Day of the Slovenian Capital Market, Ljubljana, 21st April 2011

LUKA KOPER

Port of Koper

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Management Board Member,
Luka Koper d.d.

Performance Highlights - Luka Koper Group

	2008	2009	2010*	Plan 2011	Indices 10/09	Indices 11/10
Operating revenues (million €)	137.2	116.1	127.7	132.1	110	103
EBITDA (million €)	42.6	13.9	40.4	42.7	290	105
Net loss (million €)	17.2	-66.6	-1.6	7.6	-	-
Investments (million €)	146.9	112.5	22.2	32.3	20	145
Financial liabilities (million €)	201.3	234.5	226.2	218.2	96	96
Cargo throughput (million tonnes)	16.1	13.1	15.3	16.4	117	107
No. of employees	1,076	1,032	997	974	96	97

* Non-audited data

- 35-year concession agreement for the operation and management of the Port of Koper, granted in 2008.
- Luka Koper d.d. simultaneously undertakes the role of terminal operator and port authority.

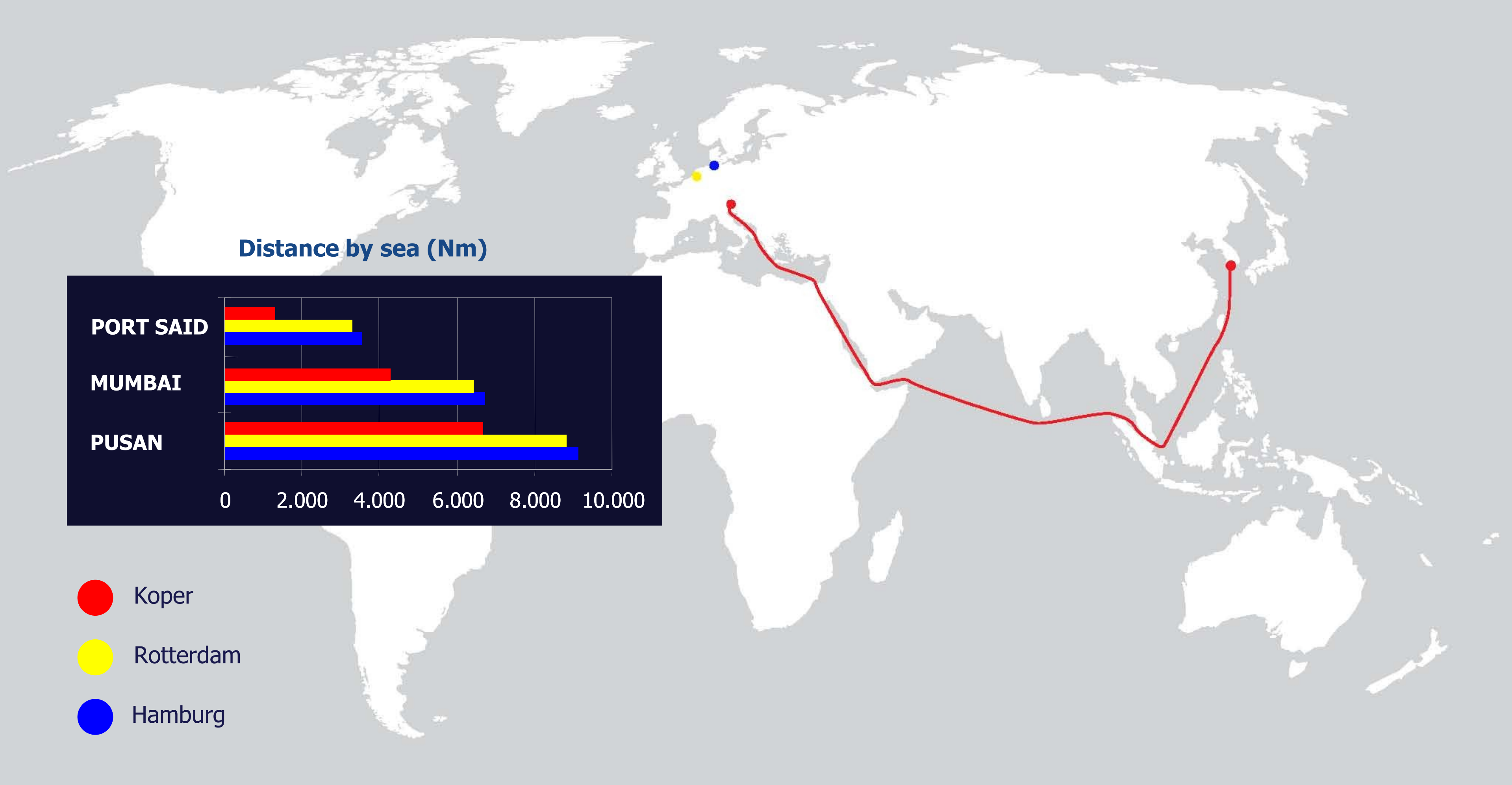
Business model

- Taking advantage of an excellent geo-strategic position.
- Multi-purpose port – 12 specialised terminals.
- Long-term strategic cargo types – containers and vehicles.
- Client satisfaction:

  - management of the entire port zone – high flexibility of services, space, equipment and labour;

  - providing quality services on time, safely and efficiently.

