

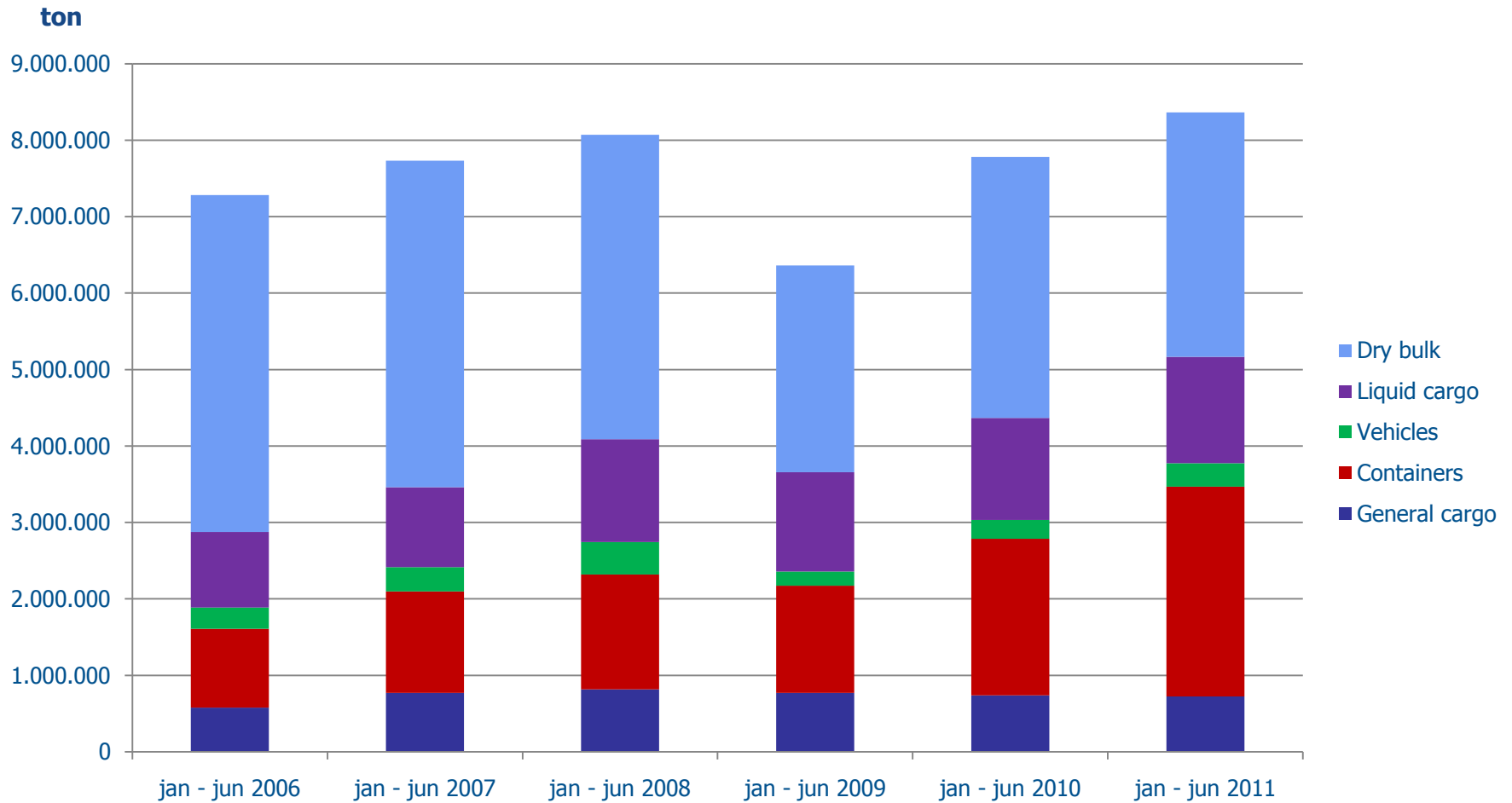
Meeting with financial analysts, 8th September 2011



