



Thessaloniki Port Authority S.A.

Development strategies: Keeping an eye on the Black Sea

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... a small piece of history



- 316 BC: Establishment of the ancient port, along with the ancient city
- 1901: 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

Pier 6



Pier 1



PORT GEOGRAPHICAL LOCATION



> **LATITUDE:** 40° 38' N
> **LONGITUDE:** 22° 56' E
> **ADMIRALTY CHART:** 2070

> **ADMIRALTY PILOT:** 48
> **TIME ZONE:** GMT +2h
> **UNCTAD LOCODE:** GR SKG

Distances (in NM)



Distance from major ports in the Med Region

VALLETA	727	PORT SAID	687	VALENCIA	1563
INSTANBUL	333	PIRAEUS	252	GENOVA	1179
IZMIR	254	BARCELONA	1565	MARSEILLE	1570

...and the Black Sea

VARNA	485	NOVOROSIYSK	784	ODESSA	670
BURGAS	467	CONSTANTA	535	POTI	936
BATUMI	1045	ROSTOV-ON-DON	1215	SEVASTOPOL	873



The company

Thessaloniki Port Authority SA:

- Port operator
- Exclusive right to use and exploit the infrastructure and superstructure of the Port of Thessaloniki
- Under a concession agreement with the Greek state, signed in 2001 for 50 years.
- Listed on ATHEX since 2001 (OLTH GA)

Services provided:

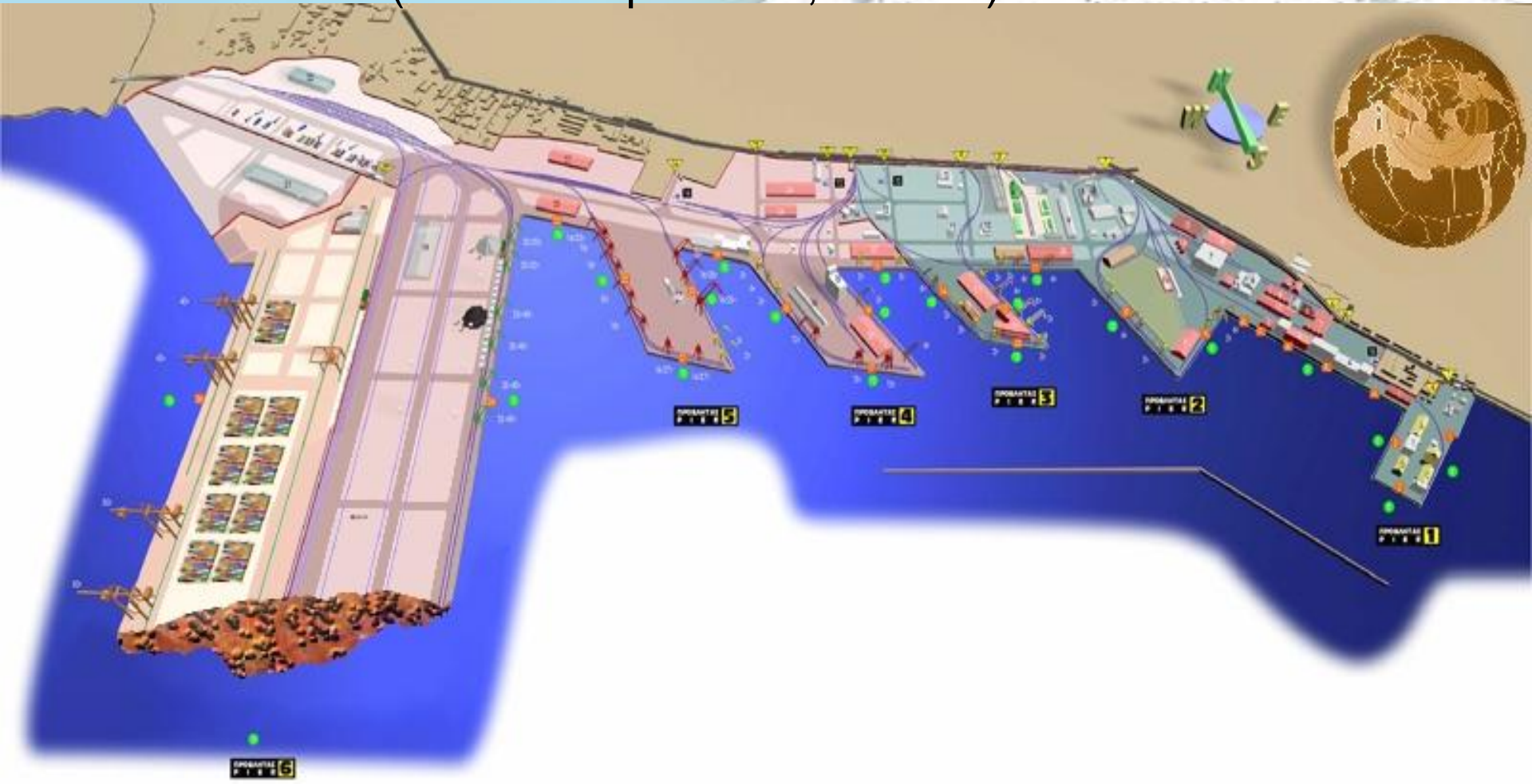
- Cargo (Containers & Conventional)
- Ships
- Passengers

