



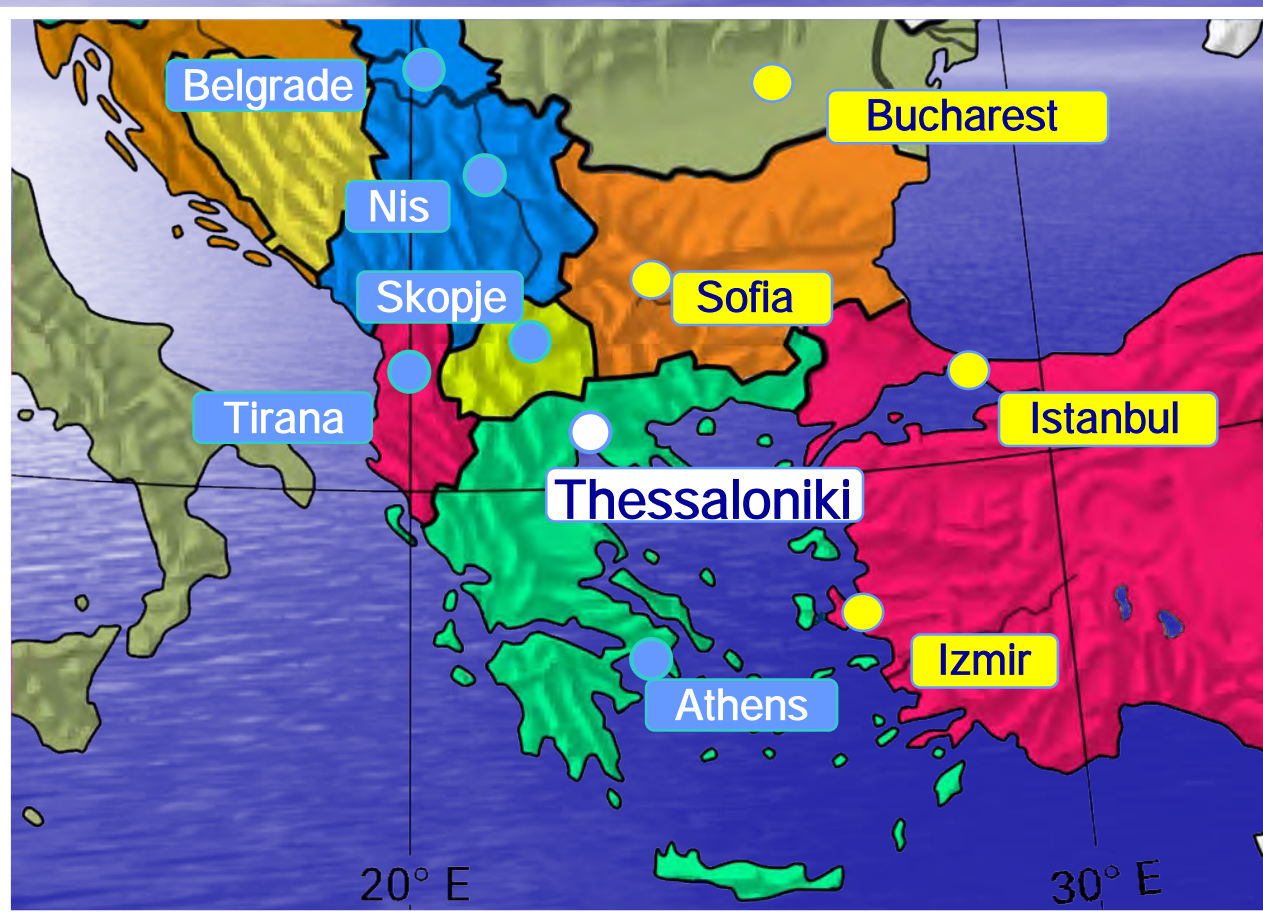
Port of Thessaloniki, Greece



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



Port

City Center

The port is located to the west of the city center, very close to it

White Tower

Port of Thessaloniki



- 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

	Shares		Capitalization (€)
Greek State	7,486,194	74%	125.8 mil
Legal Entities	723,740	7%	12.2 mil
Private Investors	1,869,656	19%	31.4 mil
Total	10,080,000	100%	169.4 mil
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

