

HHLA TK Estonia in Tallinn-Muuga Port: Your logistical hub in the Baltics



Hamburger Hafen und Logistik AG (HHLA) is a leading European port and logistics company, listed since 2007.

The City of Hamburg holds 70 % of shares in HHLA; the remaining 30 % are in free float.

The company's activity spans from the Port of Hamburg to many parts of Europe.



HHLA is a vertical integrated port and transport logistics company serving customers along the entire transport chain



Container

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

€ 841.9 million revenue*

€ 155.6 million EBIT*



Intermodal

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

€ 519.4 million revenue*

€ 104.3 million EBIT*



Logistics

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

€ 71.3 million revenue*

€ -3.0 million EBIT*



Real Estate

- DNA of HHLA and business card of the city
- Marketing of space in the Speicherstadt and Fischmarkt

€ 38.1 million revenue*

€ 15.3 million EBIT*

* 2021 figures

HHLA's container terminals are the leading terminals in each location, with constant investments to increase productivity and efficiency

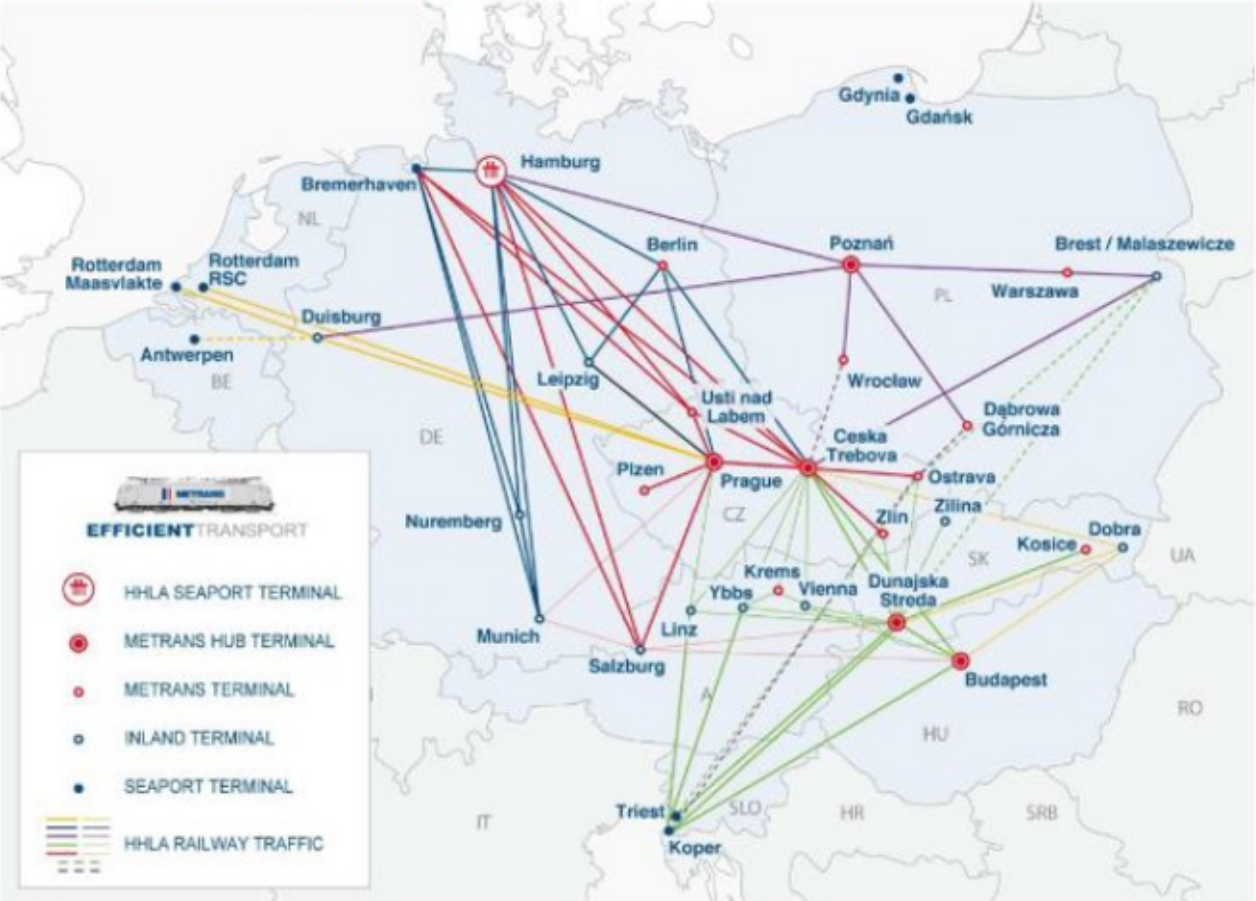


HHLA in the Port of Hamburg

- Market share of 74.5 % in Hamburg in 2021
- State-of-the-art handling technology, innovative IT systems and a high level of automation
- Three fully equipped berths for the latest generation of ULCV's already in operation at the container terminals Burchardkai (CTB) and Tollerort (CTT)
- Further rollout of additional automated block storage capacities at CTB