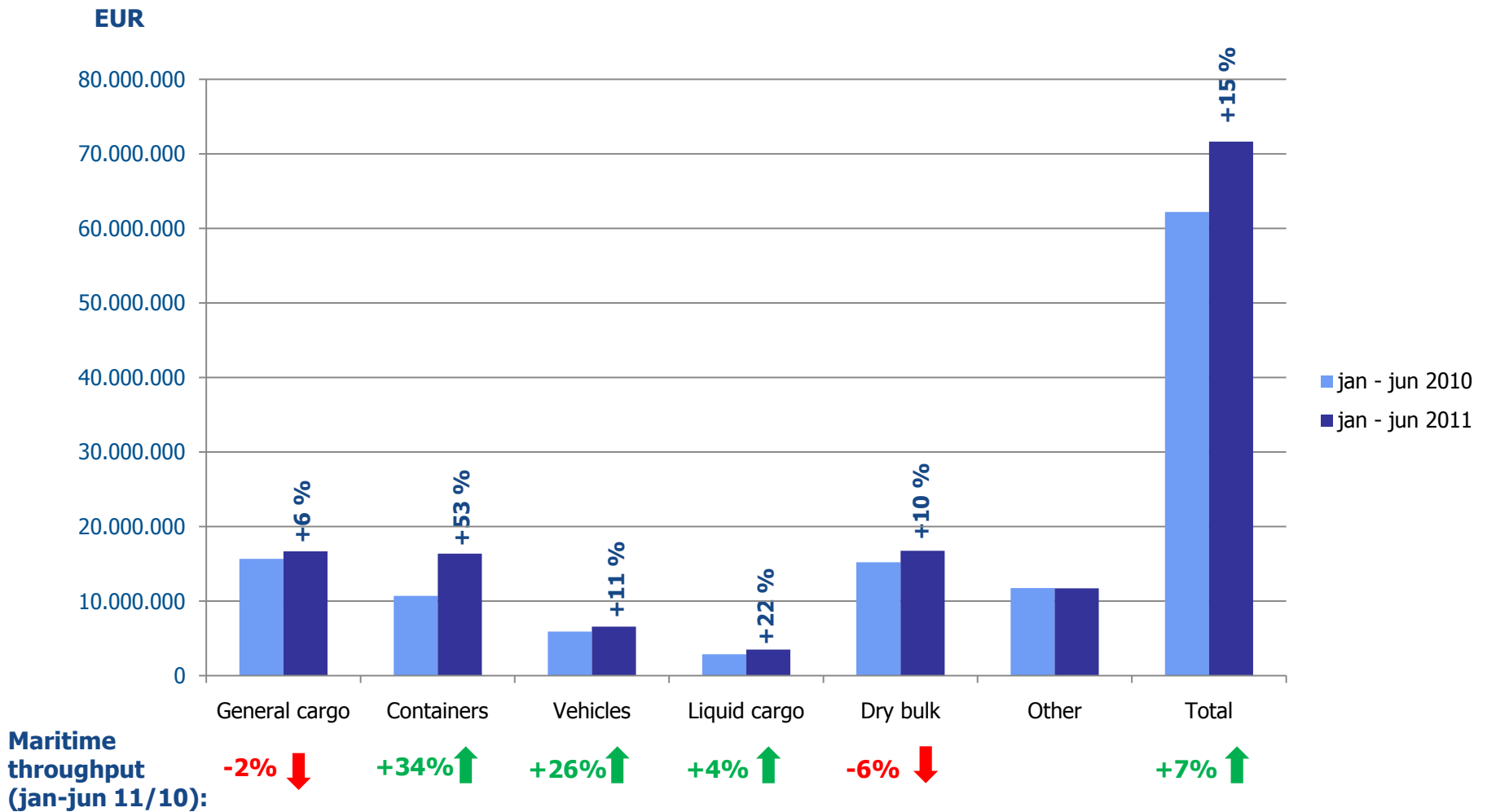
Agenda:

1. Overview of half-year business results, Mr. Marko Rems
2. Presentation of five-year strategic plan, Dr. Gregor Veselko
3. Q & A
4. Port tour

