



**DCT GDANSK**

A Member of the  PSA Group

# DCT Gdansk – The Baltic Hub

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20th April 2021, Poľská ponuka pre expanziu slovenského biznisu

**Dominik Landa, Commercial Director**

[WWW.DCTGDANSK.PL](http://WWW.DCTGDANSK.PL)

# DCT Gdansk: Who We Are

## Shareholders And Management Board

### SHAREHOLDERS STRUCTURE:

#### PSA International Pte Ltd

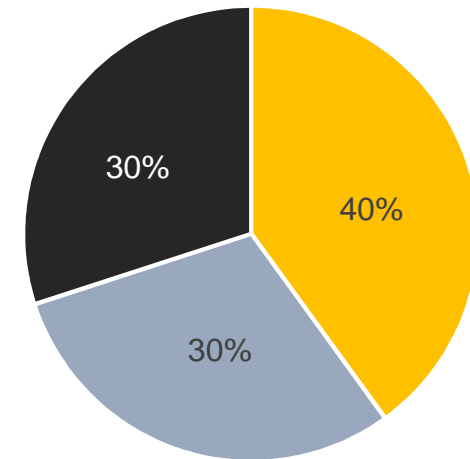
PSA International (PSA) is a leading port group and trusted partner to cargo stakeholders. With flagship operations in Singapore and Antwerp, PSA's global network encompasses over 50 locations in 26 countries around the world. The Group's portfolio comprises 60 deepsea, rail and inland terminals, as well as affiliated businesses in distriparks, warehouses and marine services. Drawing on the deep expertise and experience from a diverse global team, PSA actively collaborates with its customers and partners to deliver world-class port services alongside, develop innovative cargo solutions and co-create an Internet of Logistics. As the partner of choice in the global supply chain, PSA is "The World's Port of Call". Visit us at [www.globalpsa.com](http://www.globalpsa.com).

#### Polish Development Fund S.A. (PFR)

The Polish Development Fund (PFR) is a financial group which offers instruments supporting the development of companies, local governments and individuals, and invests in sustainable social development and national economic growth. The mission of PFR as a Polish promotional financial institution is to implement programs enhancing the long-term investment and economic potential and supporting equal opportunities and environmental protection.

#### IFM Global Infrastructure Fund

IFM Investors is a global institutional funds manager with US\$82 billion under its management as of 31 December 2018. Established more than 20 years ago and owned by 27 Australian pension funds, IFM Investors' interests are deeply aligned with those of its investors. Investment teams in Australia, Europe, North America and Asia manage institutional strategies across debt investments, infrastructure, listed equities and private equity. IFM Investors has offices in nine cities: Melbourne, Sydney, London, New York, Berlin, Tokyo, Hong Kong, Seoul and Zurich.