Port Infrastructures





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





Superstructures

Container terminal

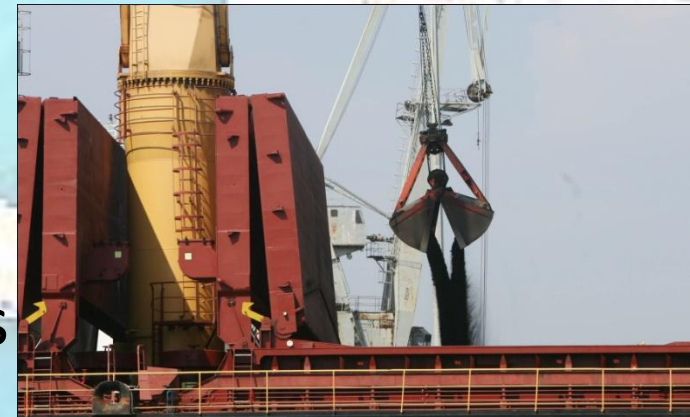
- 6th Pier. 24/7 operation
- Capacity 450.000 TEU p.a.
- 2 Post Panamax and 2 Panamax container cranes
- 1 transtainer, 16 straddle carriers, 2 reach stackers etc.



Dry Bulk and General cargo terminal

- 34 port cranes
- 2 self-movable cranes
- 2 floating cranes

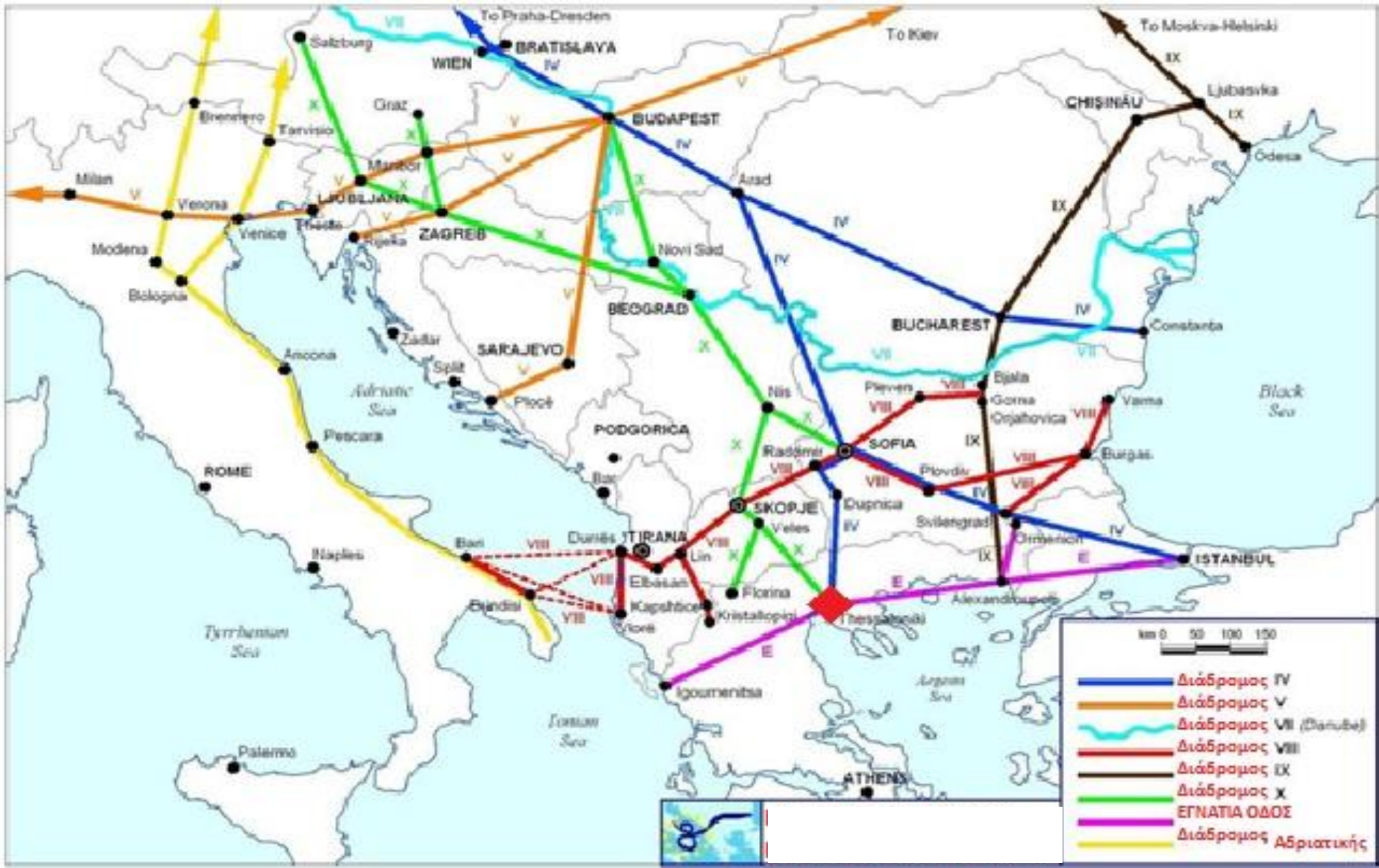
Rail network inside the port, rail access at the docks



Port Hinterland



Multimodal Transport



Strategic Planning 1/3



Infrastructures:

- Expansion of the Container Terminal
- Expansion of the West
- Cost: 75.000.000 euros



Strategic Planning 2/3



Development of a marina at the 1st pier



Strategic Planning 3/3



New SILO installations

- An international tender for the concession of the SILO is underway.
- New investments of 5.000.000 euro
- New handling equipment



Logistics center

- 3PL services will be provided by a company established by ThPA SA and strategic partner(s) which will invest
- Inside port -available area: 230,000 m²



