

1.Port of PIRAEUS - Container Terminals: Developments & Volumes

The “Eleftherios Venizelos” Container Terminal operates at Neo Ikonio. With a throughput of more than 1.5 million TEUs for the year 2004, Piraeus is placed among the first 50 ports in container traffic worldwide and among the top containers ports in the Mediterranean.

Approximately 51.3% of the annual traffic is attributed to transshipment containers.



The Container Terminal operates within a short distance from the centre of Piraeus. The position is considered ideal, as it is adequately protected from the wind, with sufficient depth and tide-free.

The afore mentioned combination ensures the smooth and fast service of the most modern types of Feeder and Mother ships with transport capacity up to 6.000 TEUs.

Terminal is 900,000 square meters, with 626,000 square meters storage area two Piers I and II, docks length 2774m, depths ranging from 11,5 to 16 m and 9 berthing places.



Pier I in particular is trapezoid shape and is aligned in the North/South direction, positioned at the eastern side of the Container Terminal. The total length of the dock is 763 meters, of which 300 meters on the eastern side, 178 meters on the southern front and 285 meters on the western side. The net depth by the western dock (where rail-tracks for the operation of the gantry cranes have been installed) is 12 meters.

Pier II is also trapezoid and is located to the west of Pier I. The length of the docks rises to 2,011 meters, of which 790 meters on the eastern side, 520 meters on the southern front and 701 meters on the western side. The max depth by the eastern and front (southern) docks is 14 meters, while it reaches 16 meters by the western dock.



The Terminal has open-air storage areas, a Container Freight Station (CFS) of 19.200 sq.m and a workshop of 5.800 sq.m for the maintenance and repair of the handling equipment.

In addition, the Terminal provides cooler facilities for reefer-containers, as well as specially designated storage areas for dangerous goods.(IMDGs). The operation of the Terminal is supported by a Port Management Information System (P-MIS). In the Container Terminal is also available a closed-circuit television system for the better surveillance, monitoring and safety of both installations and cargo, while for the facilitation of vehicles circulation to/from the terminal, an independent road network is provided, as an extension of PPA private road network.



The machinery and equipments currently available for the containers terminal operation mainly consist of 14 gantry cranes, 68 straddle carriers, 22 forklifts, 29 tractors and 39 tows. In addition, a new mobile port crane will be operational as from 3rd quarter 2005.

The Company's short-medium term plan, contains investments in infrastructure and acquisitions of equipments necessary for the capacity increase and the improvement of customer service in Container terminal.

Within this concept, the contract for the expansion of Pier I, was signed on 9-Mar-2005, a project which is expected to increase the capacity of the terminal about 30% or 500.000 teus per annum. The investment will be completed with the adequate electromechanical equipment. The project completion is expected after 3 years. In the longer term plan, it is also foreseen the construction of the eastern part of Pier III, which is expected to last from 2007 to 2009, but the final decision will depend on the customers demand after the completion of Pier I.

