Trieste Marine Terminal

New concession
Trieste, December 16th 2015
TARGETS TO CREATE ADDED VALUE

➢ TO DEVELOP TRIESTE MARINE TERMINAL AS THE NATURAL GATEWAY FOR CENTRAL AND EASTERN EUROPEAN TRAFFICS

➢ TO GROW AS THE HUB PORT FOR TRAFFICS TO/FROM OTHER ADRIATIC PORTS

Strategy

➢ STRONG INVESTMENTS ON THE INFRASTRUCTURE
➢ ANALYSES OF ALL THE MAIN INFRASTRUCTURAL AND COMMERCIAL KEY FACTORS WHICH CUSTOMERS CONSIDER TO ROUTE THEIR CARGO AND TO PROPERLY ANSWER THEM
THE INTERMODAL CONNECTIONS VIA TRIESTE

AUSTRIA
- Villach: 5 trains per week A-B
- Salzburg: 5 trains per week A-B
- Linz: 5 trains per week A-B
- Wien: 5 trains per week A-B
- Graz and Wolfurt: 5 trains per week A-B

SOUTH GERMANY
- Munich: 3-4 trains per week A-B
- Ulm: 1 train per week A-B
- Burghausen: 1 train per week A-B
- Ludwig, Koln, Leipzig via Munich

HUNGARY
- Budapest
  - 2-3 departures per week

CZECH REP.
- Prague via Wien 4-5 trains per week A-D

SLOVAKIA
- Bratislava via Wien 4-5 trains per week A-D

ITALY
- Padova: 5 trains per week
- Milano: 2 trains per week
- Bologna: 2-3 per week

FREQUENCY CAN BE FURTHER INCREASED BASED ON CUSTOMER’S DEMAND
TMT’s SHUTTLE FEEDER SERVICE IN THE ADRIATIC SEA

Vessels operated by TMT

Our vessel at the service of 6 ports

Rotation defined on weekly basis to guarantee the connection with the mother vessel in Trieste

Ad hoc rates including t/s at Trieste
Trieste Marine Terminal

TMT TRAFFIC TREND 2003-2014 (teu)

<table>
<thead>
<tr>
<th>YEAR</th>
<th>TEUS</th>
<th>Diff. year on year</th>
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<tbody>
<tr>
<td>2003</td>
<td>118.142</td>
<td>50,4%</td>
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<tr>
<td>2004</td>
<td>177.672</td>
<td>13,3%</td>
</tr>
<tr>
<td>2005</td>
<td>201.290</td>
<td>9,6%</td>
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<tr>
<td>2006</td>
<td>220.661</td>
<td>21,4%</td>
</tr>
<tr>
<td>2007</td>
<td>267.854</td>
<td>26,3%</td>
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<tr>
<td>2008</td>
<td>338.299</td>
<td>-18,0%</td>
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<tr>
<td>2009</td>
<td>277.245</td>
<td>1,6%</td>
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<tr>
<td>2010</td>
<td>281.629</td>
<td>39,6%</td>
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<tr>
<td>2011</td>
<td>393.195</td>
<td>4,6%</td>
</tr>
<tr>
<td>2012</td>
<td>411.247</td>
<td>11,5%</td>
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<tr>
<td>2013</td>
<td>458.497</td>
<td>3,9%</td>
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<tr>
<td>2014</td>
<td>476.507</td>
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THE INVESTMENTS ALREADY PERFORMED

OVER 63 MLN € INVESTED IN INFRASTRUCTURES AND EQUIPMENT:

- RENEWED HANDLING EQUIPMENT: REACH STAKERS, SPREADERS, ROAD TRAILERS.....
- NEW 8,000 SQM STORAGE AREA AND TRML LAY OUT UPGRADING
- UPGRAADING OF THE IT SYSTEM AT THE COSMOS LATEST VERSION
- NEW DEDICATED RAIL TERMINAL WITH OVER 11,000 TRAINS CAPACITY.
- UPGRAADING OF 2 STS CRANES UP TO A CAPACITY OF 20 ROWS WIDTH AND 7 TIERS HEIGHT
- 185 DIRECT MULTISKILLED EMPLOYEES CARRING OUT ALL THE TERMINAL CORE ACTIVITIES
EXTENSION PHASE 1 – 100m x 400m
EXTENSION PHASE 2 – 100m x 400m
PHASE 3 – ENLARGEMENT 20m (width) x 200m (length)