A stylized world map in blue and white, centered on the Atlantic Ocean. The map shows the outlines of continents and major countries.

PIRAEUS

Gateway & Distribution Center to

EMEA

June 2017



CHINA COSCO SHIPPING GROUP



COSCO Group in Greece

COSCO Greece



Piraeus Container
Terminal



Piraeus
Consolidation &
Distribution
Center



Piraeus Port
Authority (PPA) S.A



- AEOF Certified
- ISO Certified

Our Vision

PIRAEUS

**well-positioned routing to the Supply Chain
for imports/exports from/to EMEA**





PIRAEUS PORT

“Gateway and Distribution Center to EMEA”



Geographical Position. Proximity in Europe, Middle East, Africa & Black Sea

Multiple arrivals from China/Far East

Extensive Feeder Network with EMEA Ports

Rail terminal/ramp, facilitating all possible rail shipments within Greece and from/up to central EU

Shuttle service between Piraeus port and Airport with simplified customs processes

Terminal with high productivity & ability to serve 3x19,000 teus vessel concurrently. Port infrastructure to serve vessels of more than 20.000 TEUs

Owned Free Zone with privileged customs regimes

Piraeus port 38rd in world and 3rd in Mediterranean

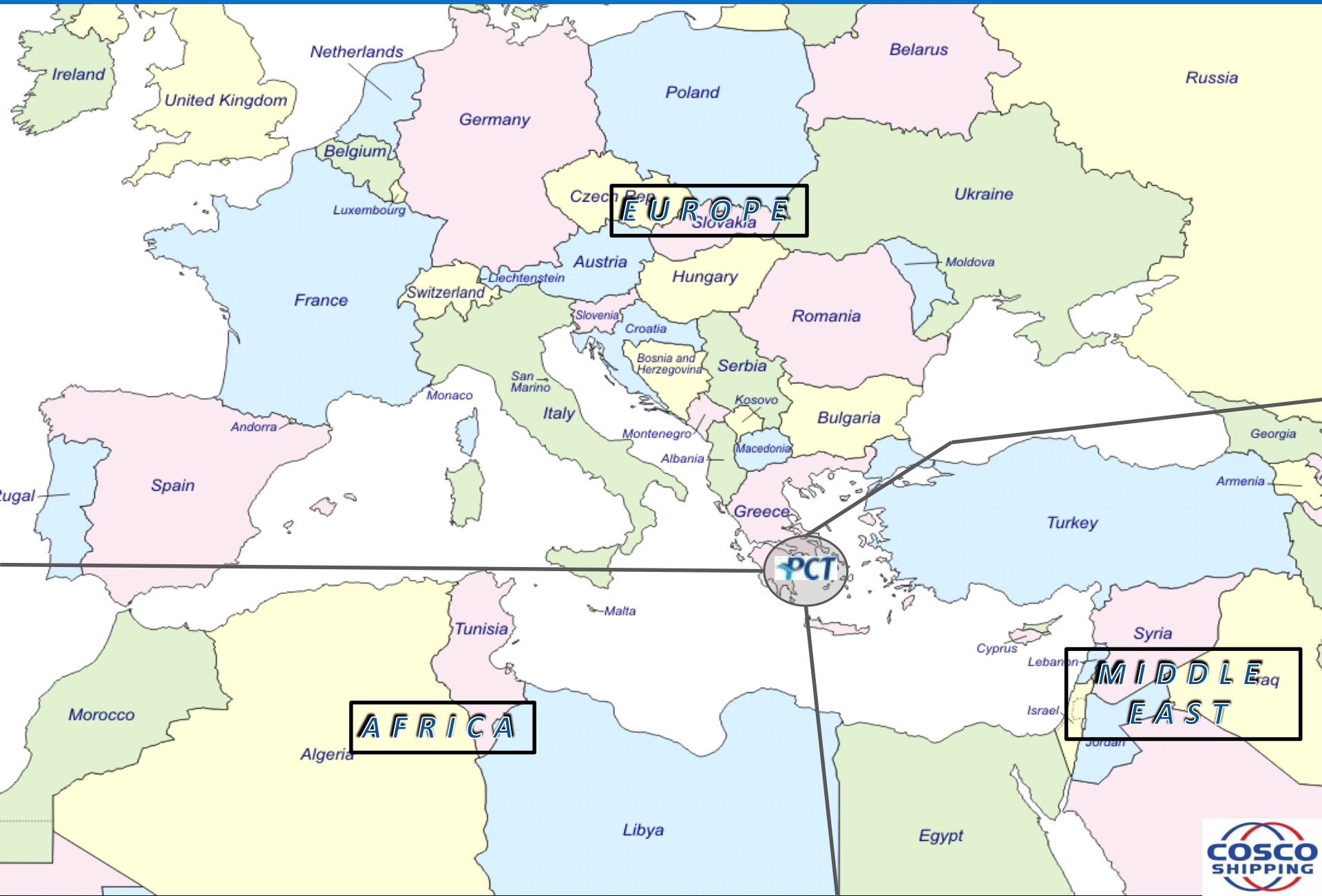
AEOF, Simplified procedures, ISPS certified

Owned modern Warehouse, operating within Free Zone with state of the art Control tower

