



Portorož, 6th June 2008



# Luka Koper Group (2007)

- 1070 employees
- Operating revenues: 122 mio EUR
- Net profit: 30,9 mio EUR
- Maritime throughput: 15,4 milijona ton
- No. of companies in Luke Koper Group: 7



# Port and Logistic System

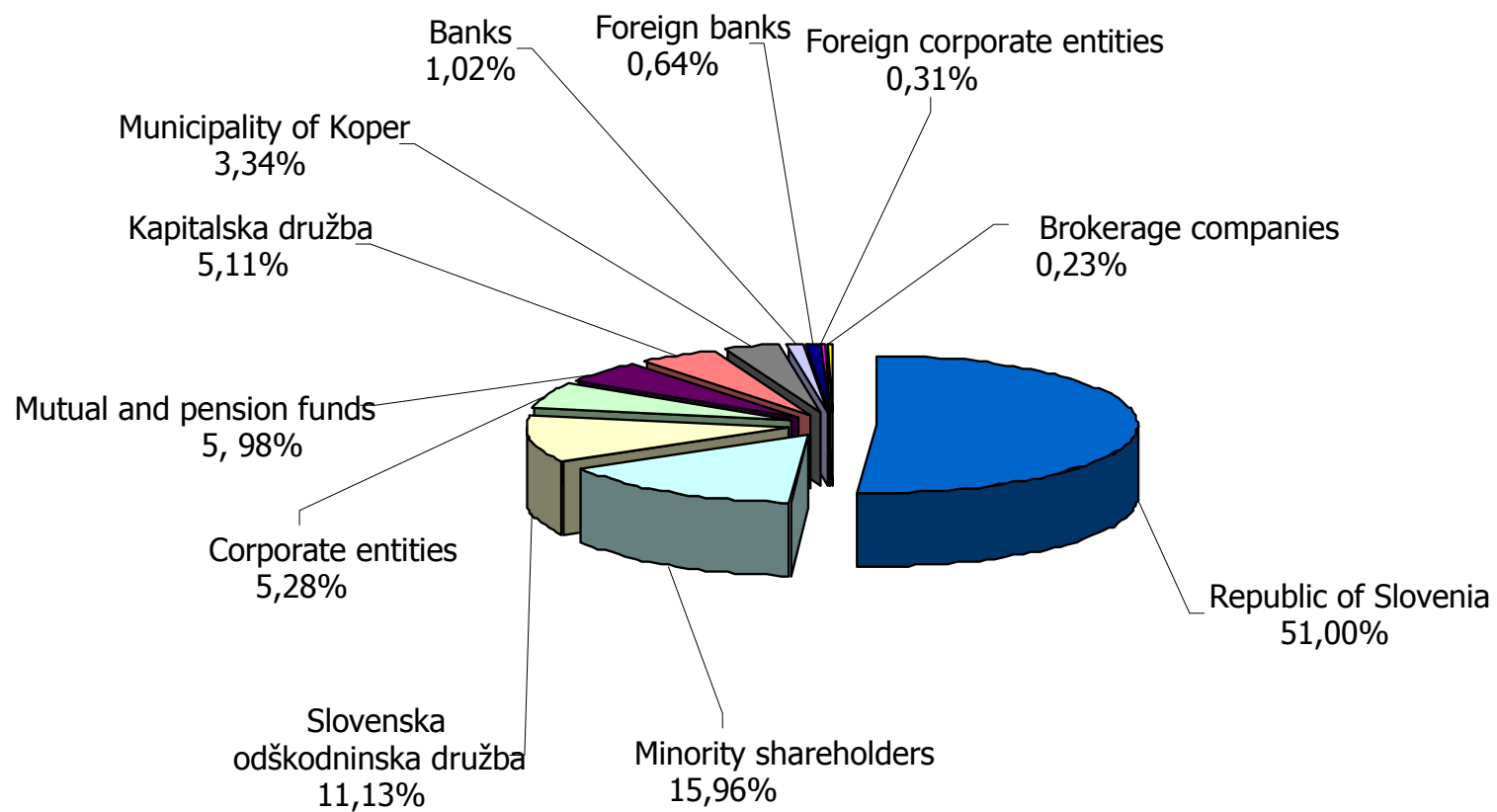
- Management of the free zone
- Management of the port area
- Provision of integrated logistic solutions
- Terminal operator