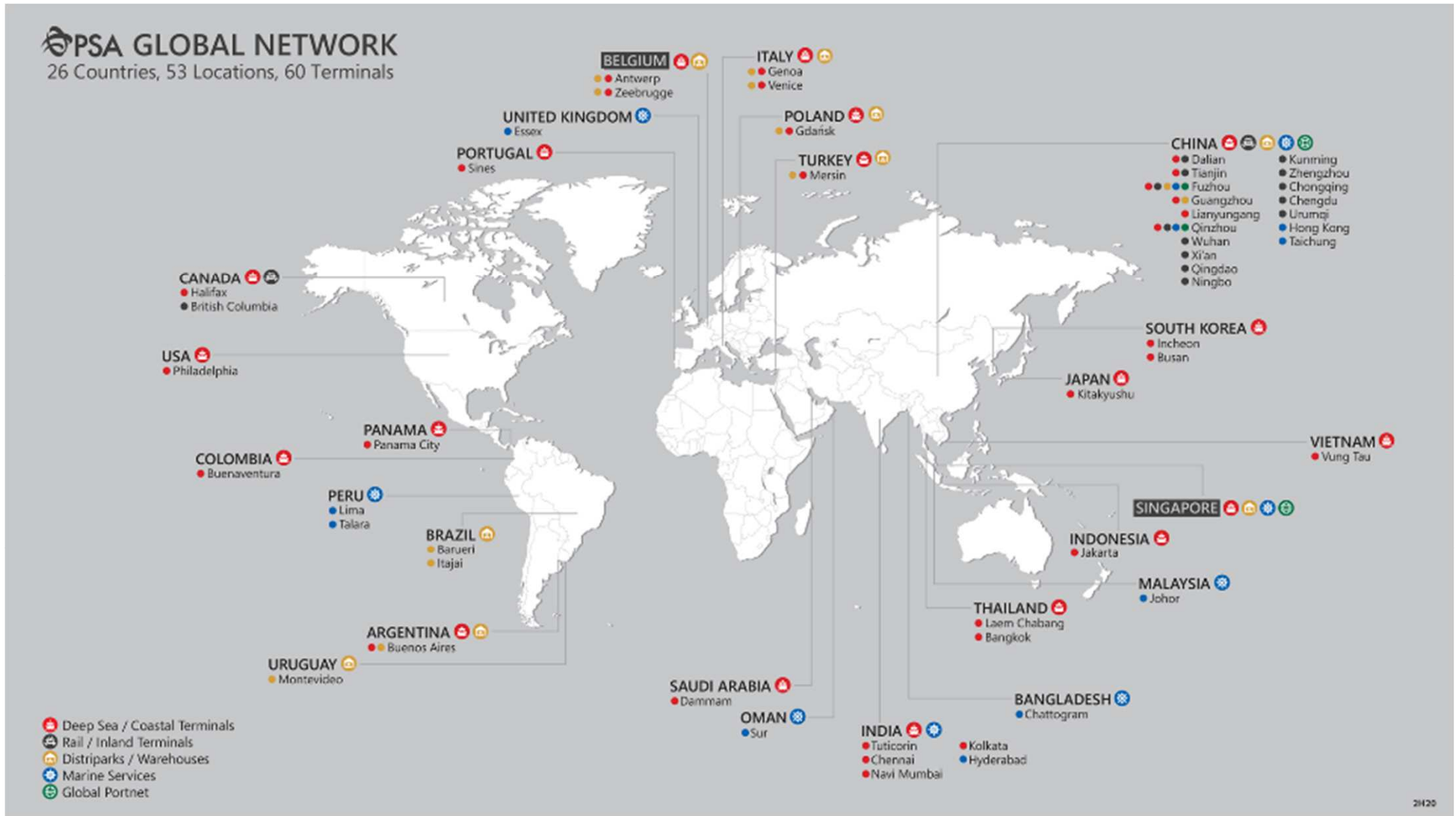
■ PSA ■ PFR ■ IFM

### MANAGEMENT BOARD STRUCTURE:

- **Cameron Thorpe**  
CEO
- **Laurent Spiessens**  
Deputy CEO
- **Adam Żołnowski**  
CFO

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## Global footprint of PSA Group Global operator active in 26 countries





## THE FIRST CONTAINER PORT IN THE BALTIC SEA

AFTER THE 1<sup>ST</sup> QUARTER OF 2021

**1. PORT GDAŃSK 515 042 TEU (+8,6%)**

2. ST. PETERSBURG 499 640 TEU (-11,1%)

3. PORT GDYNIA 239 454 TEU (+6,8%)



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**PORT  
GDAŃSK** 



# Deepsea Calls in DCT Gdansk

## 2M service

- Weekly connection **KOREA – CHINA – GDANSK**
- Services: **AE10 (ML) / Silk (MSC)**
- From 2020 **service joined by Hapag-Lloyd**
- +23 000 TEU** capacity container vessels deployed
- 2M Alliance** - 10 years Vessel Sharing Agreement between ML and MSC