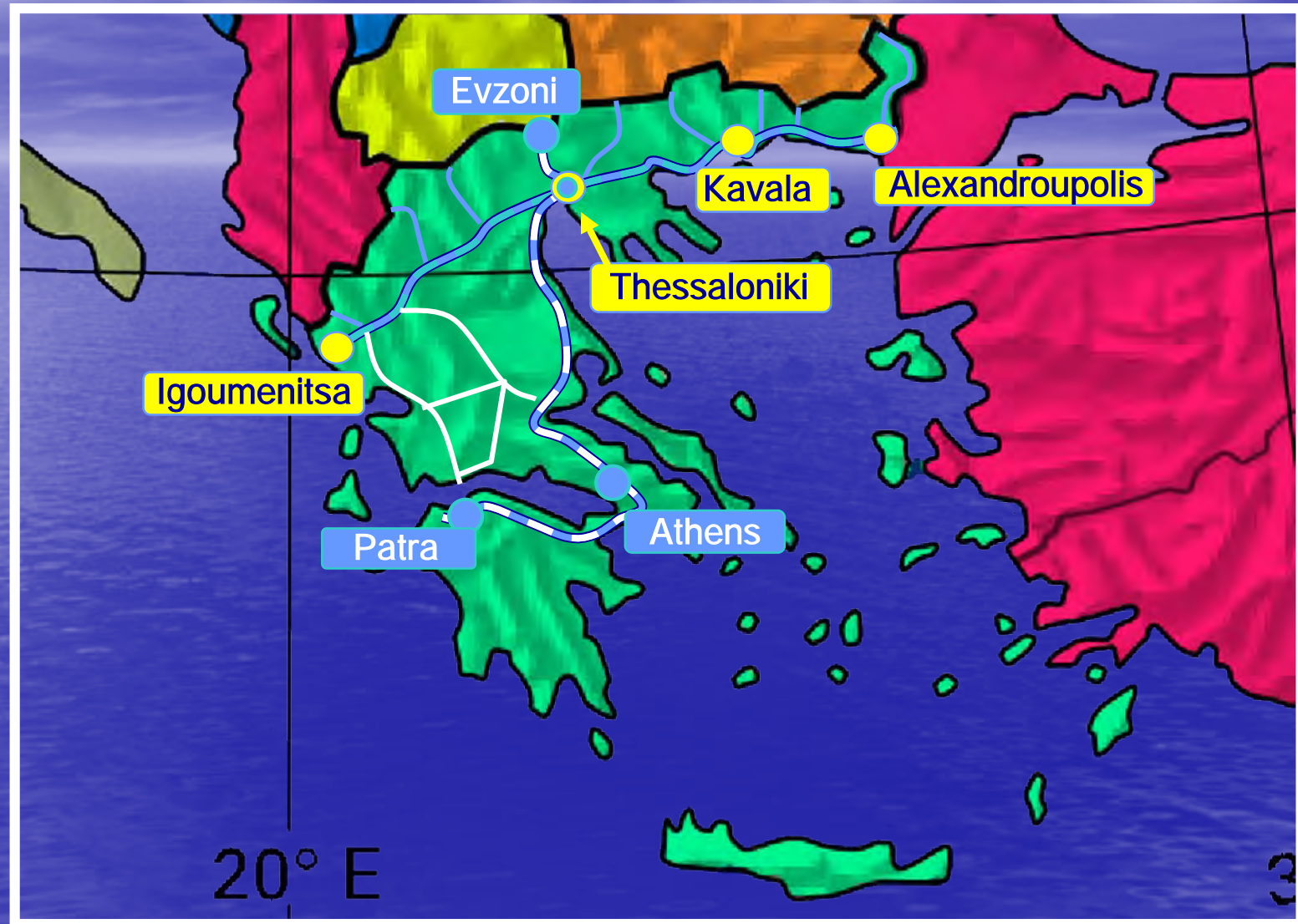
— P.A.T.H.E.

