



PPA Performance in 2016

May 18, 2017

A

Introductory Information

B

Business Activities

C

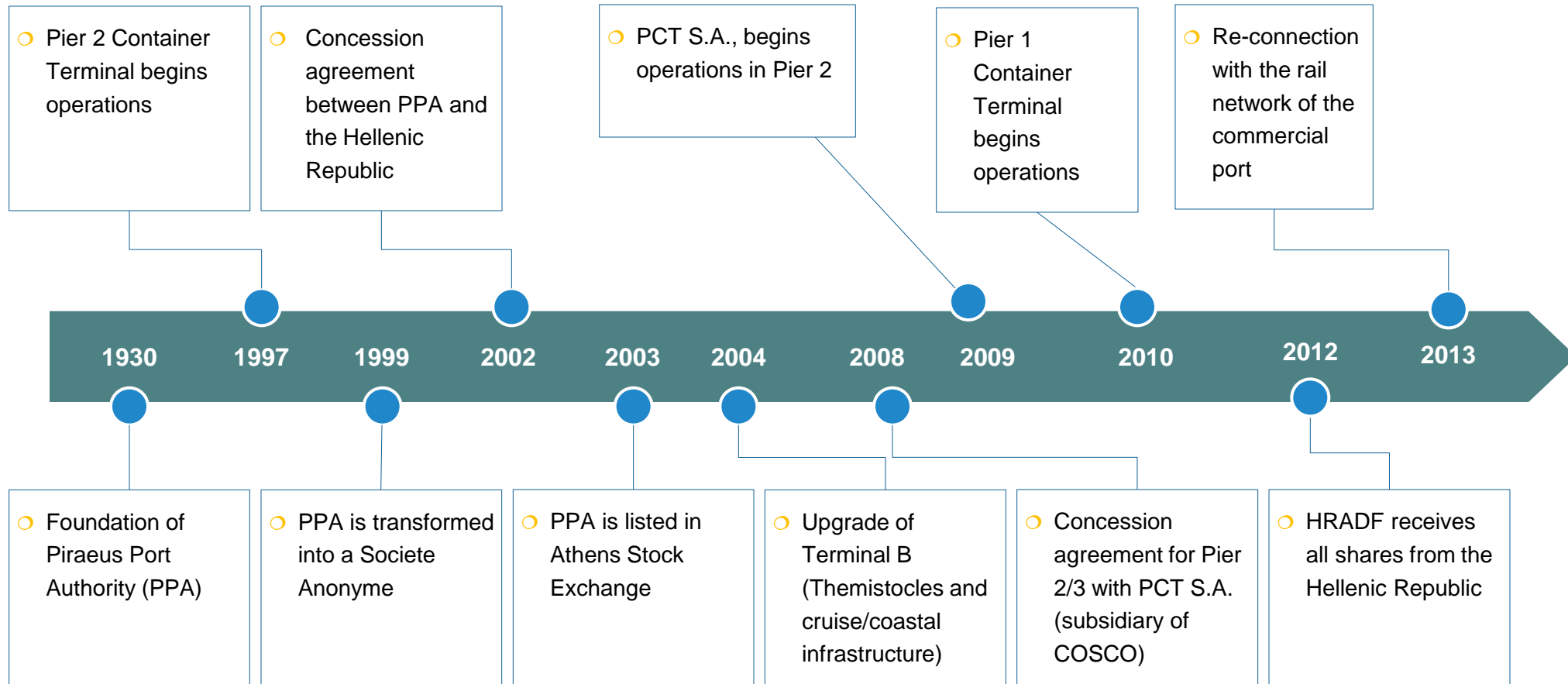
Financial Information



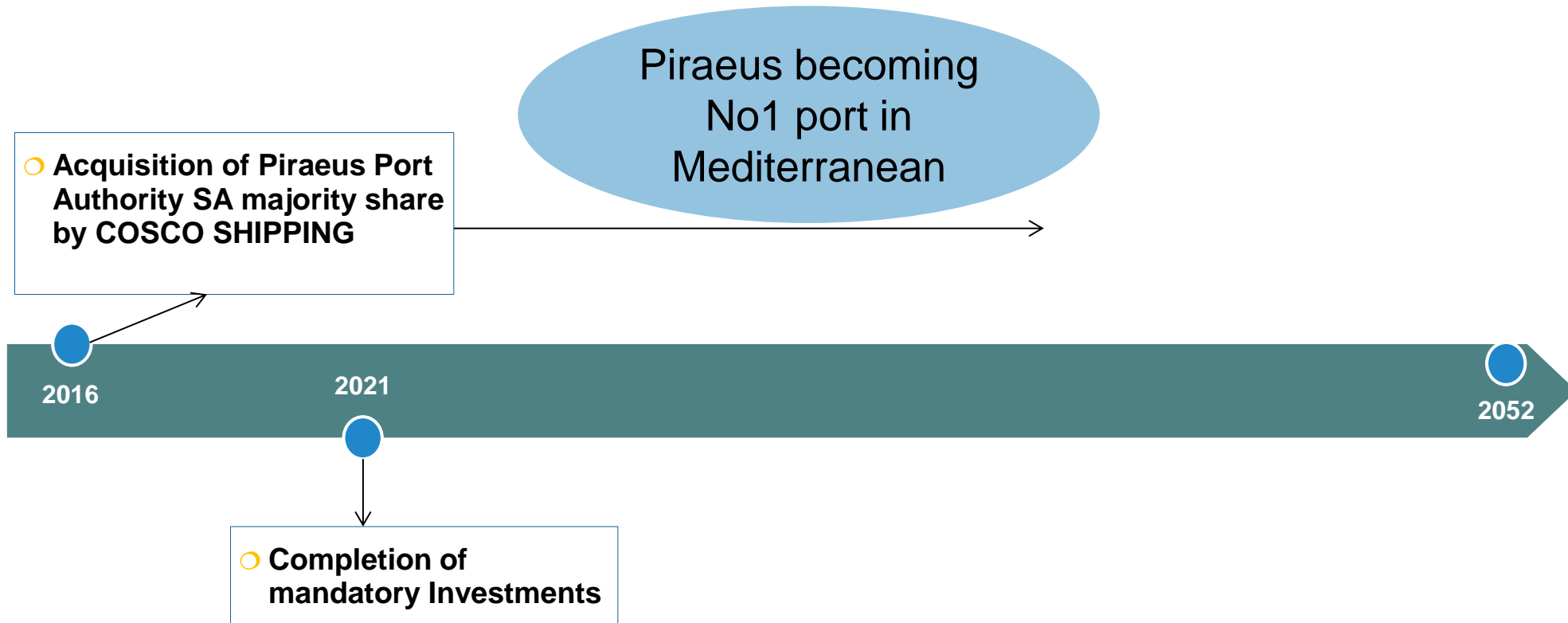
A. Introductory Information



Key Milestones



Key Milestones

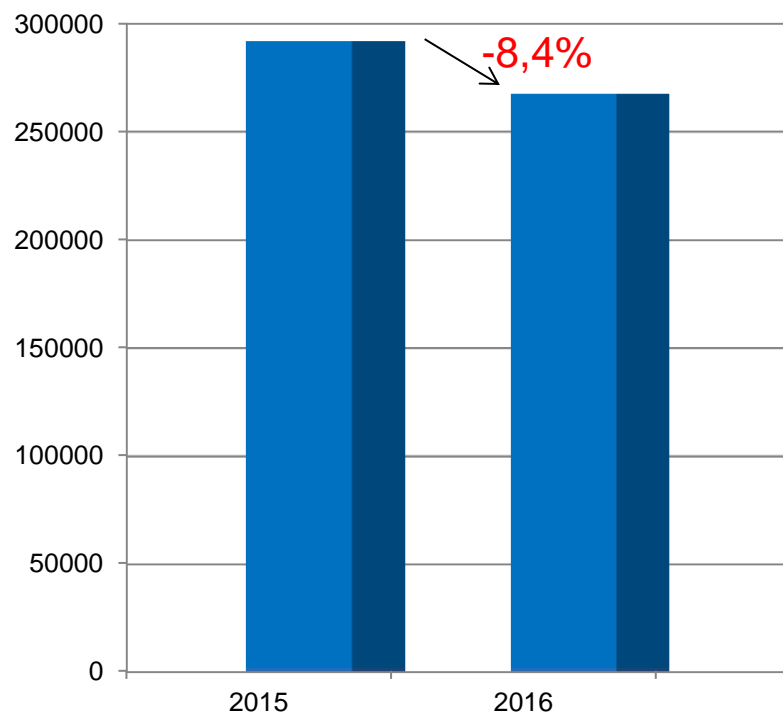




Container Terminal

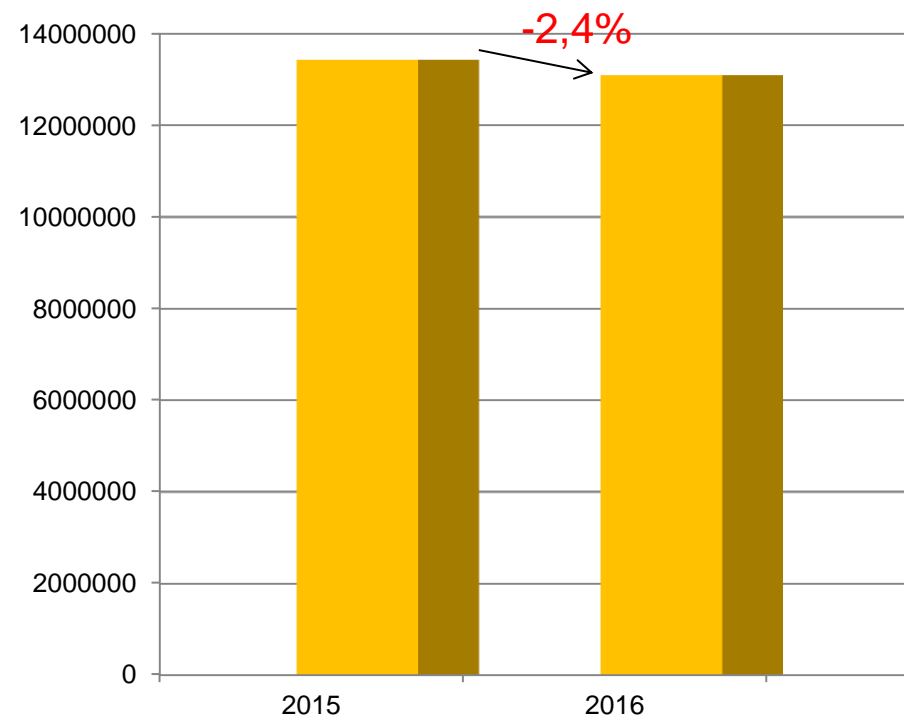


TEU



