

HHLA PLT – New Adriatic Gateway for Slovak Customers

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HHLA as a vertical integrated port and transport logistics company

Long track record of providing best-in-class services



Container

- Container throughput
- Container-related services (e.g. storage, repair)

€ 841.9 million revenue

€ 155.6 million EBIT

3,149 employees



Intermodal

- Container transport via rail and truck in the ports' hinterland
- Operation of inland terminals

€ 519.4 million revenue

€ 104.3 million EBIT

2,310 employees



Logistics

- Specialist handling of dry bulk, break bulk, vehicles, fruit, etc.
- Consulting and training

€ 71.3 million revenue

€ -3.0 million EBIT

253 employees



Real Estate

- DNA of HHLA and business card of the city
- Development and commercialization of Speicherstadt and Fischmarkt

€ 38.1 million revenue

€ 15.3 million EBIT

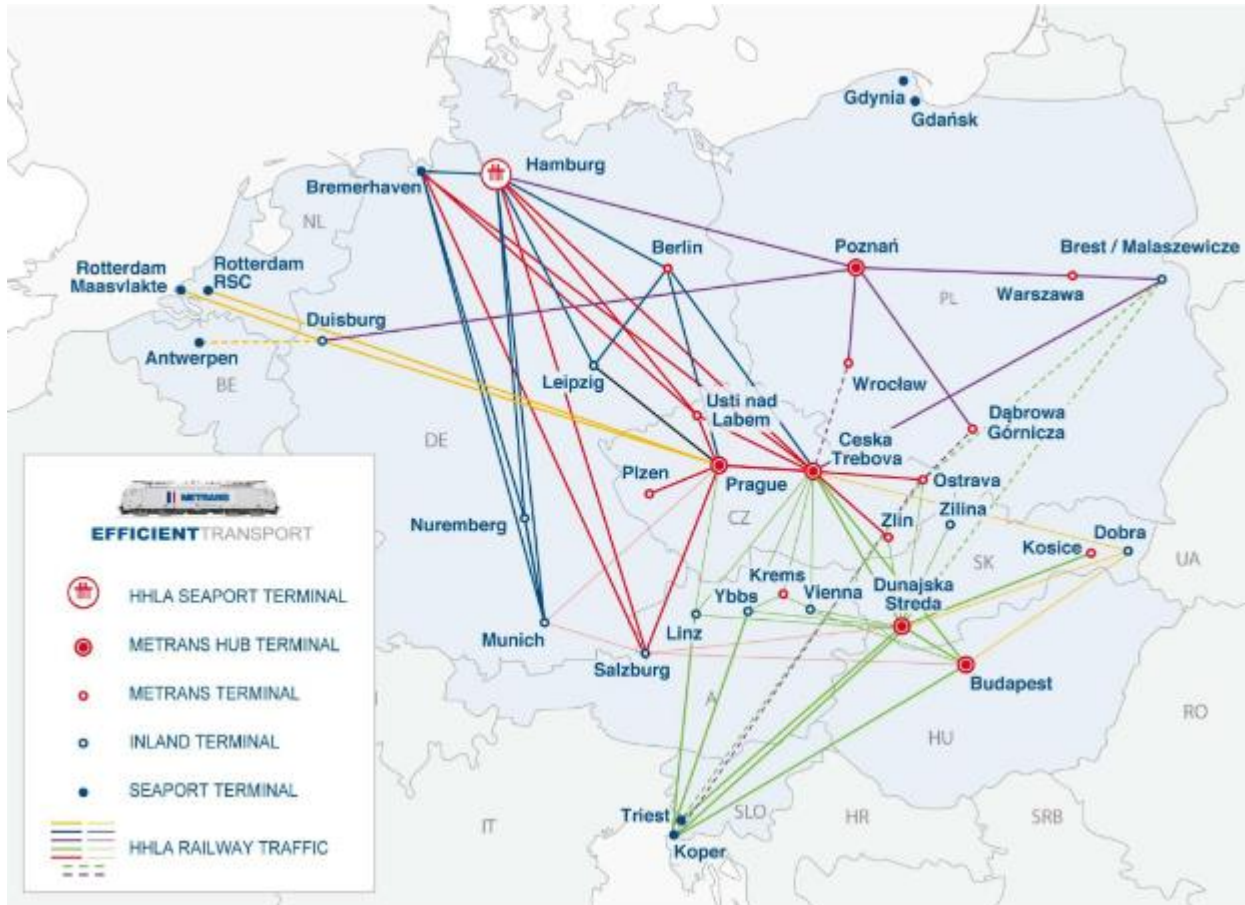
87 employees

all 2021 figures (not included Holding/Others)

Metrans is the largest intermodal operator in Western Europe

Operating around 550 block trains / week carrying 1.5 Mio. TEU p.a.

Metrans Network 2020



16 Hub and terminals in the hinterland



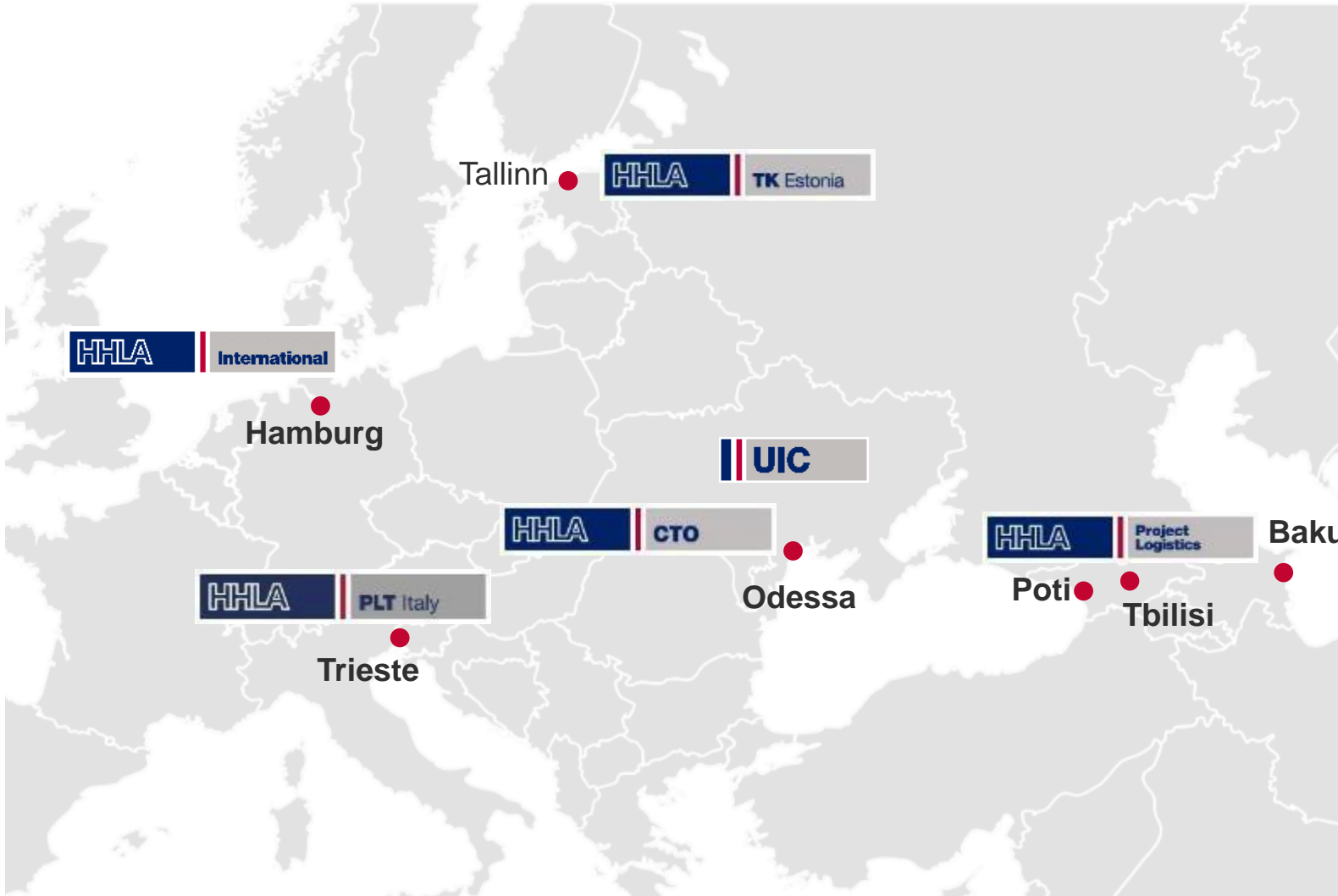
80 Multi-system locomotives and shunting engines