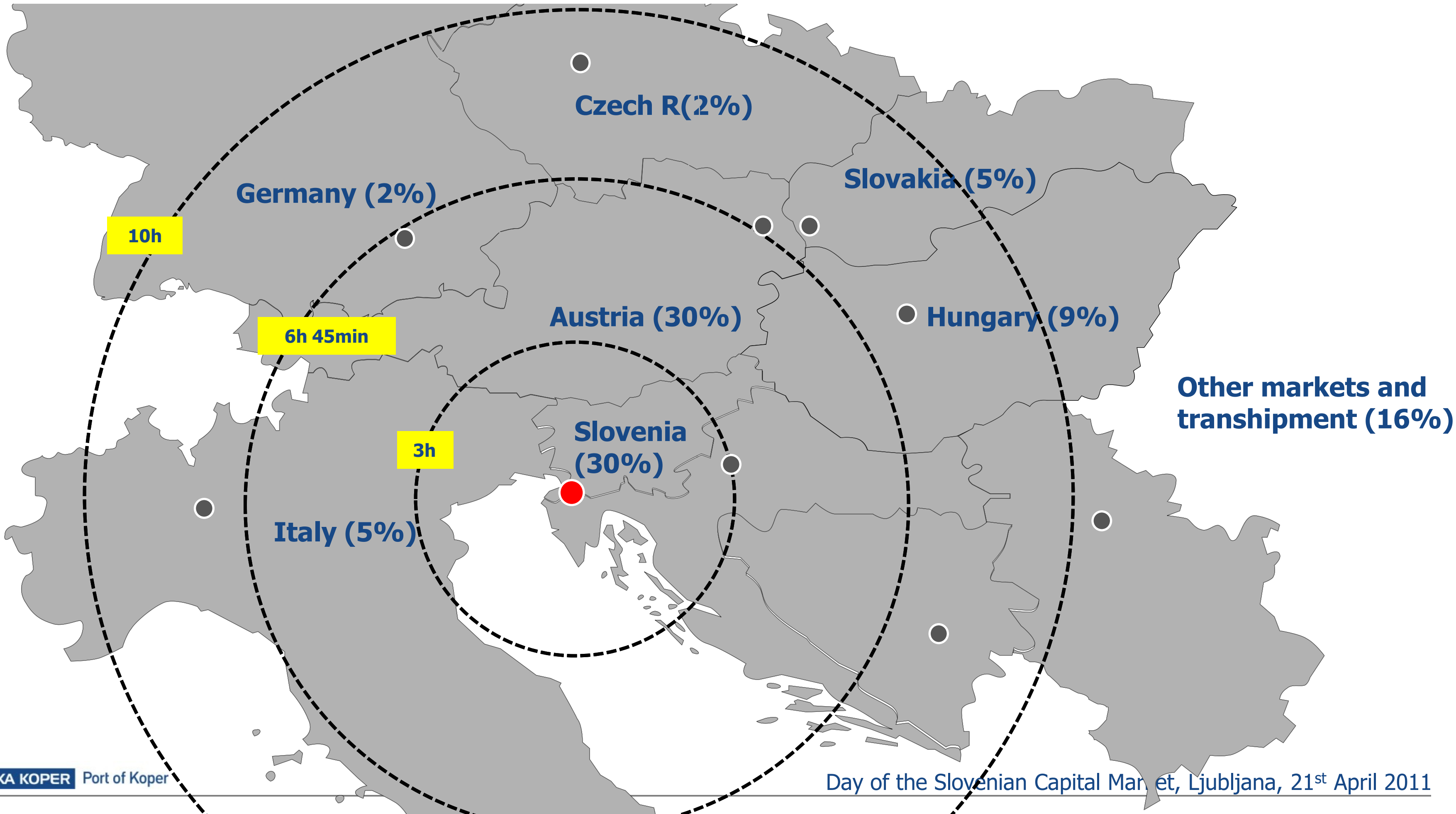
The Adriatic route – the cheapest, fastest and most environment-friendly



