



MAY 2013

1. Introduction

**SOME 90 % OF WORLD TRADE
BY VOLUME IS CARRIED BY
SEA**

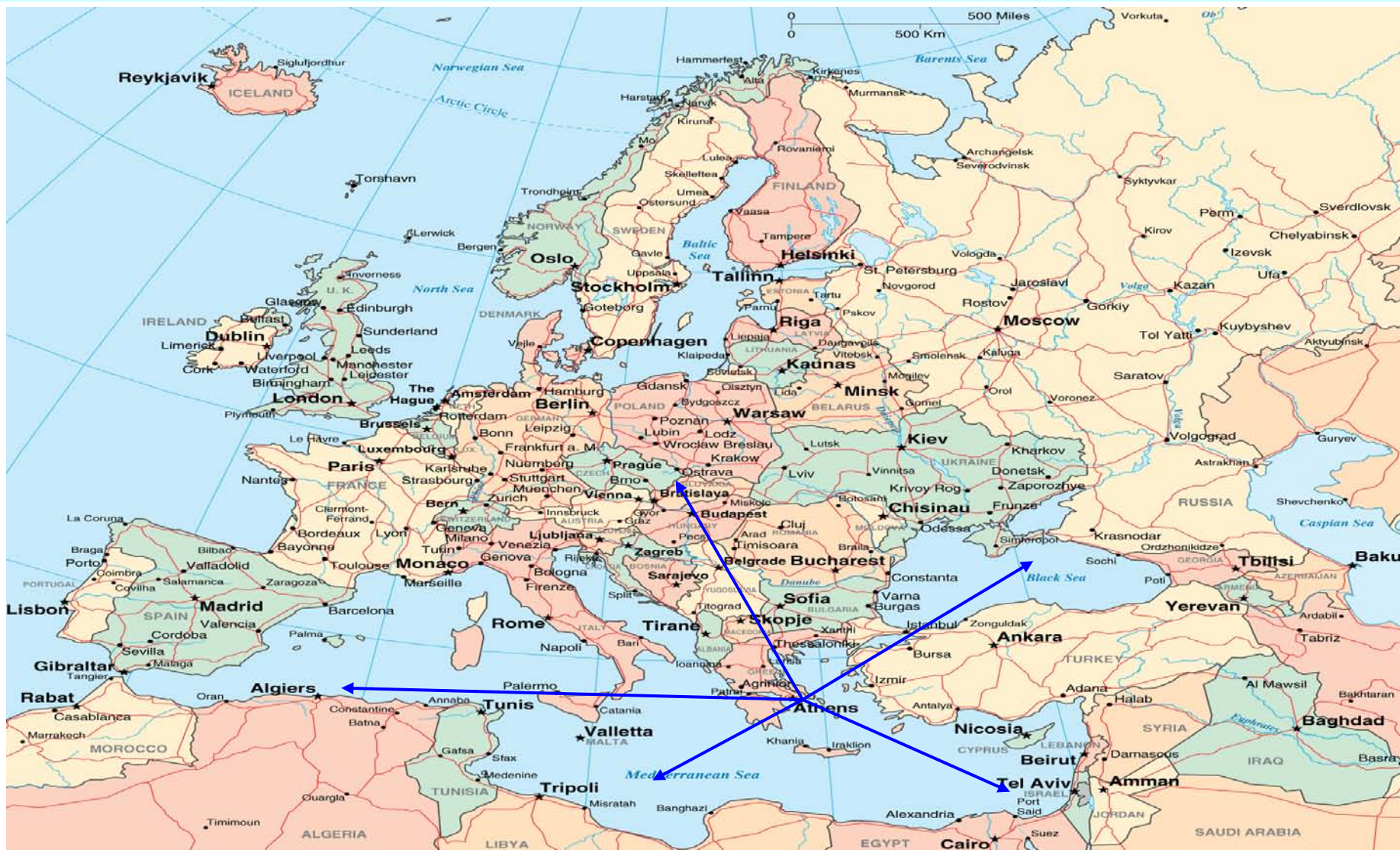
**GLOBAL SEABORNE TRADE
WILL MORE THAN DOUBLE
BY 2030**

**RAIL CONNECTION
OF PIRAEUS WITH
BALKANS AND
CENTRAL EUROPE
IS COMPLETED**

**THE CRUISE IN THE MEDITERRANEAN IN RECENT
YEARS INTRODUCED ENORMOUS POTENTIAL**

**A SIGNIFICANT INCREASE POPULATION (SO
DEMAND) IN N. AFRICA AND IN THE COUNTRIES OF
THE BLACK SEA IS EXPECTED**

PIRAEUS IS AND SHALL REMAIN AND BE EVEN MORE DEVELOPED AS INTERNATIONAL HUB OF TRADE AND TOURISM



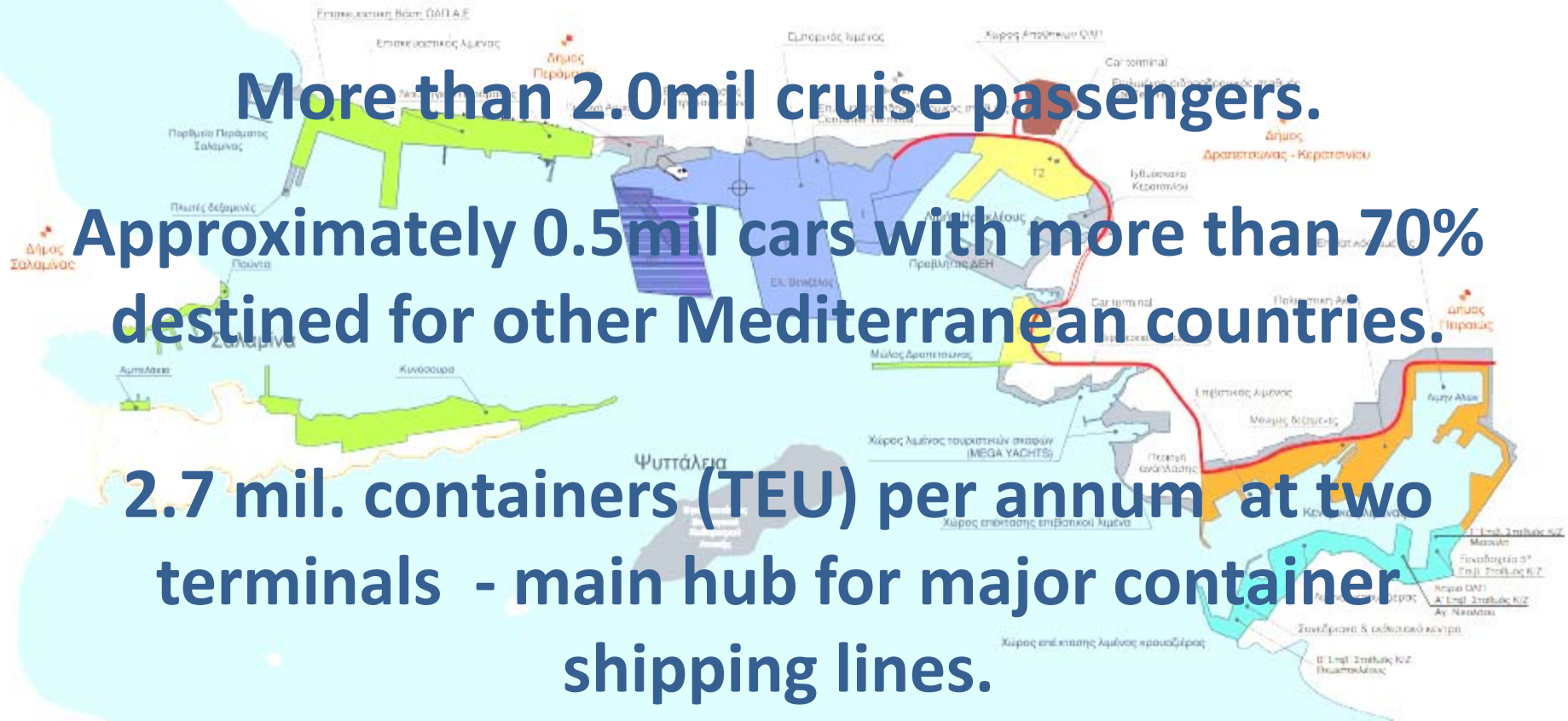
PIRAEUS PORT IN A GLANCE

Nearly 18 mil. Passengers per annum.

More than 2.0mil cruise passengers.

Approximately 0.5mil cars with more than 70% destined for other Mediterranean countries.

2.7 mil. containers (TEU) per annum at two terminals - main hub for major container shipping lines.



HISTORICAL MILESTONES

- 1930 FOUNDATION OF PPA
- 1997 PIER II AT CONTAINER TERMINAL BEGINS OPERATIONS
- 1999 PPA IS TRANSFORMED INTO A SOCIETE ANONYME.
- 2002 CONCESSION AGREEMENT BETWEEN PPA SA & HELLENIC STATE (40 YEARS)
- 2003 PPA SA LISTED IN ASE (74,1% is retained by the Hellenic State)
- 2008
- EXTENSION OF THE PPA-STATE CONCESSION AGREEMENT (10 YEARS)
 - A CONCESSION AGREEMENT FOR PIERS II & III IS SIGNED BETWEEN PPA SA & COSCO PACIFIC LTD
- 2010 PIER I OF CONTAINER TERMINAL BEGINS OPERATIONS
- 2012 HRDF RECEIVES ALL SHARES FROM STATE (74,1%)



PIRAEUS – AN ECO FRIENDLY PORT

Piraeus was acknowledged as an environmentally friendly port.

PERS certification received in 2011.