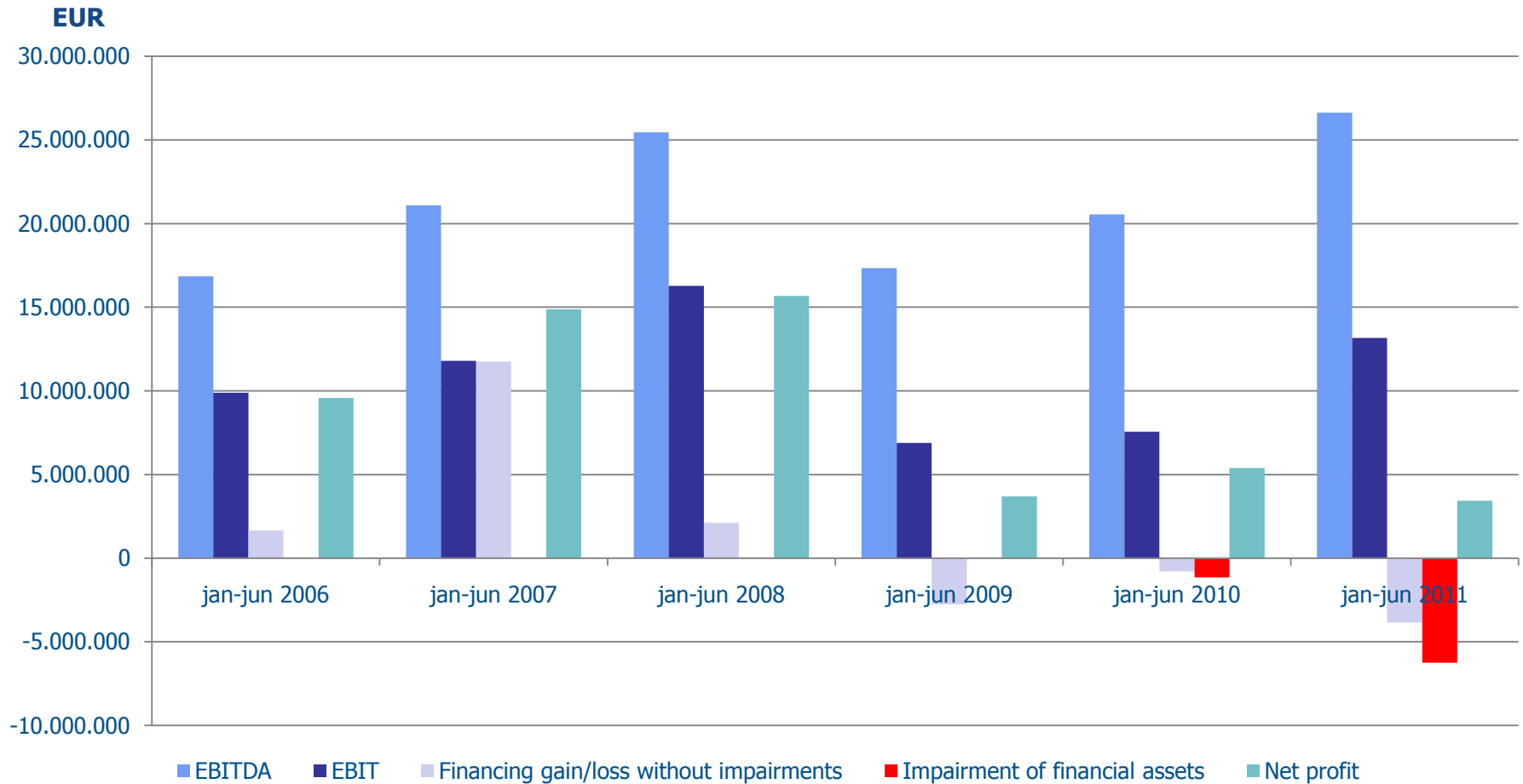
Maritime throughput



Operating revenues and maritime throughput in first half of 2011

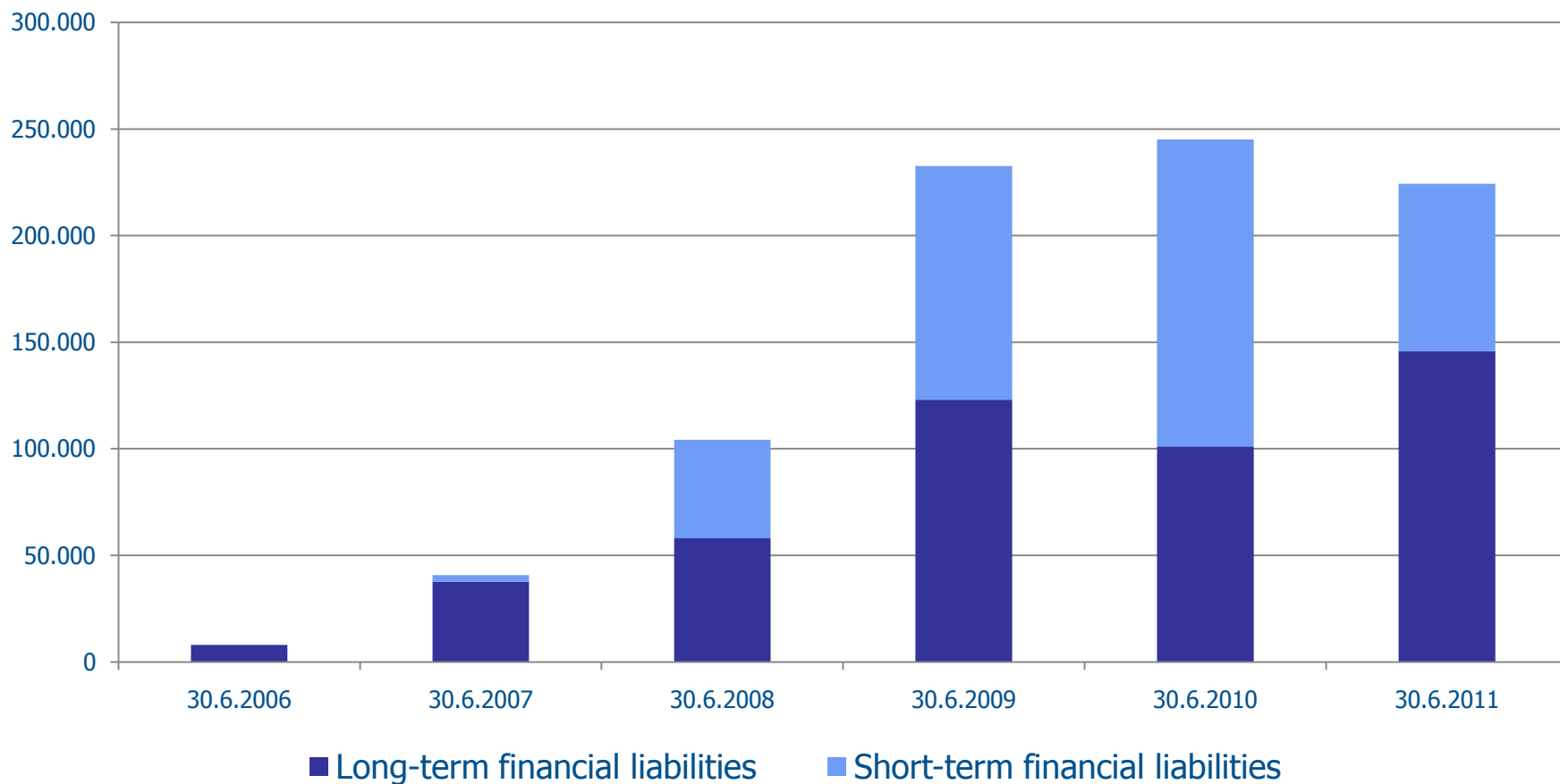


Key items of the income statement

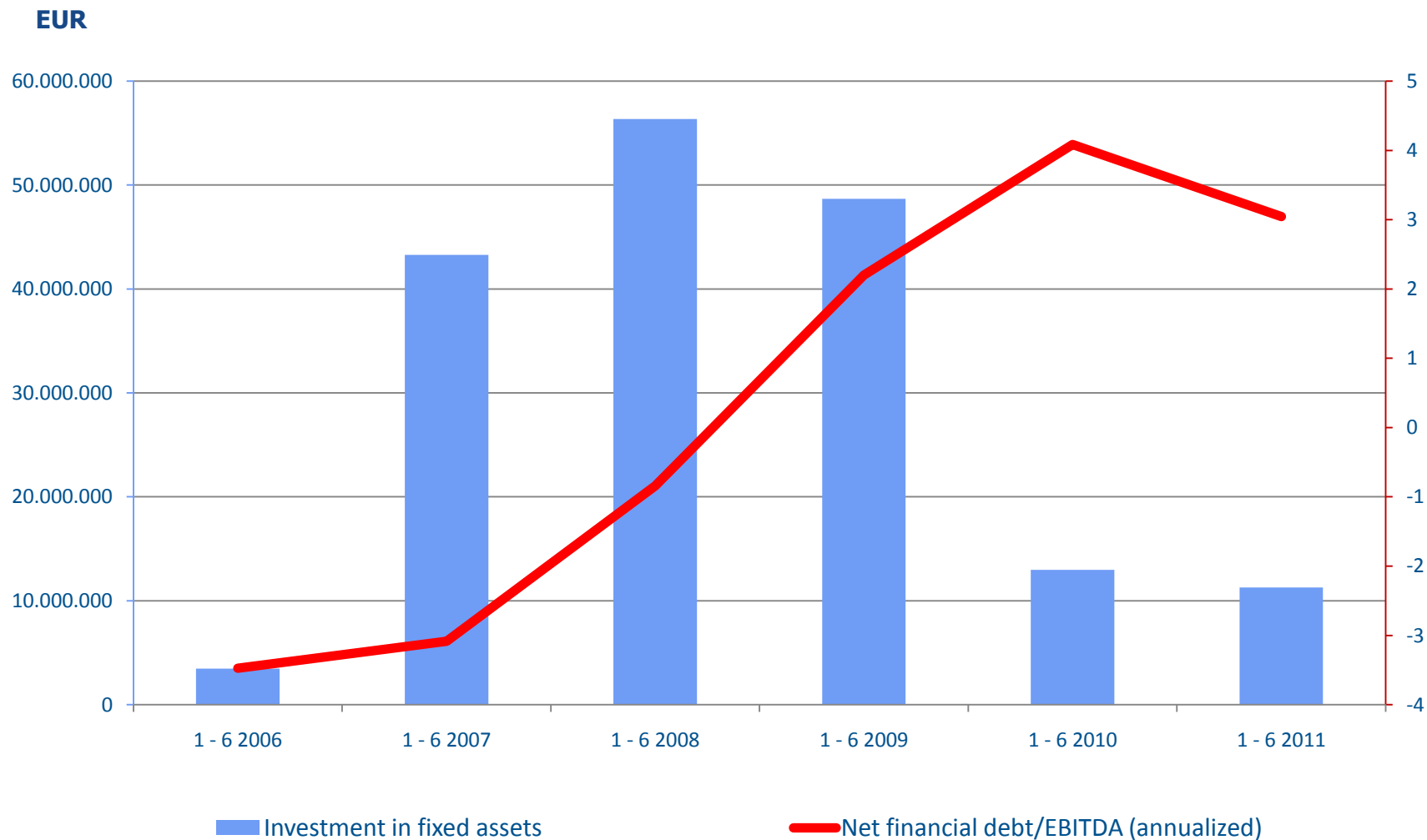


Financial liabilities

v 000 EUR



Investments in fixed assets and real estate and net financial debt/EBITDA



Strategic orientations

Port system

An efficient seaport

Generating value added through the application of technologically optimised handling, storage and transport services in relation to a variety of cargo types.

Logistics system

A visible link in the provision of integral logistics solutions

A partner connecting links in the transport chain.

Business system

Efficient business system in long-term

Developing modern and co-ordinated internal operations which maintain equilibrium between enhanced profitability and the interests of the broader community.

Institutional system

Concern for sustainable development and institutional support

Maintaining equilibrium in relations with the business, natural, institutional environment and other interest groups.