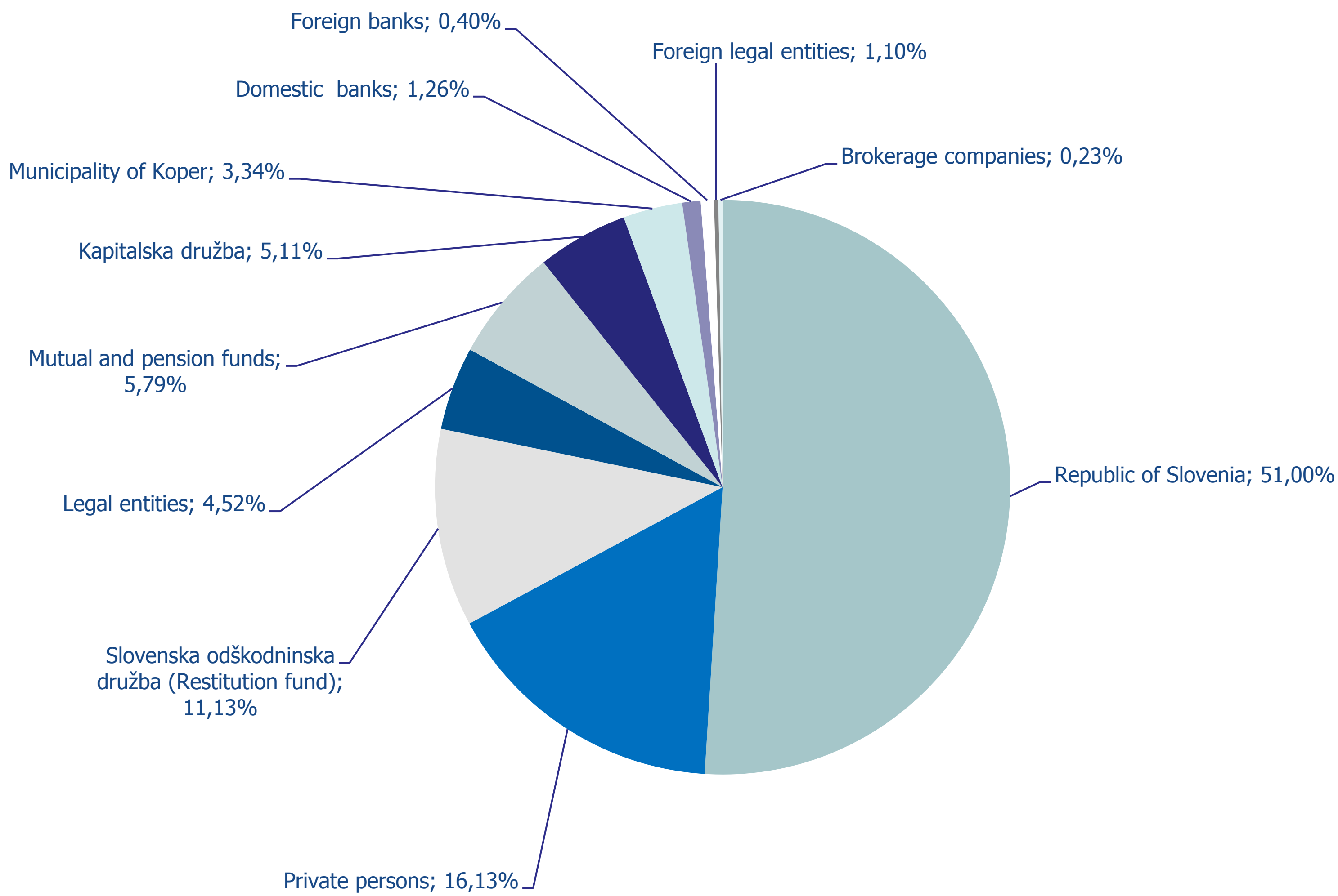
The proximity of hinterland markets

Total cargo throughput by countries (2010)

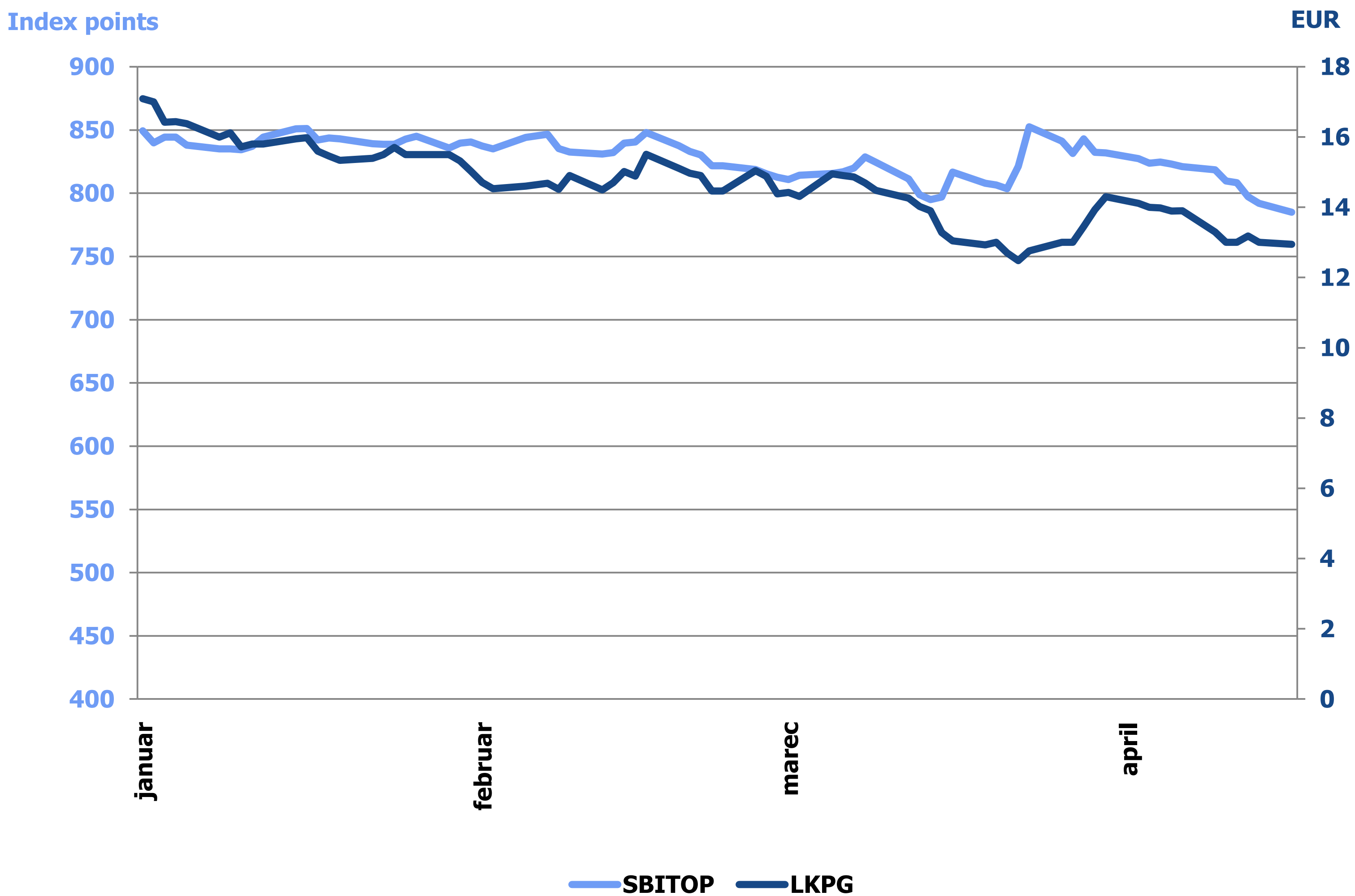
Transit time (road)