A port with an international presence

Since 2011 president of MEDCRUISE is the
General Manager of PPA Stavros Chatzakos

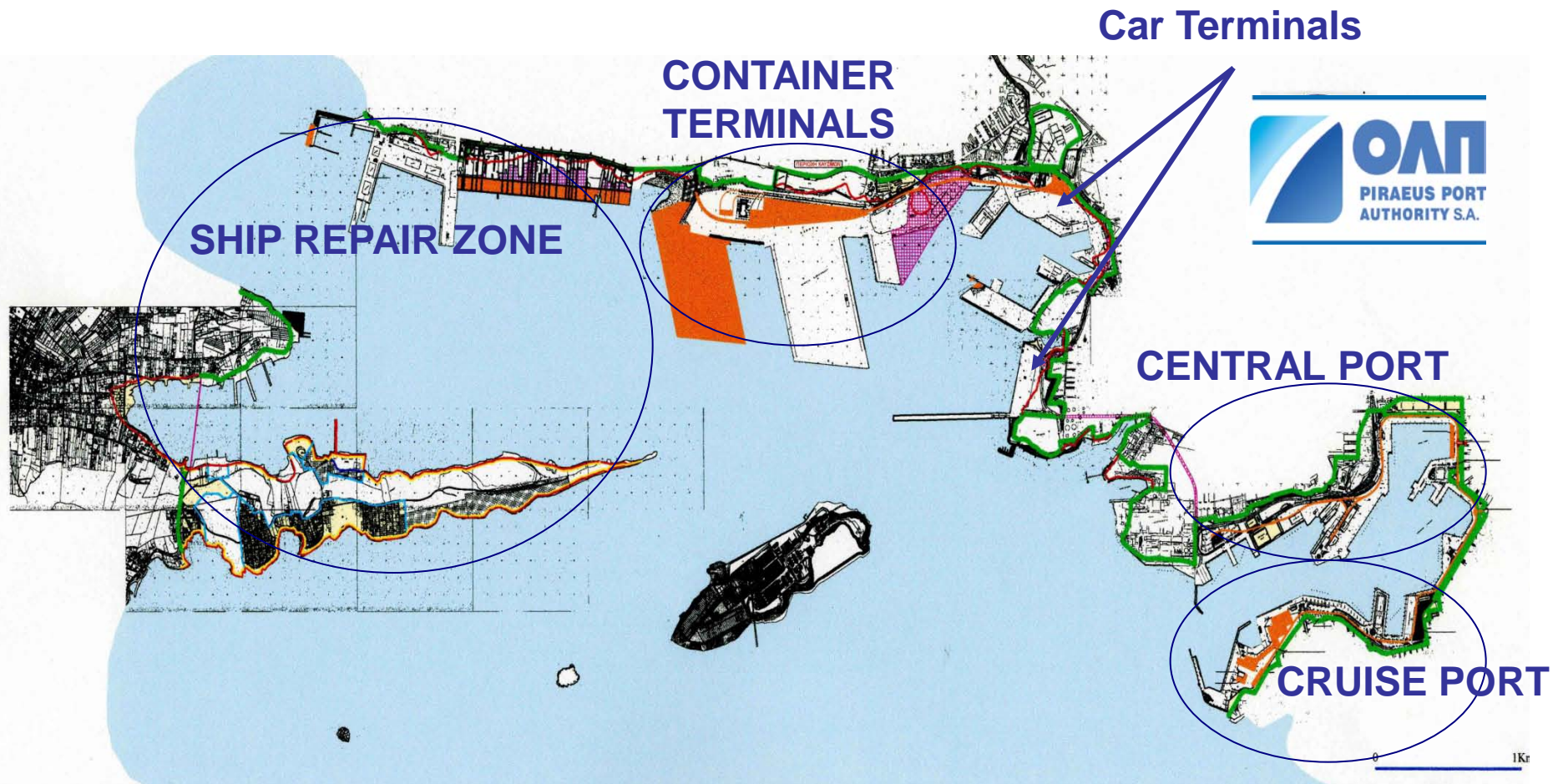


PPA is actively involved in all international
decision making processes

Participation in 12 European programs
through which promote joint actions for
the benefit of all the country's ports



2. Business sectors



Cruise sector

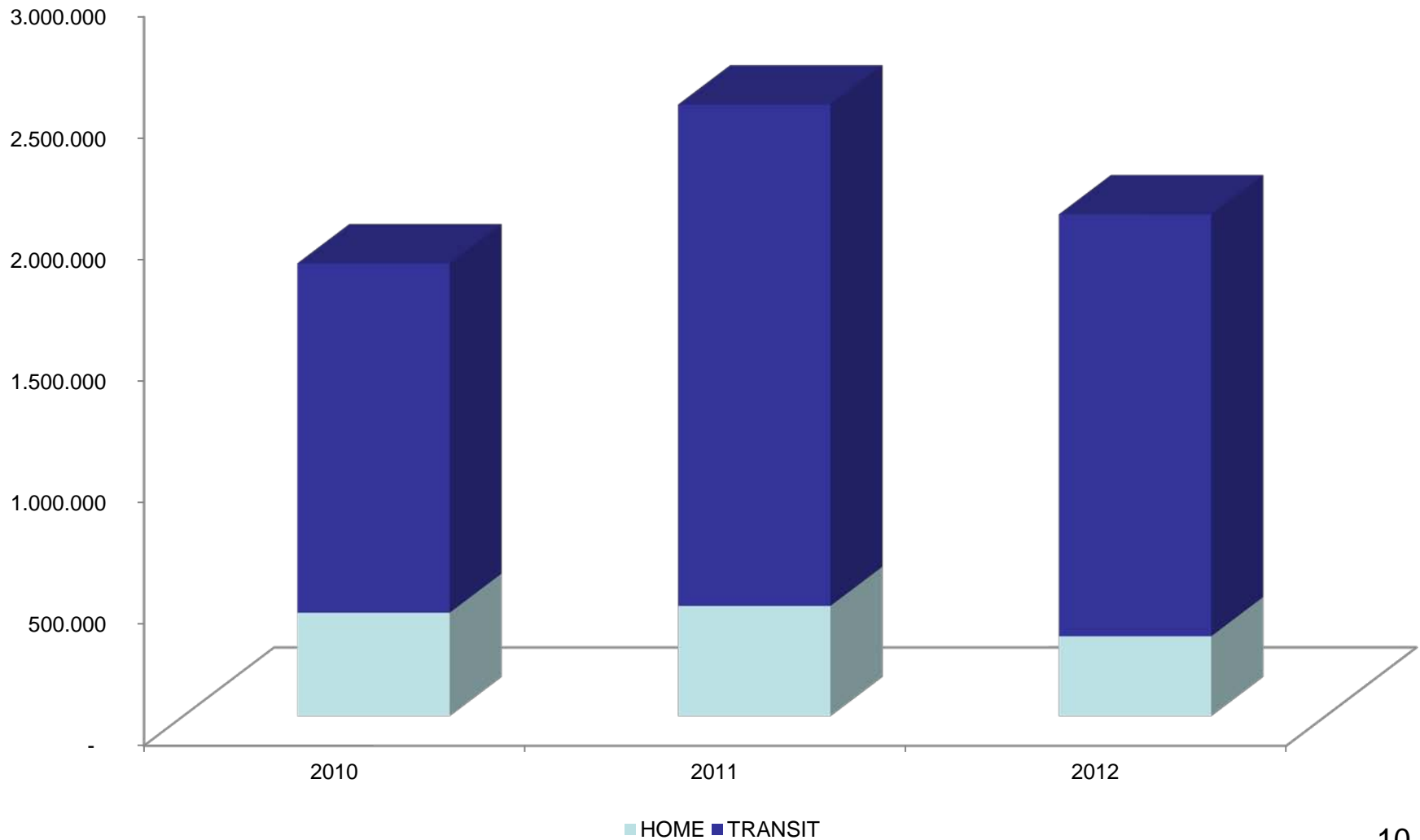
isitgreece.gr

- The share of Mediterranean in the global cruise market has almost doubled in the last 10 years.

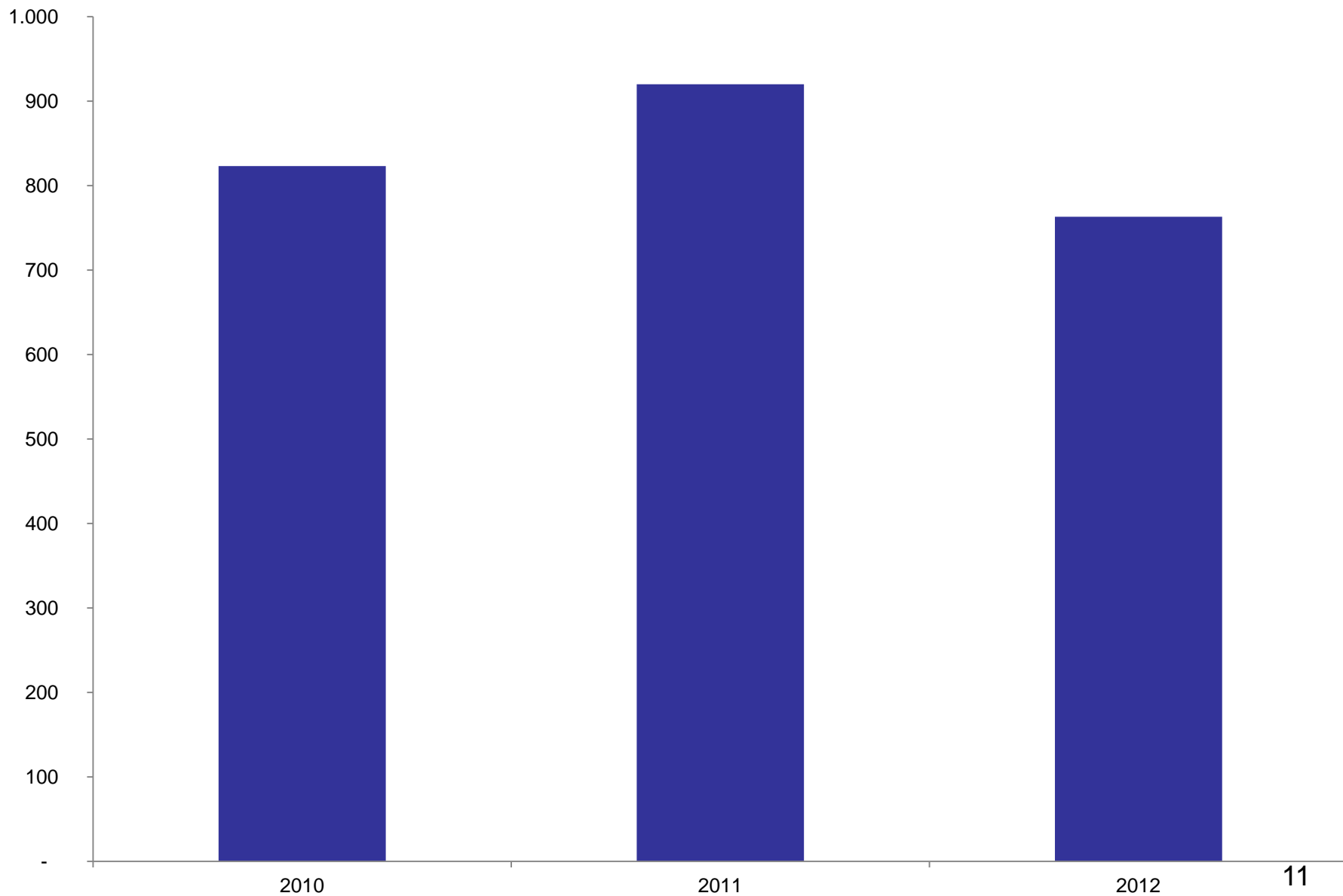


- Aim for the PPA is the conversion of Piraeus at the main cruise port in the Mediterranean

CRUISE PASSENGER TRAFFIC



CRUISE SHIPS CALLS



- 2 passengers stations
- 200 parking places for coaches
- Taxi station
- X-RAYS operated by a private company

SOUTHERN EXPANSION

The project includes the construction of quay walls and berths for the accommodation of 6 new generation cruise vessels.