Statistics

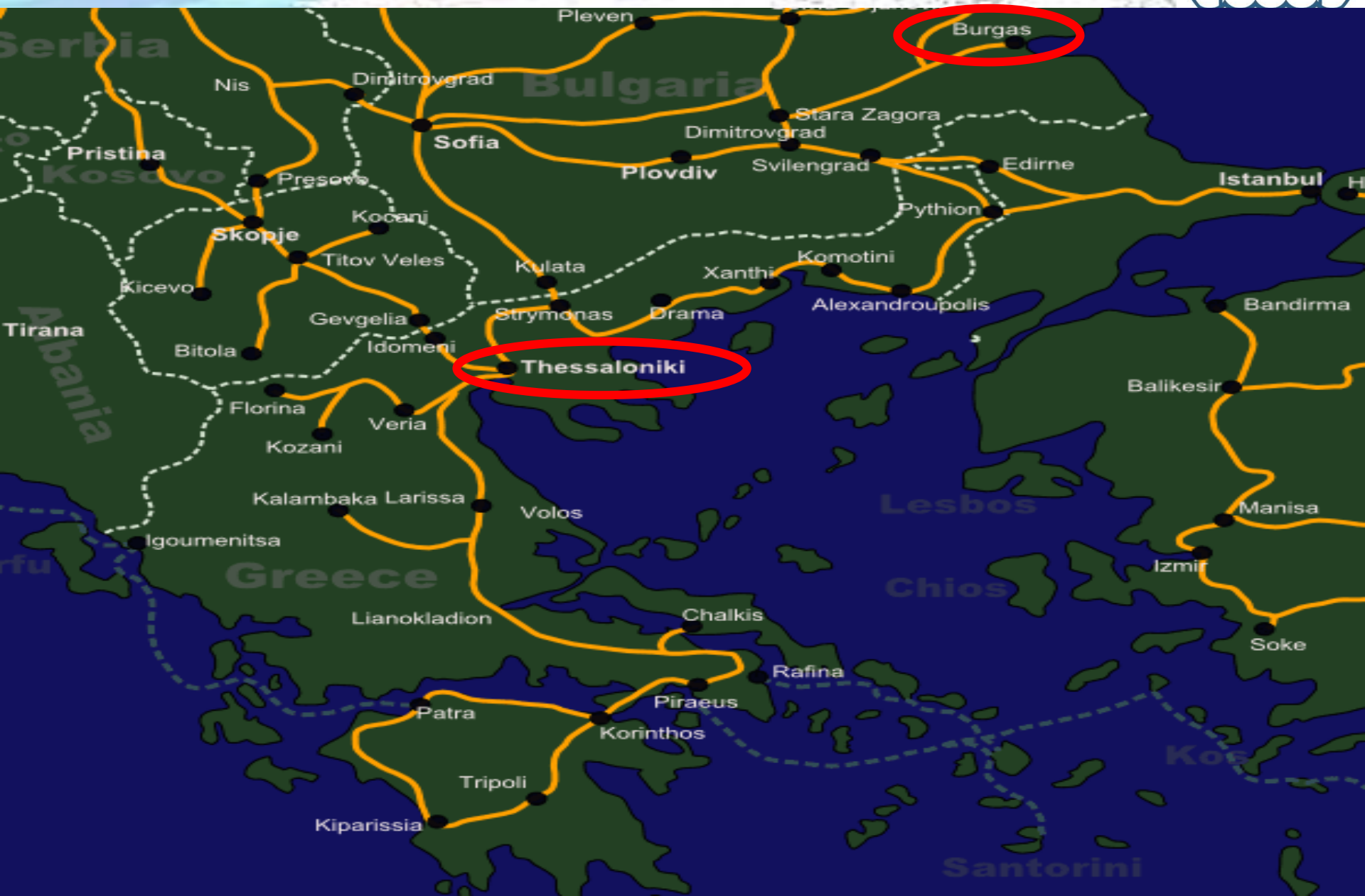
Year	2010	2009	Diff %
Total (tons)	15.548.663	14.391.104	8,04
ThPA SA facilities	6.764.328	5.754.951	17,54
Private cement dock	528.477	678.330	-22,09
Private facilities for Oil	8.255.858	7.957.823	3,75
TEUs	273.282	270.181	1,15
Ships	2.004	1.926	4,05
Passengers	100.755	158.179	-36,30



Financial

Έτος	2007	2008	2009	2010
Κύκλος εργασιών	66,2	49,3	46	49,6
Διαφορά (%)	+44,26	-25,53	-6,88	+7,8
Κατανομή κύκλου εργασιών				
Containers	39,00	24,3	26,04	25,5
Συμβατικό	21,00	20,1	17,8	22,3
Άλλα	6,2	4,9	2,78	1,8

...and what about Black Sea area???





...and what about Black Sea area???

- Thessaloniki Port Authority S.A. strongly supports the opening of regular rail itineraries between Thessaloniki (GR) and Burgas (BG).
- Block Trains between the two ports.
- Rail transport time: About 9 hours.
- Main advantage: Surpassing the Bosphorus Straits
 - Avoiding congestion and delays in cargo transport
 - Reducing the freight cost
 - Intermodal transport
- Potential cargoes: Containers, coils, steel products.

...and what about Black Sea area???



Also: Cooperation opportunities on tourism – Cruise

- Ability to develop various cruise itineraries based on the cruise passengers needs.
- Black Sea is a developing cruise market and Thessaloniki is close to the major cruise passenger markets.





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