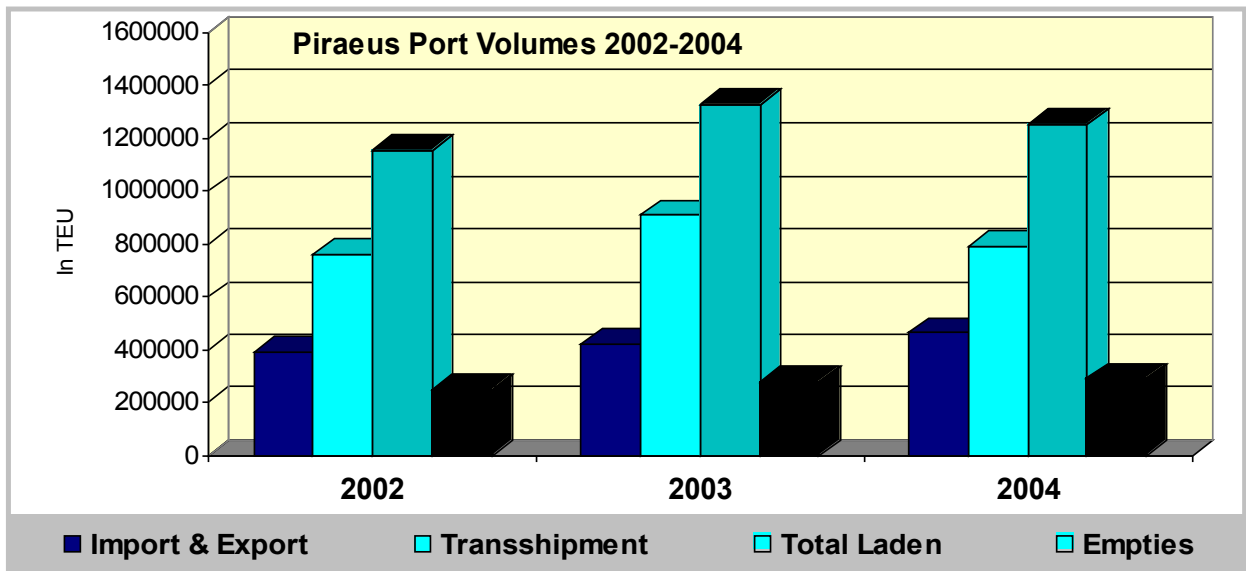
In 2007, the terminal will be connected by rail with the logistic centre in “Thriassio Pedio” and through this with the National railway network, a fact which will upgrade it into an Intermodal Transportation hub.