Ownership structure



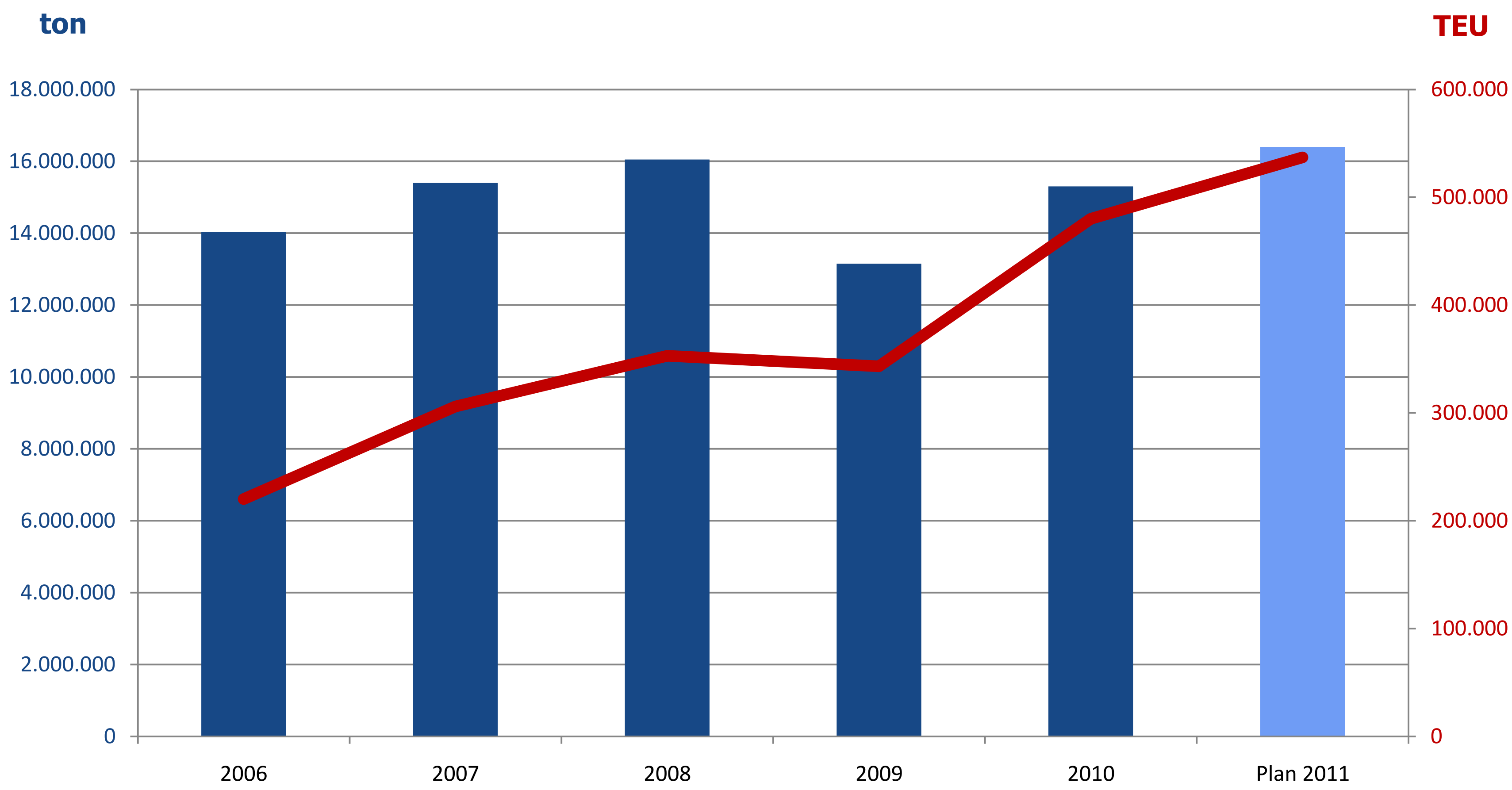
LKPG share



Index points
EUR
900
850
800
750
700
650
600
550
500
450
400
18
16
14
12
10
8
6
4
2
0
januar
februar
marec
april
SBITOP
LKPG