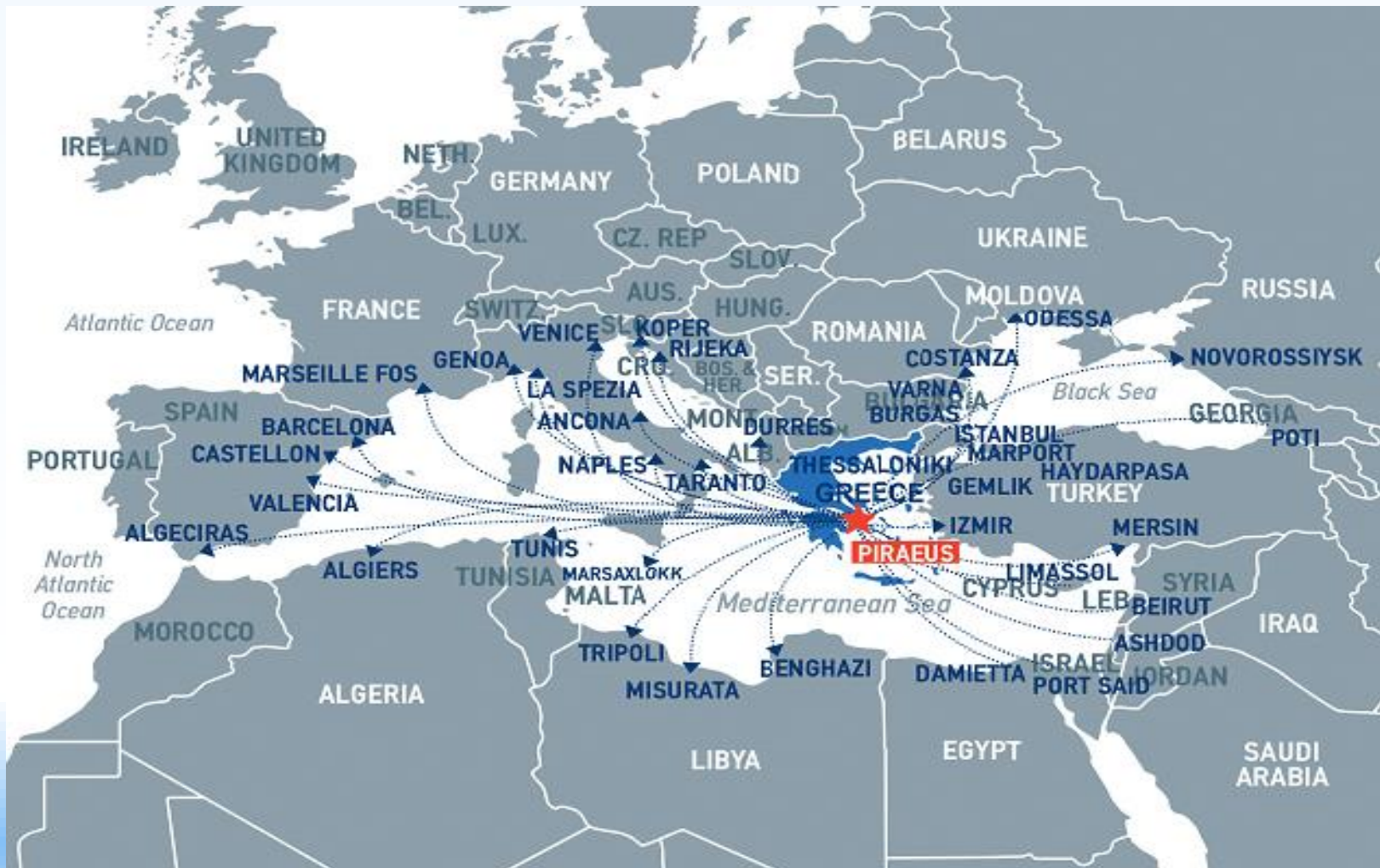
Innovative VAT Regime



Europe – Middle East – Africa (EMEA) MAP

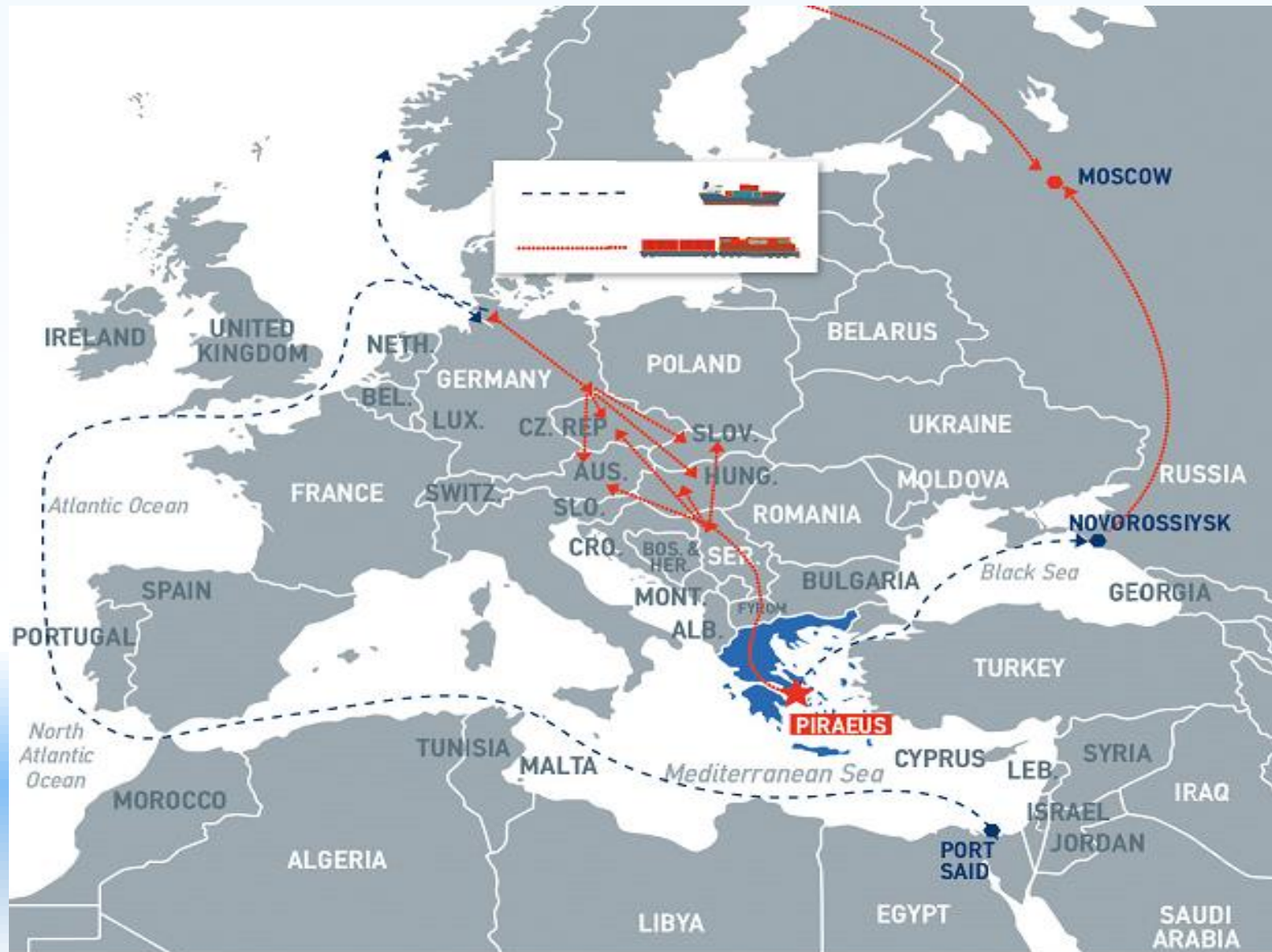


Piraeus is in the center of EMEA map, considering sea freight

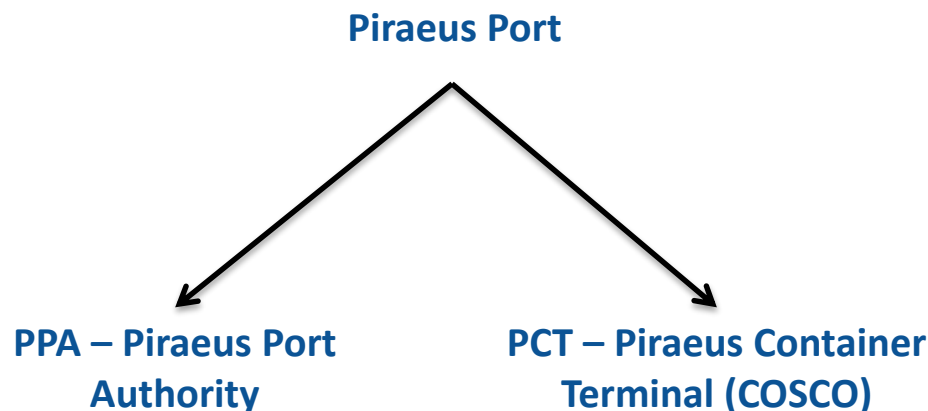


*Piraeus Port, the **closest Western deep sea EU port** to the Suez Canal that bridges all available transport modes (sea, rail, road, air) provides the best possible solution for handling cargoes efficiently with the shortest transit time to/from Central Europe*