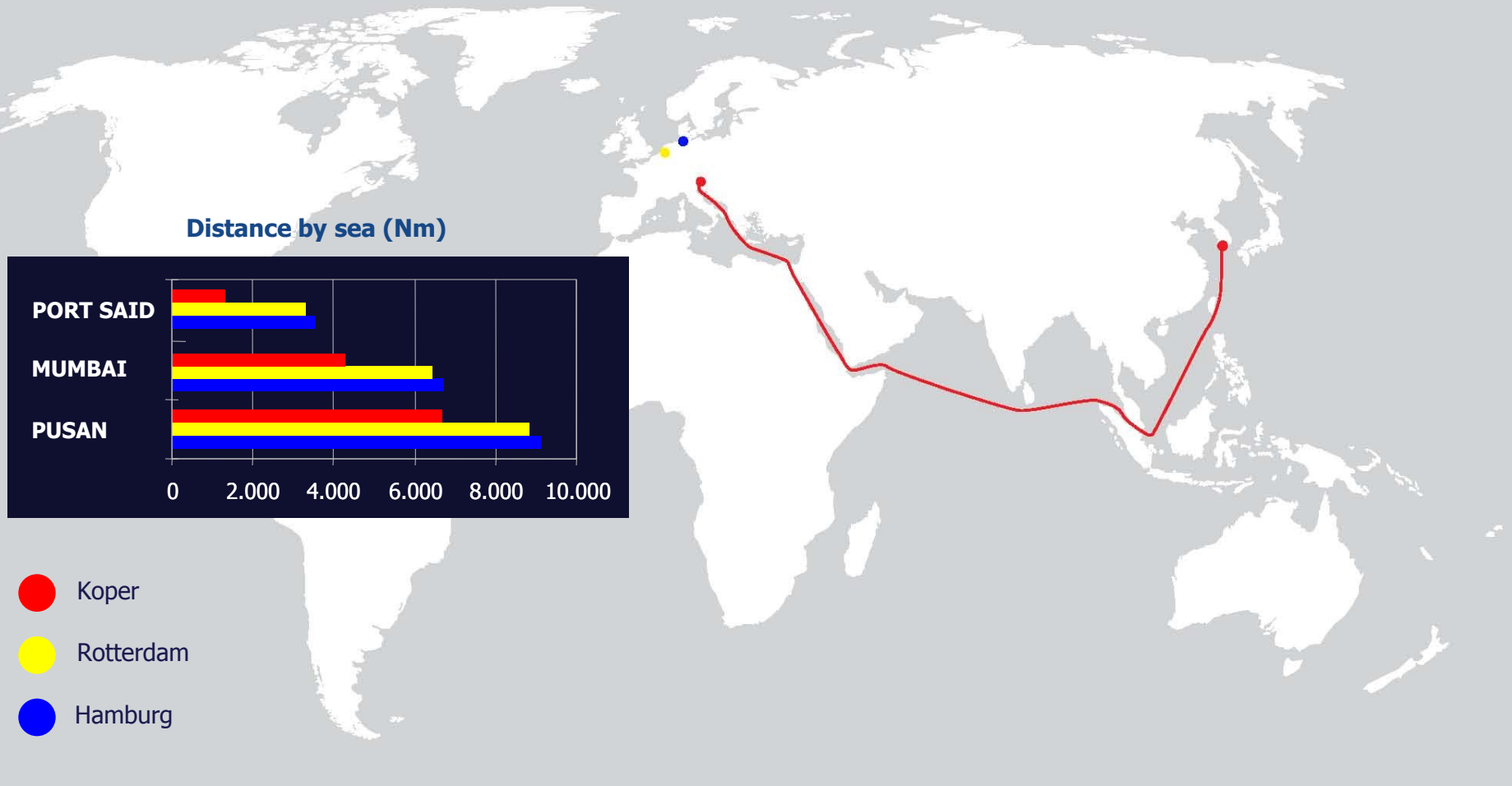
Vision:

- For Luka Koper to become the leading port operator and global logistics solution provider serving the countries of Central and Eastern Europe.

Mission:

- To offer a reliable port system, developing and promoting logistics solutions on the shortest maritime route to the heart of Europe.