2. Piraeus Port - Volumes

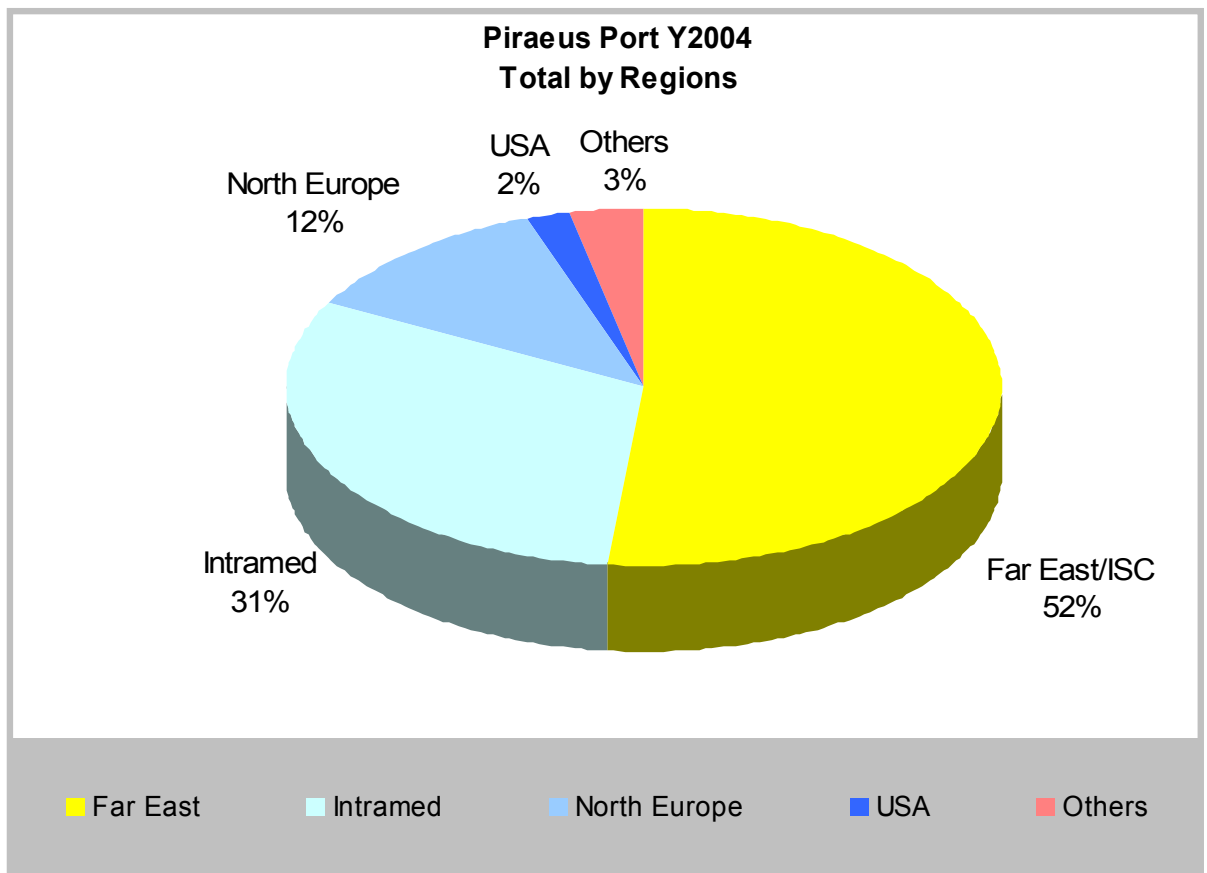
FOR THE YEAR 2005 PIRAEUS PORT HAS NOT YET RELEASED UPDATED STATISTICS BUT THERE IS ONLY AN OFFICIAL ANNOUNCEMENT FOR A GENERAL INCREASE OF 6%