Total Budget: 230mil. Euros.

Phase A of Project (€120mil.) secured funding through ESRF budgets.

The project is mature with nearly all permits and studies in place.

DG COM approval is awaited.

Call for tenders for construction is expected within 2013

Expansion of Infrastructure

Second International Passenger Terminal

The opening of the new building, with an area of 5.600 m², will be held on Monday, May 27th 2013 at 12:30 pm.

The new Cruise Terminal together with the old stone building (formerly Kannelou) provides extensive areas for the entry-exit of passengers and modern systems of checking and surrounding spaces for parking of taxis, tourist buses and cars, while the entrance will be from Gate E12 (Leodos).



With the operation of the second cruise terminal, the PPA can serve up to 25.000 passengers per day in the most modern and comfortable way from two different points of entry.

Cultural Coast of Piraeus

The port area from Ag. Dionisis to the Ministry of Maritime Affairs is gradually transformed into a space of combined cultural acts that includes museums, recreational spaces, thematic parks and other relevant areas and buildings.

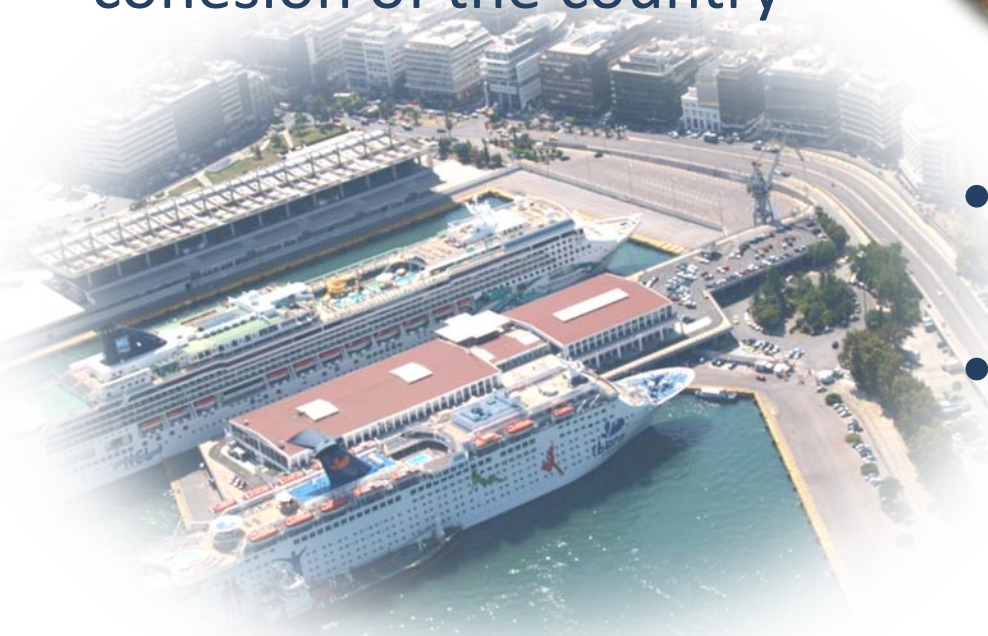


- Tenders are open
- It has been signed MoU with the Attica Region
- Continued Cooperation with the Ministry of Culture



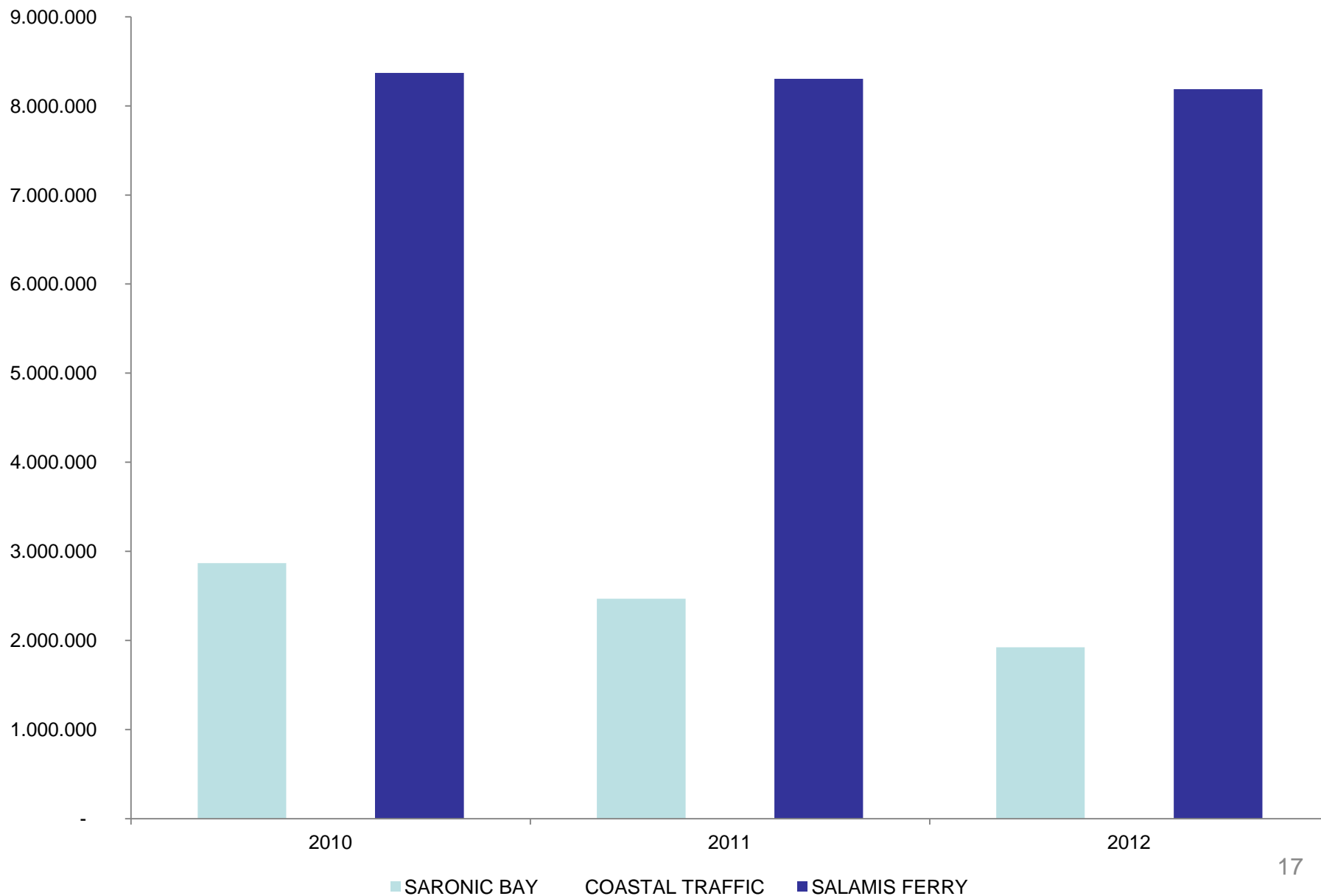
COASTAL SECTOR

- The largest passenger port in Europe
- Significant contribution in the economic and social cohesion of the country



- Tourist gate for the islands
- Hub for the internal trade from/to the islands

DOMESTIC PASSENGER TRAFFIC



CAR TERMINAL

- The largest in Eastern Europe
- Hub for transshipment in the Mediterranean and Black Sea