# 51 years of development



# Ownership structure (as on 31st March 2008)



# Multi-purpose port



**General cargo**

**Containers**

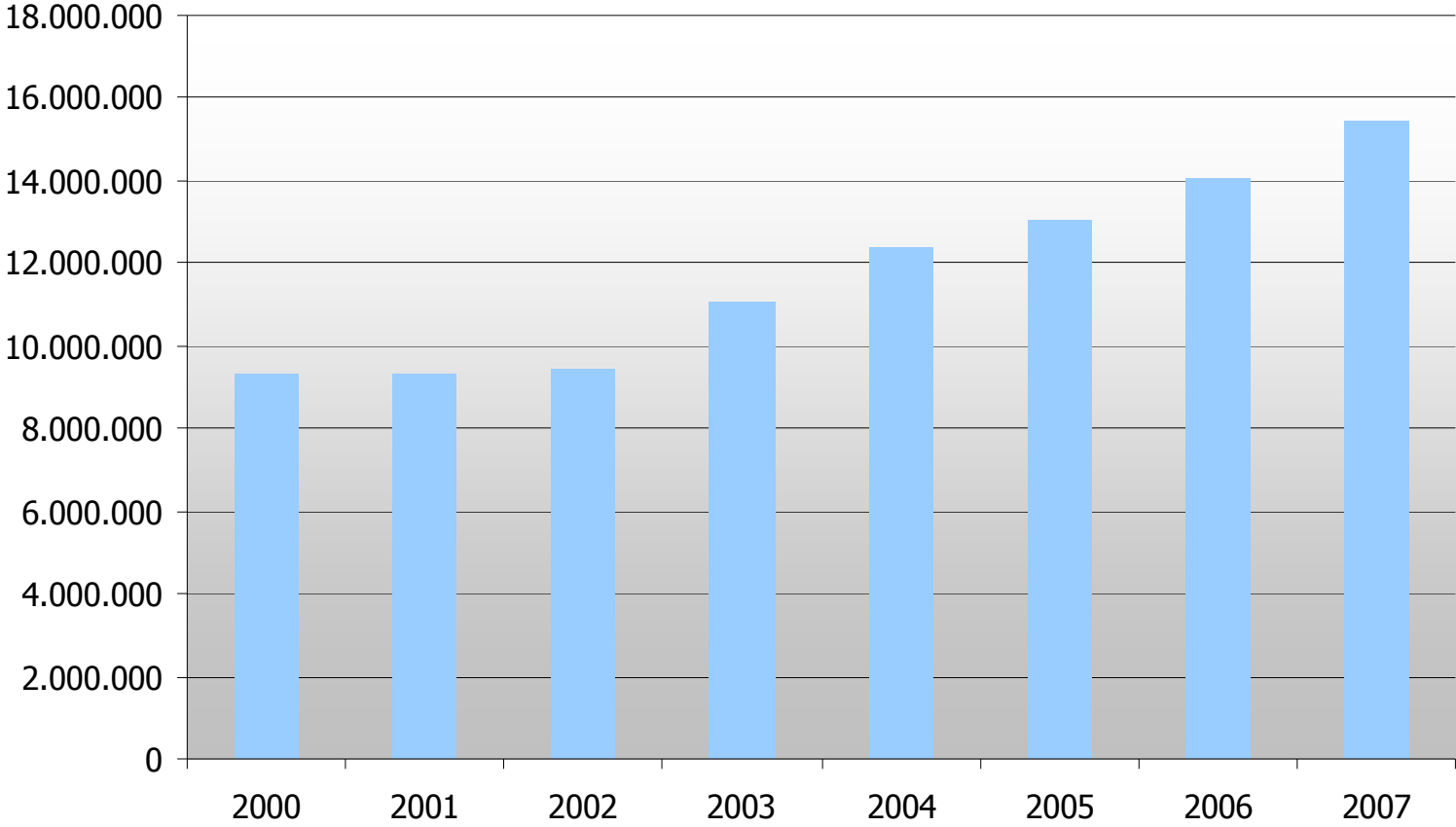
**Vehicles**

**Dry bulk**

**Liquid bulk**

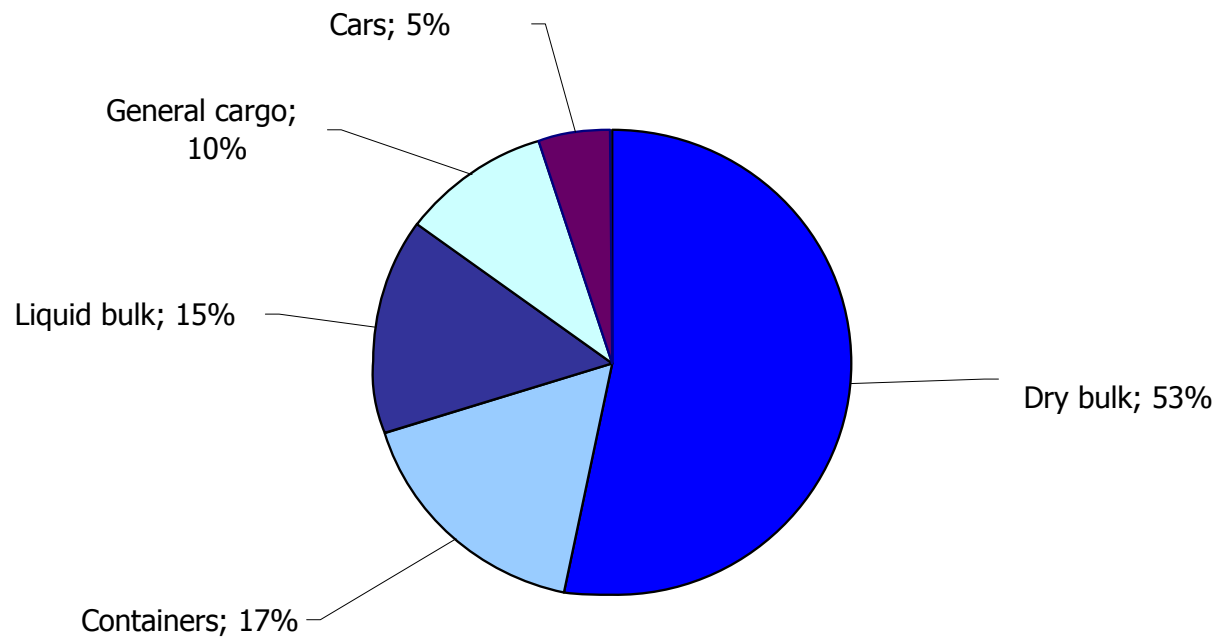
