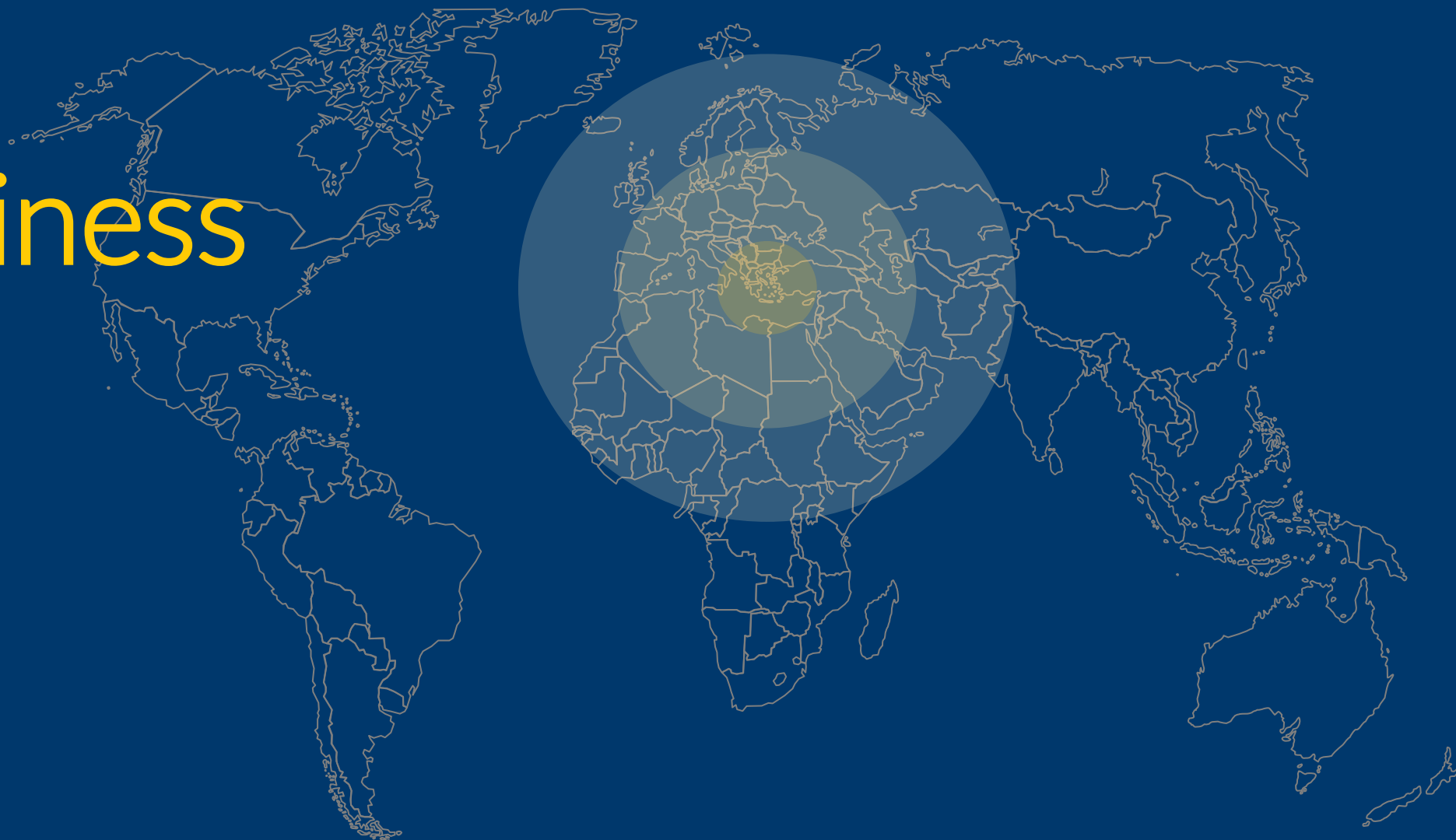


*Plus, a variety of very important customers

ThPA S.A. - Port of Thessaloniki
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Our Business Services

Transform. Evolve. Expand.



Port of Thessaloniki

Business Units



1

Container Terminal Services

4

Logistics Activities, Free Zone
and Exploitation of Spaces

2

Conventional Cargo Services

5

Intermodal and Inland Transportation
Services

3

Cruise and Ferry Services

6

Temporary Storage Services
In Sofia, Bulgaria
In Nis, Serbia
In Skopje, North Macedonia