Algeciras

Xingang  
Qingdao  
Kwangyang  
Shanghai  
Ningbo

Yantian

Tanjung Pelepas

**TRANSIT TIME:**

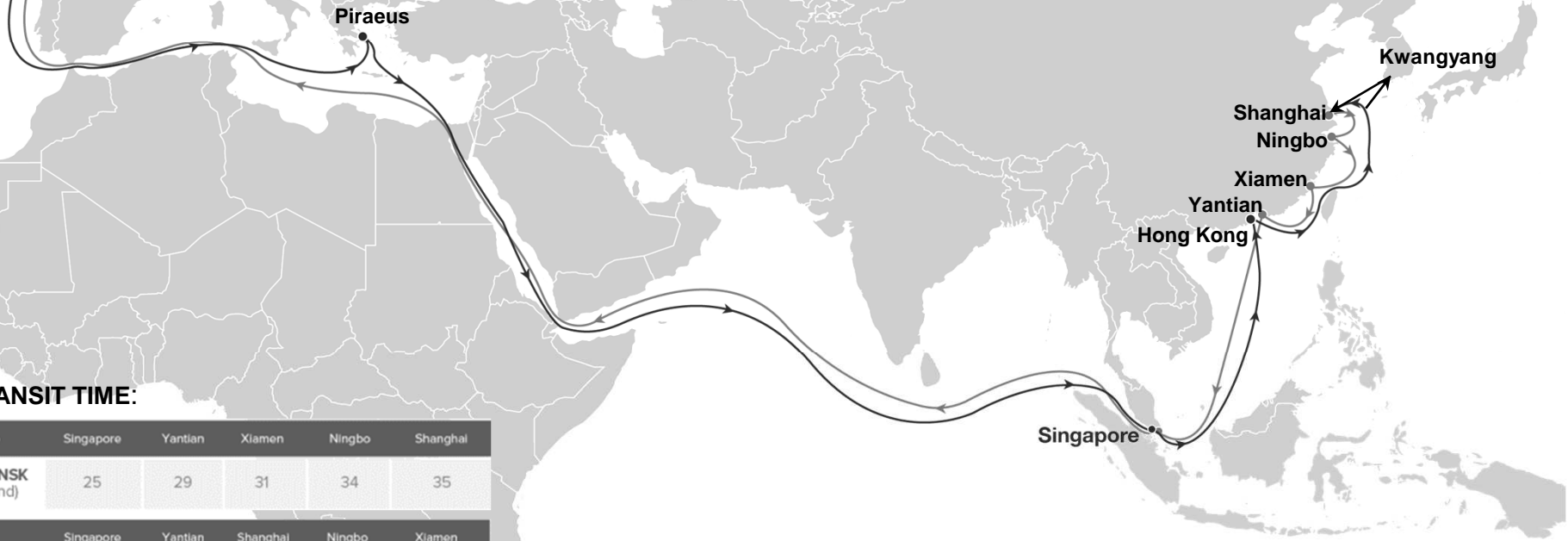
To	Xingang	Kwangyang	Ningbo	Shanghai	Yantian	Tanjung Pelepas
<b>GDANSK (Poland)</b>	39	36	33	31	29	24
From	Tanjung Pelepas	Shanghai	Xingang	Kwangyang	Ningbo	
<b>GDANSK (Poland)</b>	28	36	39	43	45	



# Deepsea Calls in DCT Gdansk

## OCEAN Alliance Service

- Weekly connection **KOREA – CHINA – SINGAPORE – GDANSK**
- Services:** LL1 (OOCL), AEU1 (COSCO), FAL5 (CMA-CGM), NE1 (Evergreen)
- +21 000 TEU** capacity container vessels deployed
- OCEAN Alliance** - Vessel Sharing Agreement between COSCO, CMA-CGM Group, Evergreen, OOCL



**TRANSIT TIME:**

To	Singapore	Yantian	Xiamen	Ningbo	Shanghai
<b>GDANSK (Poland)</b>	25	29	31	34	35

From	Singapore	Yantian	Shanghai	Ningbo	Xiamen
<b>GDANSK (Poland)</b>	29	34	37	39	42