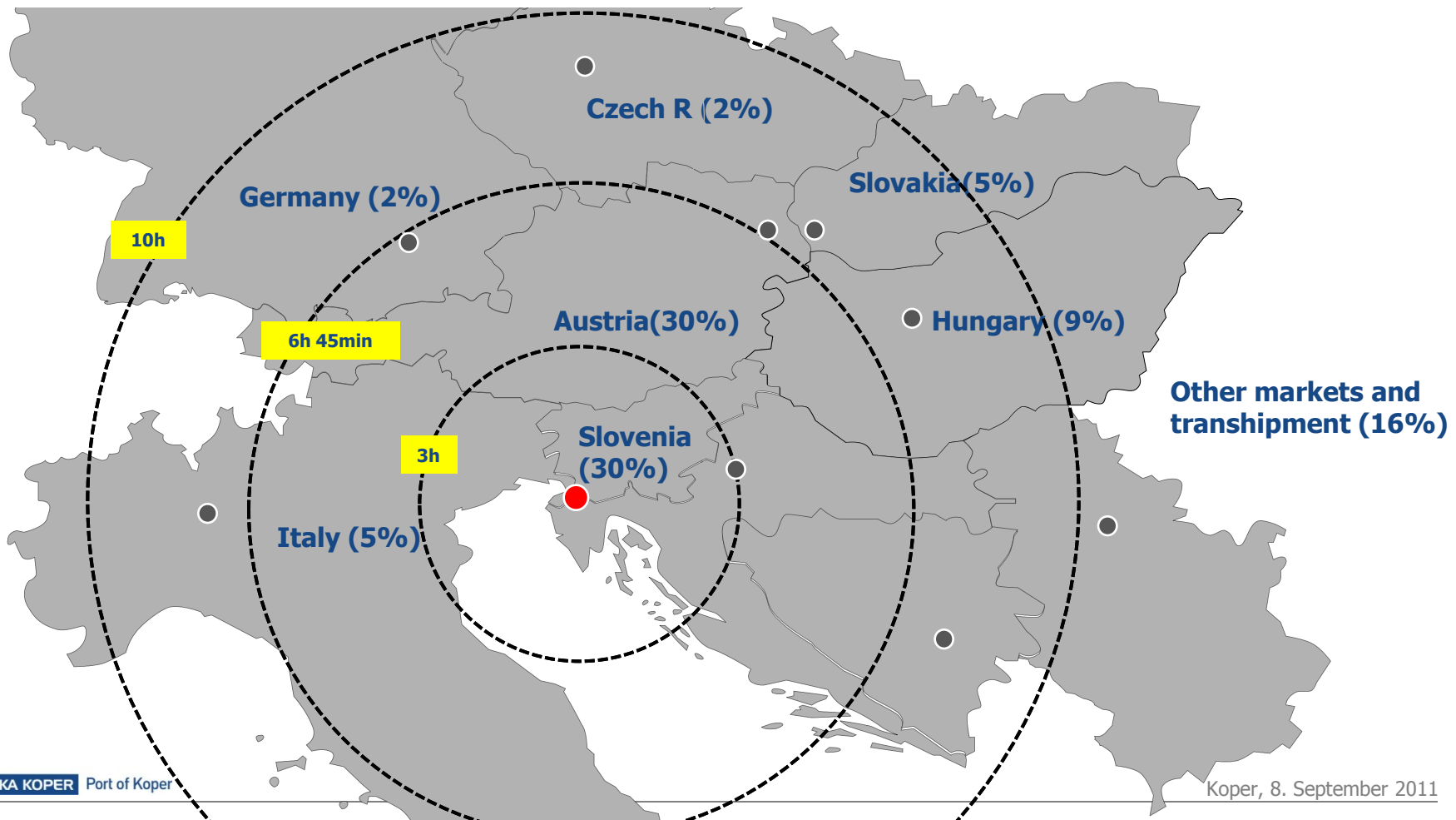
Adriatic transport route – cheaper, faster, environment friendly



Close to hinterland markets

Percentage of total maritime throughput by country (2010)

 Transit time (road)



Operational/market objectives

Objectives	Intention
Increase cargo throughput achieving optimal structure according to market potentials and capacities	<ul style="list-style-type: none"> Achieving an annual cargo throughput of 21.4 million tonnes by 2015; Preserving the port's multipurpose character, considering the interdisciplinarity of cargo types; Further developing its container freight and vehicle operations as a strategic business.
Development of services achieving optimal structure according to yield	<ul style="list-style-type: none"> Ensuring growth and equilibrium in handling and warehouse operations; Promotion of distribution (macro distribution within the port, micro distribution beyond the port); Focus on RO-RO transport and project cargos.
Market management	<ul style="list-style-type: none"> Management of the Slovenian market as a whole, and further penetration of other hinterland markets; Preservation and increase of existing market shares; Enhancing presence within new transitional markets in ; Strengthening the port's role in Mediterranean maritime trade.
Continuation of client satisfaction	<ul style="list-style-type: none"> Preservation of client base; Achieving growth in market share; Acquisition of new clients and business; Improving the reliability and efficiency of port services.
Maintenance of effective relations with the port community	<ul style="list-style-type: none"> Ensuring expedient relations with freight forwarders and agents, as well as various external authorities, including the customs and police.
Establish relationships with shippers and carriers	<ul style="list-style-type: none"> Ensuring maximum possible utilisation of existing services and the acquisition of new shipping lines; Promotion of additional regular rail-freight links serving the continental hinterland; Ensuring that the is integrated into an optimal number of logistics solutions.
Maintaining sufficient autonomy whilst simultaneously connecting with the global logistics providers who predominate in intercontinental trade	<ul style="list-style-type: none"> Regular contacts, enhancement of good relations and conclusion of long-term partnership agreements with all providers and operators.
Creation of strategic partnerships	<ul style="list-style-type: none"> Utilisation of free capacities, acquisition of new cargos and funds through partnership; Possible joint investments in the development of new port infrastructure.
Monitoring the development of competition	<ul style="list-style-type: none"> Ensuring that <i>Luka Koper</i> clients are provided better operational conditions and scope of services than its competitors.
Promoting a discernible brand with an excellent reputation	<ul style="list-style-type: none"> Ensuring visibility amongst all stakeholders: clients, suppliers and investors, as well as the local, national and international community; Clear communication: "<i>Luka Koper</i> is a stable company which provides excellent services and better terms than the competition; it is a socially committed and internationally-oriented company."