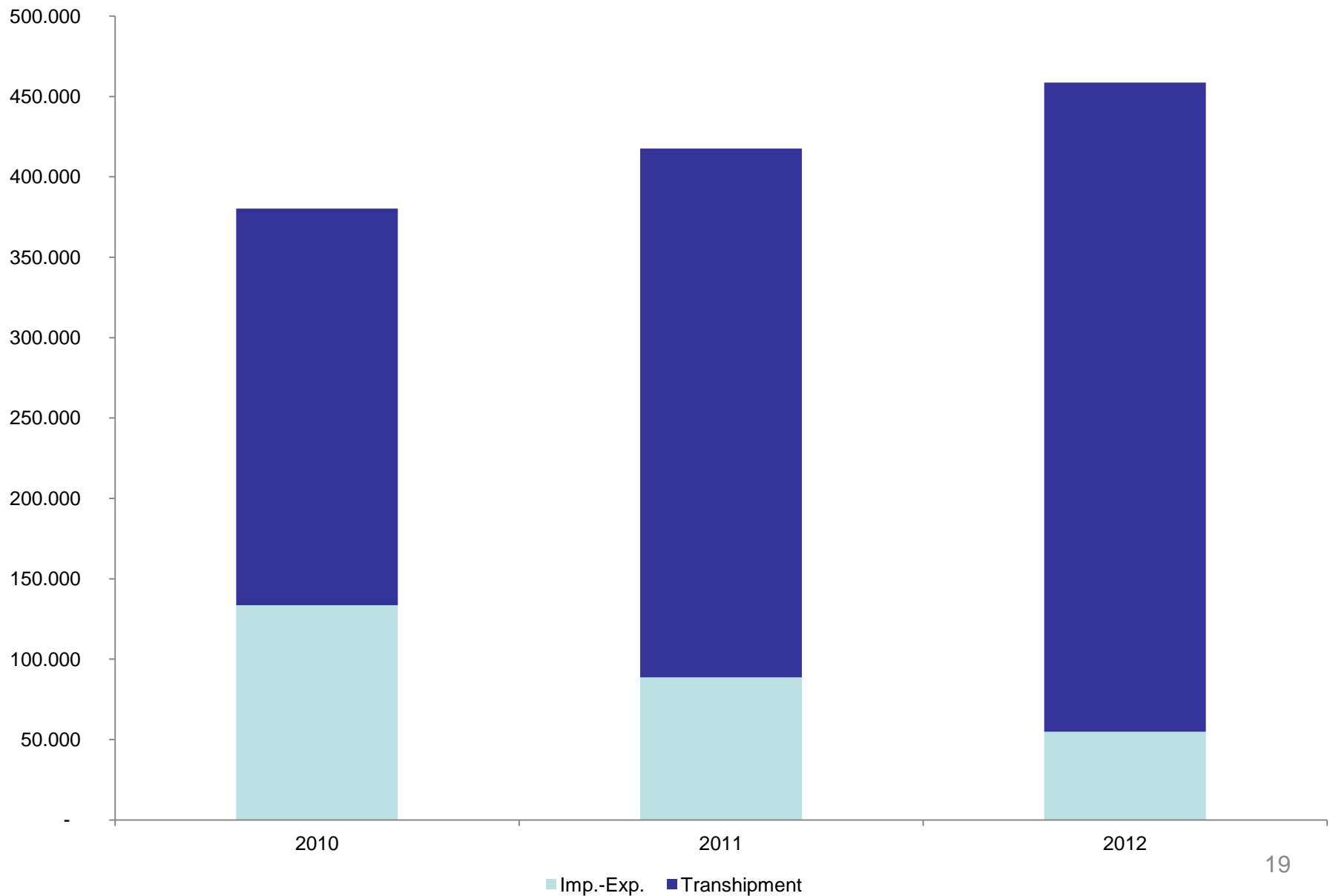


Rail connection to Ukraine, central Europe and Balkans by June 2013

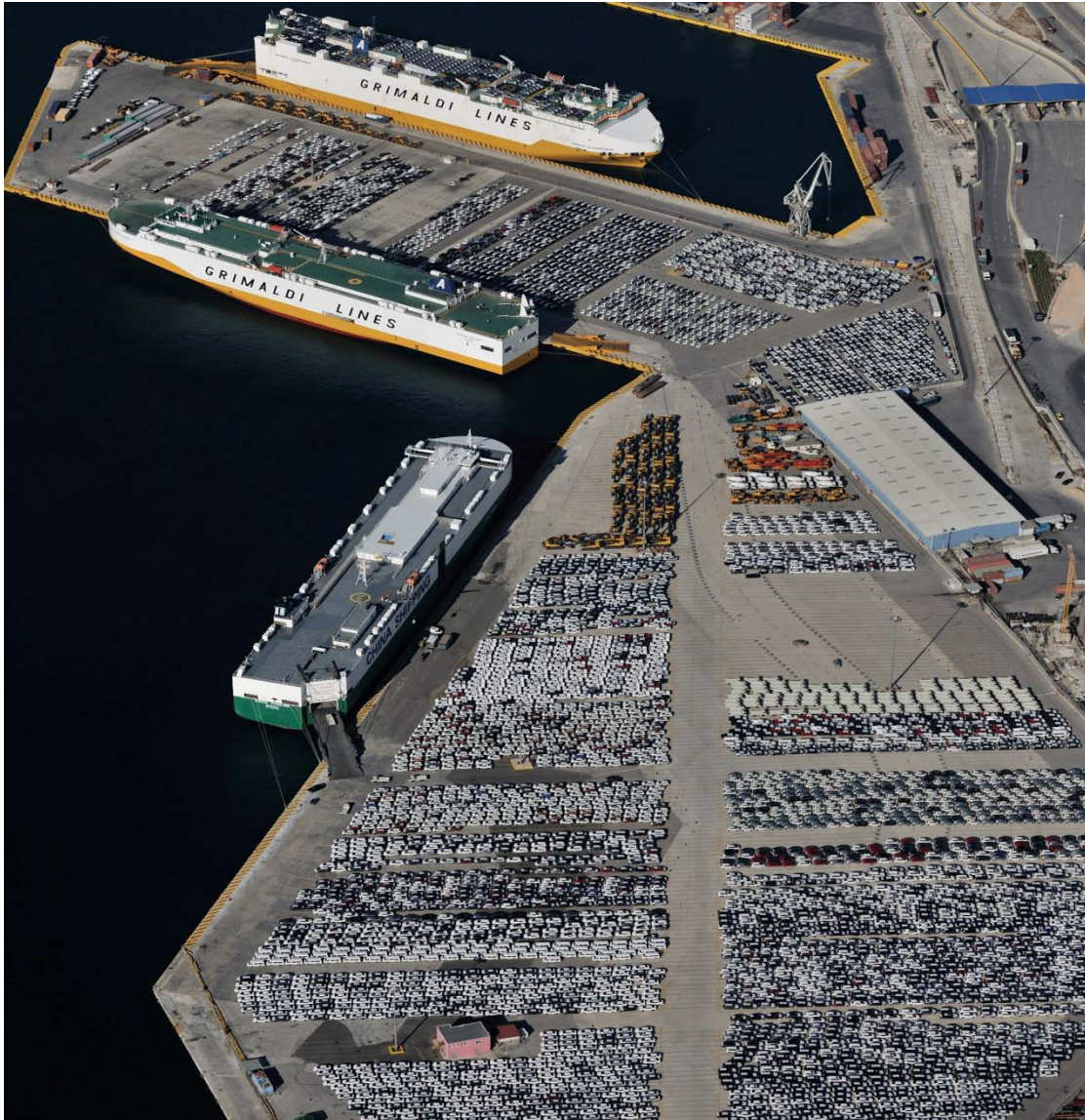
- Serving the biggest shipping companies and automakers.



CAR TERMINAL THROUGHPUT



Rail Connection of Piraeus Port



- Full operation by September 2013
- Between PPA SA and OSE SA, a Concession Agreement has been signed, which is executed with the ultimate aim of a railway linking the port of Piraeus to the Thriassion.

CAR TERMINAL PROJECT

Expansion and development of a new car terminal of 110,000 sqm and 1,100m. quay wall length. Piraeus currently operates 2 terminals of approximately 190,000sq.m and 1,500m. quay wall and annual throughput of nearly 0.5mil. vehicles

The project will service the anticipated expanded demand of northern Africa, Middle East and Black Sea.

Ideal location for transshipment.



CONTAINER TERMINAL

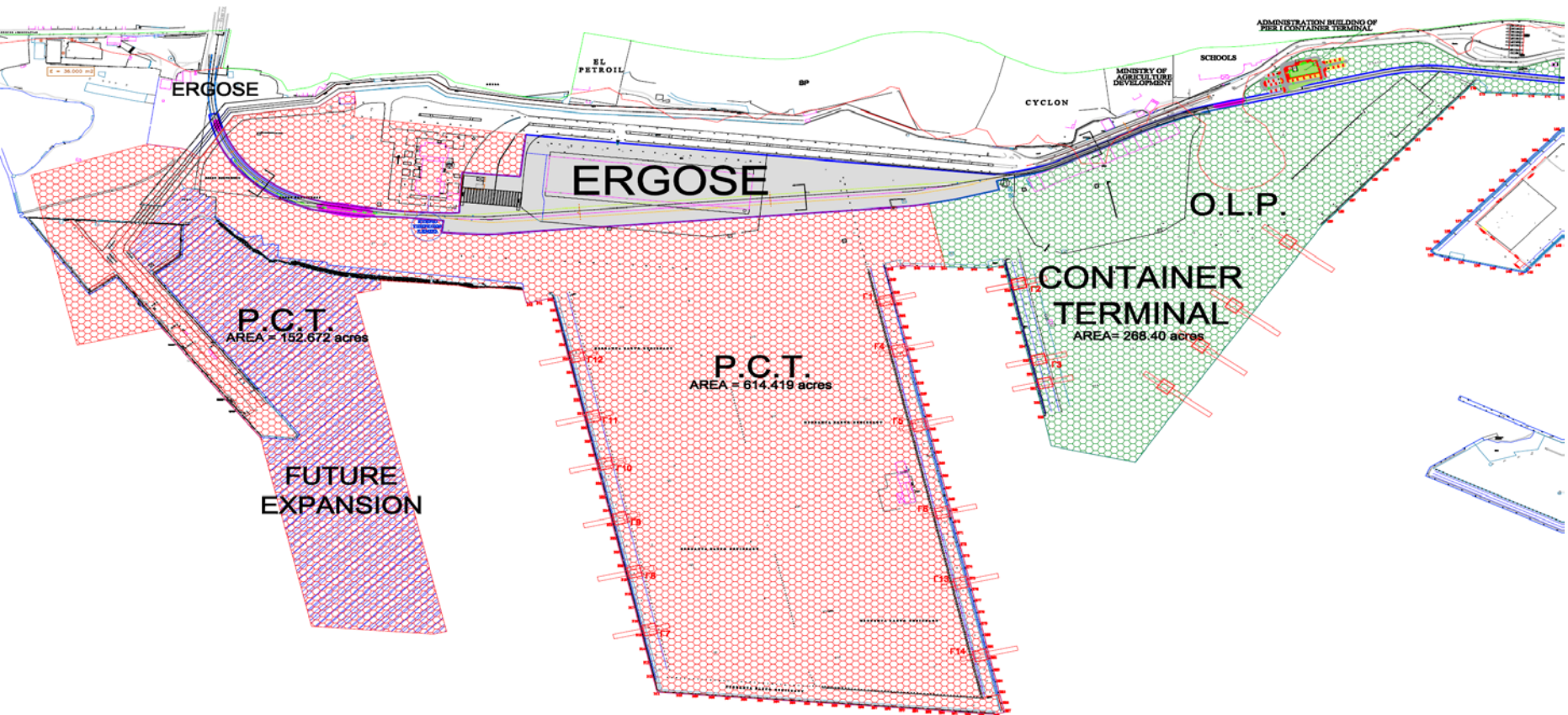
- Within the top 10 largest container ports of Europe in terms of throughput
- Hub for transshipment in the Mediterranean and Black Sea
- Serving the biggest shipping companies



Rail connection to Ukraine, central Europe and Balkans by June 2013

Infrastructure capable to serve the largest container carriers on float today.

PPA SA CONTAINER THROUGHPUT (TEU)

