



Luka Koper Group

Business performance 2010 – 2017 and key investments from 2014 to present



Luka Koper Group

Market position and cargo throughput

MARKET POSITION AND THROUGHPUT

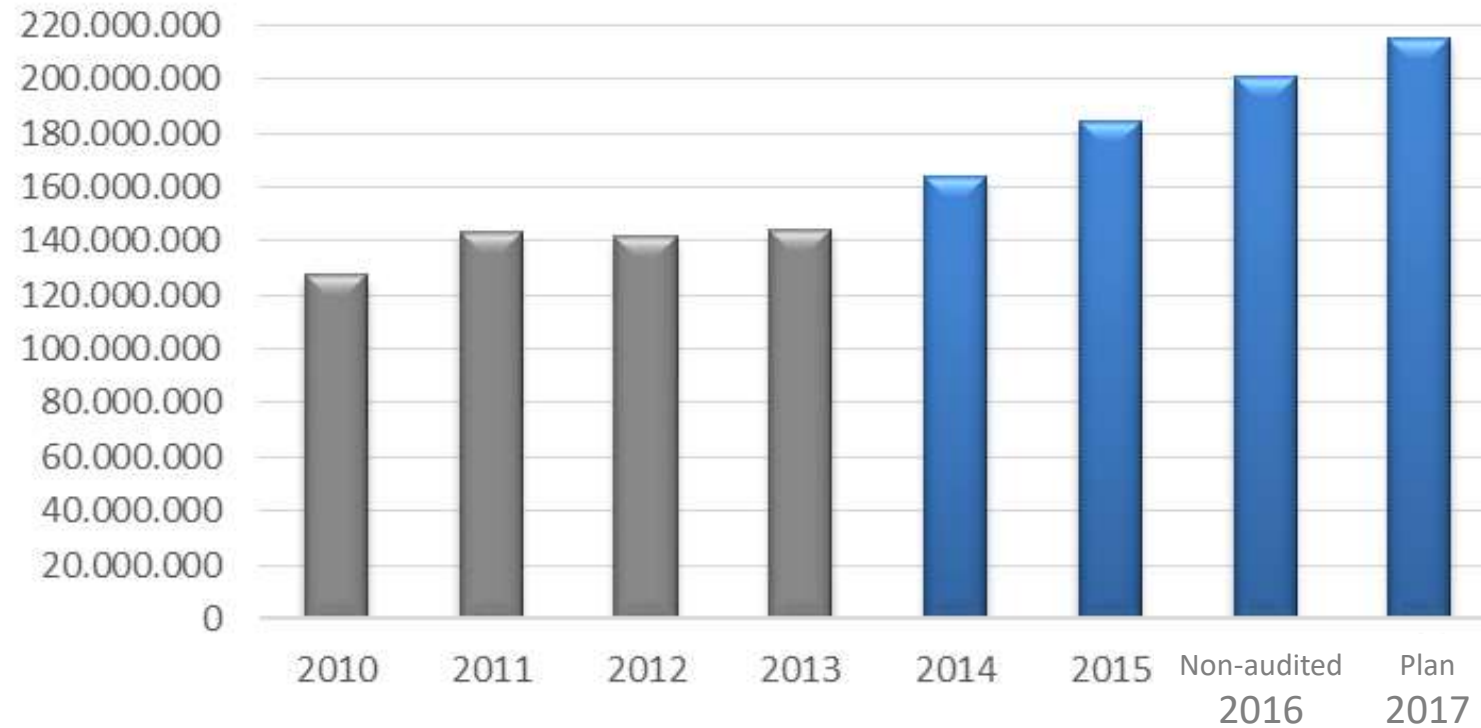
- Record achievements related to maritime throughput.
- Top container terminal in Adriatic.
- Among top three largest car terminals in the Mediterranean.
- The first port for Austria.
- The first container port for Hungary and Slovakia.
- Achievement of new reference businesses which bring further opportunities for new business.