>3'000 Own designed light-weight wagons

HHLA International GmbH (HIG) network of terminals

Combining strong terminal experience with intermodal and project logistics

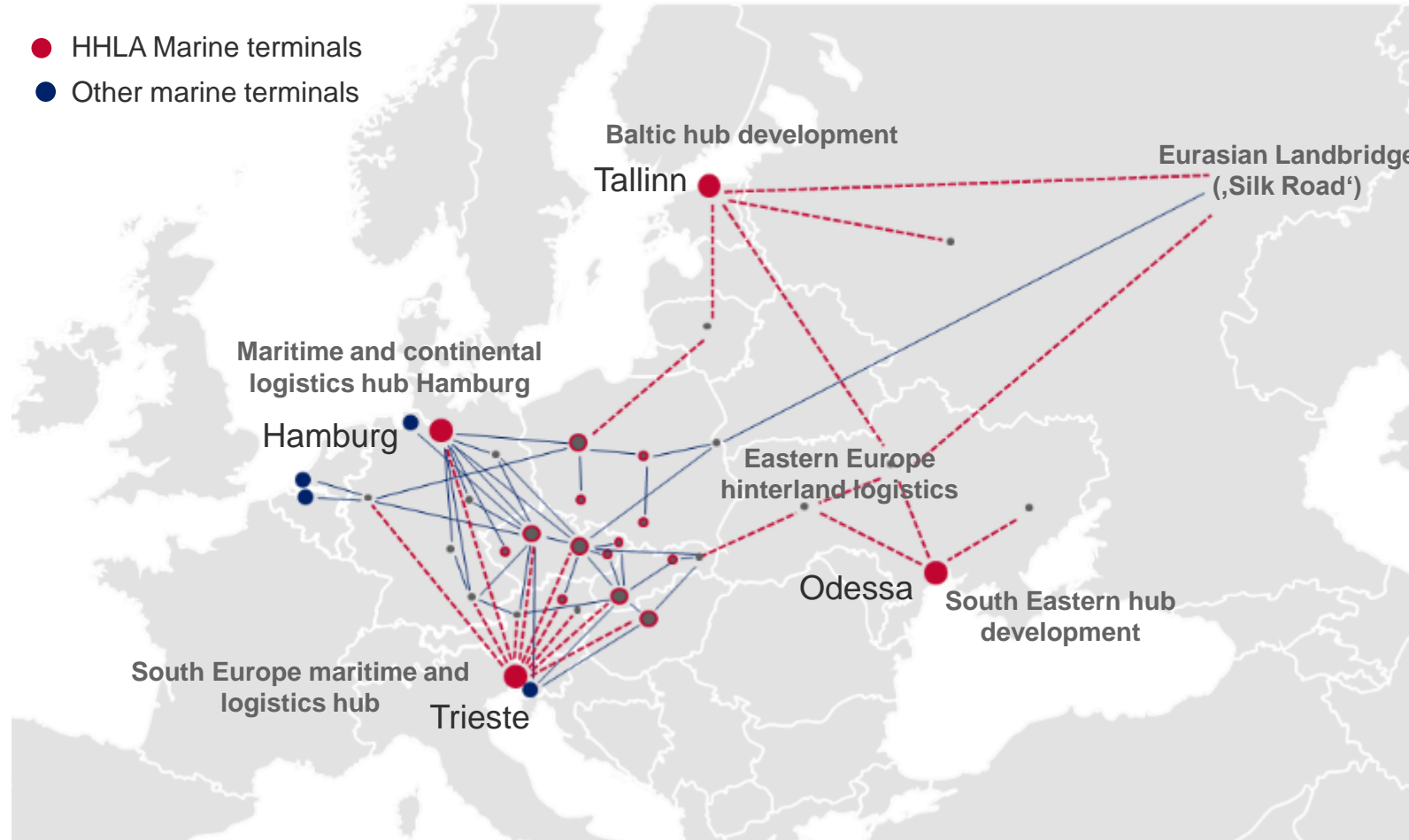


- HHLA International GmbH (HIG) was established in 2017
- It is a 100% owned subsidiary of HHLA AG, based at the head office of HHLA in Hamburg
- Aim of HIG is to
 - Manage and ensure the strategic development of the international subsidiaries of HHLA, currently in the Ukraine, in Estonia, in Italy and in Georgia / Azerbaijan (as well as soon in Kazakhstan)
 - Further develop the port portfolio of HHLA internationally through acquisitions or new developments
- Mid-term aim is to be a mid-sized operator of terminals complementing HHLA's terminals in Hamburg and making use of the know-how and reputation of HHLA

HHLA – creating synergies at work for Customers

North and South gateway to Czech Republic combined with strong intermodal network