Piraeus Port - Container Volumes			
In TEUs	2002	2003	2004
Import & Export	393.695	419.348	464.019
Aver Change (%)		+6,5%	+10,6%
Transshipment	762.433	909.220	790.727
Aver Change (%)		+19,3%	-13%
TOTAL LADEN	1.156.126	1.328.568	1.254.746
Aver Change (%)		+14,9%	-5,5%
Empties	248.811	276.567	287.817
Aver Change (%)		+11,2%	+3,7%
GRAND TOTAL	1.404.939	1.605.135	1.541.563
Aver Change (%)		+14,2%	-3,9%



3. Piraeus Port - Main Trade Routes

Port major volumes are realized on main Far East trade and ISC (52%), followed by Intra Mediterranean & Black Sea trades (31%). As important Trade Route is considered the region of North Continent and Scandinavia (12%).



TRADE ROUTE : Far East / Indian Sub Continent

Far East and Indian Sub Continent regions are the main trade for Piraeus. Annual volume is close to 240.000 TEU which represents an approximate 60% in imports and 40% in exports. At this point we have to point out that generally, Piraeus trade ratio between import/export is 5:1.

Main import commodities: Electronics, fabrics, artifacts, spare parts

Main export commodities: Tiles, marbles, foodstuff

Far East Trade Profile		
Ports	Main Carriers	Market Rates (in USD)
Hong Kong, Singapore, Keelung, Port Kelang, Shanghai, Ningbo, Shenzhen Ports, Mundra, Karachi	MSC, COSCO, MSL, CMA-CGM, YML	<u>Import Freights</u> 1200-1600/20 2400-3200/40 <u>Export Freights</u> 250-350/20 450-650/40

TRADE ROUTE : Mediterranean & Black Sea

This is a strong trade for Piraeus, with an annual volume of 145.000 TEU, which represent an approximate 32% in imports and 19% in exports.

Main import commodities: Foodstuff, tiles, fabrics, spare parts

Main export commodities: Cotton, minerals, foodstuff

Intra Med Trade Profile		
Ports	Main Carriers	Market Rates (in USD)
Barcelona, Valencia, Marseilles, La Spezia, Limassol, Izmir, Istanbul	EMES, MSC, GRIMALDI, BULCON, TARROS, SARLIS, MCL	<u>Import Freights</u> 300-400/20 500-700/40 <u>Export Freights</u> 200-300/20 400-600/40

Black Sea Trade Profile		
Ports	Main Carriers	Market Rates (in USD)
Odessa, Ilychevsk, Bourgas, Constantza	EMES, BULCON, MSC, ZIM, CMA-CGM	<u>Import Freights</u> 350- 650/20 600-1050/40 <u>Export Freights</u> 300- 600/20 550-1000/40

TRADE ROUTE : NEurope Continent / Scandinavia

North West Continent's trade has an annual volume of 55.000 TEU, representing an approximate 13% in imports and 10% in exports.