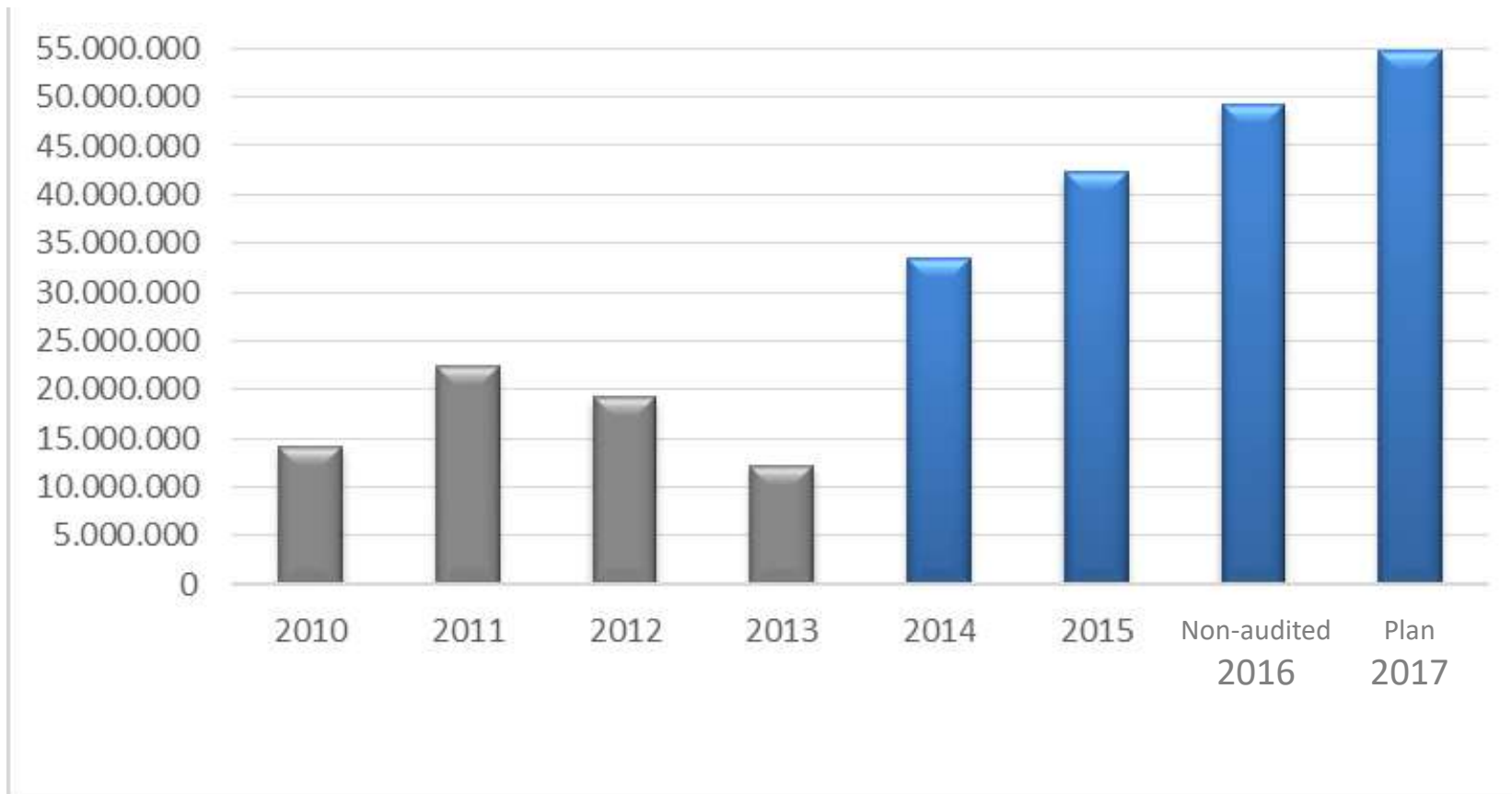
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Financial indicators