Corporate objectives

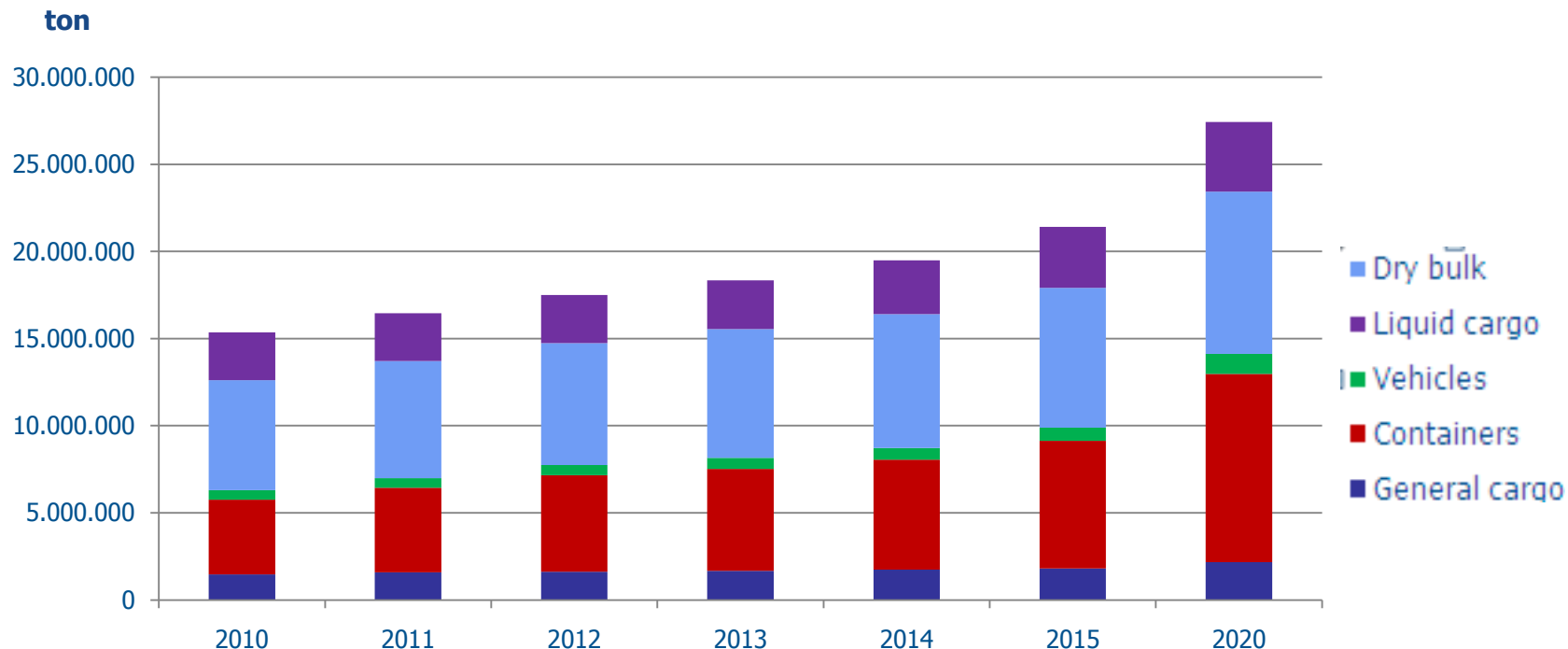
Corporate objectives	Intention
Return on capital and enhanced operational efficiency	<ul style="list-style-type: none"> • Positive EVA*; • 15% return on sales.
Healthy financial foundations	<ul style="list-style-type: none"> • Debt accounting for no more than 40% of liabilities; • A three-fold net debt / EBITDA ratio; • Average maturity of debt financing > 3 years.
Positive corporate culture – loyal well-motivated employees	<ul style="list-style-type: none"> • Creative and innovative corporate culture, with a workforce sharing common values; • Enhanced efficiency and productivity of employees; • Optimal application of human resources; • Ongoing dialogue with social partners.
Promotion of knowledge as key value	<ul style="list-style-type: none"> • Ensure a concentration of know-how and skills; • Develop new knowledge and abilities; • Upgrade ability through experience, as well as ensure skill and know-how transfer; • Generation of new ideas and solutions (stimulation of creativity and a thinking environment).
Enhancing efficiency and enterprise	<ul style="list-style-type: none"> • Increased productivity and risk management; • Focus on the provision of safe working conditions within the port zone; • Development of improved organisation; • Optimal implementation of processes without duplication; • Outsourcing of non-strategic processes (partnerships); • Generation of synergies.
Ensuring operational integrity through transparency	<ul style="list-style-type: none"> • Regular communication; • Monitoring results and taking action.
Enhancing cost efficiency	<ul style="list-style-type: none"> • Process approach in relation to key processes.
Management of subsidiaries and associated enterprises	<ul style="list-style-type: none"> • Organisation of the <i>Luka Koper Group</i> in the context of centralised control; • Acquisition of control over companies whose activities are of strategic importance; • Preservation of (the major portion of) core activities under the control of <i>Luka Koper d.d.</i>, and the conclusion of strategic partnerships for other activities.
Efficient supplier relation management	<ul style="list-style-type: none"> • Enhancing competitiveness amongst contractors and suppliers; • Application of sustainable long-term most favourable supplier and contractor statuses in port service provision; • Implementation of risk management in relation to exposure to individual suppliers and contractors; • In-house personnel to maintain control over key processes.
Investment management	<ul style="list-style-type: none"> • Efficient withdrawal from and non-strategic and real-estate investments.
Regular dividend distribution	<ul style="list-style-type: none"> • Disbursement of one-third of net profits to shareholders.