European seaport and intermodal network ensuring efficient supply chains

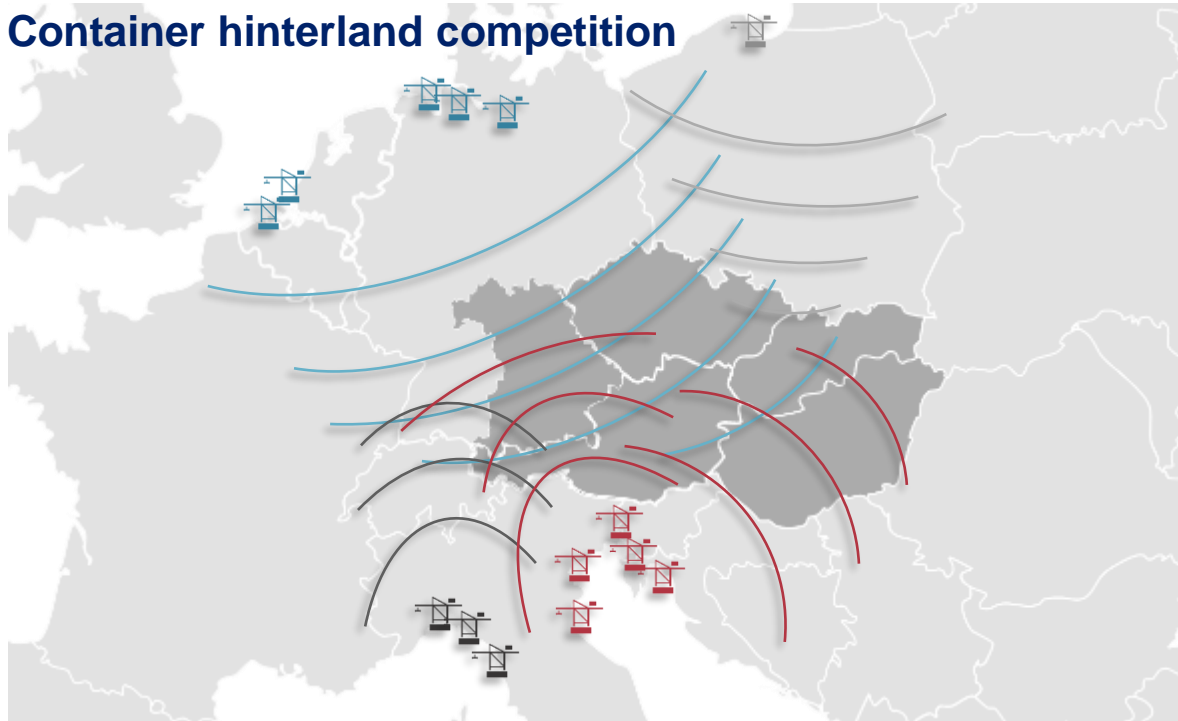


- Focus on development of interlinked regional hubs to **efficiently serve the European hinterland**
- **North – South flow as well as East – West flows**
- **Efficient intermodal network** of services to different ports to create a network
- **Strong believer in a Gateway (Hub) approach**, i.e. an efficient connecting point between maritime and land based transport
- In parallel, development of **efficient data flows** to support supply chains