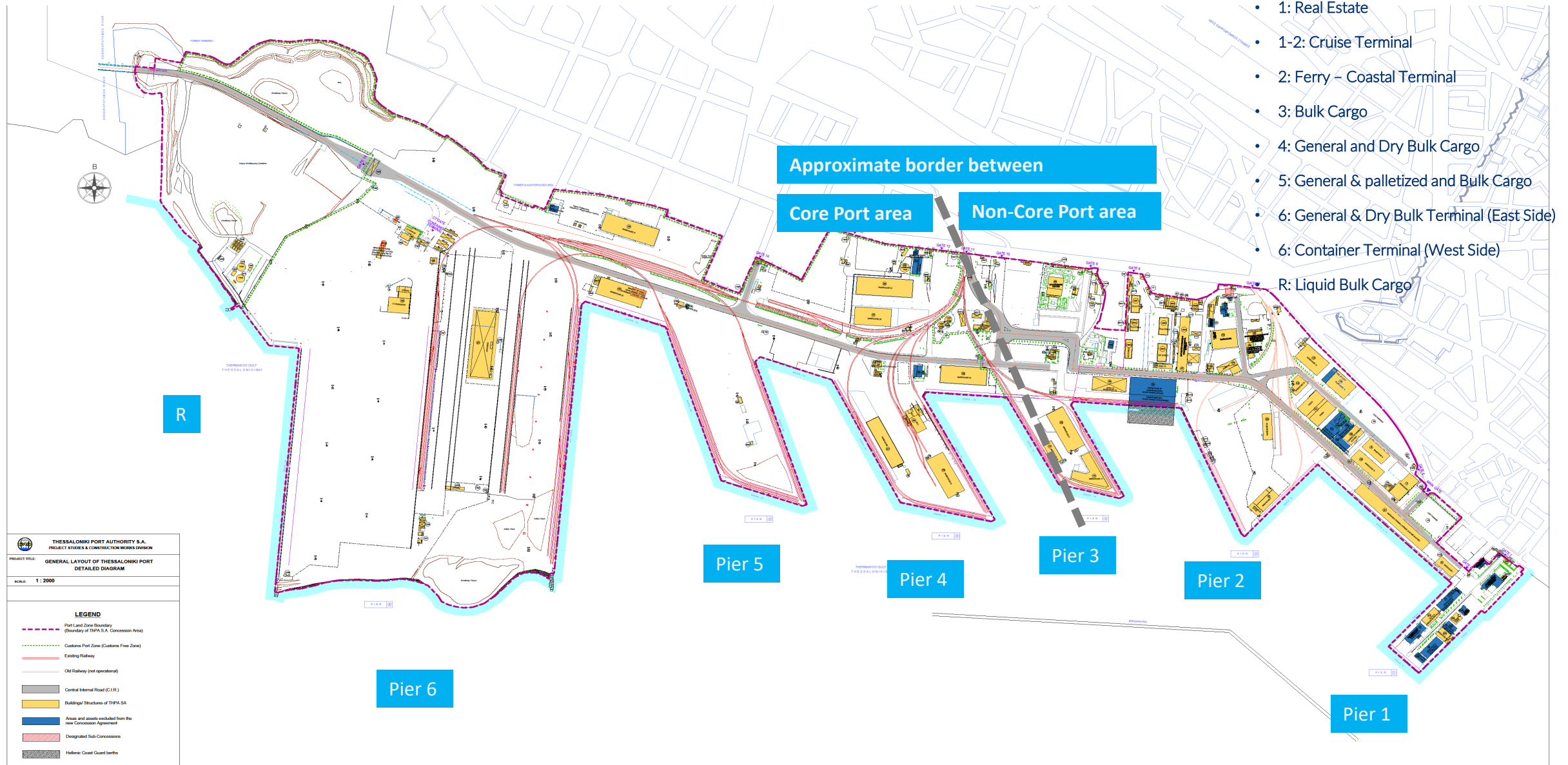
Port of Thessaloniki

The Gateway Port to Southeast & Central Europe

Port Infrastructures, Existing Warehouses and Logistics Development Plan



Port of Thessaloniki layout



Port of Thessaloniki

Current Infrastructure & Equipment



Quay length

- 6.200m (6 piers)
- Container: 568m
- Conventional: 3.755m

Port area

- Container: 370.000m²
- Conventional: 900.000m²

Current Port Capacity

- Container: 650.000 TEU
- Conventional: 6.000.000 Tons
- Dry Port in Sofia

Sea Depth (LLW)

- 7m to 12,6m

Quay Cranes

- 4 STS
- 3 MHC
- 2 Telescopic mobile Cranes
- 12 Cranes for Bulk & Break Bulk Cargo

Container Yard equipment

- 20 Straddle Carriers
- 4 Reach Stackers
- 17 Loaders
- 4 Empty Container Handler
- 1 RMG/Transtainer
- 474 Plugs (Reefer Equipment)
- 13 Tractors

Conventional Cargo Terminal Yard equipment

- 39 Forklifts
- 5 Loaders
- 9 Skid Loaders
- 4 Excavators
- 3 Rail Tractors
- 1 Electric Magnet for metal sheets handling