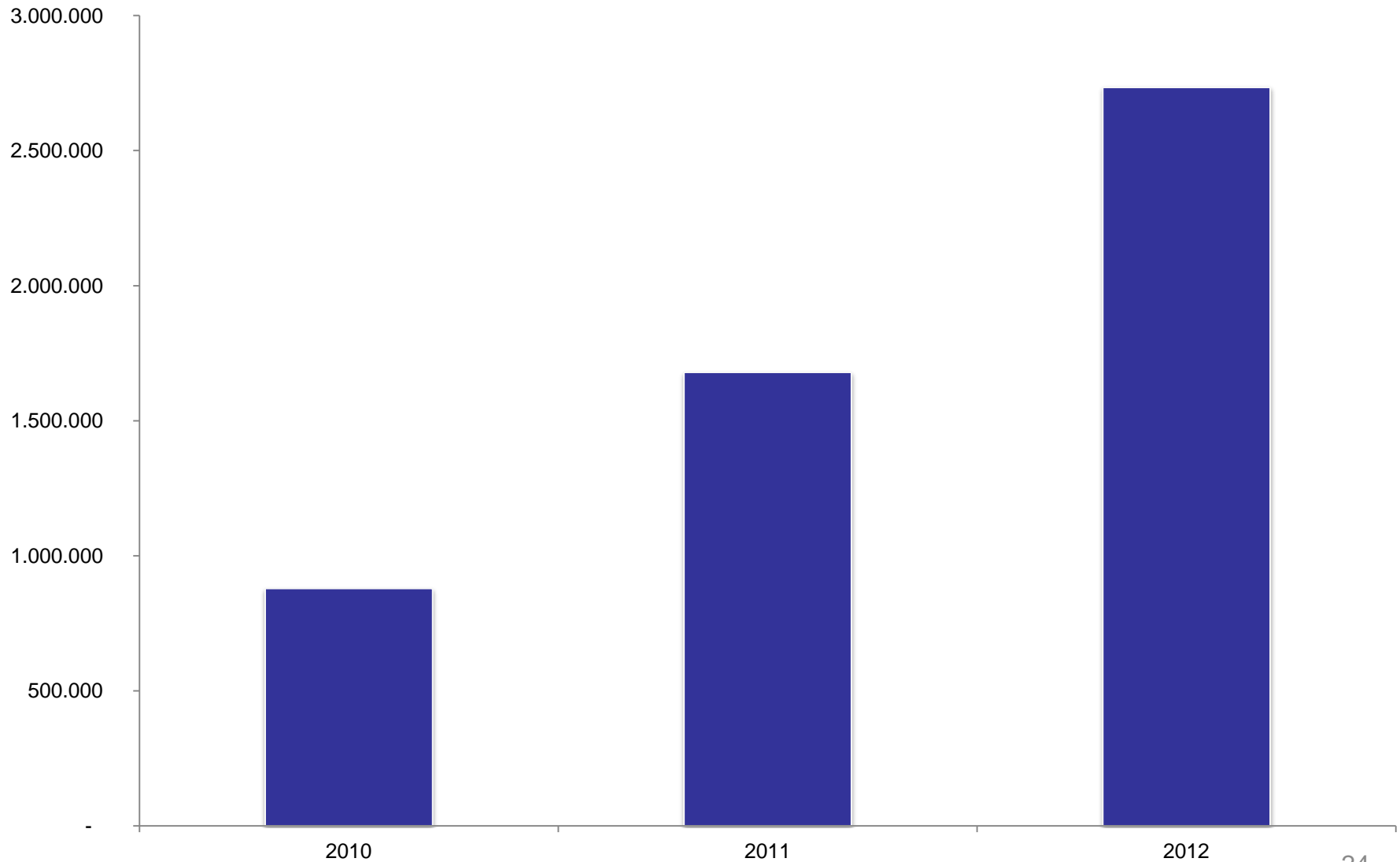


PIERS II & III UNDER CONCESSION

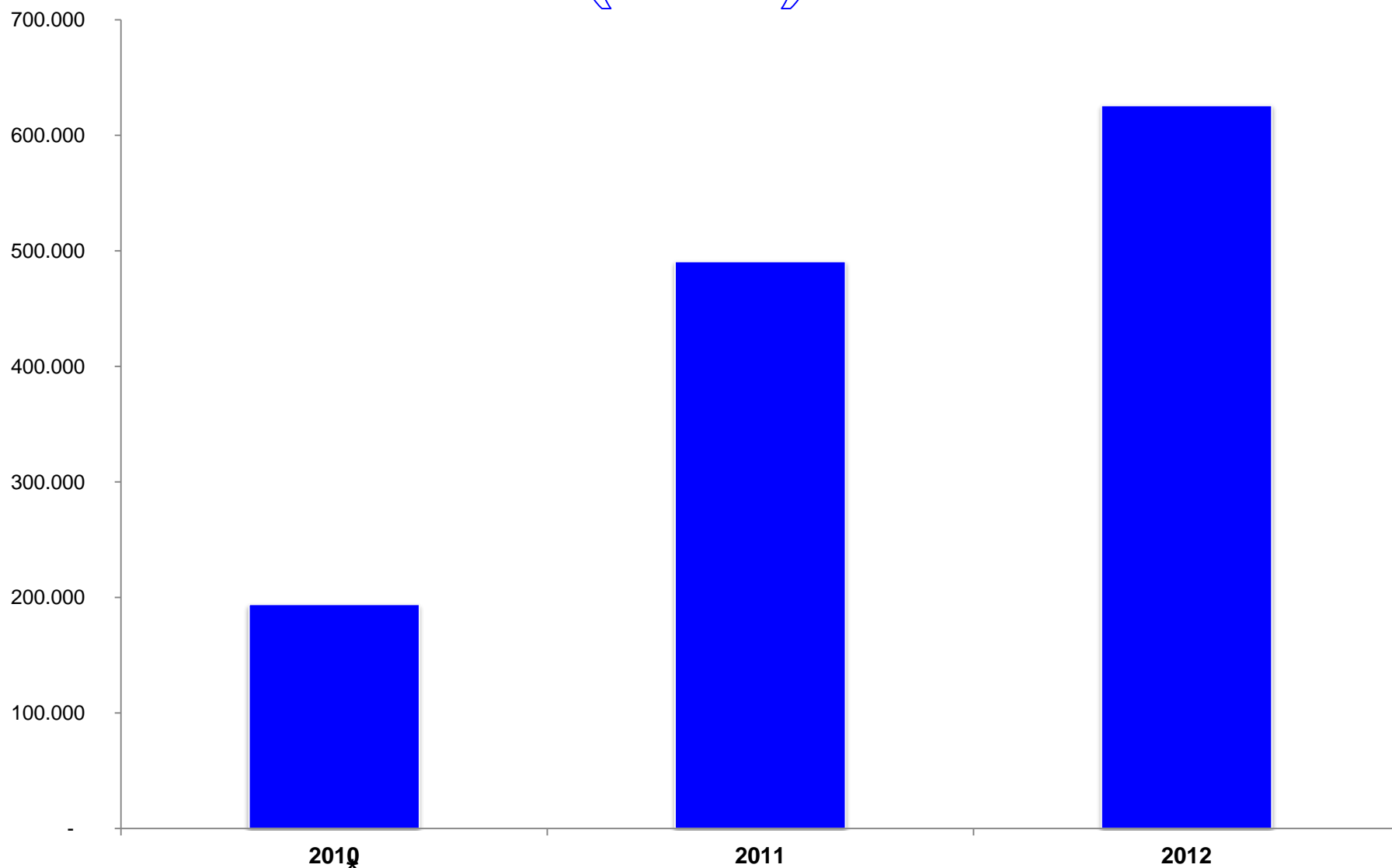
PIER I OPERATED BY PPA SA

TOTAL CAPACITY OF PIRAEUS PORT: 4.7mil.TEU

PIRAEUS CONTAINER THROUGHPUT (All terminals -TEU)



PPA SA CONTAINER THROUGHPUT (TEU)



PIER I OPERATED BY PPA SA COMMENCED OPERATIONS JUNE 2010

PIER III PROJECT

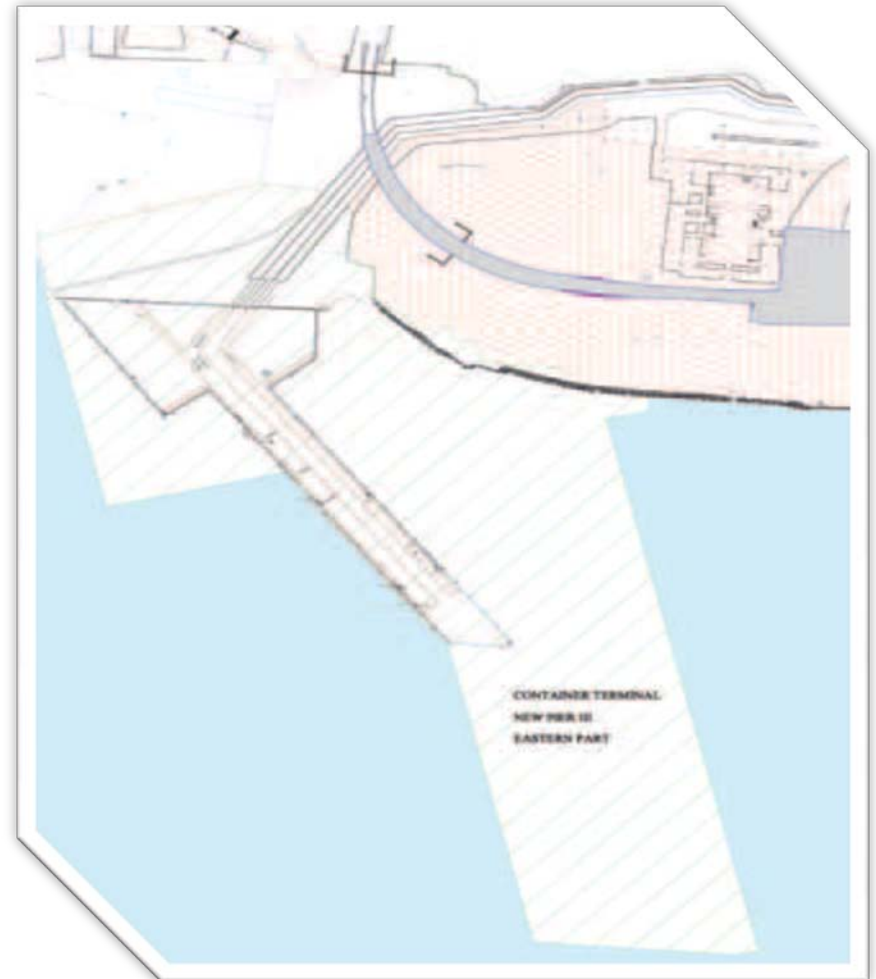
Construction of docks extending at a total length of 720m with a working depth of -18.00m and of overland areas with a surface area of 200.000m² is being planned.

The works and the equipment will be manufactured under the responsibility and financing of **PCT SA** according to the contract signed in between PPA SA - PCT SA under the supervision of the Works Directorate of the PPA.

All licenses required obtained.