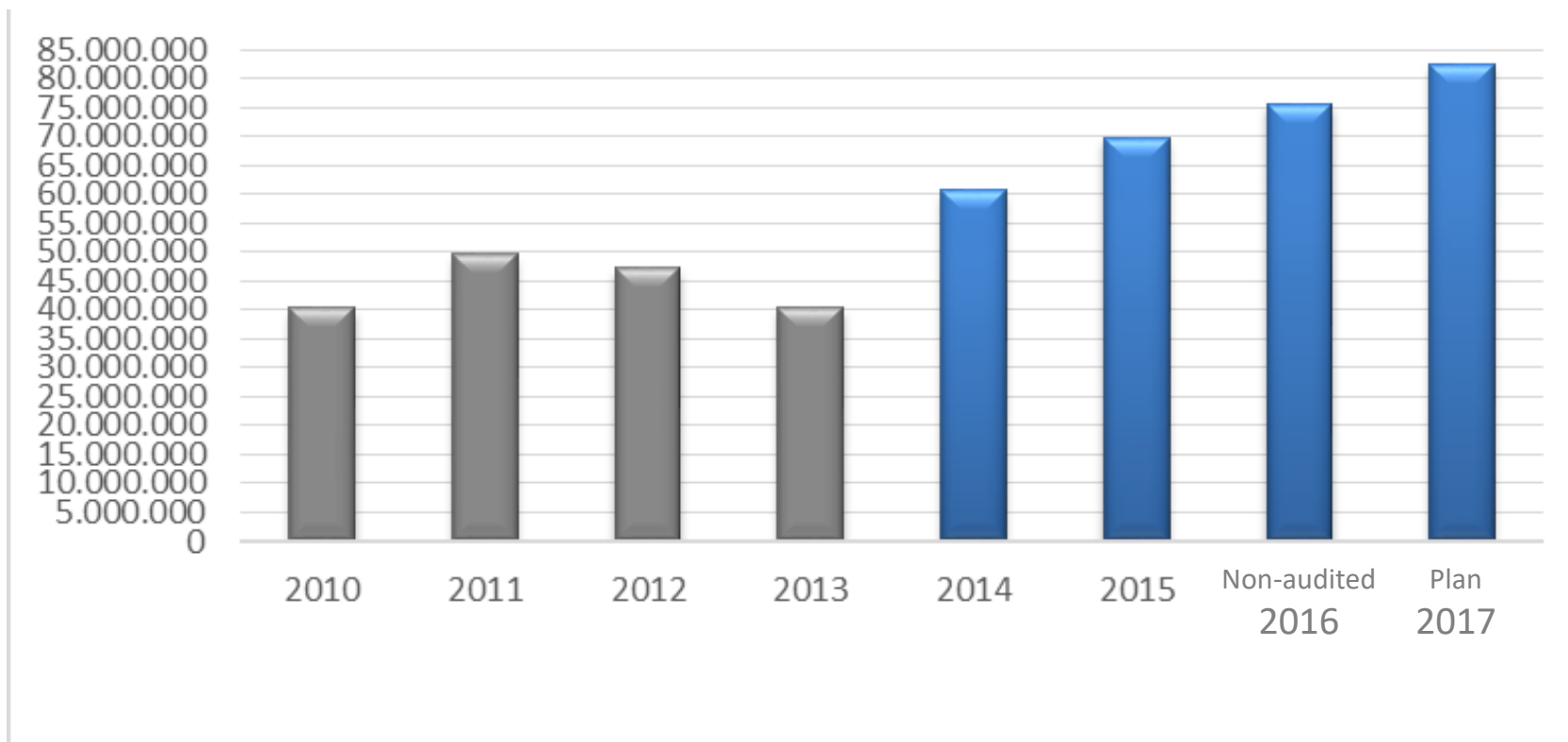
Net sales revenues (EUR)