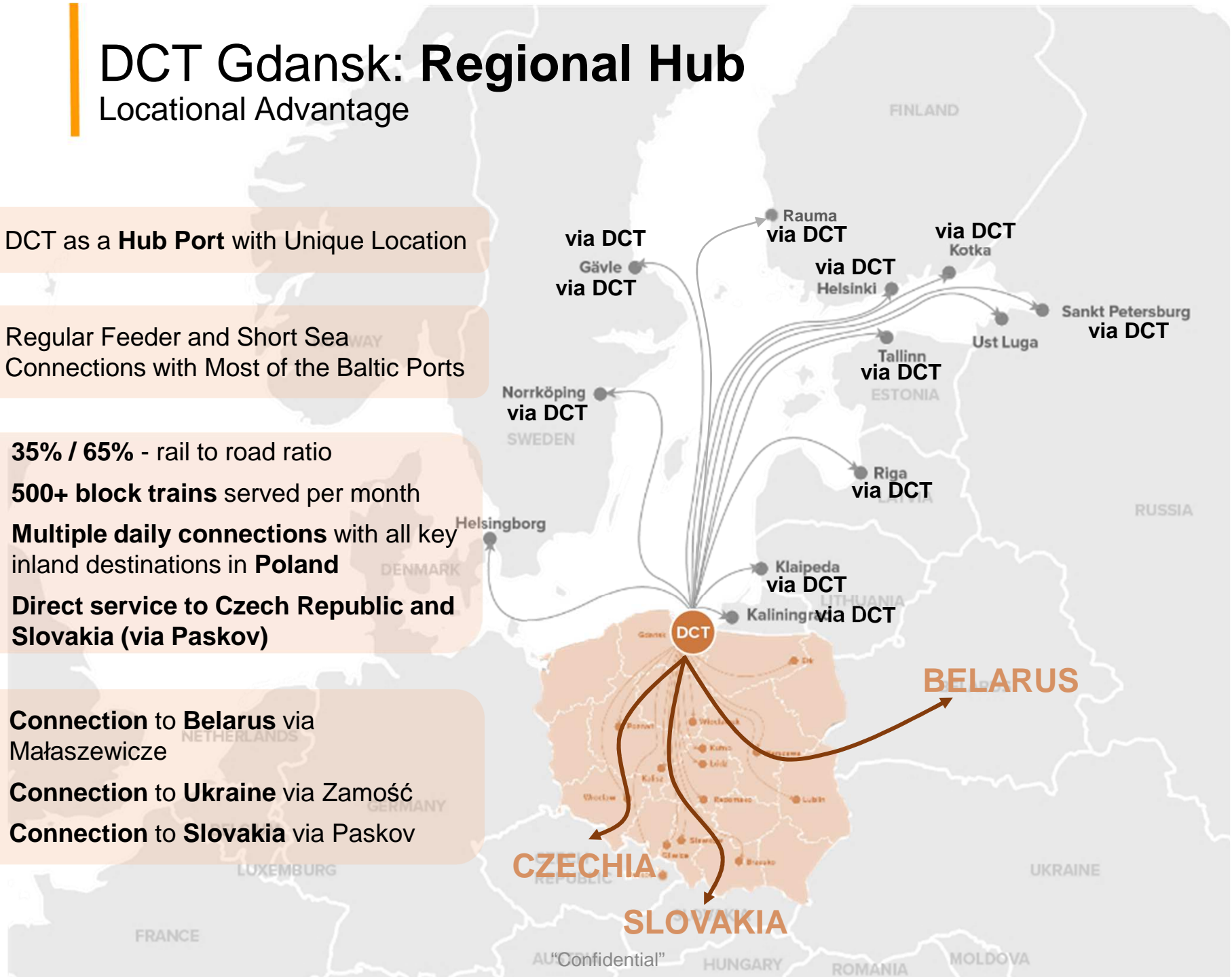




# DCT Gdansk: Regional Hub

## Locational Advantage

- DCT as a **Hub Port** with Unique Location
- Regular Feeder and Short Sea Connections with Most of the Baltic Ports
- **35% / 65%** - rail to road ratio
- **500+ block trains** served per month
- **Multiple daily connections** with all key inland destinations in **Poland**
- **Direct service to Czech Republic and Slovakia (via Paskov)**
- **Connection to Belarus** via Małaszewicze
- **Connection to Ukraine** via Zamość
- **Connection to Slovakia** via Paskov