Patra

Athens

THessaloniki

Evzoni

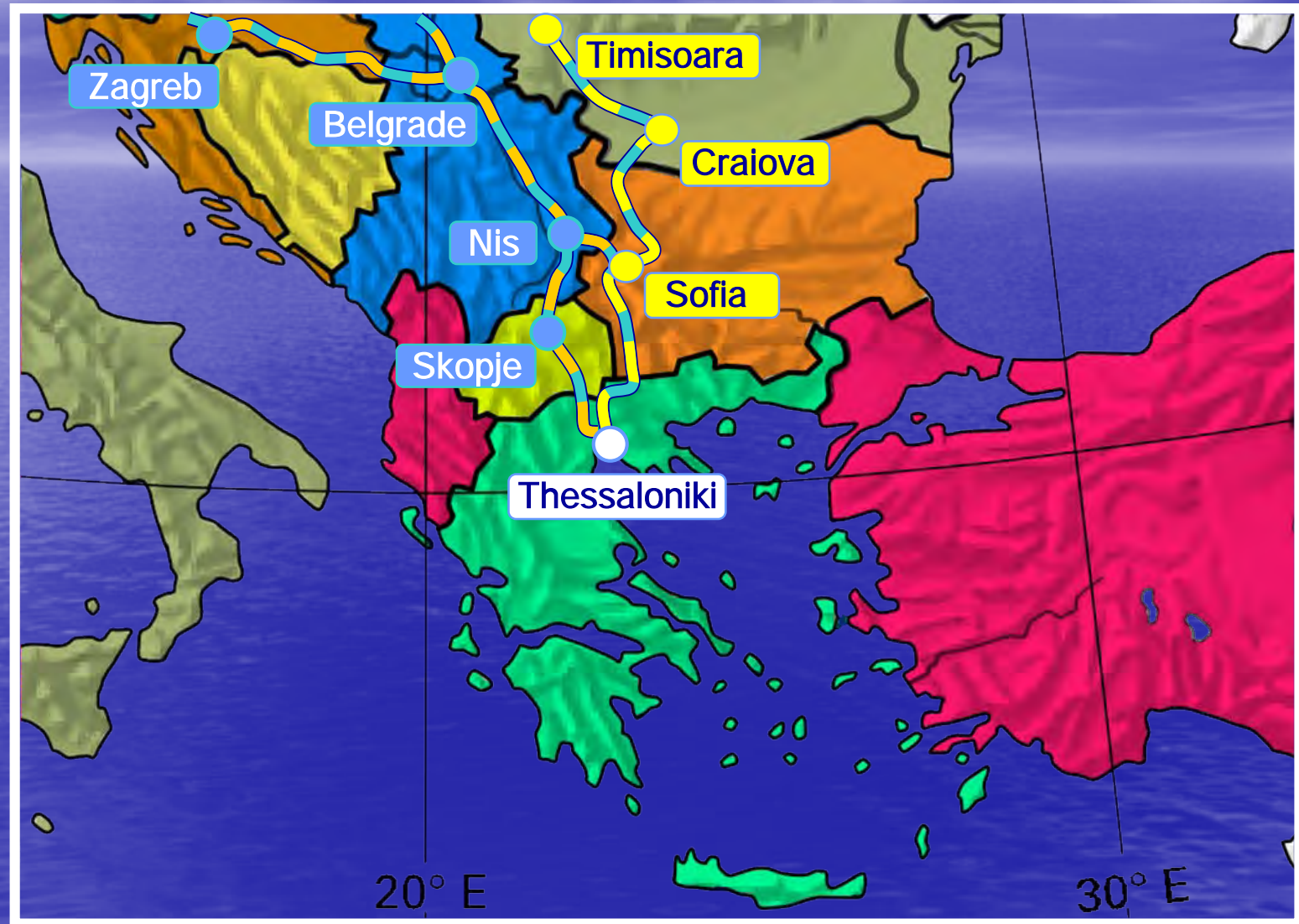


Road and Railway Networks

European

Corridor IV

Corridor X



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 unlashng 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