Revenue

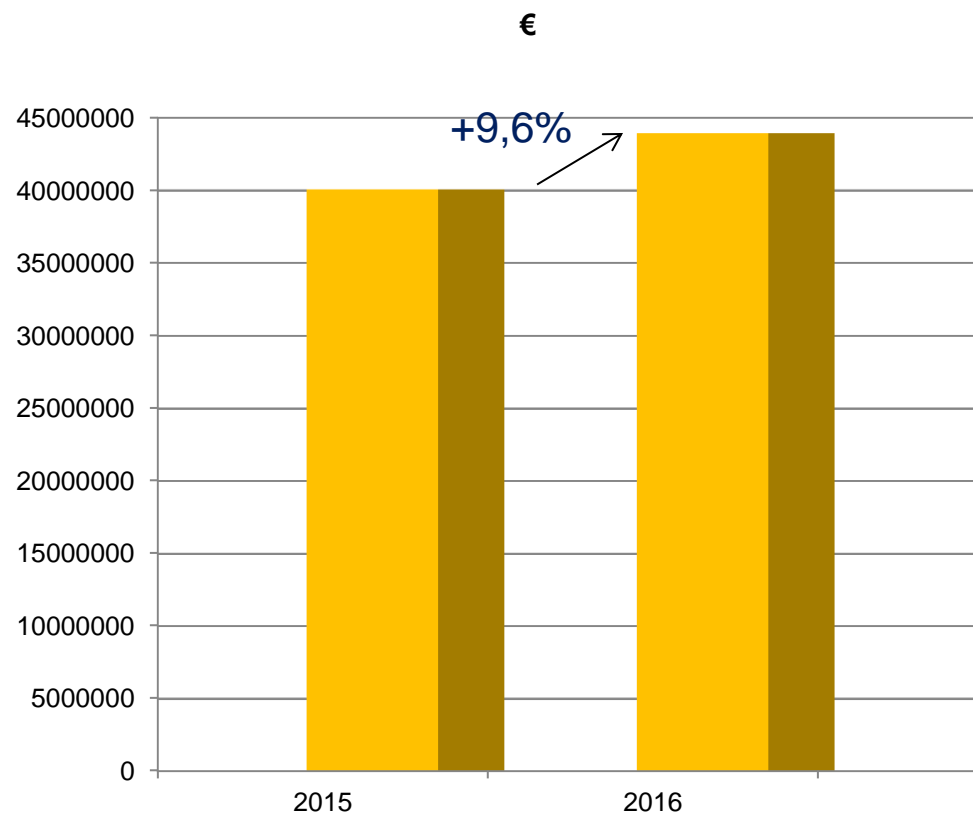
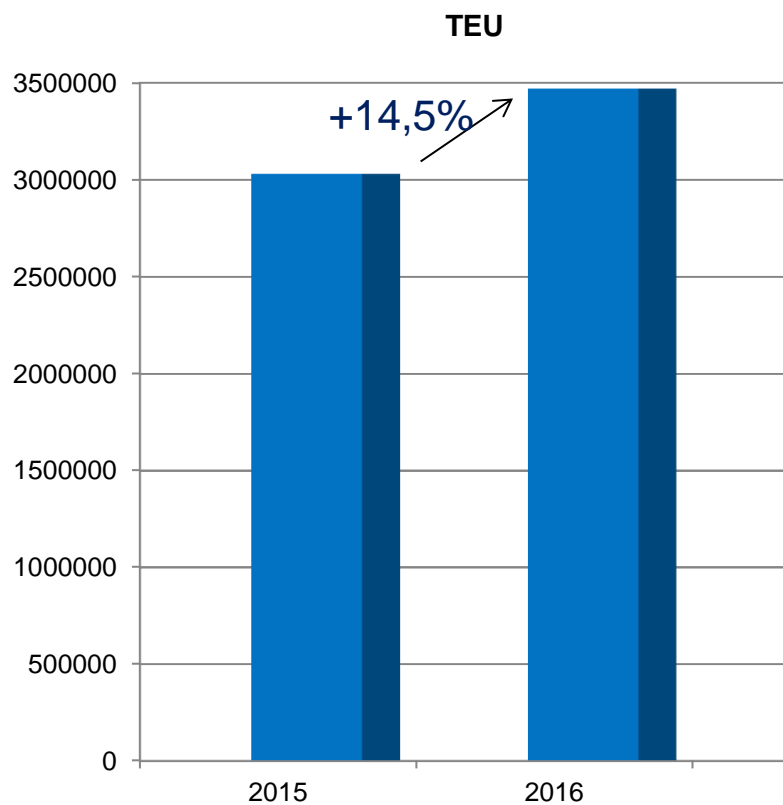
€



Container Terminal: Piers II + III (Under Concession)



Revenue





Pier I: Restart

Pier II + III: Variable concession fee will raise from 21% to 24,5% from 2017

Total capacity will raise to 7.2 mil. TEU in 2018

Top 15 container ports in Europe in 2016

Total container throughput in 1000 TEU