# Rapid growth of cargo flows

Total throughput in tonnes



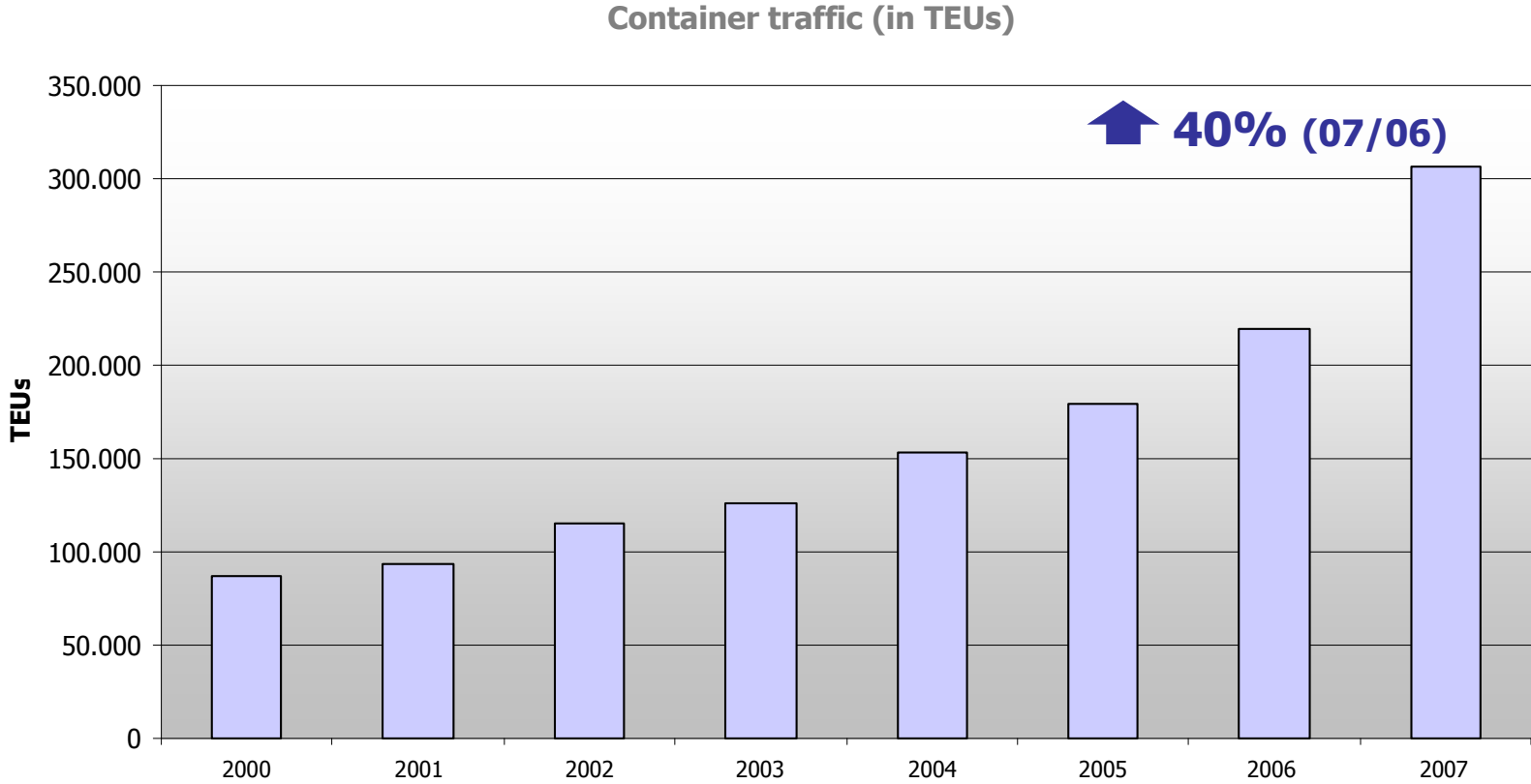
# Improving the structure of our services

Percentage of cargo type (from total throughput)





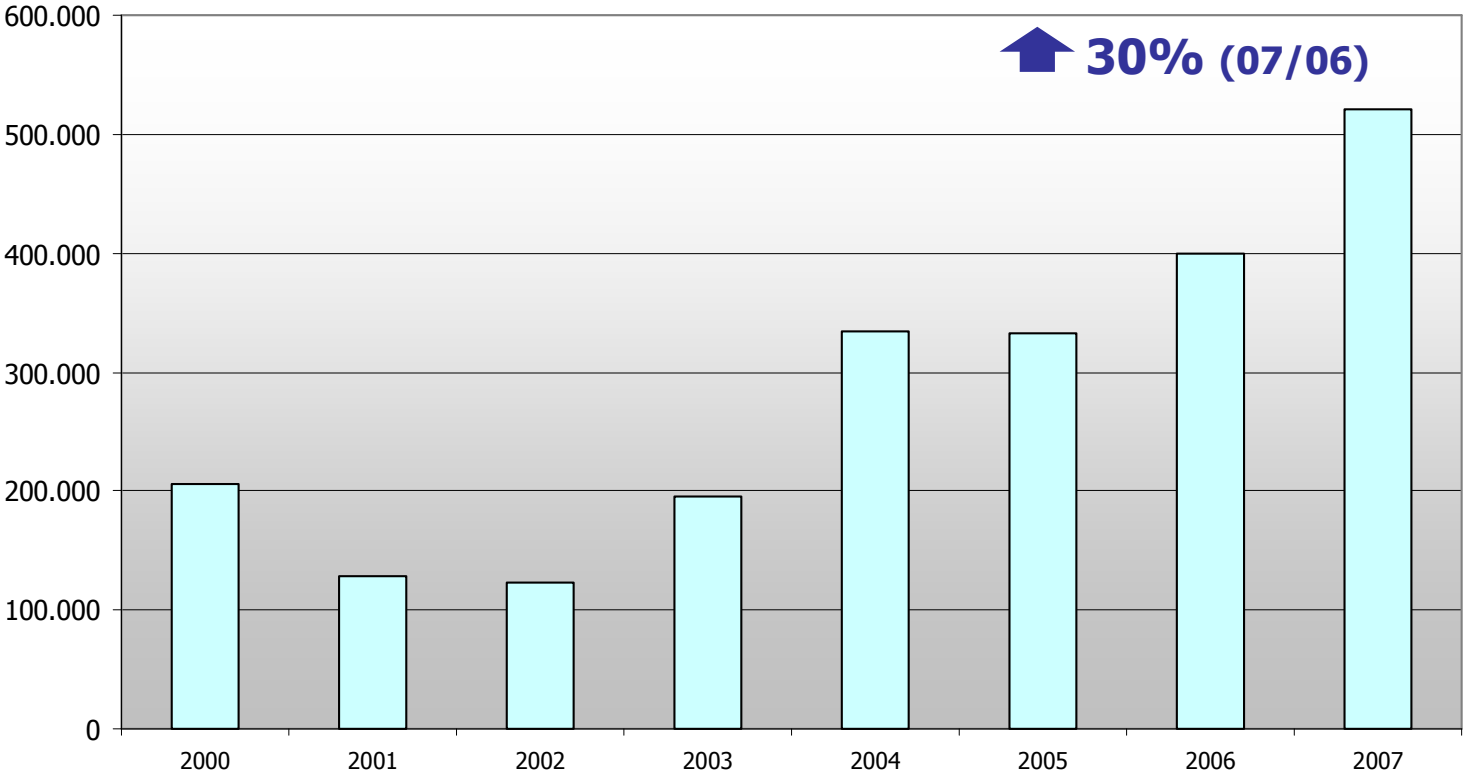
# More than 300.000 containers...