- **HHLA aims to provide Customers with unmatched service levels** and unlock opportunities in combining sea and efficient intermodal transport

North Adriatic ports - The gateway to Central East Europe (CEE)

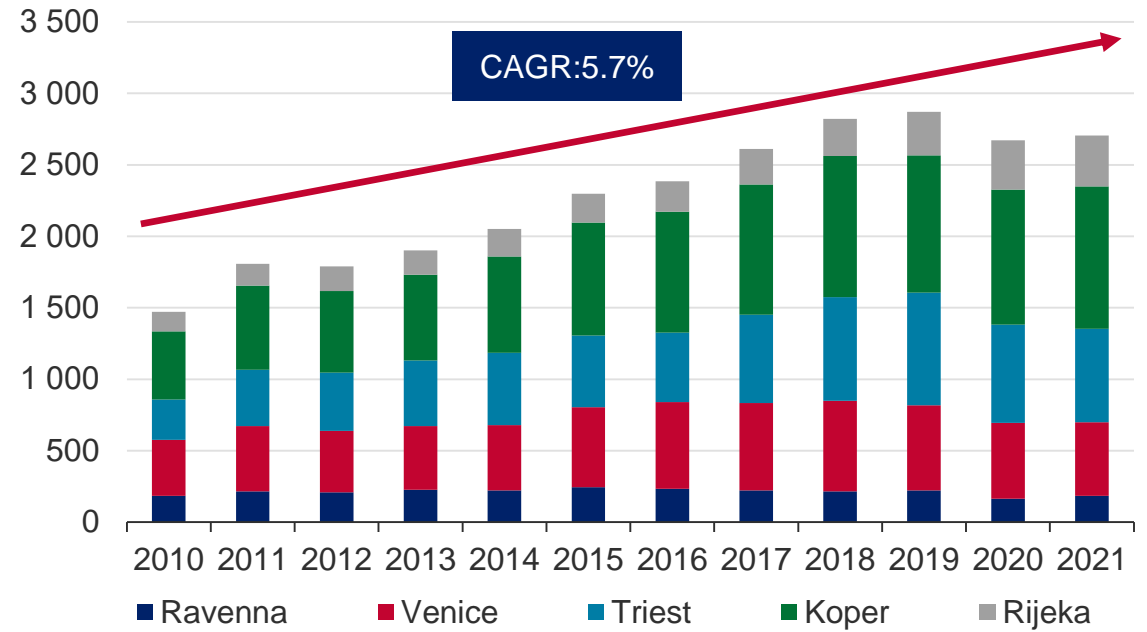
Port of Trieste among fastest growing ports in Europe

Container hinterland competition



- North Adriatic ports in favorable geographical position in terms of shorter hinterland distances to CEE markets
- Gradual movement northwards of the boundary where most advantageous to route cargo via South Ports than North ports
 - Bavaria seen as delimitation line between North and South corridor

Container throughput in North Adriatic ports [kTEU]