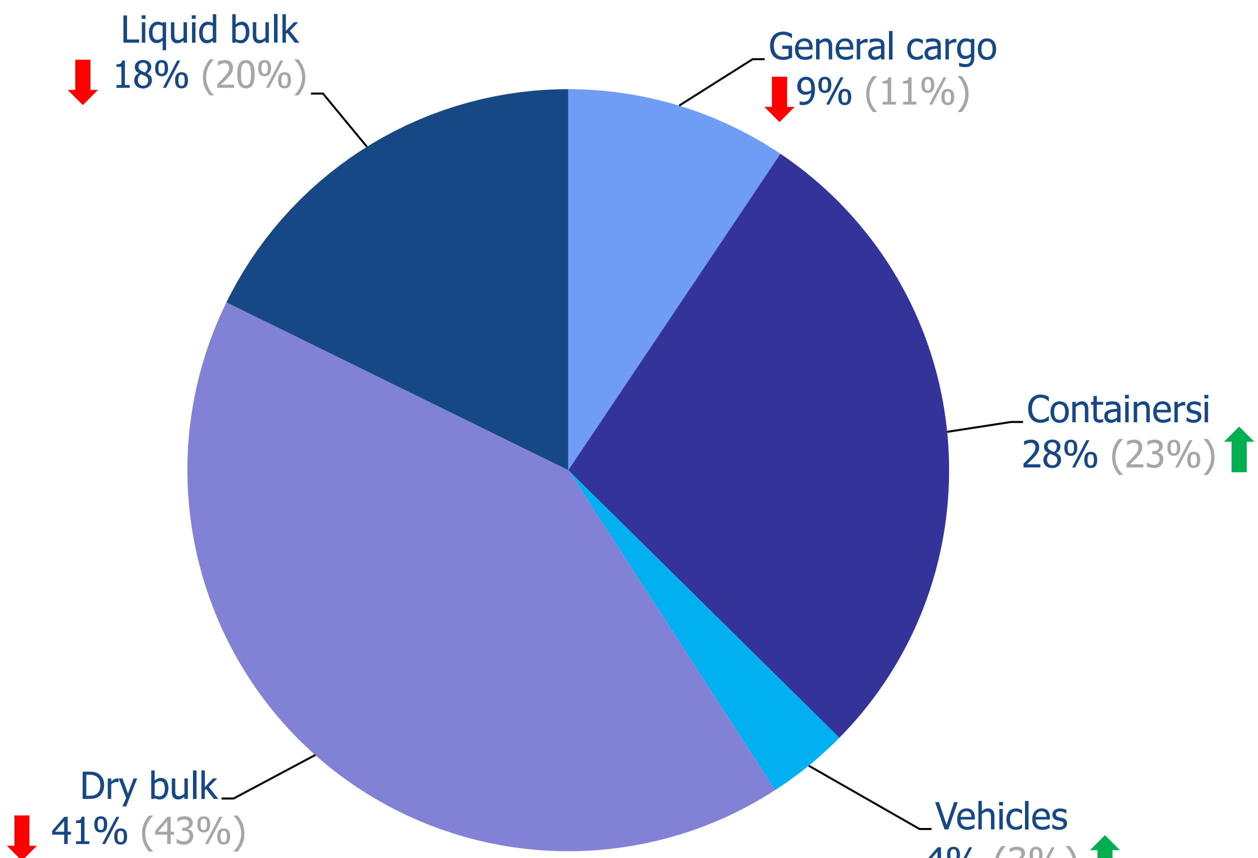
Trade flows

Total cargo throughput (tonnes) and container freight (TEU)