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# DCT Gdansk: Northern CEE Gateway

Opening New Route to Serve Czech and Slovak Markets

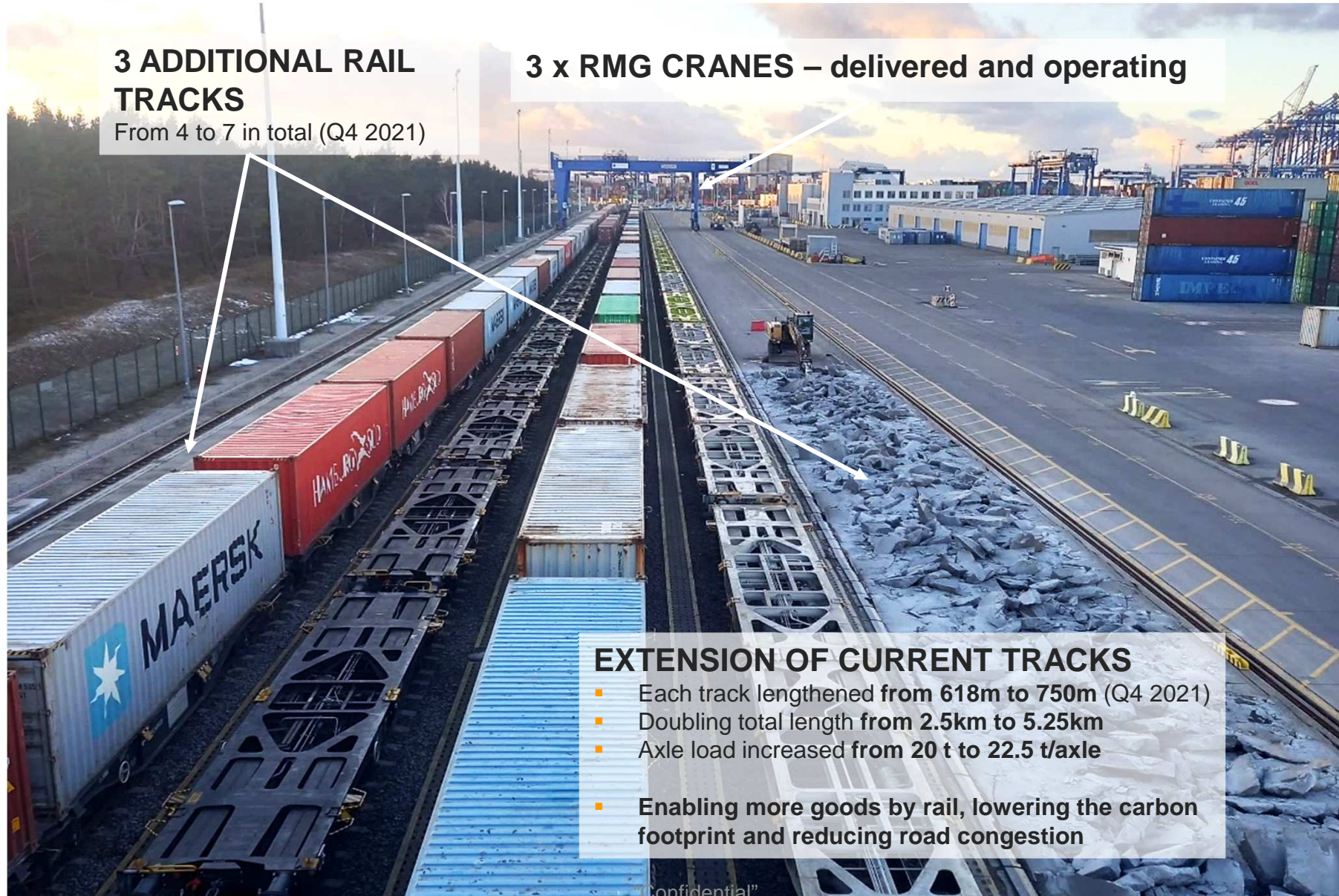
- Shorter distance and landside transit time from Gdansk to **important industrial areas of Czech Rep. and Slovakia**
- Direct regular train to Czech Rep. (Paskov) **2 trains / week**, serving the **SK market**
- Czech and slovak volumes via DCT growing **+100% annually**
- Indirect trains via Southern Polish rail terminals and trucked across the border (6-8 trains/week)
- Ocean and Shortsea gateway** to serve 800k+ TEU worth market
- Base sea freight cost to HAM and DCT is equal with **Gdansk beneficial on THC, inland transport**