Rail Connection

- to all quays

Silo Facilities

*Under reconstruction: ready in 2025

- 1.840m² coverage area
- 20.000 tons capacity
- Cargo receipt rate: 120 tons/hour & Transport capacity 150.000 tons/month

Future plans:

- upgrade of existing SILO in order to have 250 tons/hour handling capacity
- design & installation of new metal SILO complex of 20.000 tons capacity & 600 tons/hour handling capacity

Warehouse facilities for dry/liquid cargo

- Warehouses: 62.467m²
- Tanks: 8.363m² (plots area) & 11.170m³ total capacity
- Sheds: 10.659m²

Port of Thessaloniki

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Container Terminal



Investment Plan | Container Terminal

The extension of the western part of Pier 6 constitutes the most significant development initiative of ThPA's investment plan, aiming at increasing the berth capacity of the container terminal to 1.4 mil. TEU per annum, assuming berth productivity of 80%.

Current state of 6th Pier

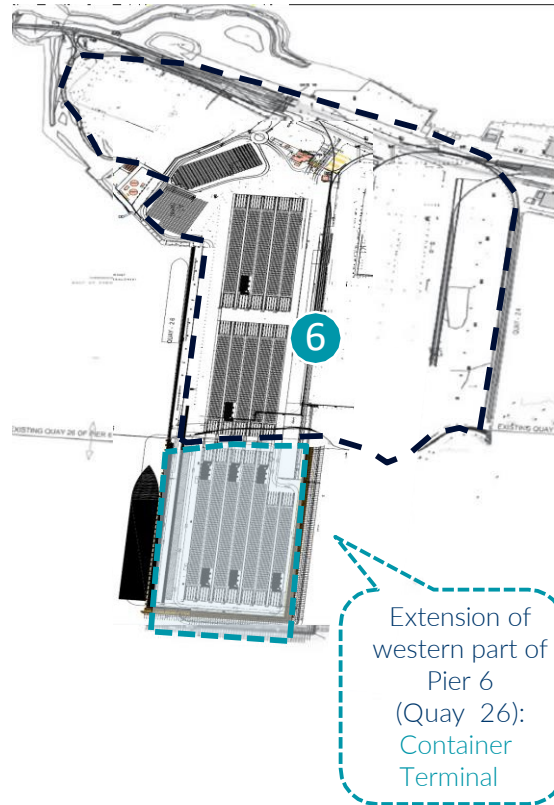


Current port state

Notes:

Future length and capacity refer to the estimated length and capacity of the Container Terminal, after the completion of the planned extension. The theoretical berth capacity of Pier 6 extension is estimated at 1.5 mil. TEU per annum. If berth occupancy of 80% can be achieved, the actual operational berth capacity is calculated at around 1.2 mil. TEU per annum, provided the yard can match the assumed berth productivity.

6th Pier site plan




Future state of 6th Pier


Container Terminal extension:

- The Container Terminal has been developed along the Quay 26 at the west side of the 6th Pier of the Port and it currently has a quay length of 568m., operational depth of 12m MSL., and 4 quay cranes. The current berth capacity of the Container Terminal is estimated at around 650th. TEU per annum, based on an 80% berth occupancy factor. The highest throughput to date was in week 07-2020, when an average productivity of about 1,100 moves per day was achieved, over a 7 day period.
- The existing container terminal covers a surface area of 317,000m² with an on-site storage capacity of 5,200 TEU in ground slots and is operated as a straddle carrier operation. The overall storage capacity of the yard depends on the average dwell time of the containers, the container mix, the number of ground slots and stacking height, totaling at an estimated capacity of 800 th. TEU.
- In order to satisfy the forecasted cargo volumes, the Port's investment plan provides for a length extension of Quay 26 by 513 m., as well for a dredging to a minimum operational depth of 16.5m. The total length of Quay 26 shall become approximately 1,081m. According to Management information, the Pier 6 expansion is currently in detailed design stage. Upon completion, the Container Terminal will be able to accommodate one Ultra Large Container Ship (up to 24,000 TEU) or 2 smaller feeder vessels simultaneously.
- Pier 6 extension storage capacity is estimated at about 800 th. TEU per annum, assuming an Automated Stacking Crane (ASC)

Current length
568m
(operational: 530m)

Future length¹
1,081m

Current capacity

650,000 TEU

Future capacity¹

1,400,000 TEU

Current berths for large vessels



Future berths for large vessels



+1 new berth for Ultra Large Container Ships (24,000 TEU)

Thessaloniki Port Statistics 3 and YoY



Containers

520.048 TEU



Dry Bulk

2.178.998 tons



Liquid Bulk

119.336 tons



General Cargo

640.184 tons



Vessels

1.525

Thessaloniki Port	Total Throughput in Container Terminal												
FY	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total in (TEU)	295.870	317.900	322.310	349.990	351.741	344.316	401.947	424.500	448.765	460.780	471.063	463.207	520.048
Growth Trend YoY in %		7,45%	1,39%	8,59%	0,50%	-2,11%	16,74%	5,61%	5,72%	2,68%	2,23%	-1,66%	12,27%
Growth Trend YoY in TEU		22.030	4.410	27.680	1.751	-7.425	57.631	22.553	24.265	12.015	10.283	-7.856	56.841