Piraeus has an ideal proximity to EU, by rail/road



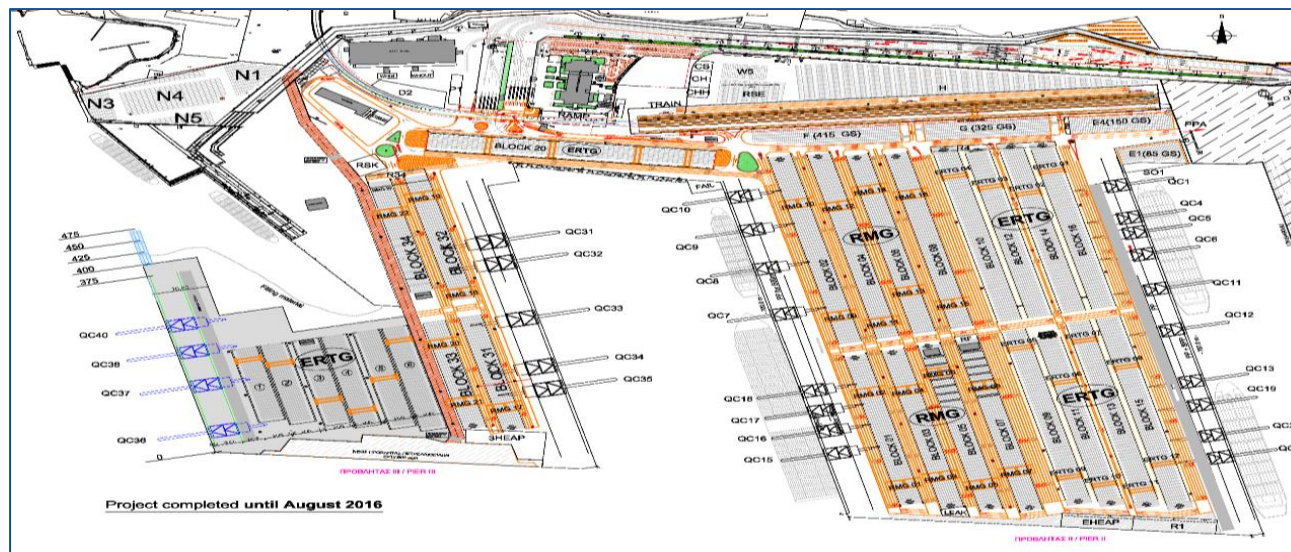
Port of Piraeus / Volumes 2010-2016



	2010	2011	2012	2013	2014	2015	2016*
PPA	194.083 TEU	502.321 TEU	695.470 TEU	651.000 TEU	633.642 TEU	304.867 TEU	278.731 TEU
PCT	685.440 TEU	1.188.148 TEU	2.108.088 TEU	2.520.000 TEU	2.986.903 TEU	3.034.426 TEU	3.470.978 TEU
Total	879.523 TEU	1.690.469 TEU	2.803.558 TEU	3.171.000 TEU	3.620.545 TEU	3.339.293 TEU	3.749.709 TEU

* forecast

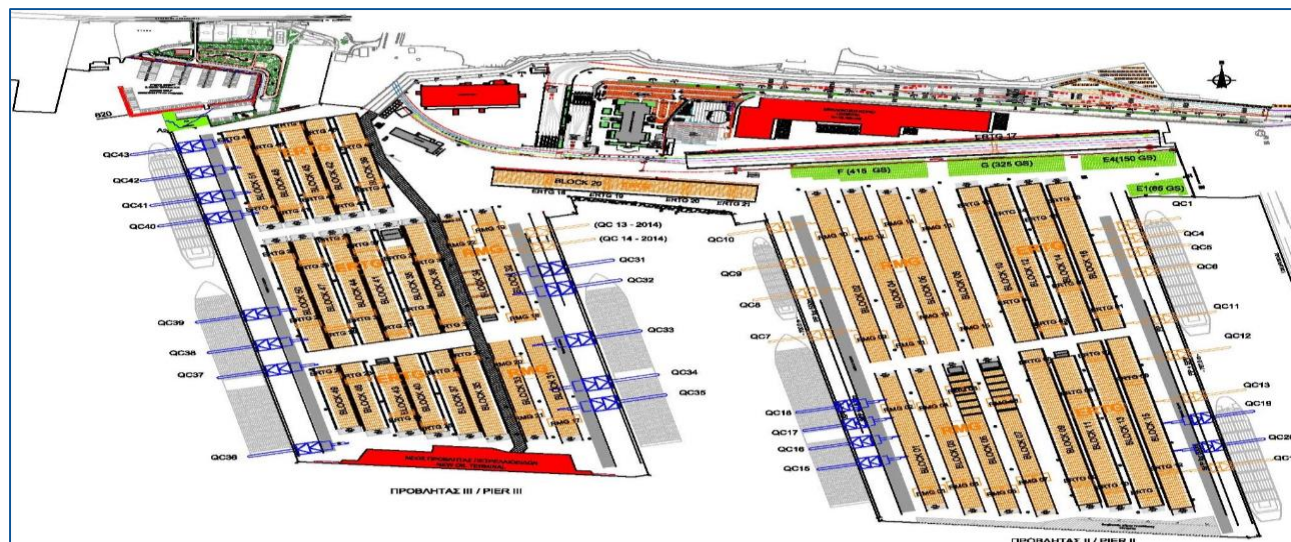
Piraeus Container Terminal



Current Capacity

PCT accommodates
3 Giga Carriers
+ 1 Carrier of 10.000 Teus
with maximum draft of 13.8m
concurrently

Terminal Capacity (today) : Pier II: 3,2 M TEU - Pier III: 2,3 M TEU - **TOTAL: 5,5 M TEU**



2017 Capacity

PCT will be able to accommodate
4 Giga Carriers
+ 1 Carrier of 10.000 Teus
with maximum draft of 13.8m
concurrently.

Future Terminal Capacity **Oct. 2017** : Pier II: 3,2M TEU - Pier III: 3,0M TEU - **TOTAL: 6,2M TEU**

COSCO Services from China-Far East to Piraeus Port



AEM1
AEM3
AEM5
AEU3
AEU7

Indicative TATs to Piraeus:

Apr'17	Qingdao	Shanghai	Ningbo	Hong Kong	Yantian	Nansha	Singapore	Shekou	Kaohsiung	Taipei	T. Pelepas	Dalian	Xingang	Pusan	Port Kelang	ETA PIRAEUS
AEM1	28	26	24	20	19		14		22							TUESDAY
AEM3		28	26				17	21	23					30		WEDNESDAY
AEM5	32	30	28		25		20	24		26	19					TUESDAY
AEU3	23	20	19				13					24	26			SATURDAY
AEU7		24	26	21		20		19			14				13	FRIDAY
BEST	23	20	19	20	19	20	13	19	22	26	14	24	26	30	13	

COSCO Services

Transit times from China-Far East to Piraeus vs North WEST ports

	Xingang	Dalian	Shanghai	Ningbo	Qingdao	Hong Kong	Yantian	Nansha	Singapore	Shekou	T.Pelepas	P.Kelang	Pusan
Piraeus	26	24	20	19	23	20	19	20	13	19	14	13	30
Time saving compared to North West ports (days)	8-13					7-14	6-10	13-16	8-13	6-13		13-16	8-11