Rank 2016	Rank 2015	Rank 2007	Port	2016 1000 TEU	Growth 2015/2016	Growth 2007/2016
1	1	1	Rotterdam (NL)	12,385	1.2%	14.8%
2	2	3	Antwerp (BE)	10,037	4.0%	22.7%
3	3	2	Hamburg (DE)	8,910	1.0%	-9.9%
4	4	4	Bremerhaven (DE)	4,487	-1.1%	12.2%
5	6	6	Algeciras (ES)	4,760	5.5%	39.2%
6	5	8	Valencia (ES)	4,722	2.3%	55.2%
7	7	7	Felixstowe (UK) *	3,745	-7.4%	12.0%
8	8	-	Piraeus (EL)	3,675	9.4%	167.7%
9	9	12	Marsaxlokk (MT) **	3,064		61.3%
10	11	5	Gioia Tauro (IT)	2,797	9.8%	-18.8%
11	10	9	Le Havre (FR)	2,519	-1.6%	-4.5%
12	12	14	Genoa (IT)	2,298	2.5%	23.9%
13	14	10	Barcelona (ES)	2,238	14.6%	-14.3%
14	13	13	Southampton (UK) *	1,957	0.2%	4.7%
15	-	-	Sines (PT)	1,513	3.8%	908.7%
© Theo Notteboom February 2017 PortEconomics				TOP 15 70,107	2.1%	14.4%
				TOP 3 31,332	2.0%	8.6%