- Container Terminal Altenwerder (CTA) first automated terminal put in service in 2002 and continuing to be leading edge, i.e. first Carbon Neutral terminal in the world
- On-dock railway stations at all facilities able to comply with future 740 metre block trains
- Optimised traffic coordination for an improved cargo flow and terminal access

Metrans (100% owned by HHLA) is the largest intermodal operator in Western Europe and operates around 550 block trains / week carrying 1.5 Mio. TEU p.a.

Metrans Network 2020



16 Hub and terminals in the hinterland

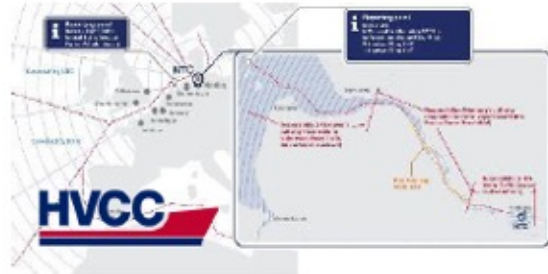


80 Multi-system locomotives and shunting engines



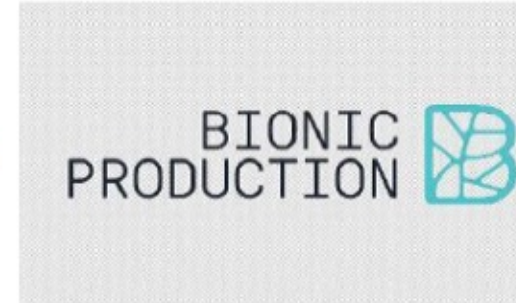
>3'000 Own designed light-weight wagons

HHLA is involved in a number of innovation related initiatives / JVs (selected examples)



Vessel Coordination Center

- Coordination of vessel arrival and activities in port with aim are more efficient operations
- Savings of 1,800 to. of bunker and 2,000 vessel operating hour / year



3D Printing

- Majority share of HHLA in a 3D printing company in Germany
- Aim to develop 3D printing and to locate production near port allowing access to raw materials and logistics infrastructure



Autonomous trucks

- Pilot project to implement driverless trucks in the terminals and between production site-terminal
- Joint project with MAN, a leading truck producer in Europe



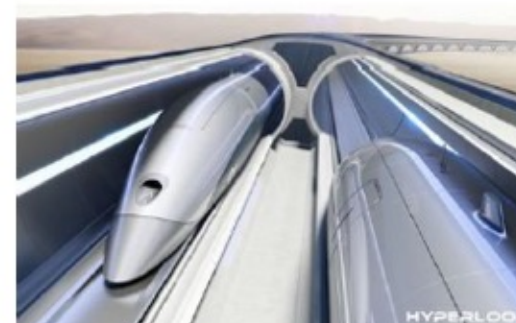
HHLA Sky: industrial use of drones

- Creation of HHLA Sky, startup in industrial drone applications
- The first globally scalable end-to-end drone system enabling drones to be operated safely beyond the visual line of sight and integrate into customers own business processes.