**Jan-Mar 08/07: +19%**

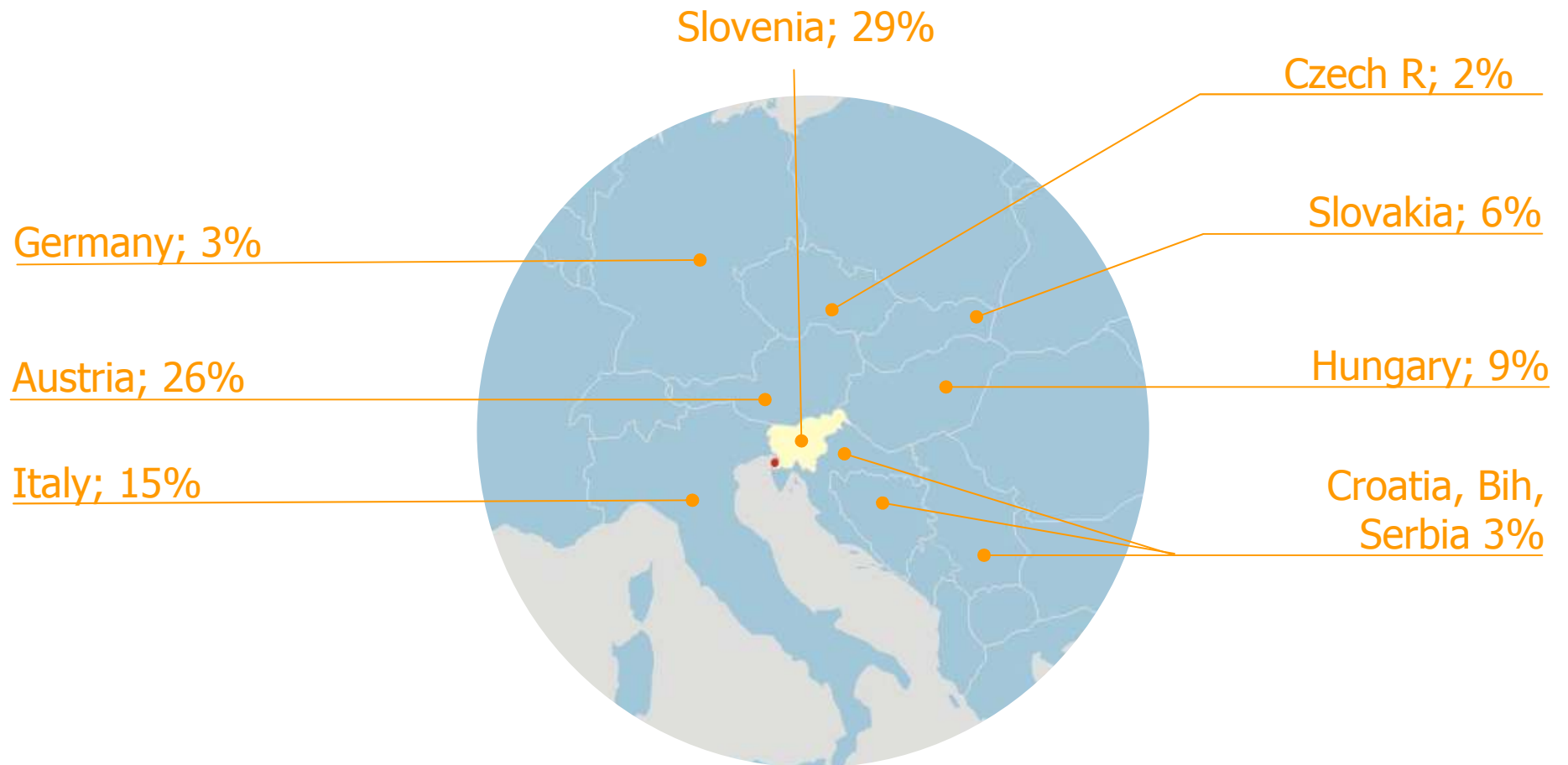
# ...and 520.000 car units

Car throughput (in units)