Main import commodities: Steel products, beverages, industrial raw material

Main export commodities: Foodstuff, minerals

North West Continent Trade Profile		
Ports	Main Carriers	Market Rates (in USD)
Felixstowe, Hamburg, Rotterdam, Antwerp	MSC, BULCON, GRACECHURCH, CONTAZ, MSL	<u>Import Freights</u> 500- 600/20 950-1100/40 <u>Export Freights</u> 250-400/20 450-700/40

TRADE ROUTE: USA

USA trade's annual volume is 10.000 TEU, which represent an approximate 3% in imports and 1% in exports.

Main import commodities: Electronics, food, beverages, health goods

Main export commodities: Chemicals, agriculture products, ecoratives, foodstuff preserves)

USA Trade Profile		
Ports	Main Carriers	Market Rates (in USD)
New York, Norfolk, Baltimore, Miami, Los Angeles	ZIM, MSC, MSL, CMA-CGM	<u>Import Freights</u> 1450-1650/20 2850-3200/40 <u>Export Freights</u> 900-1200/20 1700-2300/40



4.THESSALONIKI - Container Terminals: Developments & Volumes

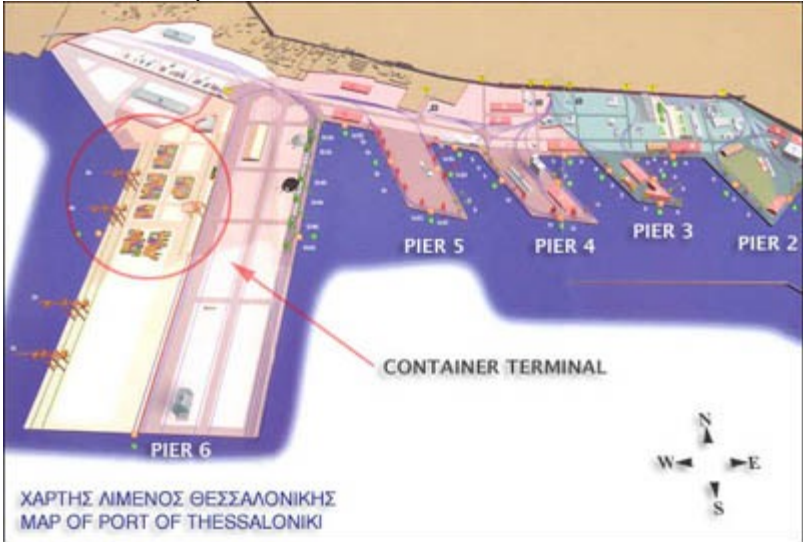
Thessaloniki is second largest container port of Greece, showing last years respectable growth of container volumes handled.

The port is well located at Thessaloniki bay and recognized as main entry port for Northern Greece and transit gate for Balkan States (Bulgaria, FYROMacedonia, Albania, Serbia & Monte Negro).



During Y2002 Thessaloniki Port Administration announced new development plans for modernization of the port and creation of Thessaloniki Biggest Entry Gate for Balkans. For past 2 years have been implemented 2 new gantry cranes, 1 new transtainer and have started to operate new intermodal stations for transit cargoes (gate no.16).

With the entry of direct container services (Far East – EMed Trade; MSC Tiger Service, ZIM/CSCL/NORASIA, COSCO/KLINE) Port Authorities have ordered additional 4 new gantries, scheduled for operations Y2006.