Thessaloniki Port	Total Throughput in Conventional Terminal												
FY	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total in Tons	4.207.359	4.312.445	4.208.845	4.823.889	4.056.529	3.312.527	3.569.045	3.755.102	4.466.123	3.740.500	4.236.438	3.713.892	2.938.518
Growth Trend YoY in %		2,50%	-2,40%	14,61%	-15,91%	-18,34%	7,74%	5,21%	18,93%	-16,25%	13,26%	-12,33%	-20,88%
FY	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Liquid Bulk	12.425	18.065	39.852	62.716	51.516	32.408	54.890	56.229	44.135	57.169	63.903	83.340	119.336
Dry bulk	3.251.609	3.650.332	3.584.503	4.107.372	3.589.223	2.766.172	2.996.715	3.141.313	3.738.167	3.060.992	3.510.810	2.875.094	2.178.998
General Cargo	943.325	644.048	584.490	653.801	415.790	513.947	517.440	557.560	683.821	622.339	661.725	755.458	640.184

Port of Thessaloniki

The Gateway Port to Southeast & Central Europe

Development of Hinterland and Intermodal Rail Services
(2021-2024)

Service to First Dry Port: Bulgaria, Sofia

Train connectivity through local terminals: Serbia, Nis

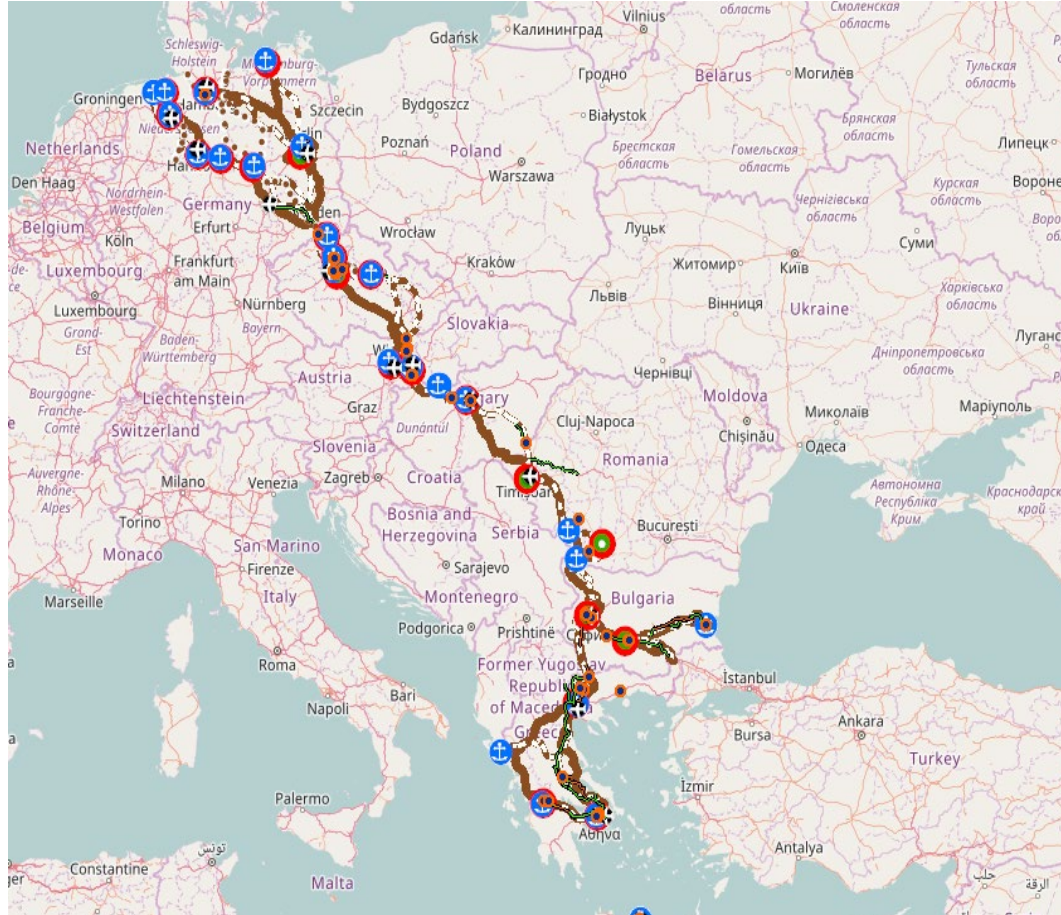
Train connectivity through local terminals : North
Macedonia, Skopje