**Jan-Mar 08/07: +46%**

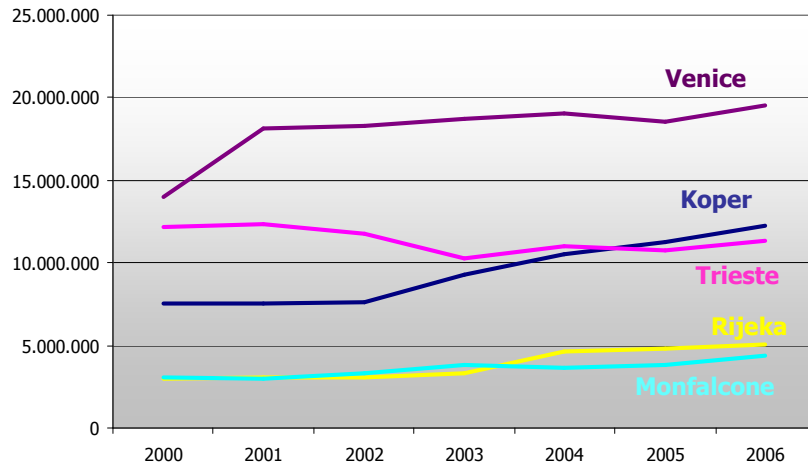
# Laced in the international trading



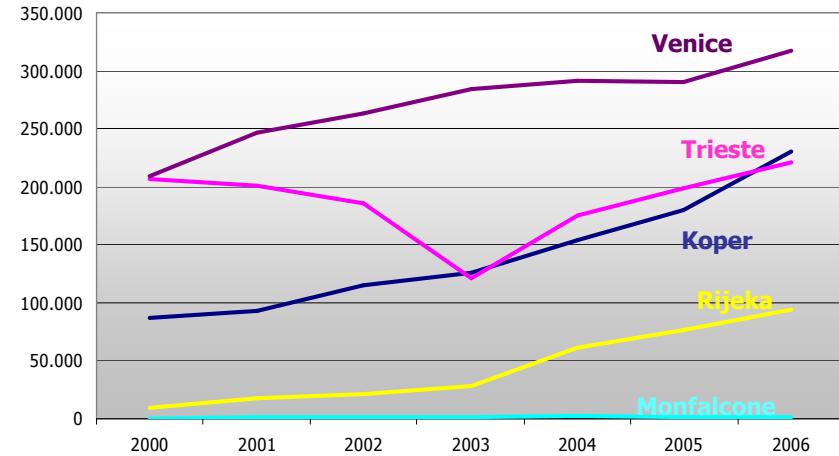
**(Percentage of total cargo throughput)**

# Performance of North-adriatic ports

Throughput in tonnes (w/o oil)



Container traffic (in TEUs)



- Luka Koper is the 1st port for Austria
- and 1st port for Hungary as regards container freight operations