(*) Estimate based on growth first 9 months

(**) Figure for 2015

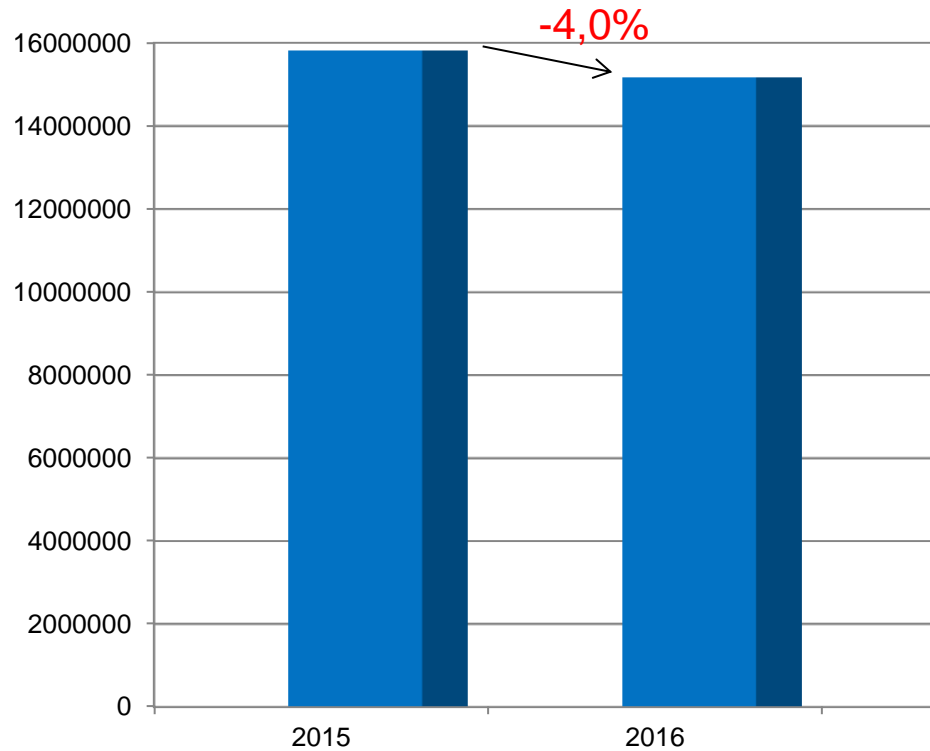
Source: PortEconomics