Next Target: Romania



Thessaloniki Port Extensive Land Connectivity

Pan European Transport Corridors (Orient East/Med, X)



Orient East/Med Corridor, connecting Thessaloniki with Northern Europe



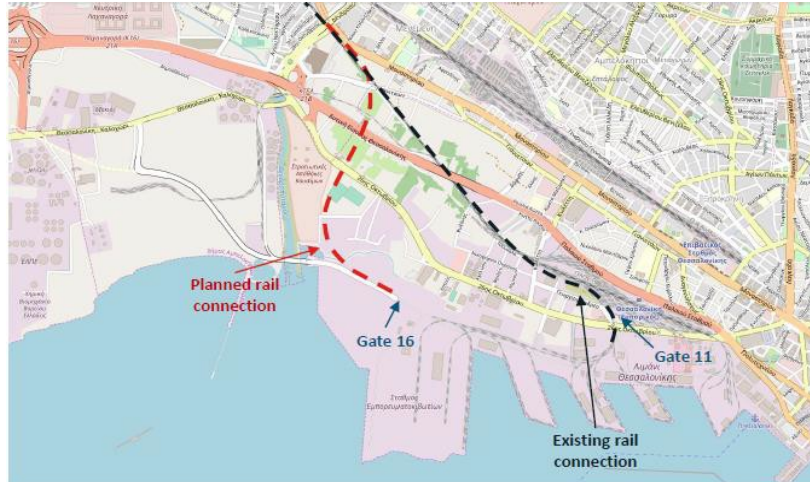
Corridor X, connecting Thessaloniki with Salzburg (Austria) and crossing passes through Austria, Slovenia Croatia, Serbia, North Macedonia or Bulgaria and Greece.

Thessaloniki Port Intermodal Rail Service



Thessaloniki Port connection to the National Railway Network

The planned development of a new rail connection between the Pier 6 (through Gate 16) of Thessaloniki Port and the National Railway Network constitutes a major infrastructure project, which upon completion will significantly enhance the Port's connectivity. However, the abovementioned project is still at a preliminary stage.



Comparison between the existing and the planned rail connection of Pier 6 of Thessaloniki Port and the National Railway Network.



General layout of the new rail connection between Pier 6 and the National Railway Network.



Project overview

The project of the New rail link between the Pier 6 of Thessaloniki Port and the National Railway Network includes the following main aspects:

- Improvement of the Port's connection to the National Railway Network, by replacing the National Railway Network connection with Gate 11 to Gate 16 (Pier 6) of the Container Terminal.
- Construction of a single-track on a 1.02km long bridge to avoid level crossings with the existing road and railway network.
- Total coverage of 2.87km (1.57km outside and 1.3km inside the Port Land Zone).



Progress to date

- Completion of preliminary studies
- Completion and approval of Environmental Impact Assessment. The Approval Decision for the Environmental Terms of the project has already been issued.
- Publication of the tender documents for the award of the Final Study were published and offers were submitted.



Next steps

- Award of final studies after the successful completion of the tendering procedures
- Completion of final studies
- Award of construction works after the successful completion of the tendering procedures
- Completion of the construction works

Thessaloniki Port Intermodal Rail Service

Estimated Rail Transit Time

Bulgaria, Sofia	10 hours
Serbia, Nis	16 hours
North Macedonia, Skopje	8 hours

ThPA S.A. Intermodal Rail Service

- ✓ Weekly Regular Scheduled Service,
- ✓ Fixed Dates and Times,
- ✓ Competitive transit time,
- ✓ Capacity per train: 75 TEU in 25 wagons (60')
- ✓ Avoid congestion and delays in borders,
- ✓ Large capacity of dispatch,
- ✓ Designated drop off points,
- ✓ Green and Sustainable - eco-friendly,
- ✓ Operate with General, Reefer, Dangerous Goods & Overweight Cargo,
- ✓ Digital Solutions (track and trace, reports) 24/7,
- ✓ T1 Customs Process including in Rail service,
- ✓ Last Mile Solutions,
- ✓ Cross Docking Solutions (Un/Stuffing),
- ✓ Containers Repair Service,
- ✓ OFF Dock Services,
- ✓ Inspection of Containers,
- ✓ Dedicated Customer Service Support,
- ✓ Free Zone (GR), Temporary Customs Warehouse (BG, RS, NM),
- ✓ Equipment: Containerized and Conventional cargo freight wagons,
- ✓ Deployment of Customs Corridors.