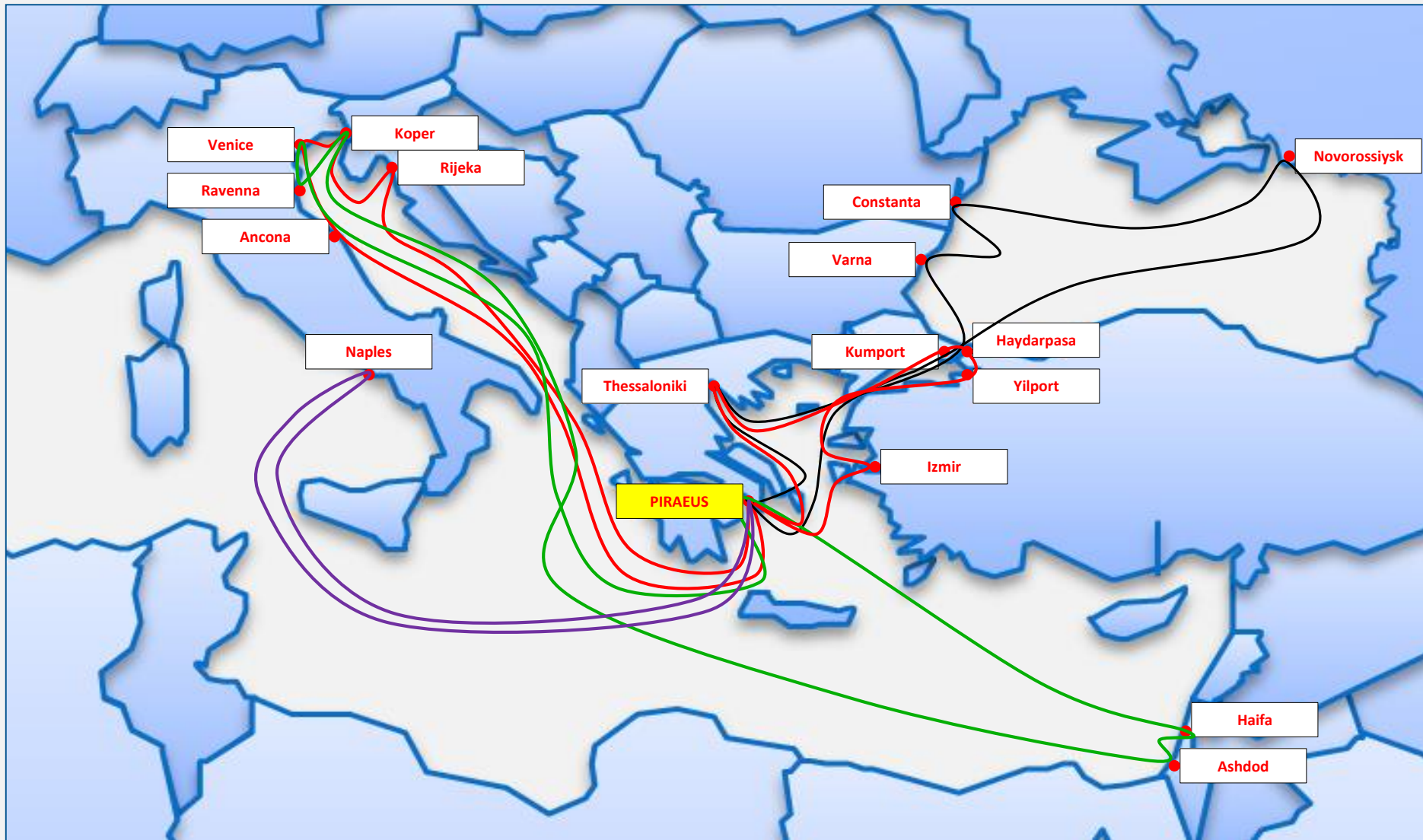
COSCO Services

From Piraeus Port to China-Far East

Indicative TATs from Piraeus:

	Qingdao	Shanghai	Ningbo	Hong Kong	Yantian	Nansha	Singapore	Shekou	Kaohsiung	P.Kelang	T.Pelepas	Jeddah	Colombo	PIRAEUS
AEM1	25	27	29	21	35		16		31					THU
AEM5	23						16	19	21		15	4	12	TUE
AEU7		24	23	19		29	16	31		36	15			THU
BEST	23	24	23	19	35	29	16	19	21	36	15	4	12	