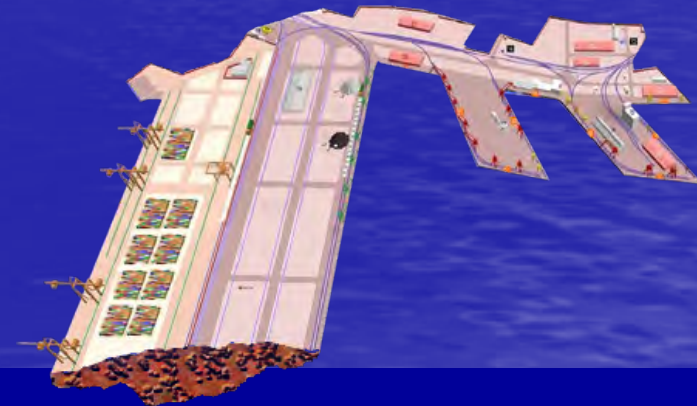
- Modern Container Terminal operating 24/7 year round with flat rates for three shifts



- 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 amphitheatres of 245 seats each
- D: 2 amphitheatres of 263 seats each
- C: Total space 1865 m²


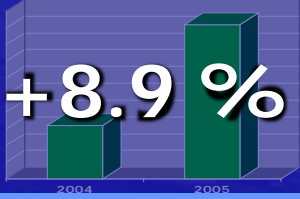
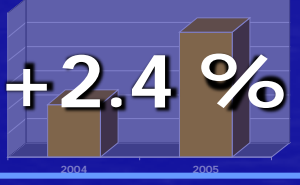
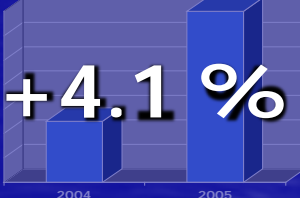




Warehouse 1

Warehouse C

Traffic statistics

Year	2004	2005	Difference
Cargo (tones)	15.800.000	16.000.000	+1.2 % 
Containers (TEUs)	336.000	366.000	+8.9 % 
Vessels	2.940	3.010	+2.4 % 
Passengers	209.000	220.000	+4.1 % 

Year 2005 Financials (million €)

Fixed Assets	52.1
Cash & equivalent	55.5
Equity	101.2
Lending	0
Turnover	47.5
Earnings after taxes	3.4