Currently Servicing Hinterland
>20 Million people

Future Hinterland
reach of additional **45 Million** people

Connecting Southeast and Central Europe

Port of Thessaloniki

The Gateway Port to Southeast & Central Europe

Logistics Activities,
Free Zone
and Exploitation of Spaces



Port Defense Logistics

In Port Defense Logistics Services, we provide the following:

- ✓ Design, Implementation and development of each Project,
- ✓ Supply chain management, Stevedoring Operations, handling, storage, transportation (in and out of the Port), distribution, maintenance, evacuation and disposal of material, (the port can be accountable for the careful storage and handling of cargo consisting of base building supplies, weapons, aircraft parts and even entire vehicles)
- ✓ Transport of personnel
- ✓ Project Management, construction, maintenance, operation and disposition of facilities
- ✓ Medical and health service support

Advantages of ThPA S.A. against other ports

- ISPS, Port security protocols in high level (patrol, 24/7),
- Infrastructure and superstructure
- Experienced manpower
- Short sea connections (coastal shipping)
- Interconnectivity-multimodal transportation (deep and short sea-rail-road), both for the deployment and evacuation of forces
- Established services to dry port in Bulgaria (Sofia) & through local terminals Serbia (NIS) and N. Macedonia (Skopje)
- The rail connection of the port with SEE and Balkan countries,
- The capacity and drafts of the port of Thessaloniki allow the docking of landing craft and ships
- The “Makedonia” International Airport (13km away from the port) with the extension of the landing/takeoff runway allows the landing of heavy scheduled transport aircraft

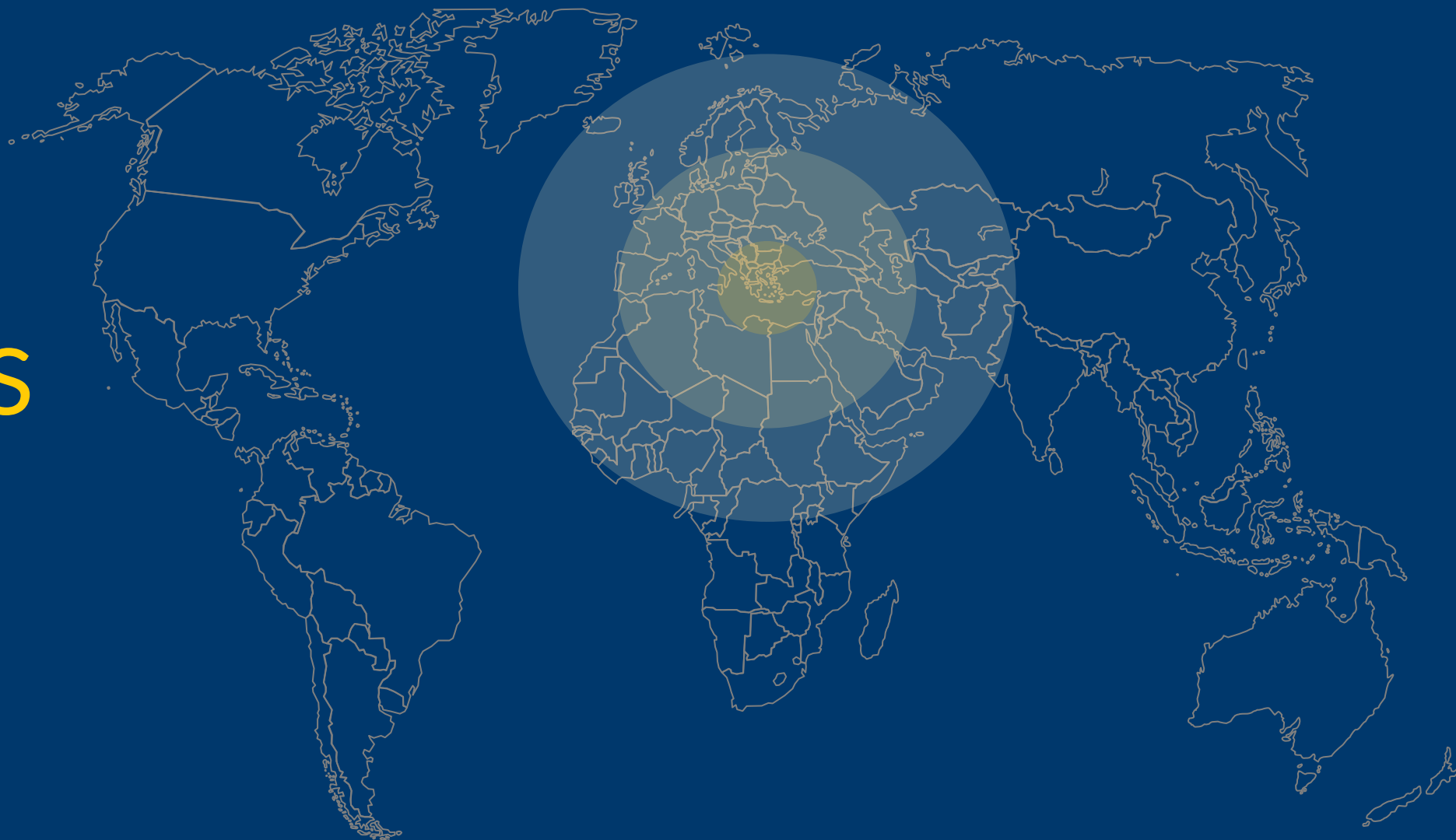
Port Defense Logistics (High Security Protocol)