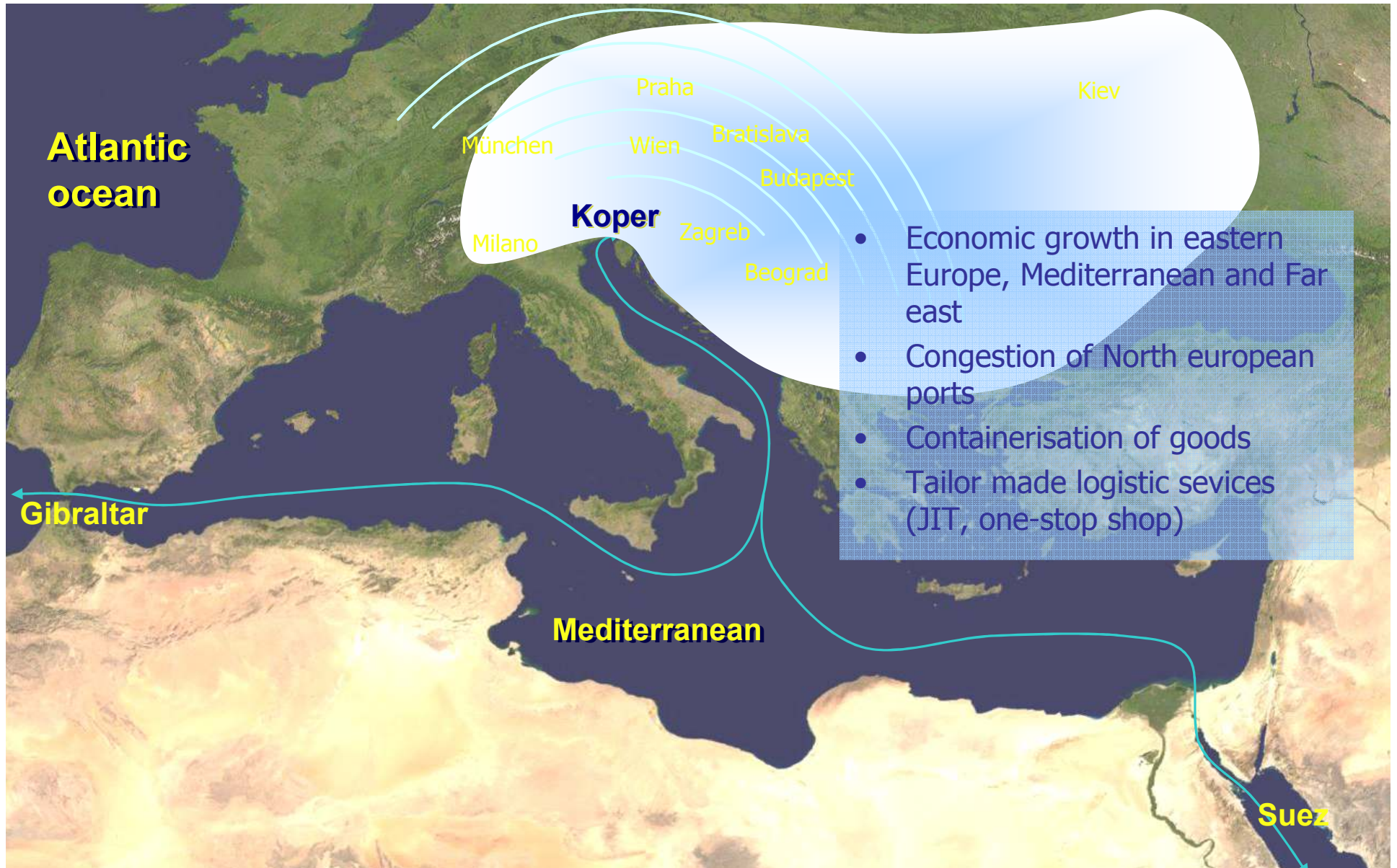
## **Mission**

Facilitating business cooperation  
with quality port and logistic  
services on the shortest route to  
the heart of Europe

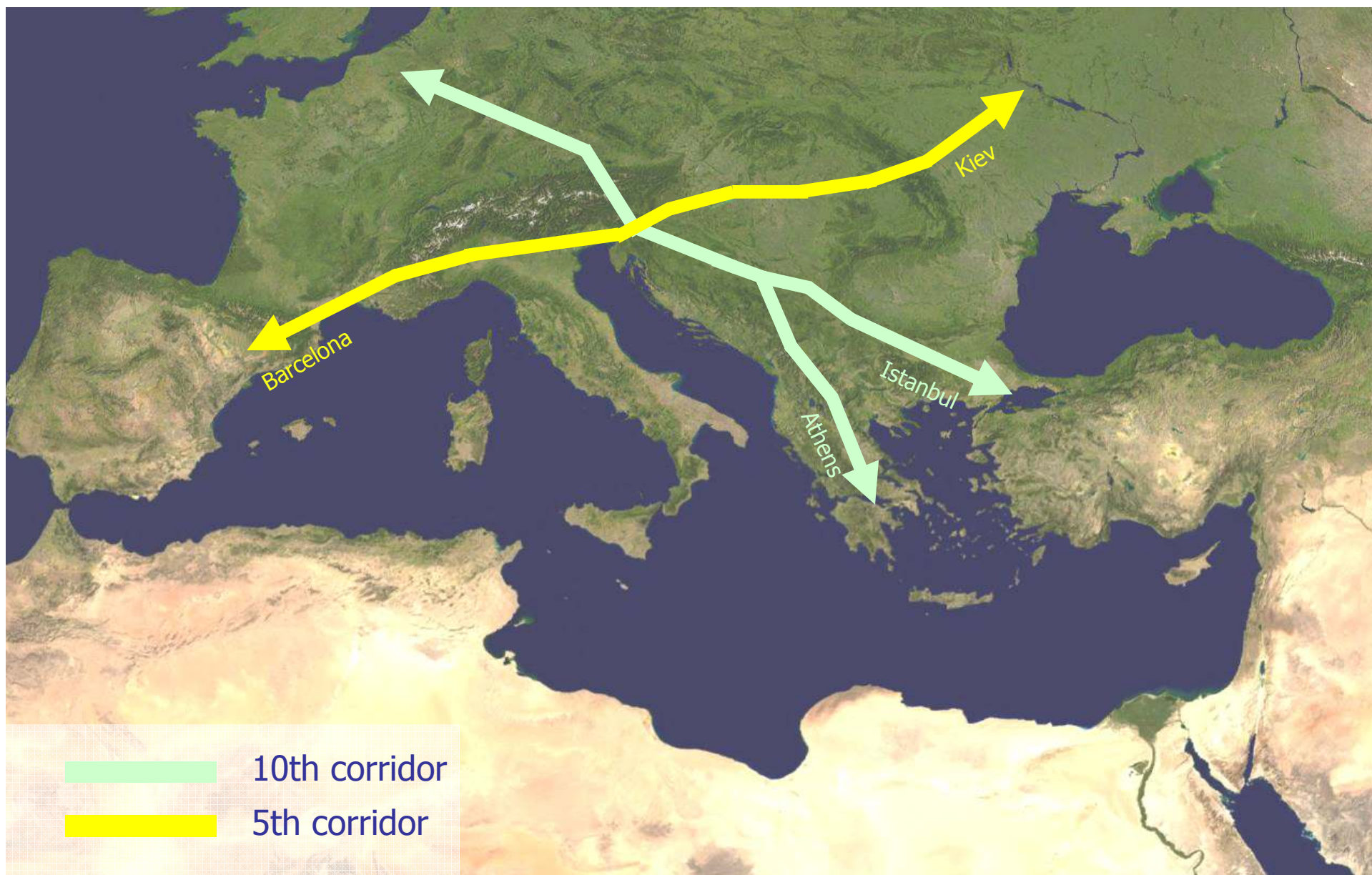
## **Vision**

Luka Koper, d.d. - the main logistics and  
distribution system for Central Europe