PIRAEUS FEEDER SERVICES



FEEDERS' ROUTING

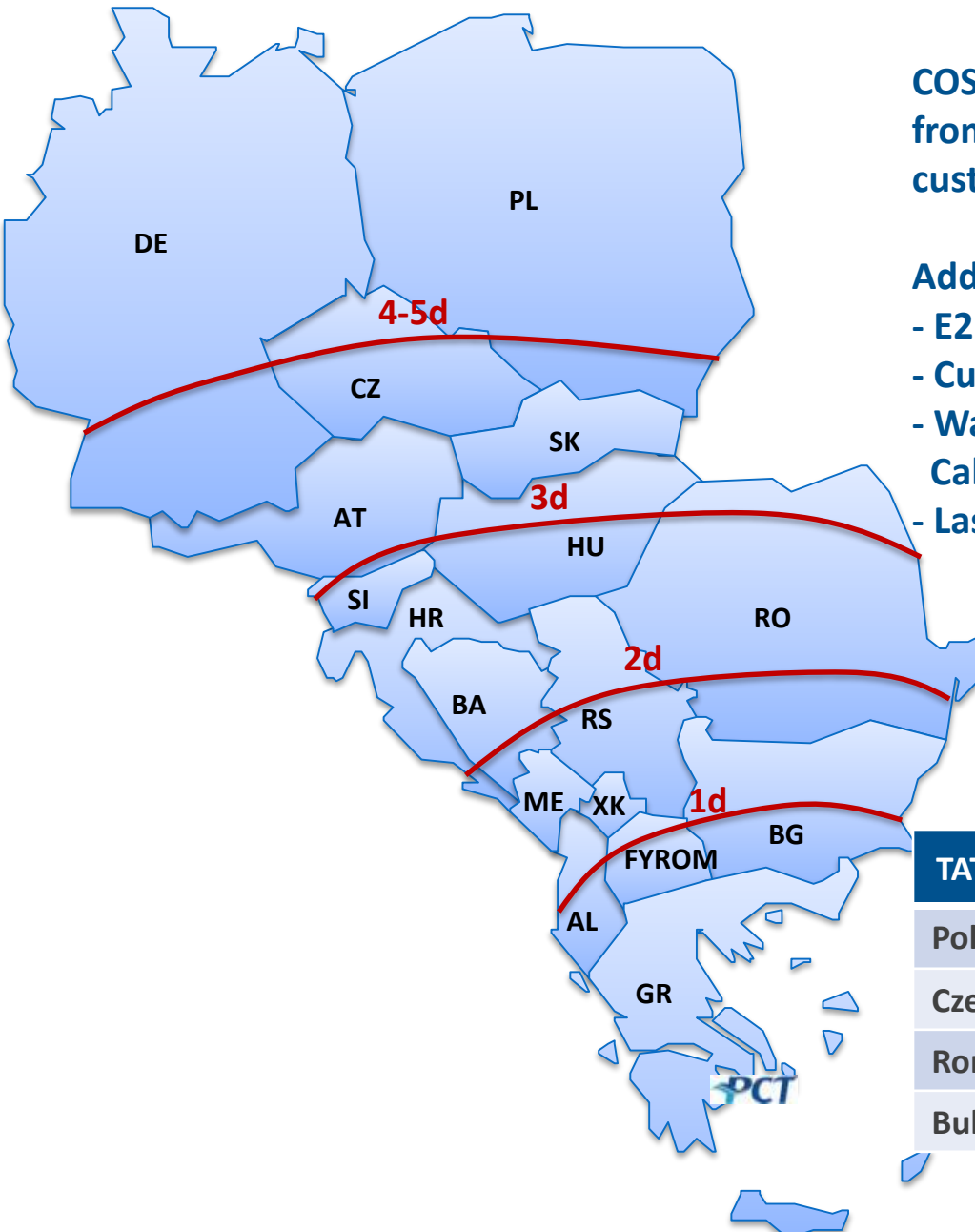
	AGT	TBX	IAS	PNX
AGT	Piraeus	Piraeus	Piraeus	Piraeus
TBX	Piraeus	Piraeus	Piraeus	Piraeus
IAS	Piraeus	Piraeus	Piraeus	Piraeus
PNX	Piraeus	Piraeus	Piraeus	Piraeus

NORTHBOUND DEDICATED BLOCK TRAIN SERVICE

COSCO is providing dedicated BLOCK TRAIN service from Piraeus Port to Central Europe & The Balkans, customized on clients needs.

Add-On Services provided by COSCO :

- E2E monitoring through Control Tower scheme
- Customs Brokerage Services
- Warehousing (Picking, Storing, Nationalization, Calibration, Configuration, etc.)
- Last Mile trucking from Rail CY up to Door