- North Adriatic has been among the most dynamic container port regions in Europe.
- Trieste (CAGR: 12.1%) was the most dynamic North Adriatic port in past decade
- Trieste's growth is driven by rail capacity constraints in Koper and by strong rail connections from Trieste to Central and Eastern Europe

HHLA PLT Italy

The new multipurpose terminal in the Freeport of Trieste

HHLA PLT Italy location in the port of Trieste



Terminal specifications of HHLA PLT Italy

Quay length	360 m / 414 m
Water depth	9-12 m / 13 m
Area	~27.0 ha

- Construction started 2014 as PPP with Port of Trieste,
- Concession until 2052
- On January 7th 2021 official entry of HHLA as majority shareholder and rebranding from PLT into

'HHLA PLT Italy'  

- Terminal focused on:
 - General Cargo in particular aluminum, coils, timber & CFS
 - Project Cargo
 - RoRo
 - Containers
- **Common user and multipurpose terminal, open for all customers**

Key to HHLA PLT Italy success

Combining the strengths of the 4 partners

HHLA (50.01%)



- A leading European logistics company founded in 1885, headquartered in Hamburg
- Active in 4 segments in Europe:
 - 5 container terminals
 - Intermodal services, e.g. rail operator METRANS
 - Logistics services other than container
 - Real estate in Hamburg
- Shareholding through 100% subsidiary HHLA International

Francesco Parisi (24.3%)



- Family-led Italian logistics company, founded in 1807, headquartered in Trieste
- Active in Europe and Asia in 3 segments:
 - Freight forwarding and logistics
 - Shipping agency
 - Terminal operations experience (e.g. RoRo terminal)

I.CO.P (22.35%)



- Family-led Italian engineering company, founded in 1920, headquartered in Udine
- 80% owned by the founding Petrucco family
- Internationally constructing:
 - Bridges
 - Underpasses
 - Underground foundations
 - Microtunnels

Interporto Bologna (3.3%)



- Owned by the Municipality of Bologna, founded in 1971
- Operator of biggest freight village in Italy, located in Bologna
- Services include i.a.:
 - Railway station (soon with connection to Trieste)
 - Logistics centers
 - Customs station
 - Fuel stations

HHLA PLT Italy

The only common user and multipurpose terminal in the Port of Trieste



HHLA PLT Italy

Public, multipurpose terminal in the Port of Trieste

First Roro call



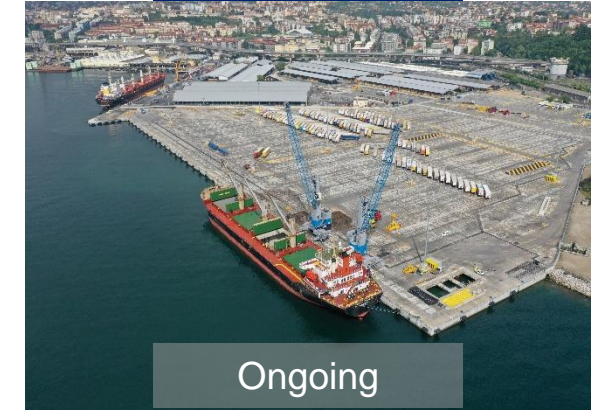
First Train



First Container call



General Cargo



Roro services

Ulusoy

- 3 / week Cesme / Izmir – Trieste

DFDS

- 3 / week Mersin – Trieste

ZIM Car carrier

- Mersin – Trieste

Intermodal Services

Conventional trains

- Weekly Austria – Trieste

Intermodal

- **3 / week Dunajská Streda – Trieste (coming soon)**
- **1 / week Munich – Trieste (December 2023)**
- 6 / week Karlsruhe – Trieste
- 1-2 / week Dobra – Trieste
- 1 / week Gratz – Trieste
- Direct Czech, Hungarian and South Germany services in preparation

Container Service

CMA CGM – TMX 3

- 1 / week Ambarli - Gemlik – Gebze – Trieste – Malta

ZIM – ADX

- 1 / week Ashdod – Izmir (Aliaga)