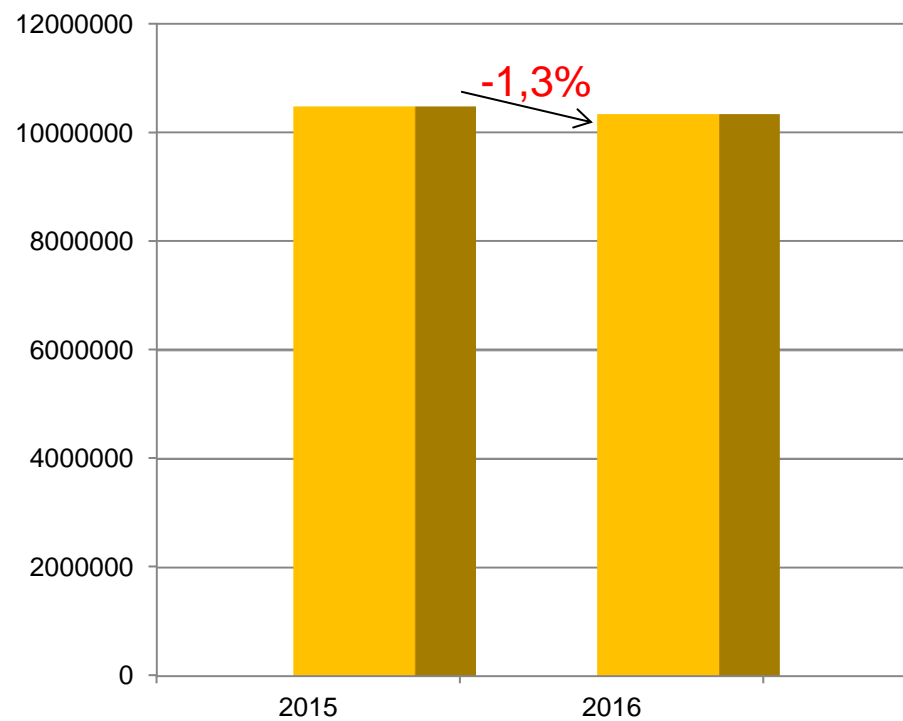
Coastal Operations

Revenue

FERRIES PASSENGERS



€



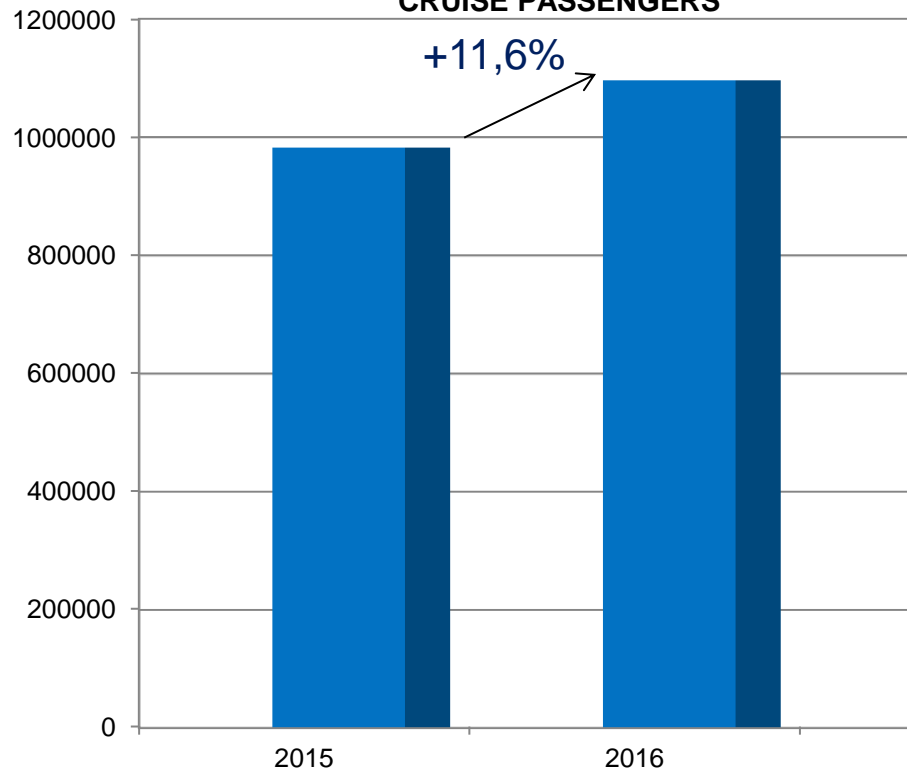


Cruise Operations