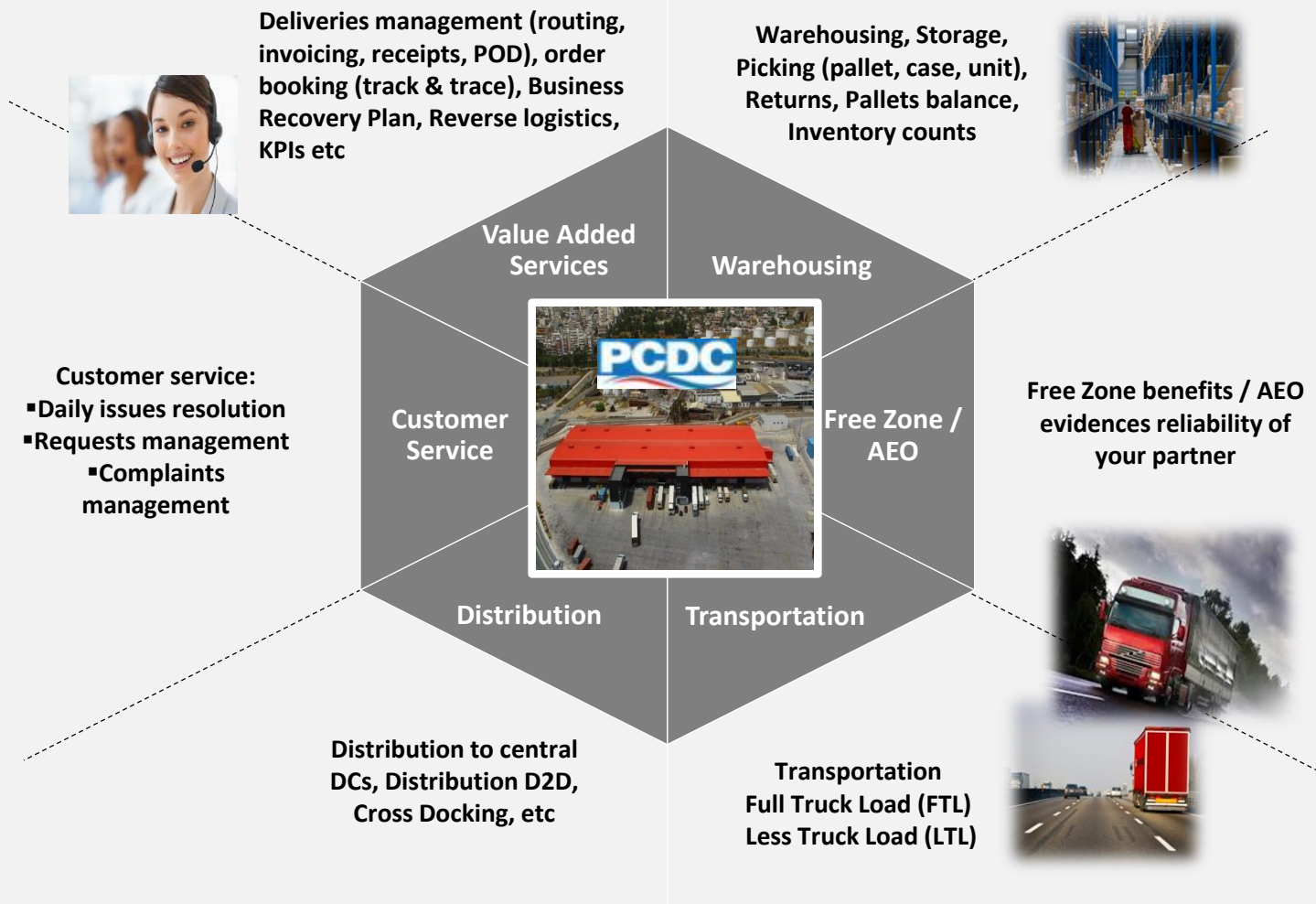
TAT from Piraeus Container Terminal's Rail Ramp (in days)

Poland, Germany	4-5
Czech, Austria, Slovakia, Hungary	3-4
Romania	2-3
Bulgaria, Serbia	1-2

Port warehouses

- 1. PCDC, the existing of 7500 sqm in the Free Zone, inside PCT area, operating for 5 years, giving innovative solutions to its customers, being very full today**
- 2. A new one at ODDY area, with very modern systems and operation model, to be built in 2017**

Logistics Services



PCDC, existing warehouse of 7500 sqm



Multiple-operating facility of 7500 sqm

Storing Capabilities

Dry Cargo, 5.200 sq.m (\approx 5.000 pallets)

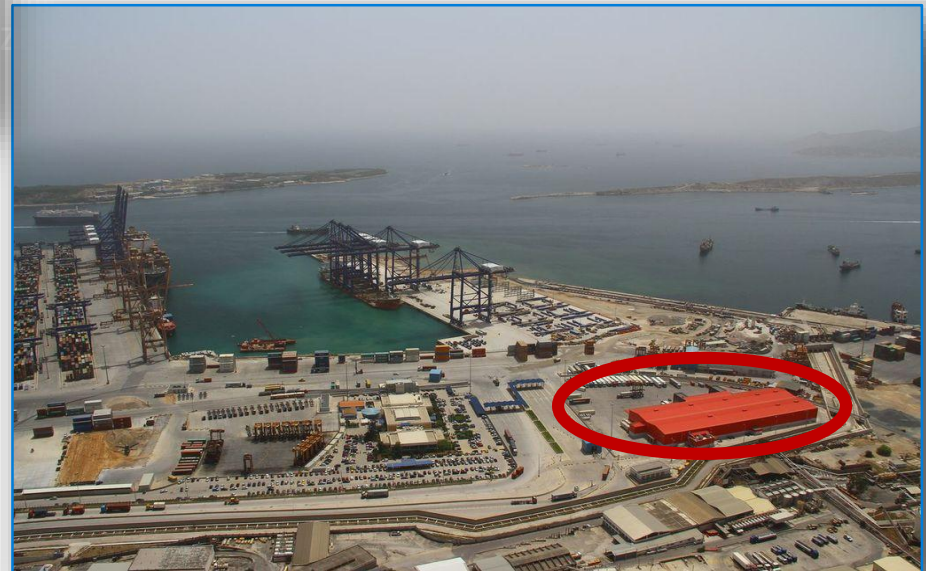
Chilled, 300 sq.m (\approx 300 pallets)

Freeze, 320 sq.m (\approx 300 pallets)

ADR / IMDG, 554 sq.m (\approx 600 pallets)

Operational Start: 2nd January 2012

Service Capabilities: 24 hours & 7 days per week



New Planned facility in Piraeus area, close to container terminal



A new warehouse is to be built in the red-line area which is very close to port, will be included in Free Zone with all associated benefits and very good proximity to the big national roads of Greece

Description of Services



- **Unstuffing/stuffing & Cargo Handling**

- ✓ Container transfer from port terminal
- ✓ Container seal and content are checked vs shipping docs
- ✓ Un-stuffing
- ✓ Palletization of content or discharge of palletized content, per B/L and/or consignee
- ✓ RFID scanning, entering stocks into our system
- ✓ Storage Bonded – Non bonded
- ✓ Picking / sorting
- ✓ Repacking services (labeling, grouping, etc)
- ✓ Loading /documents preparation