MAERSK

- Feeder service covering Italian ports

General Cargo & CFS

- 235'000 tons discharged in 2021
- 15'000 TEU of CFS throughput

Project Cargo

- 2 mobile harbor cranes lift on hook with up to 125t lifting capacity, up to 200t with two cranes;
- 2 mobile cranes with up to 65t and 52t lifting;

HHLA PLT Italy development plan

Adria Gateway to Slovakia and CEE

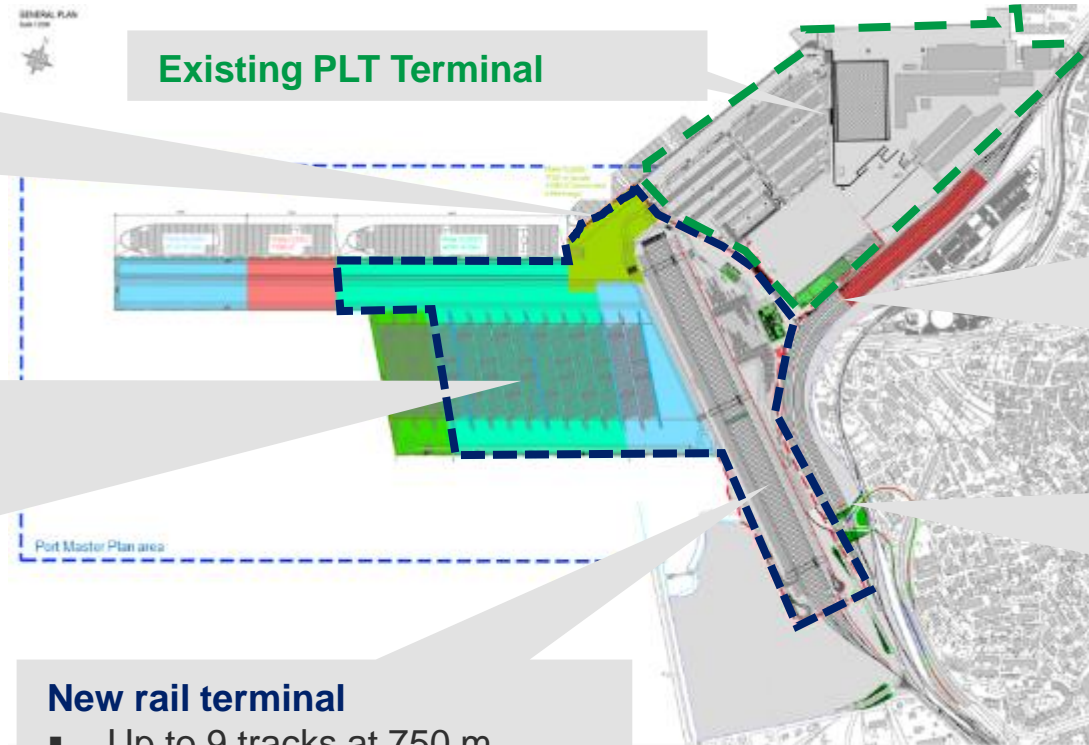
Extension of PLT quay/yard

- Capable of serving simultaneously longest RoRo vessels and 5,000 TEU container vessel

New container terminal

- Highly automated,
- Emission neutral
- Using latest technology
- Capable of serving largest container vessels
- Planned total capacity 1.6 Mio. TEU (but further expansion possible).
- Phase 1: 900k TEU

Proposed PLT expansion



New rail terminal

- Up to 9 tracks at 750 m allowing handling of longest allowed trains
- Max. capacity > 40 / day = 280 trains / week



New railway marshalling yard

- 10 tracks dedicated to PLT terminal
- Direct connection to the national rail network with > 50% capacity available

New highway connection

- Direct connection to highway towards Venice, Udine and Ljubljana
- Highways around Trieste not congested

Financing secured through Italian recovery fund (PNRR)

 : Existing PLT Terminal
 : Phase 1 development



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