Budget estimated at €110 million

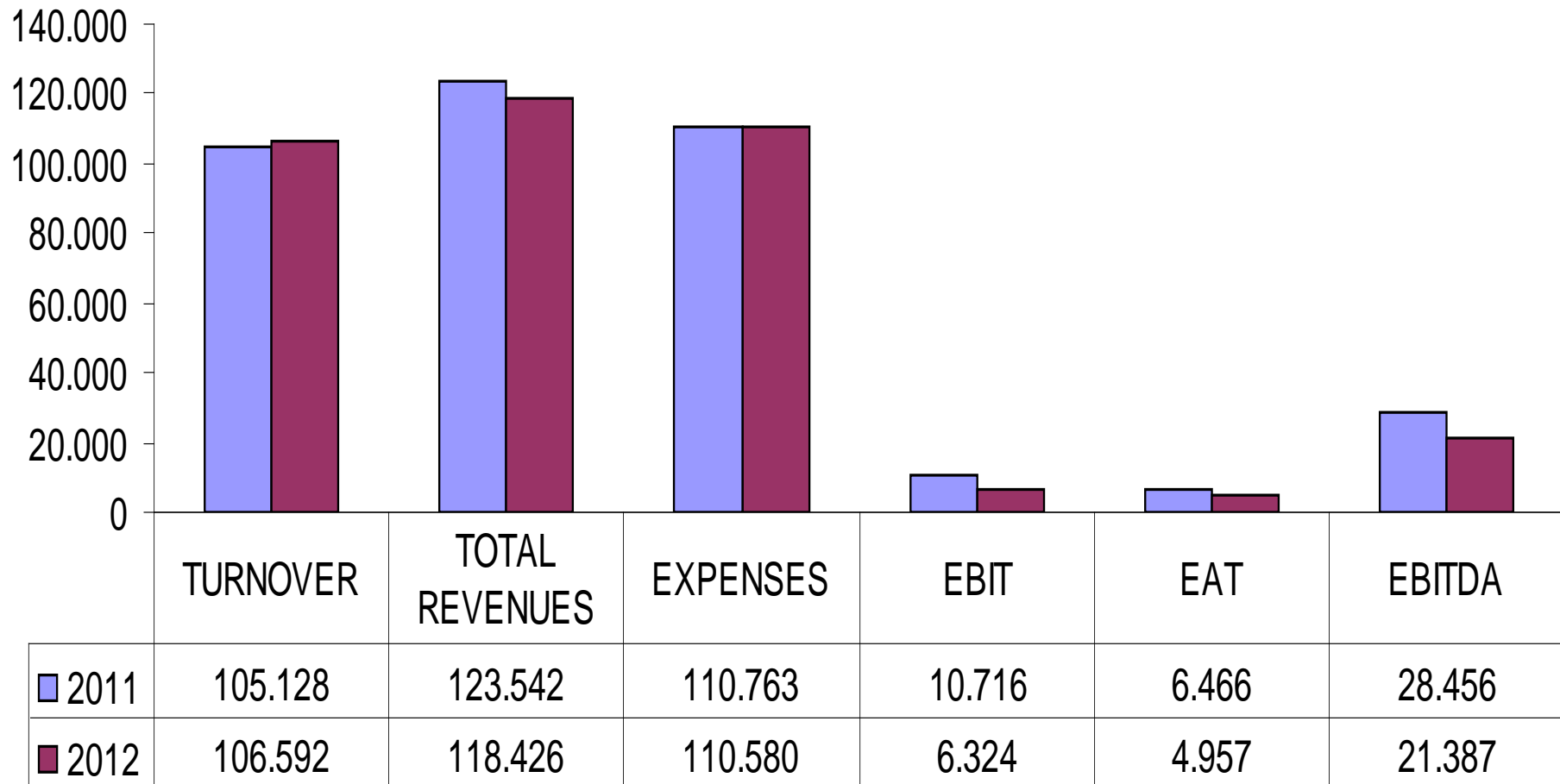
Mechanical equipment is expected to cost a further amount equivalent to the abovementioned.