- ✓ Implementation of ISPS measures in our port started at 2007.
- ✓ As Port and Port Facility we are in full compliance with ISPS Code measures.
- ✓ Our Port and Port Facility operate on Security Level One.
- ✓ Our Security Plan is approved and in force since last amendment of March 2020.
- ✓ Our Port Facility B Area is also a Free Trade Zone and apart of Security Personnel is also monitored by Customs Officers.
- ✓ Our PSO – PFSO department participated in many operations in the past.
- ✓ New Security Assessment of the Port Facility was implemented successfully.
- ✓ New Security Plan is expected to be issued and deposited for approval to the Ministry of Maritime Affairs & Insular Policy.

ThPA S.A. - Port of Thessaloniki
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Digital Solutions

Transform. Evolve. Expand.



ThPA S.A. *visibility* Digital Solutions

eServices Increase efficiency



1 eThPA registration

A blue rounded rectangle containing a login form. It has two white input fields labeled 'User' and 'Password', and a grey 'login' button with a black mouse cursor pointing at it. A red line extends from the right side of the form towards a computer monitor.

2 Tracking Solutions (Track & Trace)

3 Train Booking Solutions

4 TAS (Truck Appointment System)

Digital transformation

is leading to fundamental
changes in our **Business world**
and our society!

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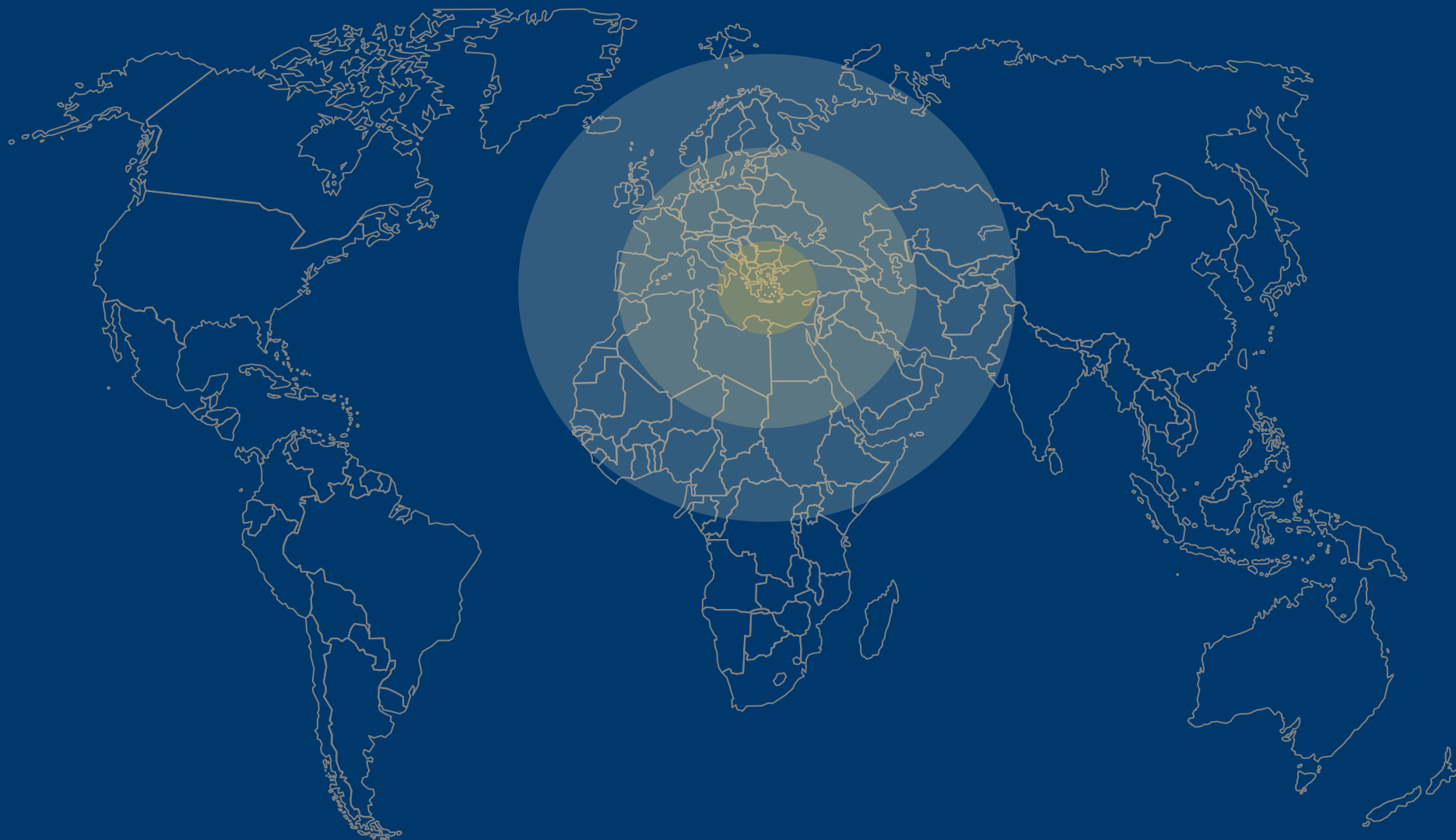
- ✓ TOS Solutions (Terminal Operating System)
- ✓ TAS (Truck Appointment System)
- ✓ EDI Solutions
- ✓ Intermodal e-Services