Drones for container transport

- Project assessing possibility to transport (empty) container via drones within the terminal
- Joint project with Fraunhofer Institute, the leading technological institute in Germany



Hyperloop

- Joint venture between HHLA and Hyperloop Ventures (USA)
- Assessment of use of Hyperloop for transport of containers between ports and hinterland to decongest areas near ports

HHLA International GmbH is the entity responsible for the management and the development of the international terminals

- 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



Container Terminal Odessa / Ukraine



HHLA TK Estonia (Muuga/Tallinn) / Estonia



HHLA PLT Italy / Trieste



Ukraine Intermodal Company / Ukraine



HHLA Project Logistics Poti / Tbilisi / Baku

Internationalization strategy includes clear focus and approach to cooperate with partners

Aim

To become a mid-sized international terminal operator with a strong home base in Hamburg and a network of terminals in selected regions of the world either

- complementing the port and/or intermodal activities in Hamburg / Europe or
- generating a positive contribution to the results of HHLA

Focus

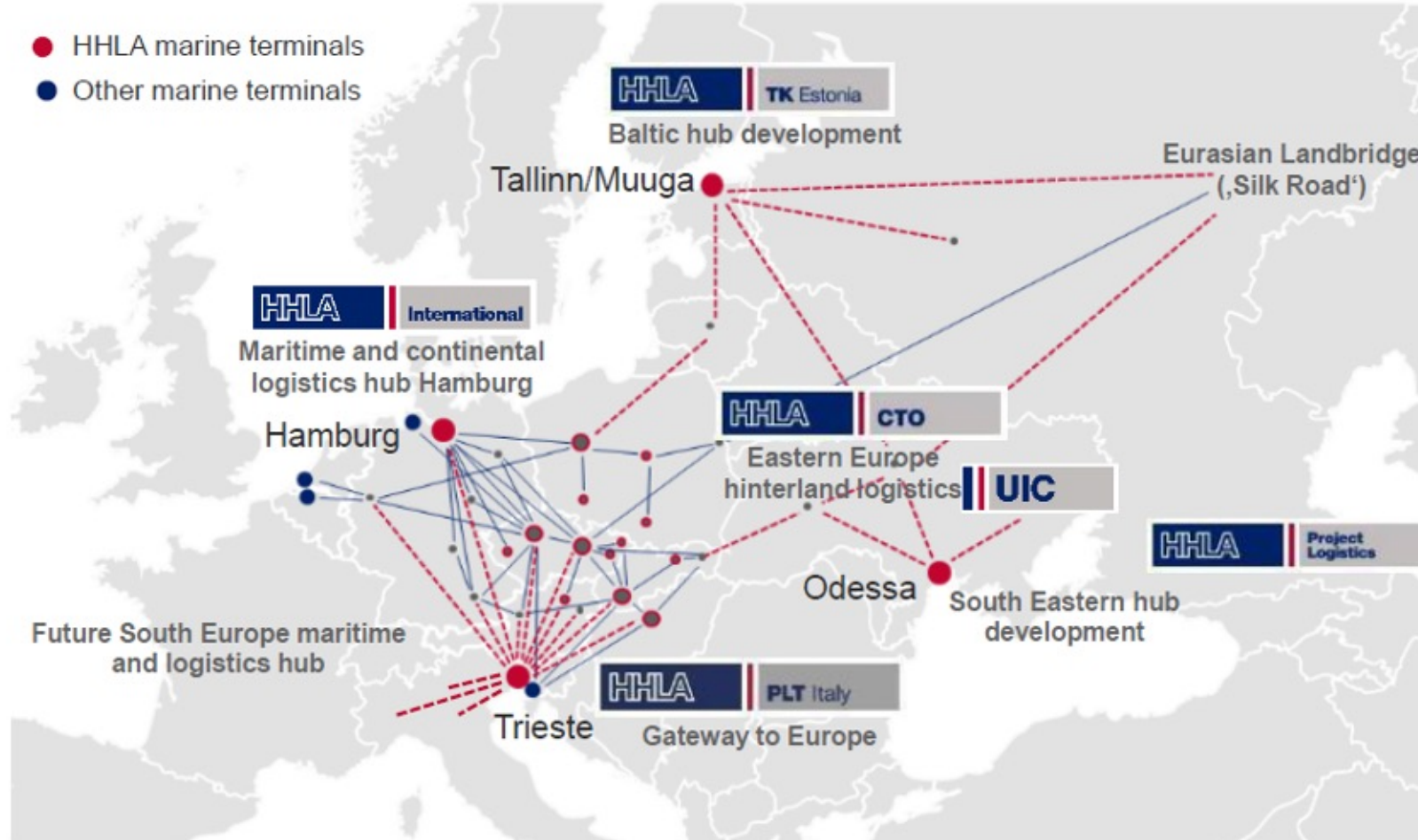
- Focus on containers, other commodities only as complement
- Initial priority on Europe but also considering terminals in selected regions abroad
- Proactive approach with target on terminals in range 150k-1.5m TEU
- Strong preference for brownfield over greenfield terminals