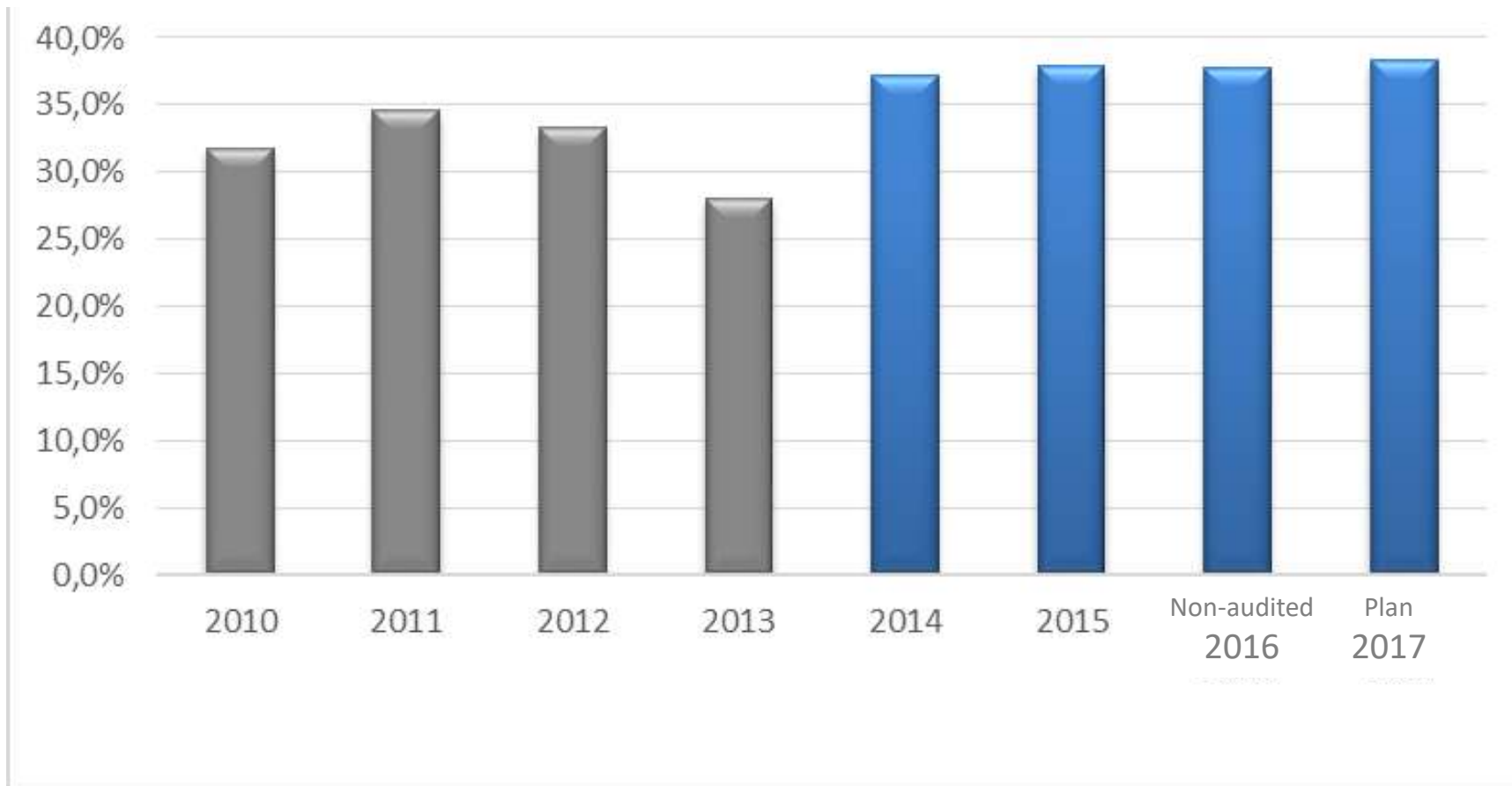
EBIT (EUR)