- **Cross-docking**

- ✓ A loading window is set, when the truck/container arrives at the opening of the window and job must be completed by the closing of the window
- ✓ Un-stuffing/un-loading, check and count quantities, to customer directions
- ✓ After container stuffing or truck loading and seal placement, the container is returned to port terminal or the truck is allowed to exit port gate

Special Projects



- **Lashing / Securing**
- ✓ Boats / Yachts
- ✓ Military equipment
- ✓ Excavators etc



Success stories



- **Piraeus Hub for High-Technology commodities**

- Ready Goods (Printers, Laptops, All-in-one computers)**

- ✓ Containers that arrive from the Far East are unstuffed
 - ✓ Cargo is consolidated at PCDC warehouse per country and customer order
 - ✓ Trucks or containers are loaded and delivered to 20 countries

- Components:**

- ✓ Containers arriving from the Far East are cross docked to rail wagons
 - ✓ Containers are delivered via rail to the assembly centers in EU

- **Piraeus Hub for Tobacco, Cigarettes**

- ✓ Trucks arrive from various factories in the EU
 - ✓ Trucks are unloaded, products palletized and stored in the bonded warehouse
 - ✓ Products are loaded to trucks and delivered to customers or stuffed into containers and delivered to Cyprus, Malta and Israel

- **Piraeus Hub for Air-conditioning**

- ✓ Containers that arrive from the Far East are unstuffed
 - ✓ Cargo is consolidated at PCDC warehouse per country and customer order

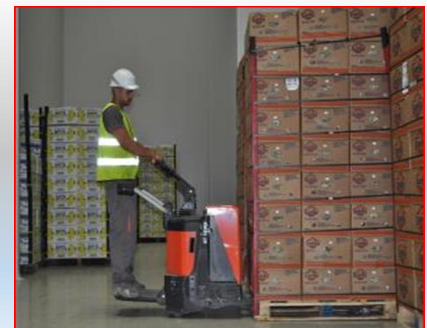
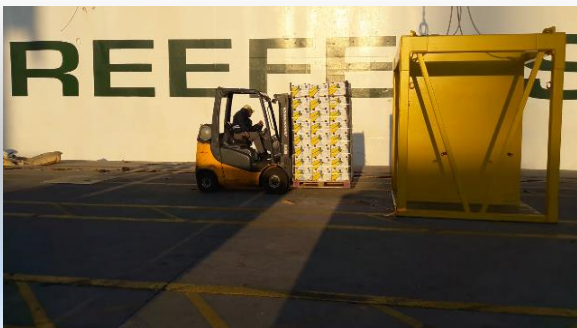
Success stories



● Fresh Fruits

Fresh fruits handling from vessel discharging up to distribution to end consumer:

- ✓ Bulk cargo arriving in vessels
- ✓ Phytosanitary checks on vessel and get first approval
- ✓ Loose pallets' unloading with vessel cranes onto pier
- ✓ Cargo is stuffed into containers
- ✓ Laden containers are transferred at PCDC reefer area
- ✓ Stored and process quality control checks
- ✓ Cross-docking into trucks
- ✓ Distribution



- **Ship Supplies Handling**



National legislation allows the Suspension of Value

Added Tax during the entry of goods into the Free Zone, provided that they are subject to export or delivery to another EU Member State. The entire procedure is implemented through Simplified Procedures in close cooperation with customs authorities

BENEFITS

- ✓ Significant cash-flow benefits / no tax refunds / economies of scale / no long lasting bureaucratic procedures
- ✓ Consolidation of ship supplies at a single warehouse location for unlimited period under tax exemption with reduced transport costs and deliveries according to vessels needs

Special regimes for Greece, promoting trans-trade commerce

COSCO GROUP is utilizing special regimes, related to tax/customs privileges that could be offered through Piraeus Free Zone. This is done after thorough analysis and study of relevant regimes, making Greece a very hospitable place for companies and trans-trade commerce. We cooperate with global experts in local legislation and country conditions, securing the best result of any such effort.



PIRAEUS GREECE

The Center of the Mediterranean Cruise Experience

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Fax: (+30) 210 4550180

www.olp.gr





- The centre of the Mediterranean cruise experience.
- Athens being the historical capital of Europe is amongst the top tourist attractions in Greece.
- Close proximity to tourist destinations in the Aegean.
- Multiple daily Ferry connections with almost all Aegean islands
- Total quay length of 2.8 km
- Draft up to 11m – Tide free.
- 9-11 simultaneous berthing places.
- ISPS Compliant security
- Quality Management Certification ISO 9001:2008 and ISO 14001:2004





- Expansion of the Southern port to accommodate new generation ships.
- Berth Allocation System 18 months ahead.
- Development of Piraeus Port in land infrastructure. Hotels, Shopping Malls, Restaurants and other services, promoting Piraeus Port as homeport for the cruising industry in the area.
- Act as facilitator to develop the Chinese Cruise Market .



After sharing advantages of Piraeus infrastructure, we anticipate with your help, to:

1. Identify companies with exporting-importing activities that could benefit from Piraeus
2. Jointly inform your company members with specific info based on their needs
3. Follow-up with one-by-one meetings or event-based activities

**THANK YOU
FOR YOUR ATTENTION**