Approach

- Proactive market approach to identify interesting opportunities
- Sole ownership not a requirement, interested in partnerships with
 - Shipping lines
 - Local partners
 - Finance investors

The HHLA International vision: A pan-European port and intermodal network ensuring efficient supply chains

Integration of maritime and hinterland networks for efficient supply chains



- Focus on development of interlinked regional hubs to efficiently serve the European hinterland
- Both North–South flow as well as East–West flows
- Aiming to link the intermodal links of the 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 physical goods movement (digitalization)
- In collaboration with the European TEN-T initiative

HHLA TK Estonia: largest multimodal terminal in Estonia owned by HHLA

Water depth enables to serve all vessels passing the Danish seagate



- Company established in 1996, 100% shareholder is Hamburger Hafen and Logistik AG since 2018
- Operating close to Tallinn, in Muuga Harbour owned by Port of Tallinn
- Land concession for HHLA TK Estonia until year 2062
- Location in free customs zone of Muuga Port, allowing for storage of imported goods without customs guarantees, quotas, tariffs and taxes for an unlimited period
- Revenue 2021: € 22 million
- Headcount: 210 employees
- Compliance with high standards is confirmed by ISO and ISPS certificates



HHLA TK Estonia provides wide portfolio of port terminal services

Expertise of 25 years in focussed business areas



Container

- Largest container terminal in Estonia
- Cooperation with all major shipping lines
- Excellent connection to road and railway - with regular services from terminal
- 5 STS cranes for smooth service



Ro-Ro / Con-Ro

- Regular daily lines to Vuosaari
- 3 dedicated Ro-Ro hydraulic berths
- Con-Ro berth unique in the region
- Double ramp by End of 2022
- Handling of unaccompanied trailers



General Cargo

- Specialist handling of dry bulk, break bulk, vehicles parts, food, special cargo etc.
- 86,500 m² warehouses and open storage areas next to the quay
- Direct railway connection
- Berth for handling vessels of up to 80,000 tons
- Unique warehouses to handle refrigerated and frozen foodcargo



Additional services

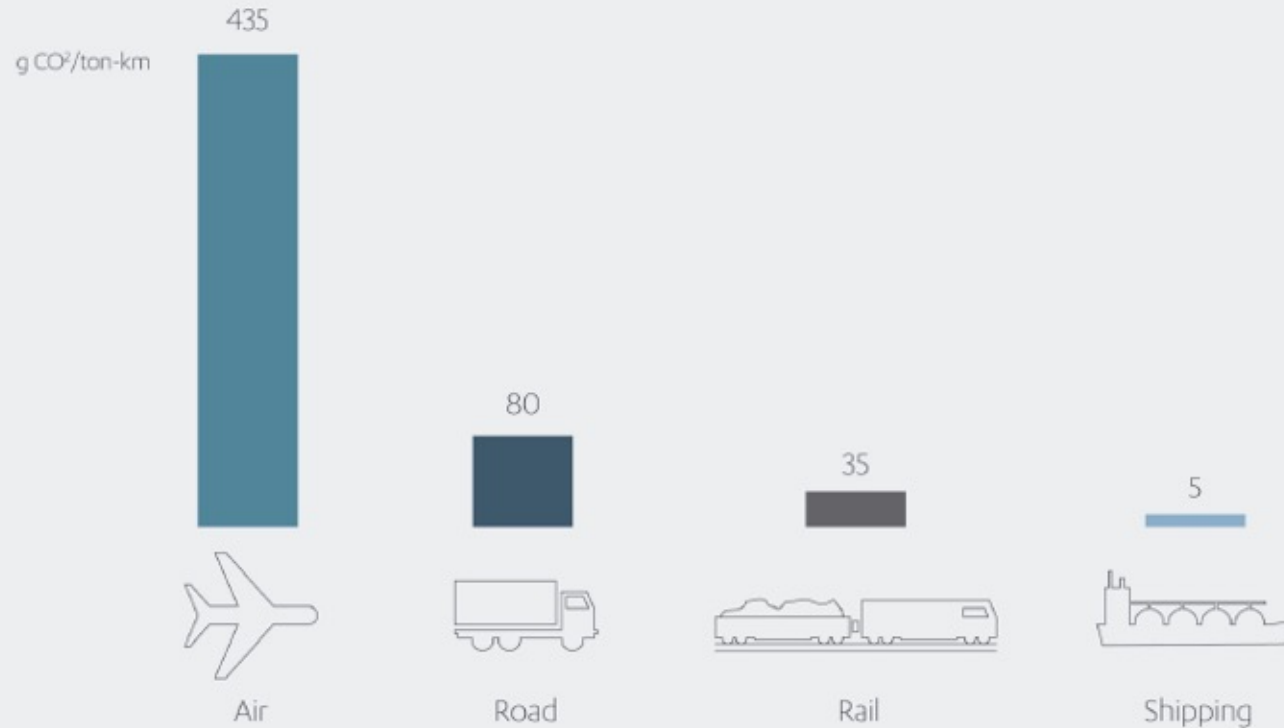
- Storage of containers
- Container repair and washing
- Weighing
- Local forwarding
- Stuffing, stripping