*Economic Value Added - one of the key indicators of *Luka Koper Group* performance – is anticipated to improve, and achieve a positive value after 2015.

Institutional objectives

Institutional objectives	Intention
Responsibility to the community	<ul style="list-style-type: none"> On-going and balanced dialogue with all interested parties and the community.
Promotion of the port internationally	<ul style="list-style-type: none"> Integration within European transport corridor initiatives and priority infrastructural projects; Monitoring of European and international legislation; Active participation in , <i>ESPO</i>, <i>FEPOR</i>T and other European projects; Protection of the company's business interests within the context of the Concession Agreement with the state.
Development of communications and infrastructure	<ul style="list-style-type: none"> To ensure shorter transit times to hinterland markets; Eliminate bottlenecks on the railway network; Maintain navigational channels per mandatory draughts.
Pro-active relationships with the state	<ul style="list-style-type: none"> Acquire support in development activities, and in particular the realisation of the National Spatial Plan for the ; Enhancement of an understanding of port operations and activities; Acceleration of the issue of permits, certification and other documentation; Arrangement of prior customs clearance provision; Assistance in the resolution of topical issues, such as land use status; Ensure the ongoing suitability of the Concession Agreement through the provision of any necessary amendments.
Pro-active relationships with the local community	<ul style="list-style-type: none"> Greater understanding as to the importance of port development by local authorities; Preparation of joint development projects and co-design of a modern port city.
Environmental protection	<ul style="list-style-type: none"> Compliance with all requisite standards; Implementation of new regulations and measurements that will guarantee protection of maritime and terrestrial environments; Introduction of green logistics concepts which ensure that ports are the greenest link in the logistics chain.
Port zone security	<ul style="list-style-type: none"> Compliance with all required standards; Implementation of new rules that will guarantee port zone security; Safety risk identification and management.
Efficient grant applications and financing	<ul style="list-style-type: none"> Resolution of the issue of state aid; Exploration of the possibilities of financing port infrastructure through grants; Provision of project financing agreements; 30%+ financing of port infrastructure from EU cohesion fund.

Long-term maritime throughput



Cargo group (ton)	2015	2020
General cargo	1.805.000	2.175.000
Containers	7.335.000	10.800.000
Vehicles	740.000	1.145.000
Dry bulk	8.030.000	9.320.000
Liquid cargo	3.500.000	4.000.000
Total	21.410.000	27.440.000
Containers (TEU)	815.000	1.200.000
Vehicles (units)	570.000	880.000
Passengers	126.718	150.000

Projects and investments

Capacities	to 2015	to 2020
Container Freight	<ul style="list-style-type: none"> - Extension of southern section of Pier I quayside and expansion of hinterland areas - Extension of rail-track infrastructure - Acquisition of equipment 	<ul style="list-style-type: none"> - Extension of northern section of Pier I - Pier III
General Cargos	<ul style="list-style-type: none"> - Temperature and humidity controlled warehouse - Acquisition of equipment 	<ul style="list-style-type: none"> - Coils warehouse
Coal and	<ul style="list-style-type: none"> - Consolidation of landfill 	<ul style="list-style-type: none"> - Wagon loading station with equipment
Liquid Cargos	<ul style="list-style-type: none"> - Bitumen capacities - Jet fuel reservoirs 	
Bulk Cargos	<ul style="list-style-type: none"> - Ecological rehabilitation - Alumina cargo handling capacities 	<ul style="list-style-type: none"> - Flat store for soya
Cars	<ul style="list-style-type: none"> - Arrangement of reclamation area 5A - Acquisition of equipment 	<ul style="list-style-type: none"> - Vehicle storage garage
Passengers	<ul style="list-style-type: none"> - Acquisition of equipment 	<ul style="list-style-type: none"> - Terminal building
Public Infrastructure	<ul style="list-style-type: none"> - Berth 12 - RO-RO berth in basin III - Berth 8A for livestock - Dredging operations 	
Other – within port zone	<ul style="list-style-type: none"> - Locomotives and rolling stock for internal railway transport - Additional rail-track - New entrance gate and truck terminal (in part) 	
Other – beyond port zone	<ul style="list-style-type: none"> - New entrance gate and truck terminal (in part) - Arrangement of reclamation area 6A 	

DREDGING OF ACCESS CHANNELS

Dredging of port basins

EXTENSION OF PIER II

EXTENSION OF PIER I

NEW PIER III

NEW Ro-Ro berth

**CONTAINER FREIGHT STATION
and
DISTRIBUTION CENTRE**

NEW berth no. 12

**NEW main
Entrance and Truck
Terminal**

Extension of Container Terminal

Enlarged shunting station

**PASSENGER
TERMINAL**

**MULTI STOREY
WAREHOUSES FOR CARS**

**NATIONAL RAILWAY
INFRASTRUCTURE
DEVELOPMENT**