ThPA S.A. - Port of Thessaloniki

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Quality Matters

Transform. Evolve. Expand.



Certifications

ISO 45001:2018 – Occupational Health and Safety Management System (1st Greek Port certified with this ISO)

The certification covers the following port activities:

- Mooring of commercial vessels, passenger vessels and cruise ships
- Loading and unloading of containers, bulk cargo and general cargo
- Storage and transport of cargo
- Concession of sites for commercial and cultural activities

ISO 27001:2013 – Information Security Management System

The certification covers the Information Security Management System applied to the container and conventional (bulk) cargo terminal information system.

ISO 14001:2015 - Environmental Management System

The certification covers the following port activities:

- Mooring of commercial vessels, passenger vessels and cruise ships
- Loading and unloading of containers, bulk cargo and general cargo
- Storage and transport of cargo
- Concession of sites for commercial and cultural activities

ISO 9001:2015 – Quality Management System

The certification covers the Container Terminal Management and the following port activities:

- Loading and unloading of solid bulk cargo, excluding grain
- Loading and unloading general cargo
- Provision of passenger ship and cruise ship terminal services
- Concession of sites for commercial and cultural activities

ISO 22301:2019 – Business Continuity Management System

- Mooring of Commercial vessels, passenger vessels and cruise ships
- Loading and Unloading of Containers, Bulk Cargo and General cargo
- Storage and transport of cargo
- Concession of sites for commercial and cultural activities

ISO 37001:2015 – Anti-bribery Management System

The certification covers the following port activities:

- Mooring of commercial vessels, passenger vessels and cruise ships
- Loading and unloading of containers, bulk cargo and general cargo
- Storage and transport of cargo
- Concession of sites for commercial and cultural activities

ISO 50001:2018 – Energy Management System

- Mooring of commercial vessels, passenger vessels and cruise ships
- Loading and unloading of containers, bulk cargo and general cargo
- Storage and transport of cargo
- Concession of sites for commercial and cultural activities

AEO Certification

Authorized Economic Operator (AEO) License for Security and Safety (AEOS) from the Independent Authority for Public Revenue.

The AEO license is granted to economic operators who meet specific strict criteria, related to:

- The compliance with customs legislation and rules
- The reliability of their accounting and information systems
- The completeness and accuracy of its internal procedures
- The ability to respond to their financial commitments
- The established security and protection measures within their business and in relation to their business partners.



Environmental consciousness

Since March 2019, ThPA S.A. participates in the **Green Award Foundation** network as an Incentive Provider, adopting the philosophy of promoting high standards of environmental performance and maritime safety by identifying, recognizing and encouraging environmentally responsible shipping.

ThPA S.A. is committed in its new investment plan to practices and synergies that aim at reducing the environmental footprint of the company's port activities.

At the same time ThPA S.A. is implementing a **Corporate Social Responsibility** program, focusing on the principles of the shipping industry and focusing on informing and raising awareness of all those involved in environmental issues.

Focus on **Sustainability**;

- ✓ Gives **comfort to community, partners, stakeholders, customers and shipping Lines / Carriers**
- ✓ And moving **freight by rail, it significantly** reduces **CO₂ emissions** as compared to a truck shipment



Port of Thessaloniki

The Gateway Port to Southeast & Central Europe

Key Takeaways:

- Strategically located to facilitate the free movement of all trade (containers, dry bulk – break bulk & liquid cargo, general & project cargo, NATO supplies & equipment, etc.)
- A world class port with ISPS, a Free Zone and operational, environmental and safety top certifications.
- The largest business in Northern Greece with an experienced workforce of approx. 500 employees – our people make the difference!
- Port is undergoing historical changes, with the investment plan of more than 180 million in progress, aiming at increased capacity of container terminal to 1,4 mil TEU, operational depth of 16,5m and ability to serve mother vessels of up to 24.000 TEU, as well as developments in all business sectors.

More Than A Port!

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We Thank You!