Finland carbon neutral by 2045

Finland medium-term target of at least 60 per cent reduction in emissions by 2030 compared to 1990.

Emissions by mode of transport

A large vessel emits 1% of CO₂ per ton-km of a plane (5/435) and 14% of a cargo train (5/35)



Source: Shell/Deloitte

Truck Finland – Kaunas, Lithuania rail station

- Ca 100 km to Vuosaari – 8000g/km
- Vuosaari terminal – 2400g/h
- Ro/Ro to Muuga – 800g/km
- Muuga terminal – 2400g/h
- Truck to Kaunas rail terminal – **ca 52,000g/km**

TOTAL: ca 830km – 65,600g/km

Trailer Finland – Kaunas, Lithuania rail station

- Ca 100 km to Vuosaari – 8000g/km
- Vuosaari terminal – 2400g/h
- Ro/Ro to Muuga – 800g/km
- Muuga terminal – 2400g/h
- Truck to Kaunas rail terminal – **ca 22,750g/h**

TOTAL: ca 830km - 36550g/km

Favorable geographic location

Key asset for Tallinn to act as a regional logistics hub



Favorable geographic location to serve major regional markets

Potential role also to connect Scandinavia to Western, South Europe and markets in the Mediterranean basin

Connecting point of

- Container lines
- Ro-ro services
- 1520 mm gauge railway
- 1435mm (normal gauge railway (planned, Rail Baltica))

Availability of space for development of logistics operations

Consolidation and deconsolidation centers for Finnish cargo

Warehousing and value added services

Amber Train - connection between Finland and Europe via Estonia

Monthly 36 thousand trucks move via Baltics to Finland (Helsinki, Vuosaari, Hanko), thereof 70% to/from EU thereof 95% managed from Finland



Main road transport challenges:

- Shortage of truck drivers
- Volatile and increasing cost of fuel
- Congested cities and highways



Preparing grounds for Rail Baltica:

- Customer attraction
- Possible hub development for Finnish market (Estonia, Poland)
- Railway regulations development for Finnish and Baltic States



Addressing the climate neutrality goal:

- Activity within the EU climate neutrality package – Shift2Rail, Green Deal, Fit for 55
- European customers value the sustainability aspect

Amber Train: great potential for Finnish exporters

Improving access to distant European hinterland

POTENTIAL COMMODITIES

PULP, PAPER, PAPERBOARD
WOOD PRODUCTS; CHARCOAL
ELECTRICAL MACHINERY AND EQUIPMENT
CERAMIC TILES
CHEMICAL PRODUCTS
ARTICLES OF IRON OR STEEL
CANNED FOOD



STORA ENSO
UPM
KONE
WÄRTSILÄ
METSÄ WOOD
CARGOTEC

POTENTIAL Customers

DB SCHENKER
DSV
CF&S
Via3L

POTENTIAL PARTNERS

Other Finnish, Lithuanian, Polish and Estonian logistic companies



Andres Uusoja
CCO
HHLA TK Estonia
andres.uusoja@hhla-tk.ee
www.hhla-tk.ee