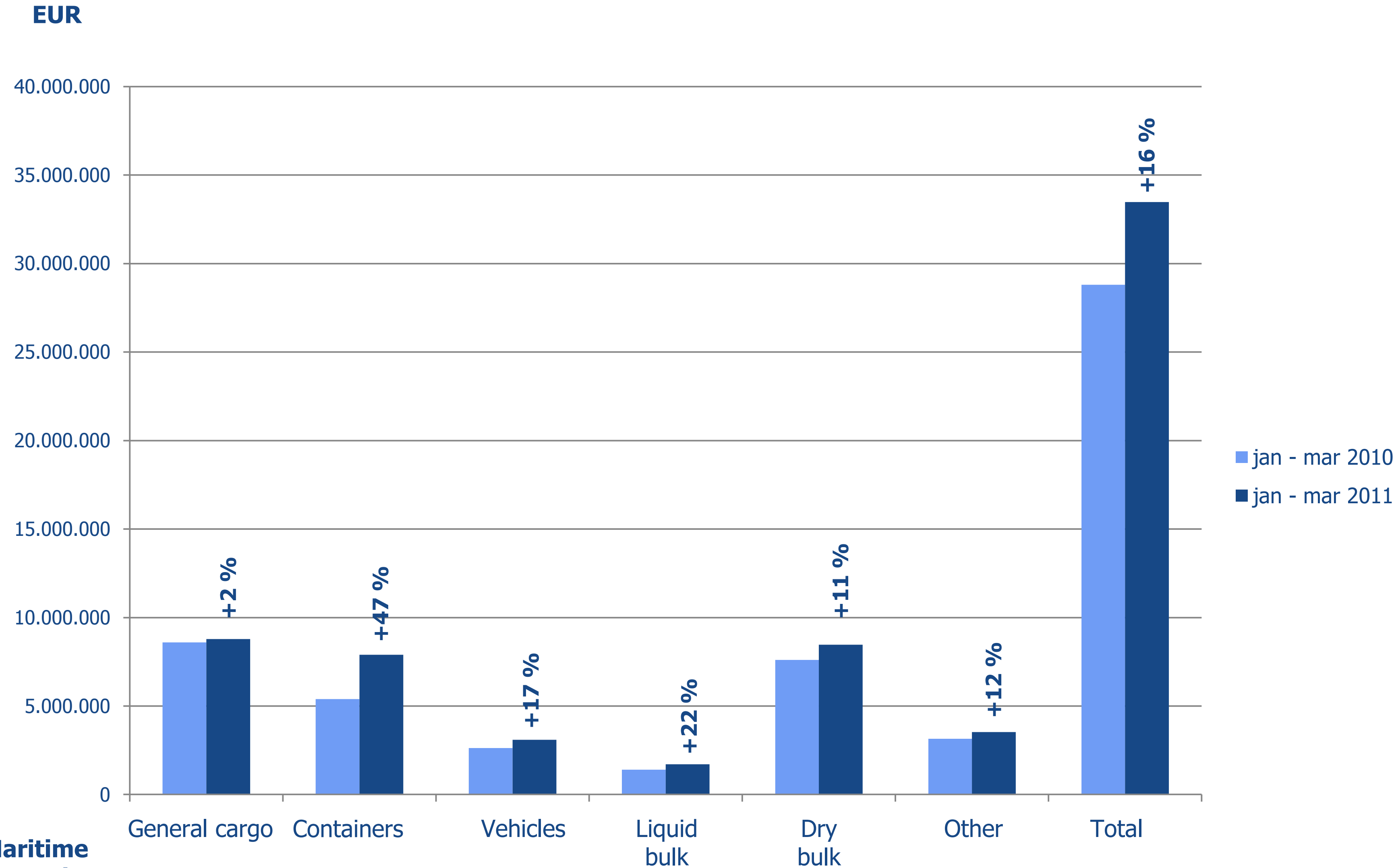
Cargo throughput structure

Percentage distribution of cargo types in 2010 (2009) - per tonnage indicator



Operating revenues and cargo throughput 2011-Q1

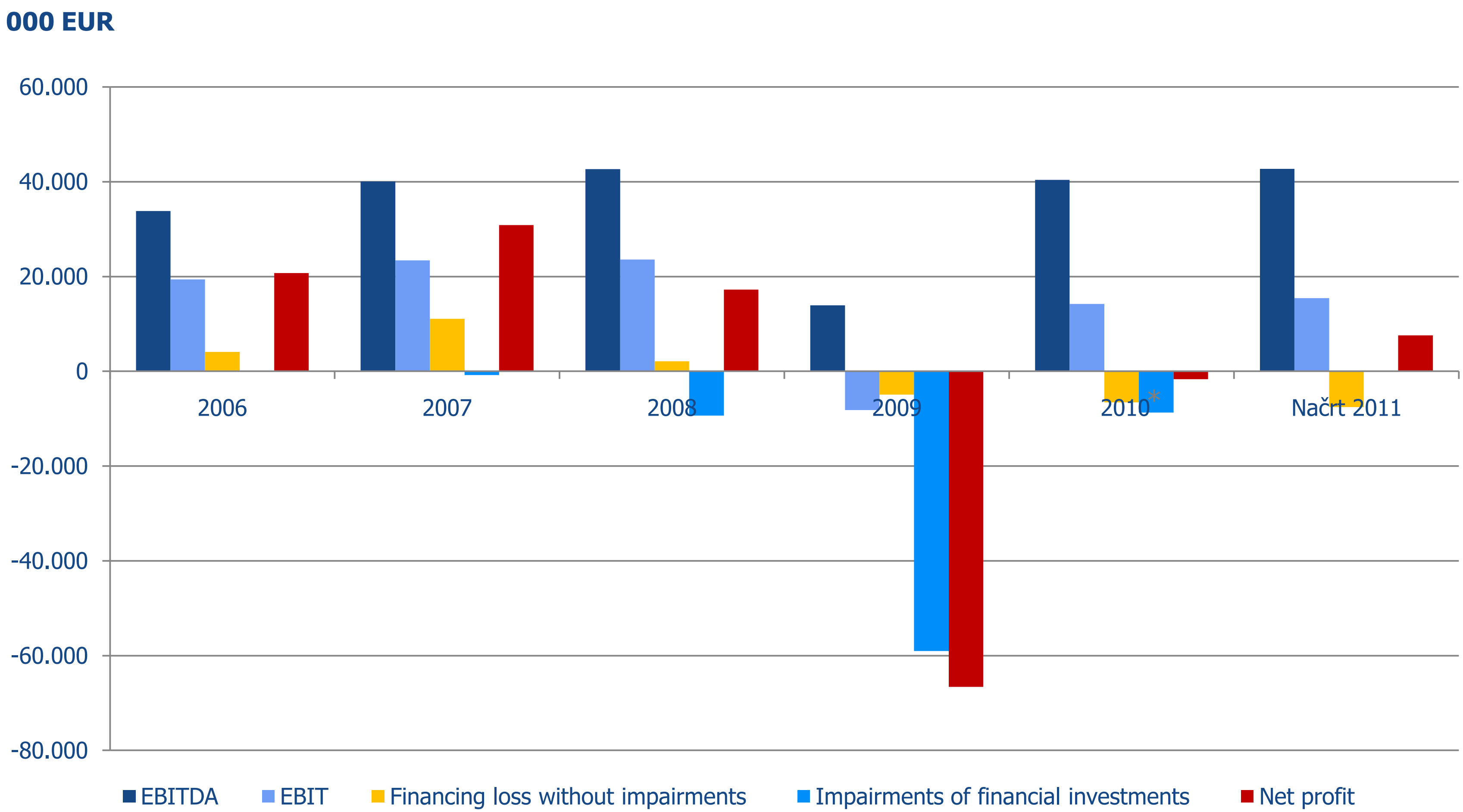
Non-audited revenues by cargo type of the parent company Luka Koper d.d.