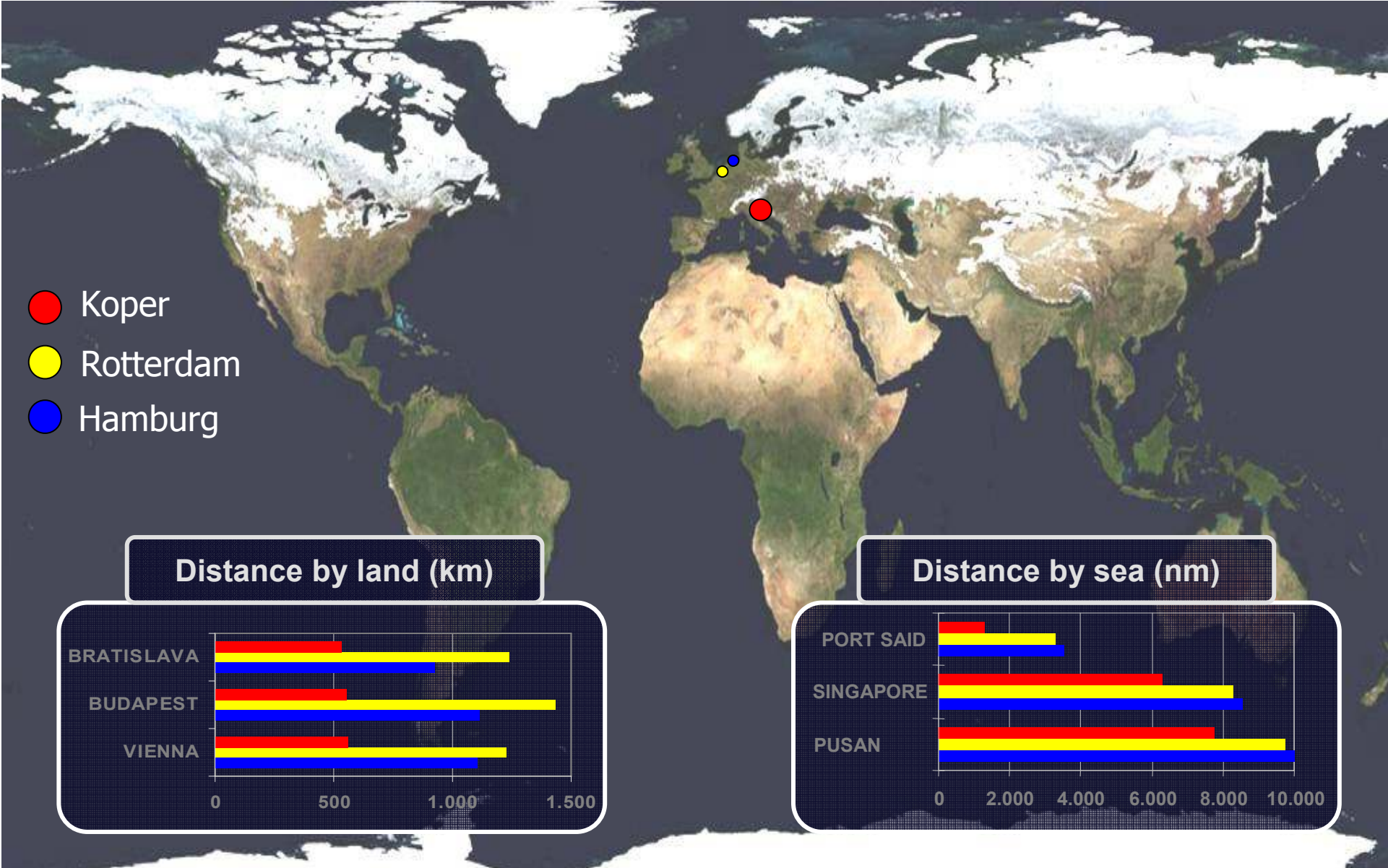
# Outstanding geographical position



## At the intersection of pan-european transport corridors

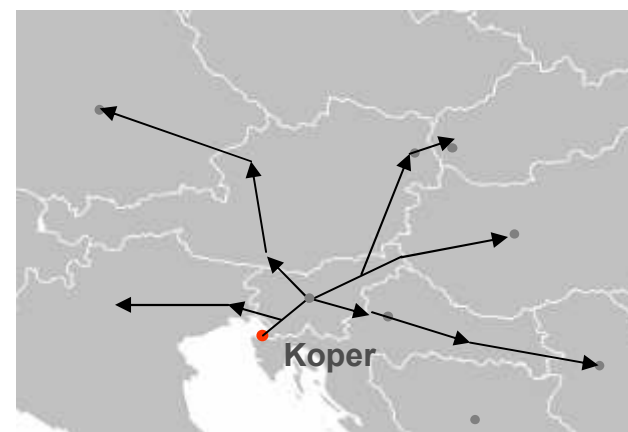


# The shortest way to the heart of Europe





# Regular Block train connection



<b>SLOVENIA :</b>	<b>Koper - LJ - Maribor (Adria Kombi)</b>	<b>daily block train =&gt; connection to Graz....</b>
<b>GERMANY:</b>	<b>Koper - LJ – Muenchen</b>	<b>3 trains/week</b>
<b>HUNGARY:</b>	<b>Koper - Budapest (ICF)</b>	<b>6 block trains/week</b>
	<b>Koper - Budapest (ERS-Maersk)</b>	<b>1-3 trains weekly</b>
	<b>Koper - Budapest (Adria Kombi)</b>	<b>3 trains/week</b>
<b>SLOVAKIA:</b>	<b>Koper – Žilina (Adria Kombi)</b>	<b>periodical block train</b>
	<b>Koper – Dunajska Streda (Metrans)</b>	<b>4 trains/week</b>
<b>SERBIA:</b>	<b>Koper – LJ – Belgrade</b>	<b>2 trains/week</b>