Terminal Details

Pier number	:	6
Quay number	:	26
Quay length	:	596m
Fenders	:	yes
Max. vessel depth	:	10.5m
Container Terminal area	:	190,000 sqm
Reefer plugs	:	150
Railway network	:	yes
Warehouses for dry cargo	:	yes
Cold store warehouse	:	no

Handling Equipment

Gantry Cranes	:	2 x 50-ts Post Panamax-size bridge cranes
Gantry Cranes	:	2 x bridge cranes of 45 and 40 ts lift capacity
Transtainer	:	1 x 50-tonne Transtainer
Straddle Carriers	:	15
RO/RO tractors	:	4
Front Lifts, for full containers	:	2 x 35-ts
Front Lifts, for empty containers	:	3 x 8-ts
Fork Lift	:	1 x 25-ts
Platform Trailers	:	20

Volumes handled thru Thessaloniki port during past years continue the tendency established for Greece ports of consistent growth, as significant impact on total container turnover are highlighted transit cargoes (over 20%) and last direct services (CSCL/ZIM/NORASIA July 2005) implemented on local market.

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Booming economics of neighbored countries (Bulgaria, Macedonia) and increase of transit volumes with prospect of future EU membership of these countries have established Thessaloniki as main container entry gate (with modern facilities and reliable, harmonized services) for Sofia and Skopje cargoes.



6. THESSALONIKI Port - Main Trade Routes

Far East trade (47%) is leading at Thessaloniki Market, as other major trade zones are recognized IntraMed 21% (included Black Sea) and North Europe 18% (incl. Scandinavia region).

TRADE ROUTE : Far East

Far East area is main trade route for this port also. For Y2005 are realized over 100,000 TEUS. Thessaloniki operating as main gate for many Balkan countries and serving well developed agricultural and industrial sites at Northern Greece contribute with good export volumes as well.

Main import commodities: Electronics, fabrics, spare parts, home appliances, building materials

Main export commodities: Tiles, marbles, foodstuff, metal scrap

Far East Trade Profile		
Ports	Main Carriers	Market Rates (in USD)
Full Coverage at Far East Trade Zone :	MSC (Direct)	<u>Import Freights</u>
	MSL (via GIT)	1100-1400/20
Direct and Indirect ports	COSCO, YML, KLINE (Direct)	2000-2700/40
	CMA-CGM (MAL)	<u>Export Freights</u>
	CSCL, ZIM, NORA (Direct)	300-350/20
	PONL , HLCL (GIT, DAM)	500-650/40

TRADE ROUTE : Intra Med & Black Sea

Intra med and Black sea trades are forming second largest trade zone, with an annual volume of 46.000 TEU.

Main import commodities: Foodstuff, ceramic tiles, fabrics, spare parts, raw materials

Main export commodities: Cotton, minerals, foodstuff, furniture, citruses

Intra Med Trade Profile		
Ports	Main Carriers	Market Rates (in USD)
Barcelona, Valencia, Marseilles, La Spezia, Limassol, Izmir, Istanbul	EMES (Direct) , MSC (Direct)	<u>Import Freights</u>
	SARLIS (Direct), BULCON (Direct)	400-500/20
	SBS (Direct) , MCL (Direct),	500-800/40
	HLCL (via GIT/SAL)	<u>Export Freights</u>
		200-300/20
		400-600/40

Black Sea Trade Profile		
Ports	Main Carriers	Market Rates (in USD)
Odessa, Ilychevsk, Bourgas, Constantza	EMES (via KUMPORT),	<u>Import Freights</u>
	BULCON (via IST),	400- 600/20
	MSC (via PIR and IST),	600-900/40
	ZIM (via PIR),	<u>Export Freights</u>
	CMA-CGM (via MLA)	400- 600/20
		600-1000/40

TRADE ROUTE : NEurope Continent / Scandinavia

North Continent's trade has an annual volume of 40.000 TEU, main destination at North Europe are UK, Germany and Benelux.