# DCT Gdansk: Doubling Rail Capacity

## Top-10 European Port Container Terminals



### 3 ADDITIONAL RAIL TRACKS

From 4 to 7 in total (Q4 2021)

### 3 x RMG CRANES – delivered and operating

### EXTENSION OF CURRENT TRACKS

- Each track lengthened from 618m to 750m (Q4 2021)
- Doubling total length from 2.5km to 5.25km
- Axle load increased from 20 t to 22.5 t/axle
- Enabling more goods by rail, lowering the carbon footprint and reducing road congestion

# DCT: Warehouse Services

Efficient CFS within DCT Gdansk Terminal Premises

- Lifting, lashing and securing of heavy and high value break-bulk cargo (ie. **machinery, yachts, offshore** equipment)
- Stripping/stuffing of containers (general cargo, OOG; IMO – direct relation)
- Lashing/securing of cargo in container
- Warehouse activities connected with general cargo:
  - palletizing
  - segregation
  - foiling
  - Banding
- One shot loading solution that loads easily products hard to containerize like:
  - Steel
  - Machines, devices
  - Timber
  - Various project goods
- Handling and lifting equipment up to 45t
- Forklifts with lifting capacities up to 32t with additional equipment (paper clamps, textile bales clamps, Big-Bag, lifting beams)



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# DCT Gdansk: Northern CEE Gateway

## Dedicated Business Development Manager for Czech and Slovak Market

### DCT Gdansk – creating value for Czech and Slovak customers

Over the last few years DCT Gdansk container terminal has built a steadily growing position in the Czech and Slovak markets, every year we link tens of thousands of containers with goods routed to or from these countries with global markets through our terminal. That would not be possible without the direct train services to the Czech Republic that started running in 2017. To serve our customers in these countries, DCT Gdansk will now have a permanent representative located in Prague who will work closely with our customers in Czech Republic and Slovakia.

We are pleased to announce that Adéla Kurečková has joined DCT Gdansk as the Business Development Manager for Czech Republic and Slovakia. With a career spanning the shipping, freight forwarding and customs clearance industries, Adéla brings a thorough knowledge on the Czech and Slovak markets and will further assist the logistics industry and BCO customers in these key markets to utilize the cost-effective opportunities that moving goods via DCT Gdansk brings.

Cameron Thorpe, CEO of DCT Gdansk, said "Customers based in land-locked countries, want reliability and peace of mind when it comes to choosing an entry or exit port often hundreds of kilometers away. They need to ship goods with confidence, but also at a cost effective price. DCT's Gdansk's locational advantage brings the world's largest ships closer to these markets than traditional ports. Using effective rail routing, this means they have an efficient alternative port, that also brings considerable cost savings. With the current volumes moving via our terminal, we already have a proven concept showing the benefits for the cross-border markets south of Poland. With Adéla on board as part of the team, we will be able to strengthen what we have, but also to start building among the logistics industry an understanding and knowledge about our capacity and the options we can offer for these markets."

You can contact Adéla directly:

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Tel: +420 725 313 621

Web: <http://www.dctgdansk.com>



- Intermodal services development (Czechia, Slovakia)
- Promotion of existing logistics, LCL and intermodal products
- Strengthening and extending position of DCT Gdansk as CEE Hub

# THANK YOU


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**Dominik Landa, Commercial Director**

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