Maritime throughput (1Q 11/10): -7% +33% +32% +15% -8% +7%

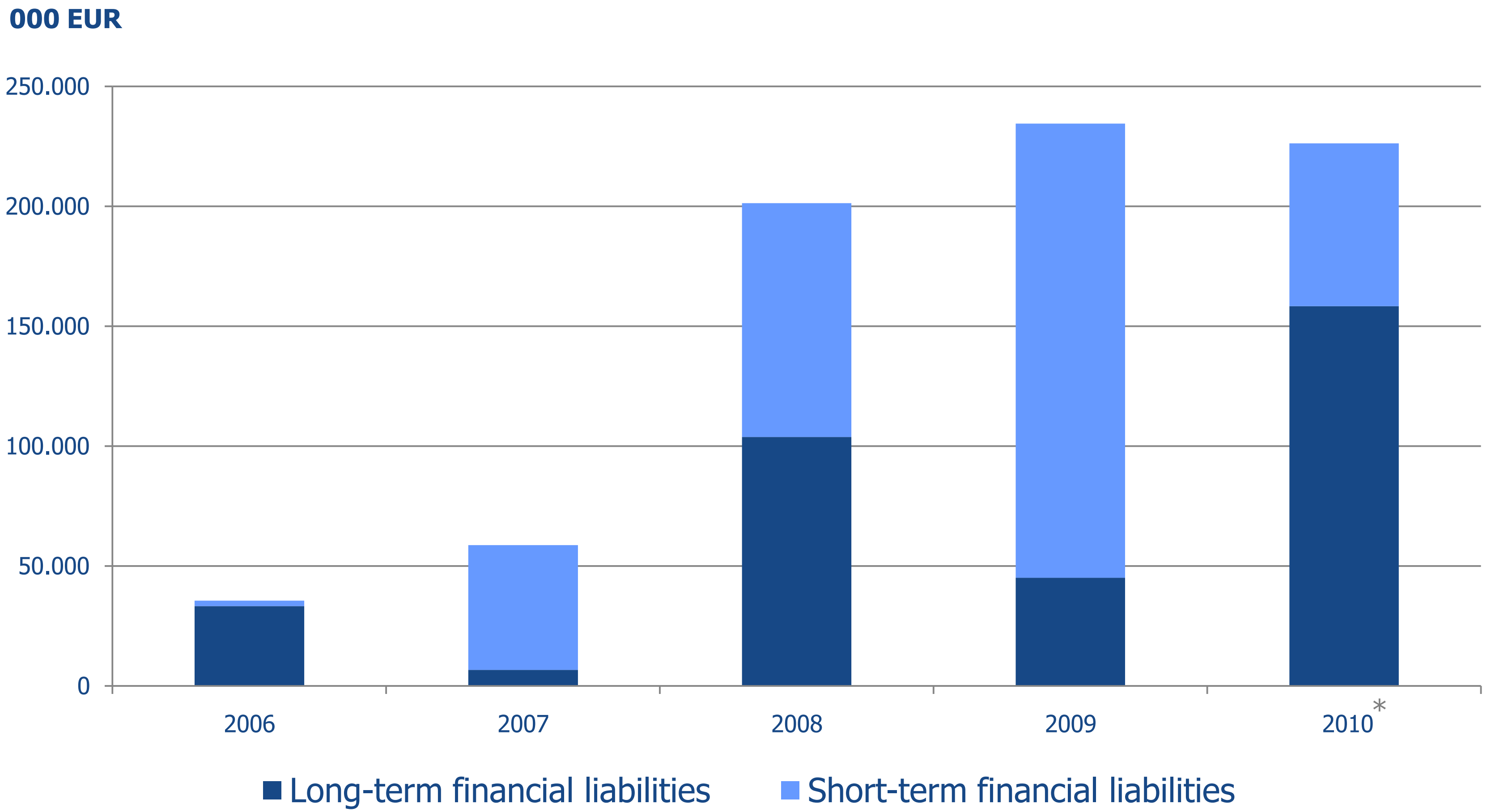
Key performance indicators

*Non-audited data for 2010



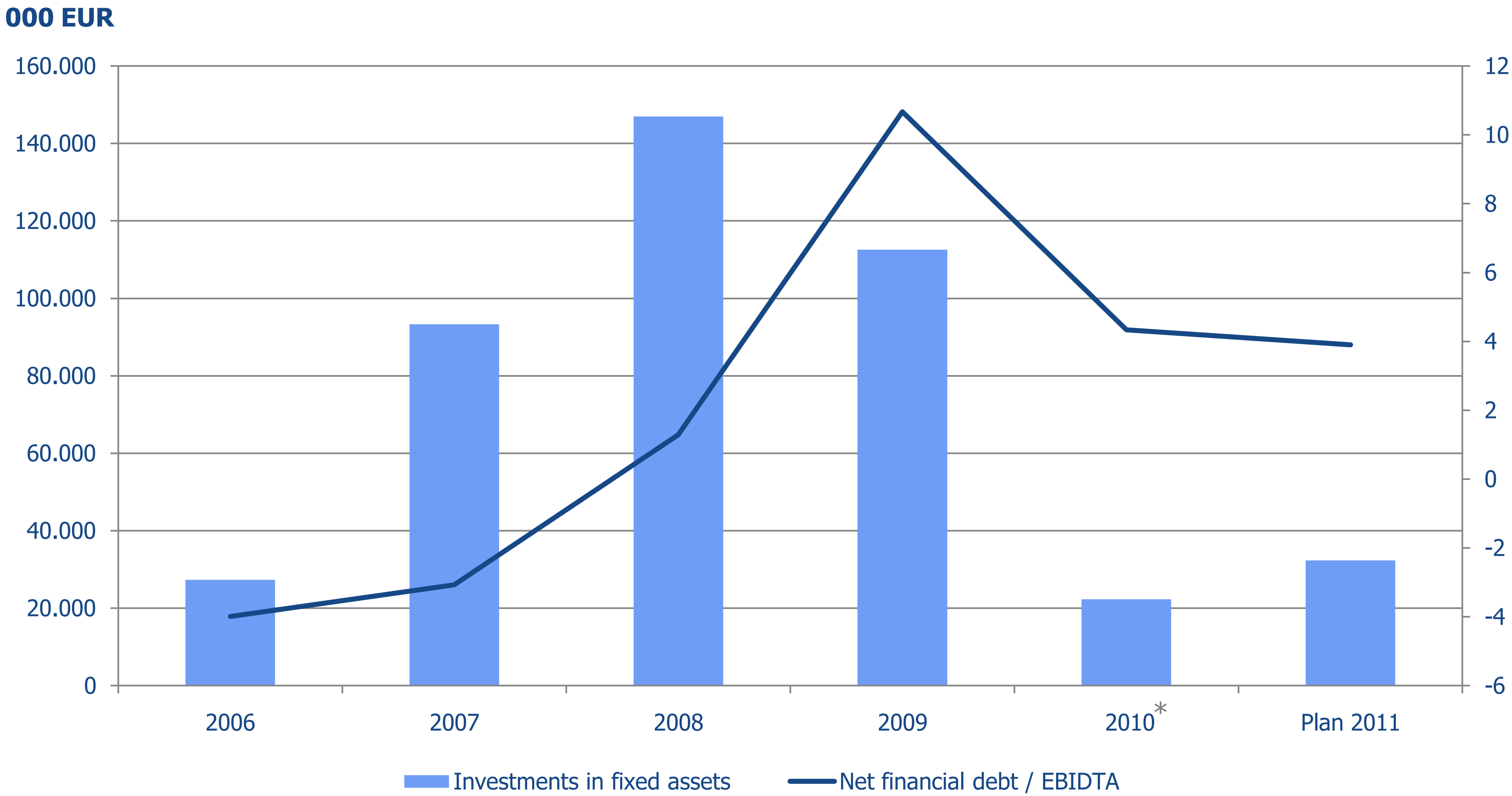
Financial liabilities

*Non-audited data for 2010



Investments in fixed assets and real-estate investments, as well as net financial debt / EBIDTA

*Non-audited data for 2010



Development plans and the National Spatial Plan