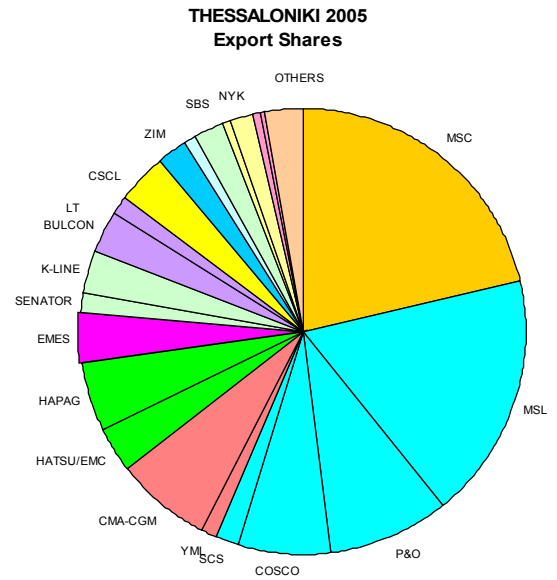
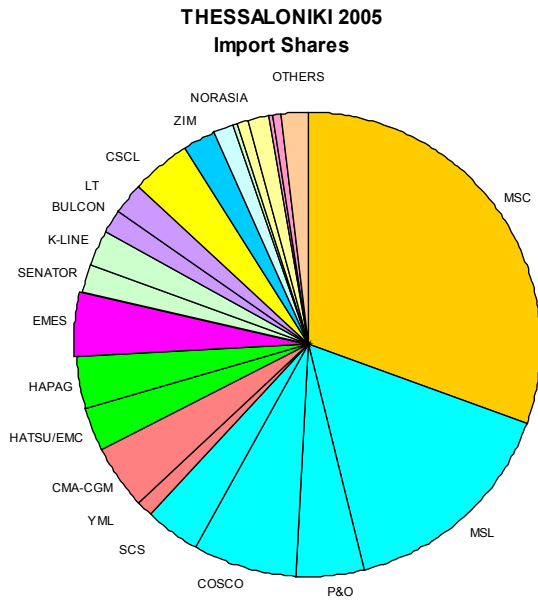
Main import commodities: Steel products, beverages, industrial raw material,

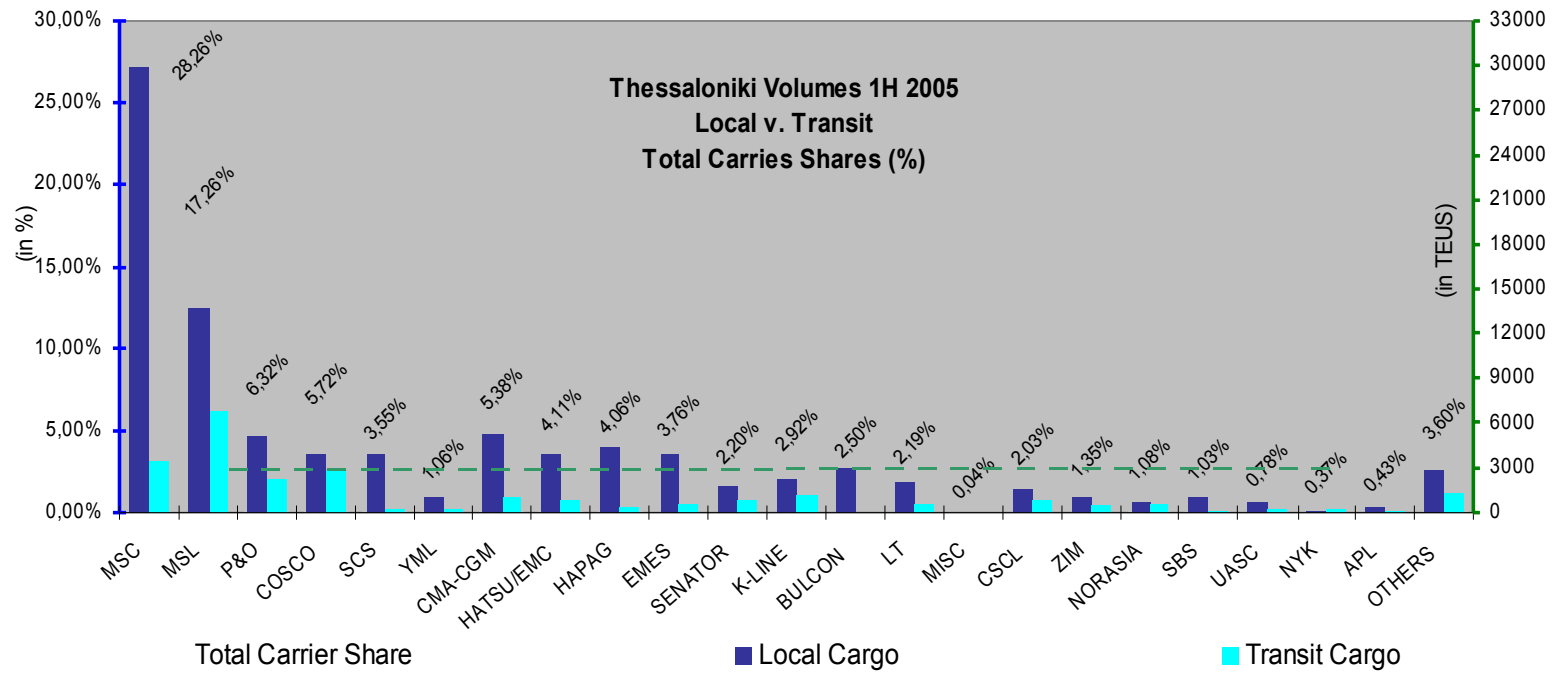
Main export commodities: Foodstuff, preserves, minerals, furniture, citruses