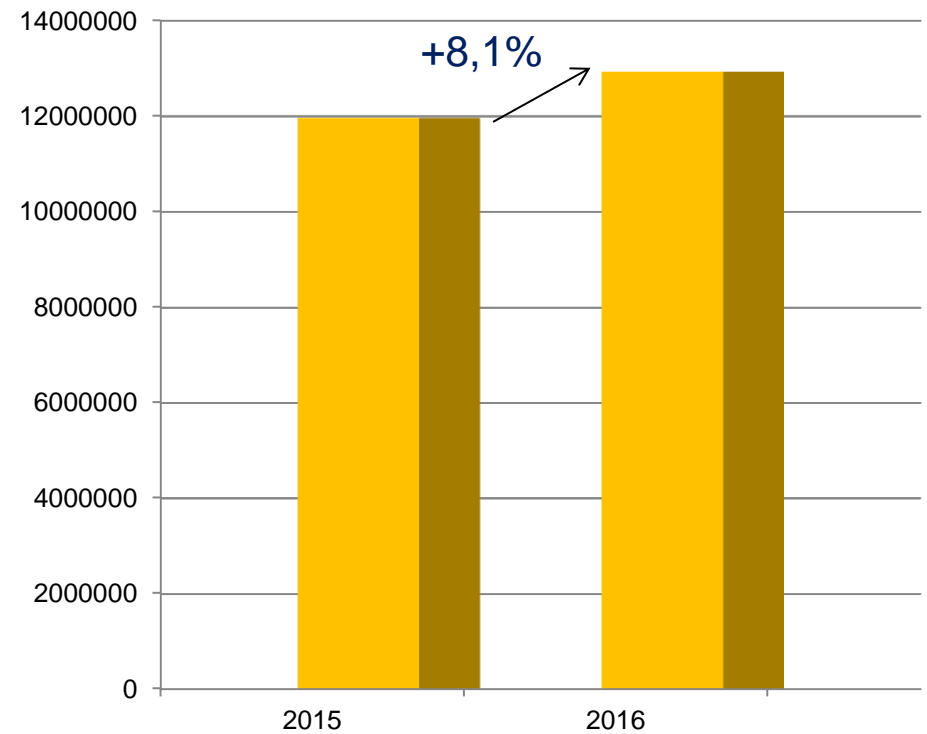


Revenue

CRUISE PASSENGERS



€



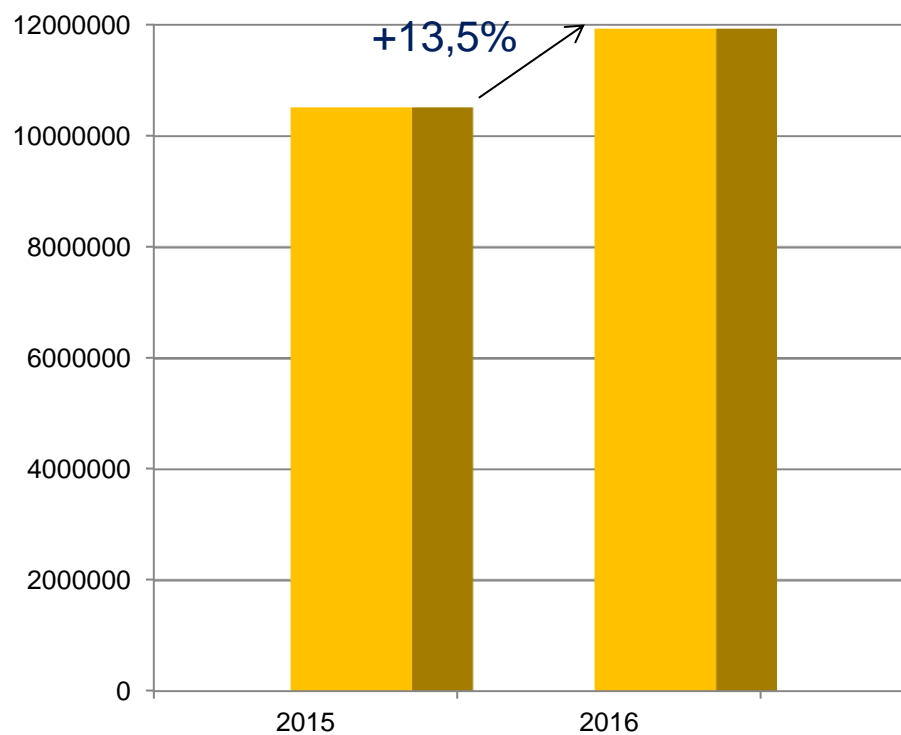
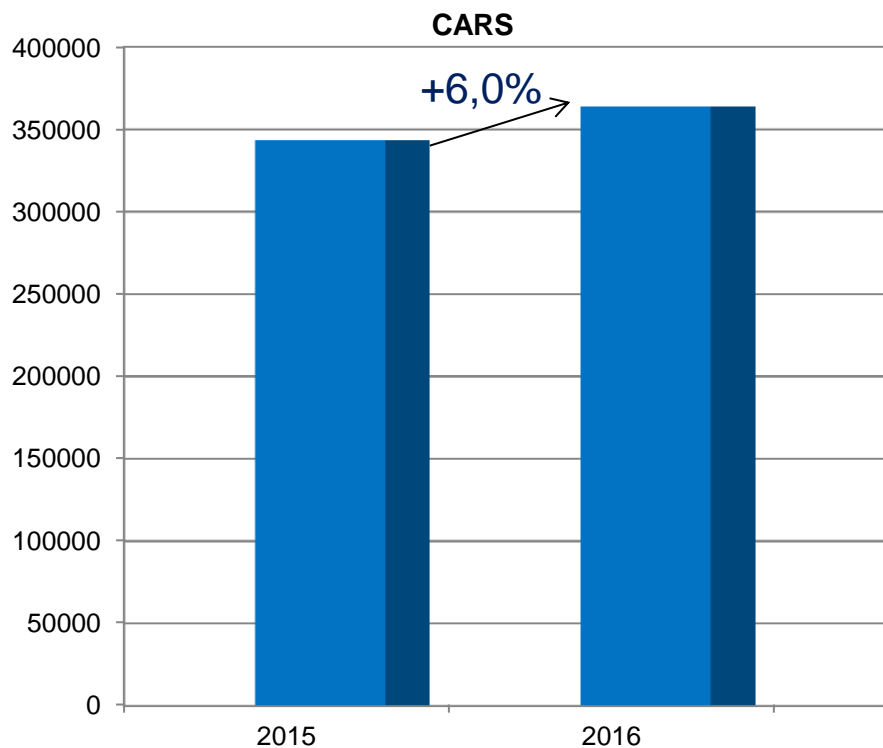