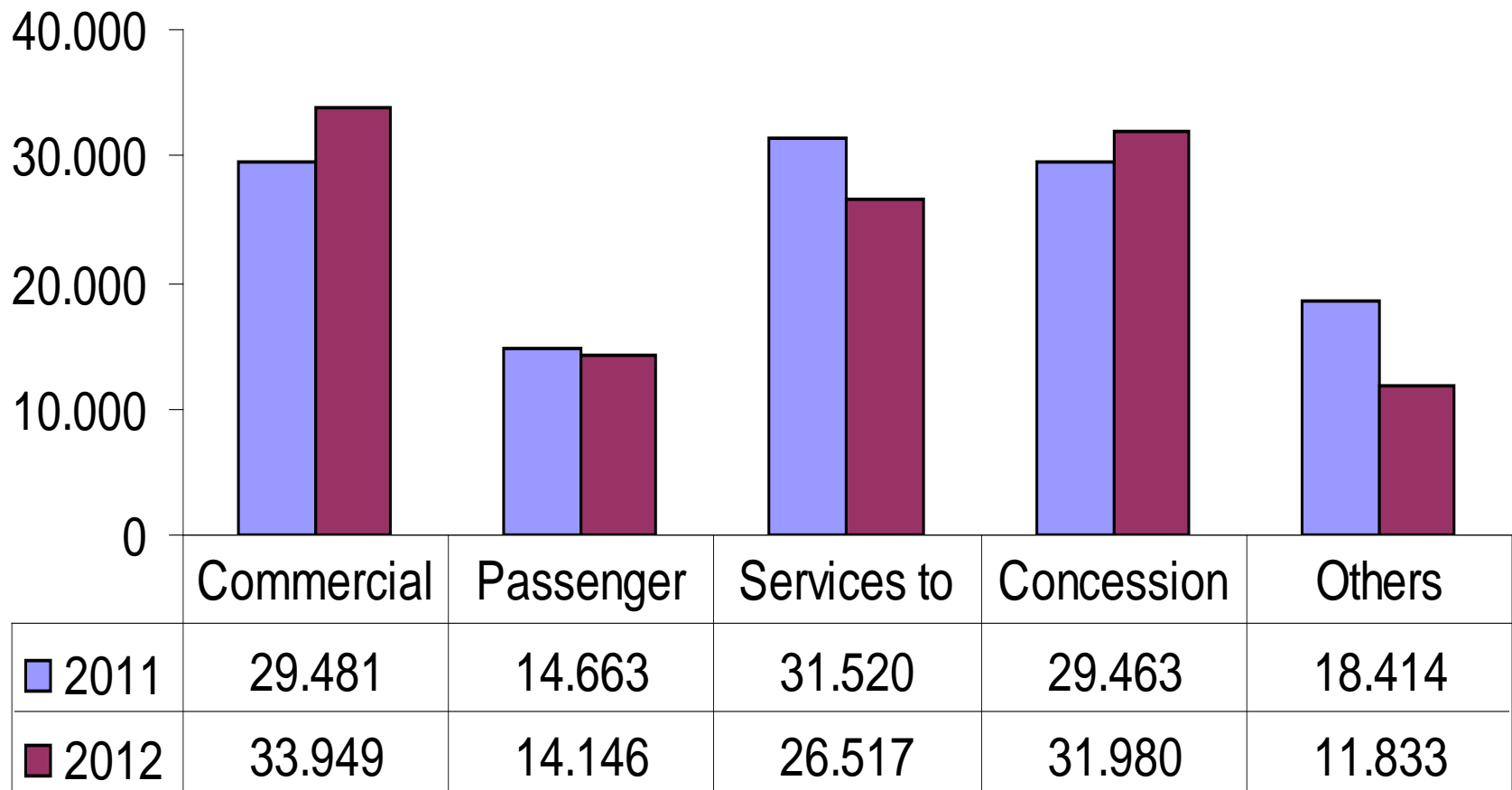


FINANCIAL DATA

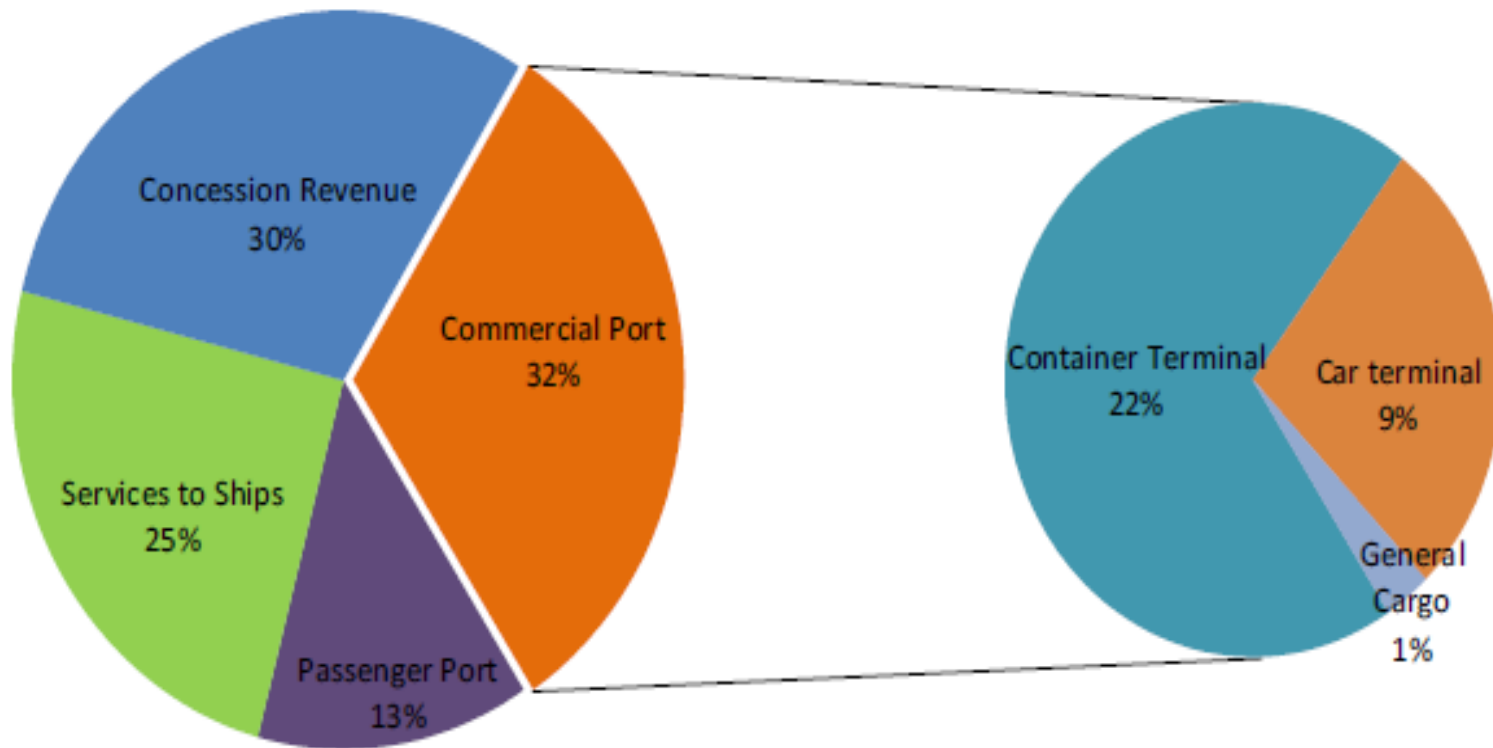
FINANCIAL RESULTS 2012



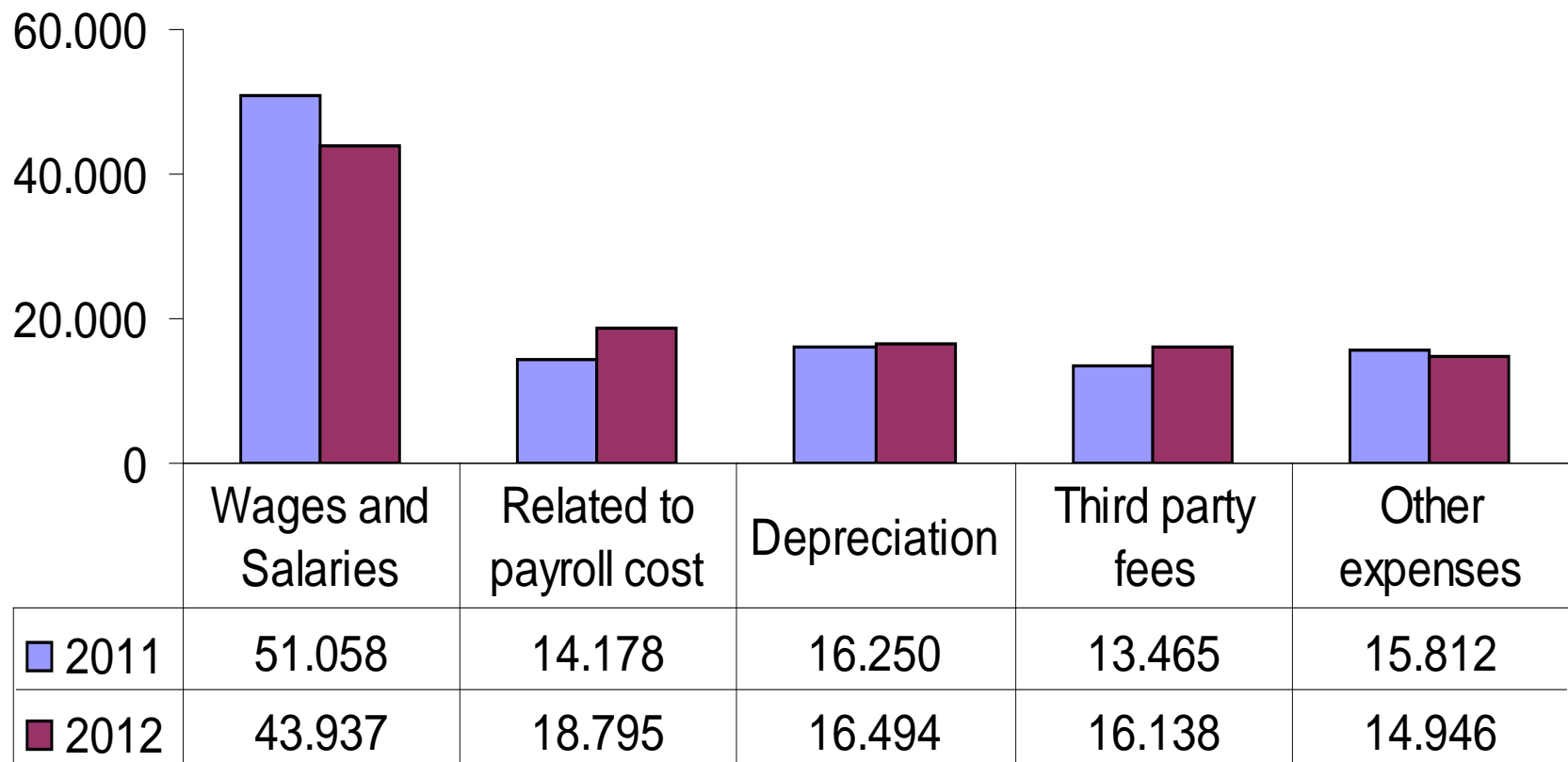
REVENUES BREAKDOWN



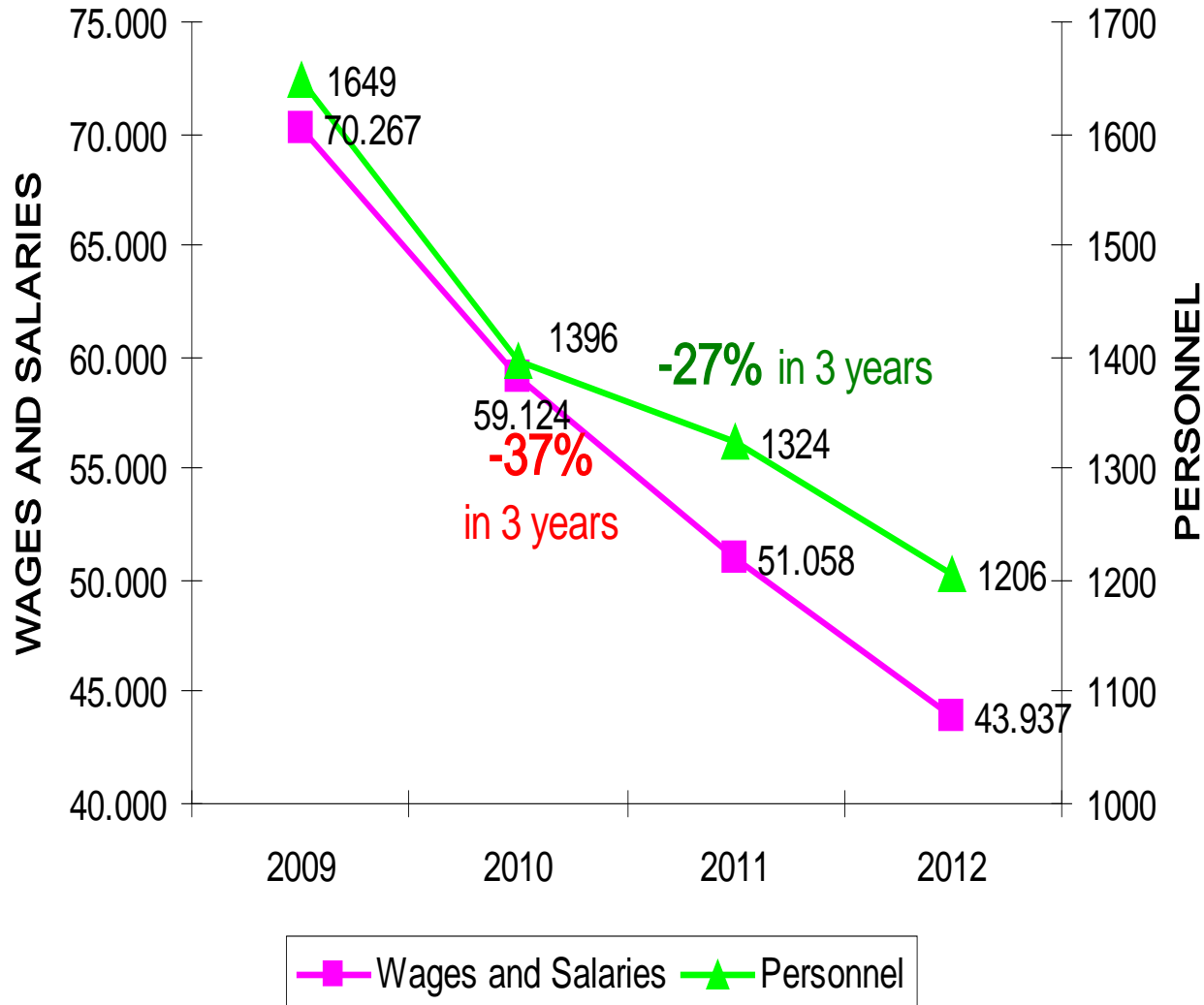
REVENUE PER ACTIVITY 2012



COST ANALYSIS



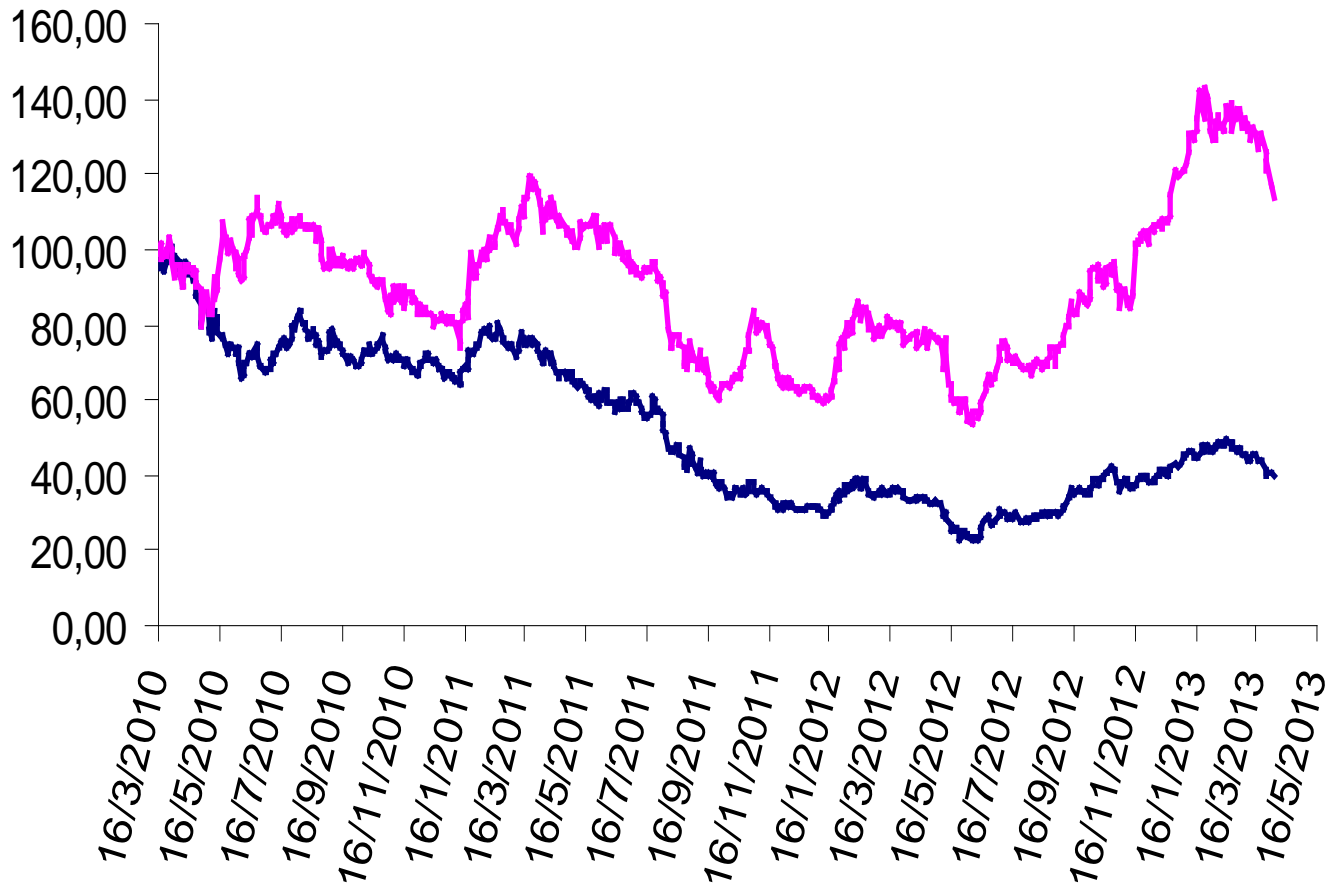