North West Continent Trade Profile

Ports	Main Carriers	Market Rates (in USD)
Felixstowe, Hamburg, Rotterdam, Antwerp, Thamesport, Lisbon, Le Havre, Hull	MSC, BULCON (Direct) PONL, MSL (Direct) HLCL, NYK (Direct) KLINE (via PSD), EMC (via TAR)	<u>Import Freights</u> 500- 600/20 950-1100/40 <u>Export Freights</u> 250-400/20 450-700/40

7. THESSALONIKI - Carrier Shares and Volumes





THESSALONIKI PORT
STATISTICS 2005

LINE	IMPORT						EXPORT						TOTAL			POZ	
	20	40	TR20	TR40	TTL (TEU)	TTL (%)	20	40	TR20	TR40	TTL (TEU)	TTL (%)	20	40	in TEU	in %	
MSC	15797	11591	1463	1917	44276	30,53%	7365	4426	246	402	17267	21,28%	24871	18336	61543	27,21%	1
MSL	3670	4607	1029	4252	22417	15,46%	2937	3878	607	1608	14516	17,89%	8243	14345	36933	16,33%	2
P&O	1523	1292	274	1257	6895	4,76%	1898	2148	301	302	7099	8,75%	3996	4999	13994	6,19%	4
COSCO	2090	1586	1027	2250	10789	7,44%	2814	869	139	433	5557	6,85%	6070	5138	16346	7,23%	3
SCS	2407	1349	429	11	5556	3,83%	385	428	28	9	1287	1,59%	3249	1797	6843	3,03%	10
YML	541	382	142	65	1577	1,09%	541	154	2	8	867	1,07%	1226	609	2444	1,08%	18
CMA-CGM	1068	1933	421	432	6219	4,29%	1793	1552	96	383	5759	7,10%	3378	4300	11978	5,30%	5
HATSU/EMC	1080	972	480	457	4418	3,05%	2008	211	67	25	2547	3,14%	3635	1665	6965	3,08%	9
HAPAG	897	2144	110	133	5561	3,84%	1513	1145	70	118	4109	5,06%	2590	3540	9670	4,28%	6
EMES	2487	1344	1105	79	6438	4,44%	1330	791	14	4	2934	3,62%	4936	2218	9372	4,14%	7
SENATOR	947	402	335	286	2658	1,83%	565	219	64	53	1173	1,45%	1911	960	3831	1,69%	15
K-LINE	986	469	399	737	3797	2,62%	598	887	12	37	2458	3,03%	1995	2130	6255	2,77%	11
BULCON	893	671	0	0	2235	1,54%	1208	677	0	6	2574	3,17%	2101	1354	4809	2,13%	12
LT	655	748	546	204	3105	2,14%	435	229	11	40	984	1,21%	1647	1221	4089	1,81%	14
MISC	35	11	6	8	79	0,05%	33	9	1	7	66	0,08%	75	35	145	0,06%	
CSCL	1286	857	810	1068	5946	4,10%	1335	752	12	52	2955	3,64%	3443	2729	8901	3,94%	8
ZIM	592	547	134	753	3326	2,29%	805	434	0	2	1677	2,07%	1531	1736	5003	2,21%	12
NORASIA	455	234	311	345	1924	1,33%	127	321	54	0	823	1,01%	947	900	2747	1,21%	17
SBS	139	89	0	22	361	0,25%	782	434	15	64	1793	2,21%	936	609	2154	0,95%	19
UASC	667	104	143	86	1190	0,82%	204	43	29	8	335	0,41%	1043	241	1525	0,67%	
NYK	502	762	14	76	2192	1,51%	734	238	8	134	1486	1,83%	1258	1210	3678	1,63%	16
APL	82	102	17	40	383	0,26%	125	83	3	12	318	0,39%	227	237	701	0,31%	
CP SHIPS	248	68	239	181	985	0,68%	167	2	40	29	269	0,33%	694	280	1254	0,55%	
OTHERS	875	767	166	51	2677	1,85%	833	447	447	56	2286	2,82%	2321	1321	4963	2,19%	13
TOTAL	39922	33031	9600	14710	145004	100,00%	30535	20377	2266	3792	81139	100,00%	82323	71910	226143	100,00%	
	105984		39020				71289		9850								
TOTAL	39922	33031	9600	14710	145004	100,00%	30535	20377	2266	3792	81139	100,00%	82323	71910	226143	100,00%	

Local Cargo:

Almost all container well recognized Far East carriers are showing good volumes at local cargo (Far East Trade: MSC, MSC, CMA-CGM, HATSU/EMC, COSCO, KLINE, HANJIN/SENATOR)

At IntraMed/North Continent trades directly operating carriers (MSC, MSL, PONL, HLCL and EMES, SCS, BULCON) only are participating with good market shares.

It's expected participants of new direct AMX3 (CSCL No.14 and ZIM No.15) started during July to improve significantly its positions at Thessaloniki market.

Import volumes on local market continue to rise IMP 1H2004 60% v. IMP 1H2005 63% and it is forecasted till the end of the year local import cargo to reach over 65%.

Transit Cargo:

The leader at transit shipments is MSL (27%), followed by MSC (14%), PONL (9%), COSCO (11%), KLINE (5%). Danish carrier is operating dedicated weekly block train on international rail route: Thessaloniki-Sofia.

Transit trade is very imbalanced, transit imports presenting over 78% of total volumes directed to neighbour countries; main destinations are Sofia-Bulgaria, Kosovo-Serbia (Protectorate administrated by UN) and Skopje-Macedonia.



Thessaloniki Port infrastructure is connected to development of environmental European Route Project "EGNATIA"; the modern reincarnation of the great Roman highway known as the Via Egnatia - motorway 680 kilometers long and 24.5 meters wide over the greatest part of its length following a new alignment and running across Epirus and Northern Greece from Igoumenitsa (Ionian Sea) to Evros (Aegean Sea), the Egnatia Motorway is one of the largest road construction projects in Europe. Nine major vertical axes connect the motorway with Albania, FYROMacedonia, Bulgaria and Turkey.