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

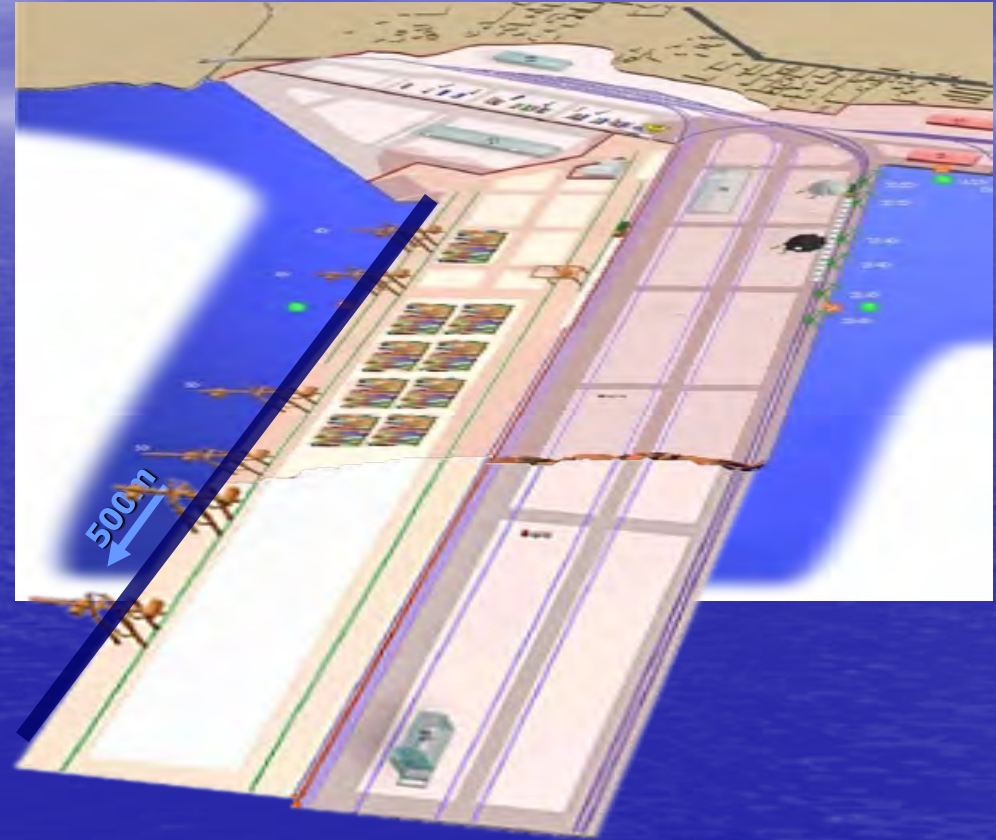
Extension of Pier No 6

- 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**

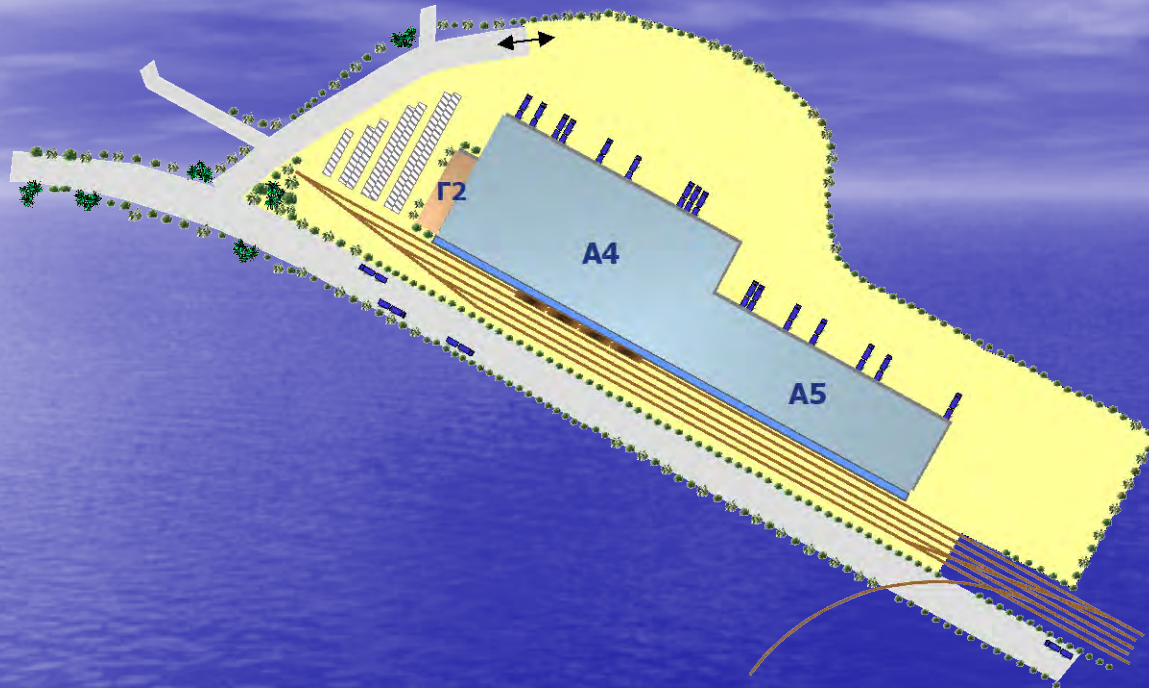
3PL expansion

- 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

www.thpa.gr

Port of Thessaloniki