EVOLUTION OF PERSONNEL COST 2009-2012



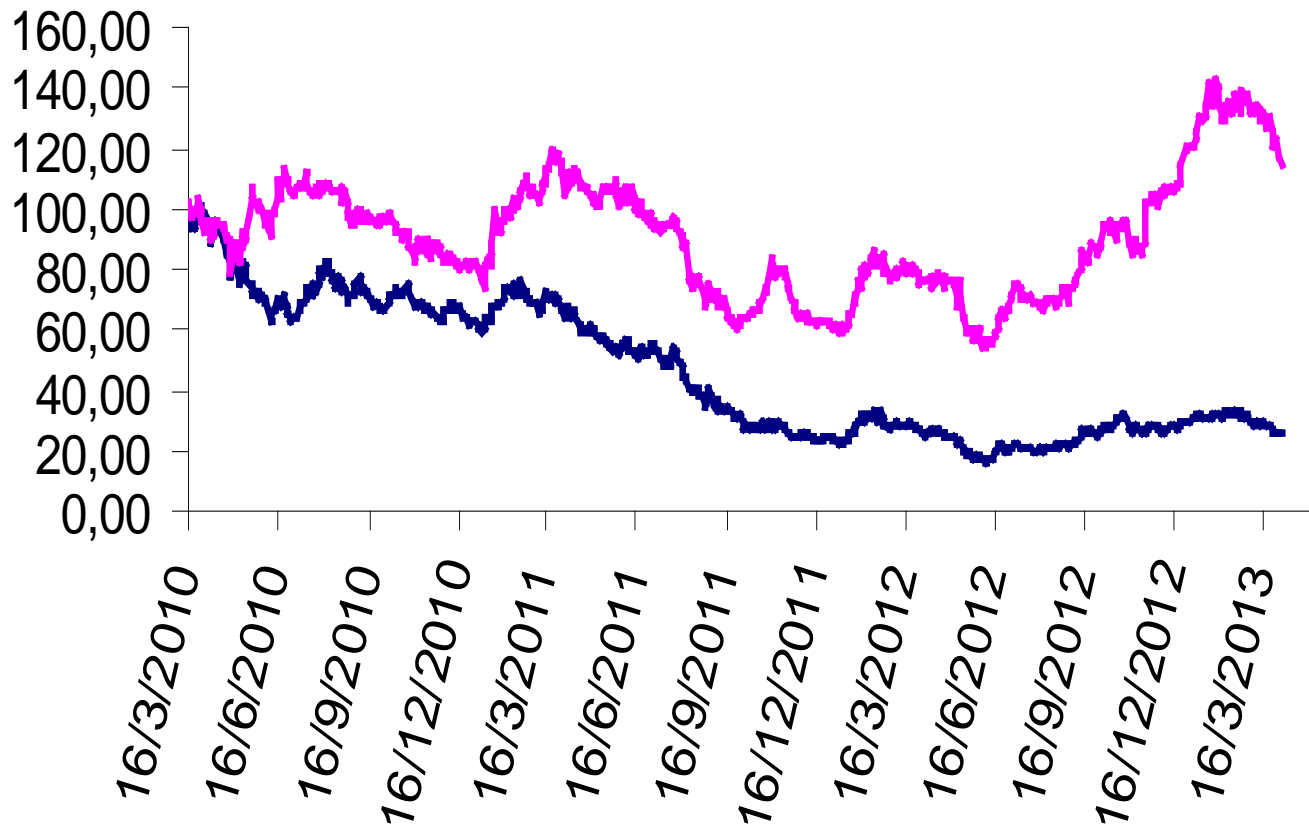
SHARE PRICE

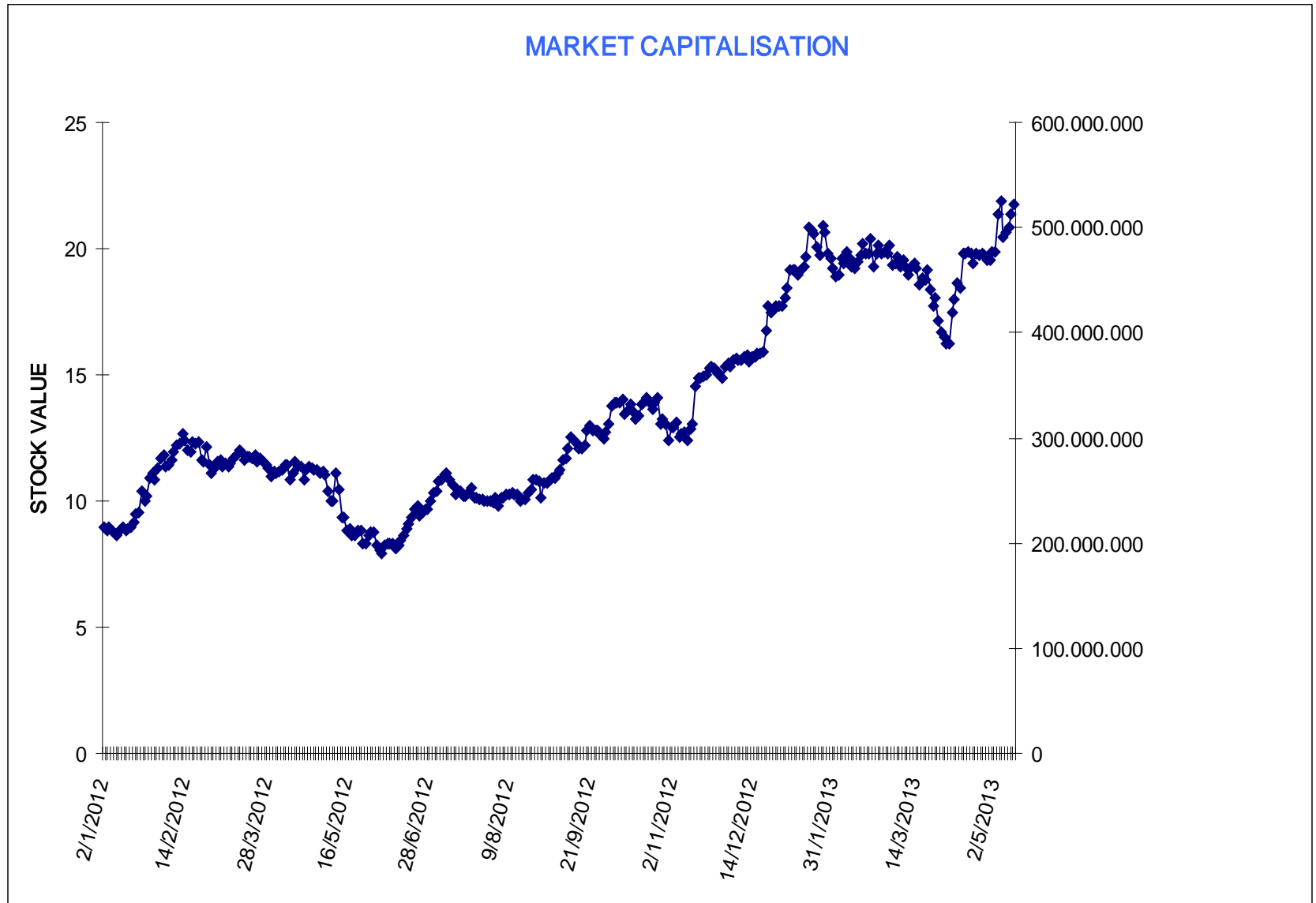


PPA SA VS ASE GI

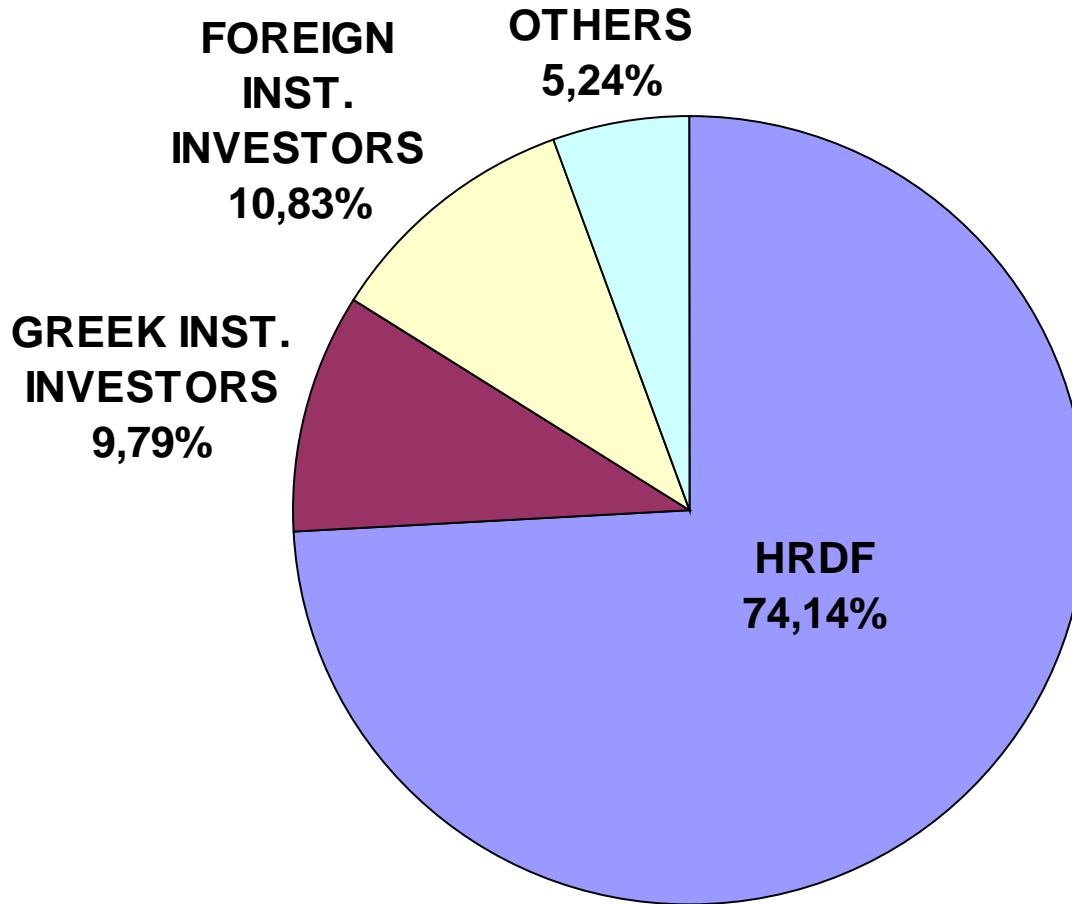


PPA SA GREEK VS LARGE CAP





SHARE CAPITAL MAY 2013





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