Car Terminal



Revenue

€





Other Business Units

Ship Repair



Revival of ship repair in Piraeus

New Floating Dock by the end of the year

Logistics



Expand current capacity through connection with ex ODDY area



C. Financial Overview



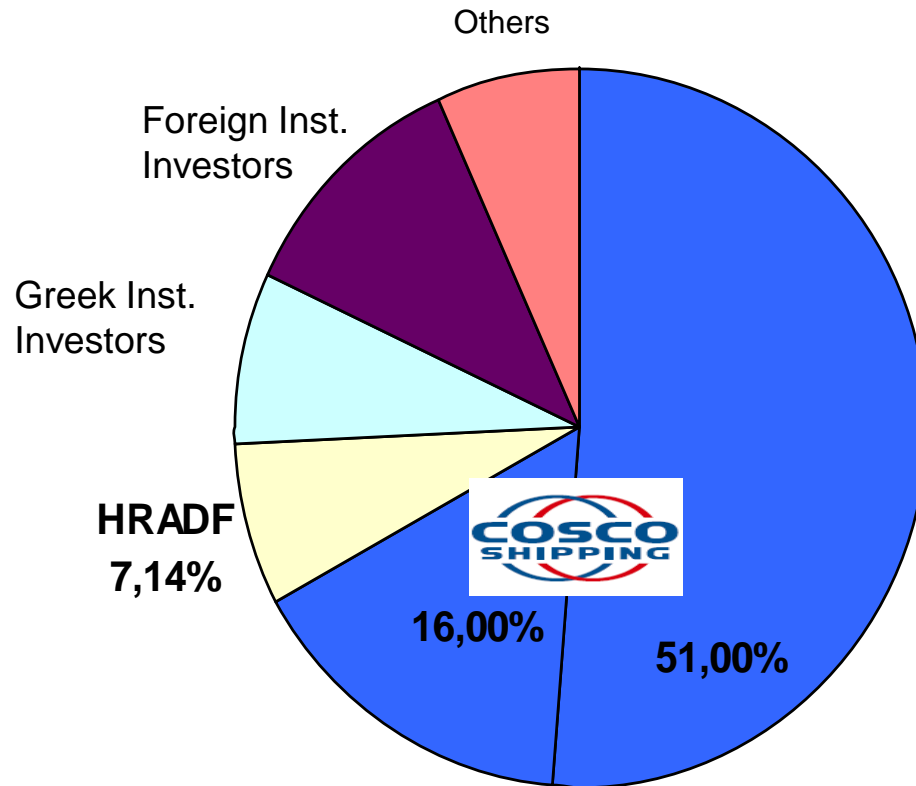
Amounts in '000	2015	2016	%
<i>Revenues</i>	99.880	103.497	3,6
<i>Gross Profit</i>	26.150	32.339	23,7
<i>Gross Margin</i>	26%	31%	19,2
<i>Profit Before Tax</i>	9.772	11.039	13,0
<i>Profit After Tax</i>	8.376	6.669	-20,4

NOTE: Total personnel in 31/12/2016: 1092
Voluntary Retirement Scheme in Progress

Share Price Performance



Share Capital Composition



16% is escrow shares
before closing II date

Mandatory Port Enhancements



No.	Mandatory Enhancement	Reference Cost (in EUR)
1	Passenger Port Expansion (Southern Zone Phase A)	136.283.800
2	Repair of Pier I RMG yard area and cranes	8.000.000
3	Conversion of Pentagonal Warehouse into Cruise Passenger Terminal	1.500.000
4	Underground Linkage of Car Terminal with Former ODDY Area	5.000.000
5	Port Infrastructure Improvement and Maintenance	15.000.000
6	Supply of Equipment	25.000.000
7	Dredging of Central Port	8.000.000
8	Studies	5.000.000
9	Construction of New Oil Pier	15.000.000
10	Car Terminal Expansion (Herakleous)	20.000.000
11	Improvement Infrastructure of Ship repair Zone (incl. floating docks)	55.000.000
	Total	293.783.800



Thank you for your kind attention!