All other destinations are covered with daily single wagon service

Ratio between rail/road: 60% rail, 40% road (2007)

# Adria Transport



- Company foundation: 2005
- Ownership and strategic partnership:
  - 50% Luka Koper
  - 50% GKB
- Safety certificate (via GKB licence) for railway operations on Slovenian territory in 2008

**=> Adria Transport is the first private railway operator in Slovenia**

## Adria Transport – Business fields

- Organization of **local railway activities** in the Port of Koper and on the inland terminal in Sežana (local shifts)
- Preparation and organization of **direct block-trains** for known customers (with new businesses)
- Investment in **transport equipment** for known customers (mainly wagons, which are not easily provided by other operators)

# What we have today?

- 2 locomotives Siemens Taurus (in June 2008), third coming by the end of September 2008
- 25 Rgs wagons for transportation of containers, additional 40 ordered
- 40 Laekks wagons ordered for transportation of cars



# Developing into an recognizable logistic provider

- effective port and distribution centre,
- we are improving cargo structure giving priority to containers and cars,
- construction of new facilities and improving present capacities,
- modernization of hinterland infrastructure.

## **Development until 2015**

- total maritime throughput of 18 million tonnes,
- 700.000 TEUs, 650.000 cars,
- network of inland terminals in Slovenia and abroad,
- investments in port facilities.

# Development projects



# Extension of Pier I

- End of 1st phase: March 2009
- Additional warehousing space
- post-panamax cranes
- Increased max depth
- Capacity 600.000 TEUs/annually





# Multi-storey warehouse for cars

- Expected conclusion of works:  
November 2008
- Direct connection to the quay
- A first garage of the anticipated  
complex for 22.000 units



# New main entrance to the port

- Expected conclusion of works: april 2009
- Direct connection to highway network
- Disburdening of local roads
- New truck terminal and related activities



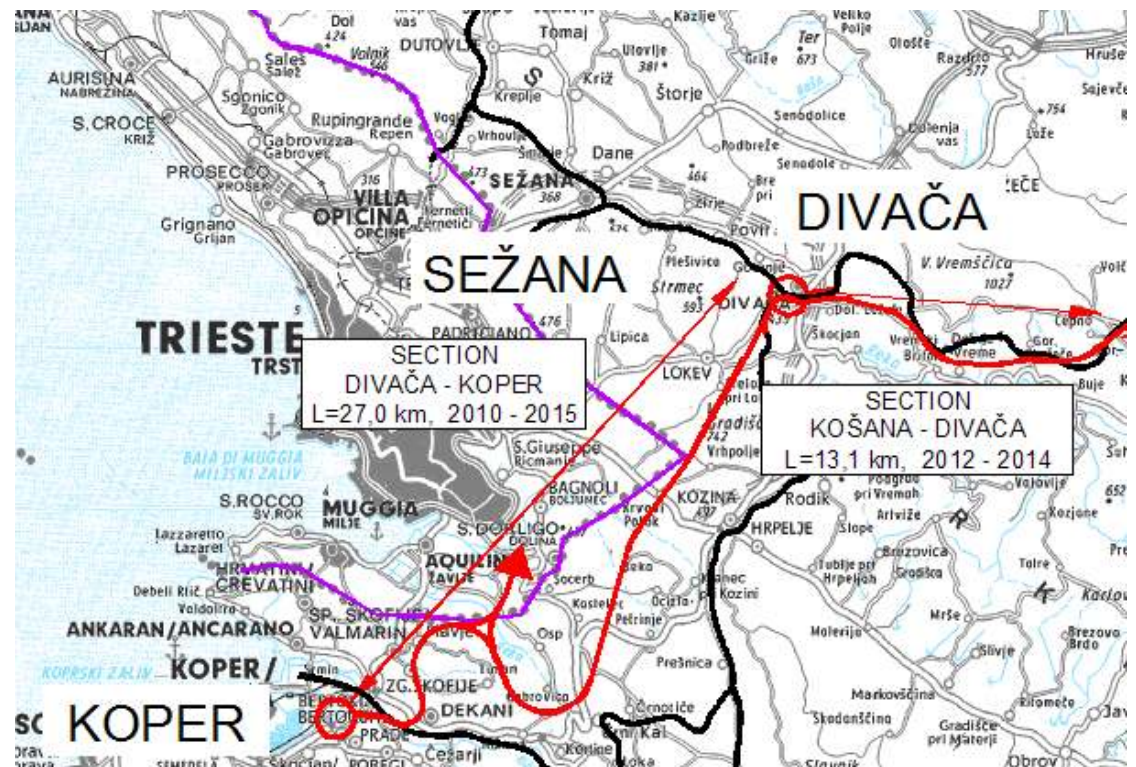
# Development of integrated logistic services

- European Distribution Centre in Sežana
- Distribution centre "Panonija" in NE Slovenia
- Execution of railway transports
- Development of IT support



# Improving hinterland infrastructure

- Accomplishment of the highway network
- Modernization of railway infrastructure
- New railway track Koper-Divača
- Short sea shipping concept



# Concrete cases for orientations in logistics

... within strategic partnerships

- **Adria Terminali** – inland logistics and distribution:
  - 1<sup>st</sup> phase: Sežana, on the V. corridor, on the Italian border
  - Next steps: additional locations to be established and developed (Divača, Arad...)



- **Adria Transport** – railway operations for a more competitive inland network
- **Passenger Terminal** – in close cooperation with the Municipality of Koper
- **EcoPark** – generation of alternative energy for the city
- **TOC** - environmental prevention & research
- **Posco** – investment with the client & business integration / control / direct support
- **Other supporting projects:** stimulating new block trains & maritime connections

Thank you for your attention!