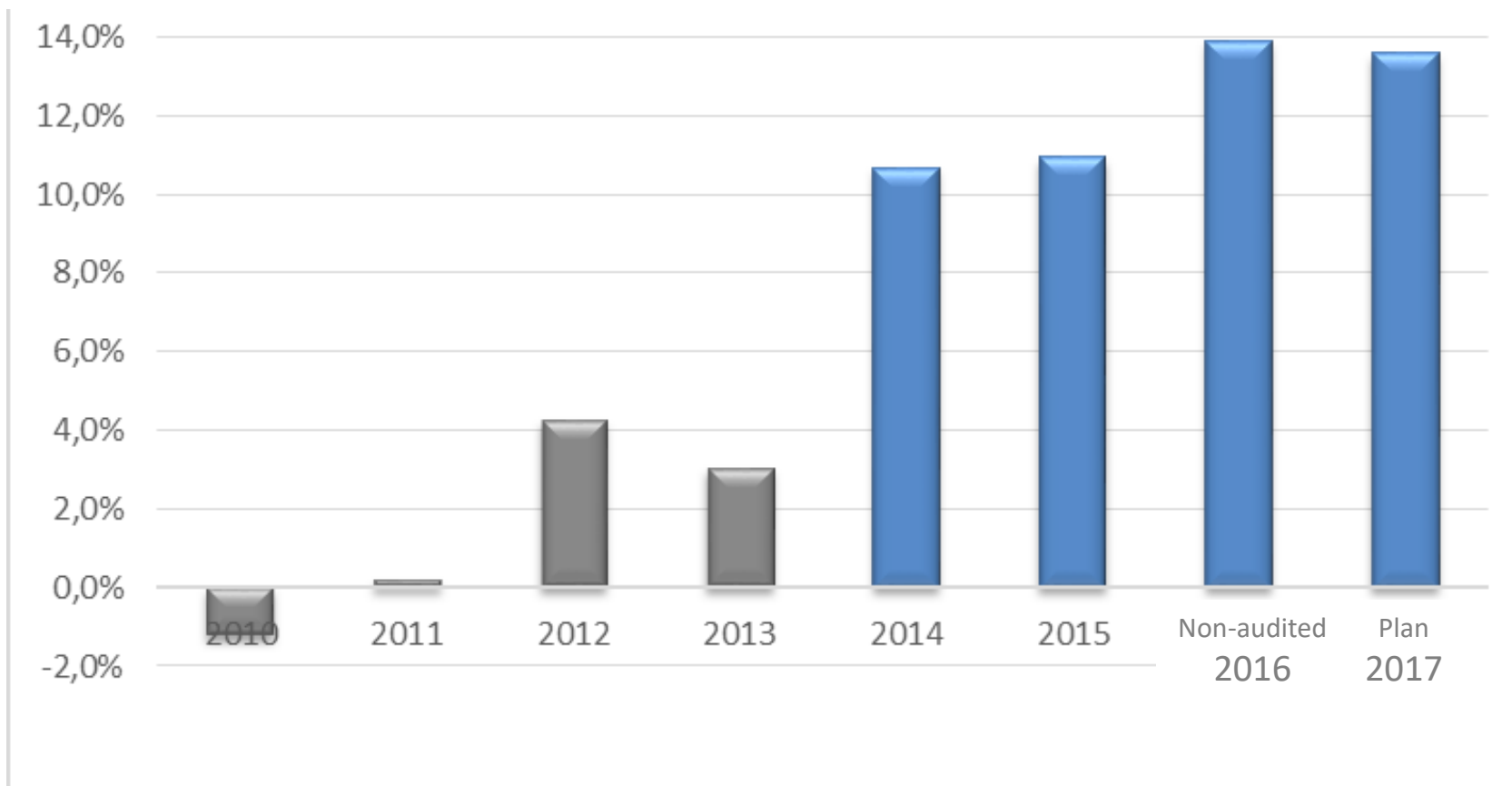
EBITDA (EUR)



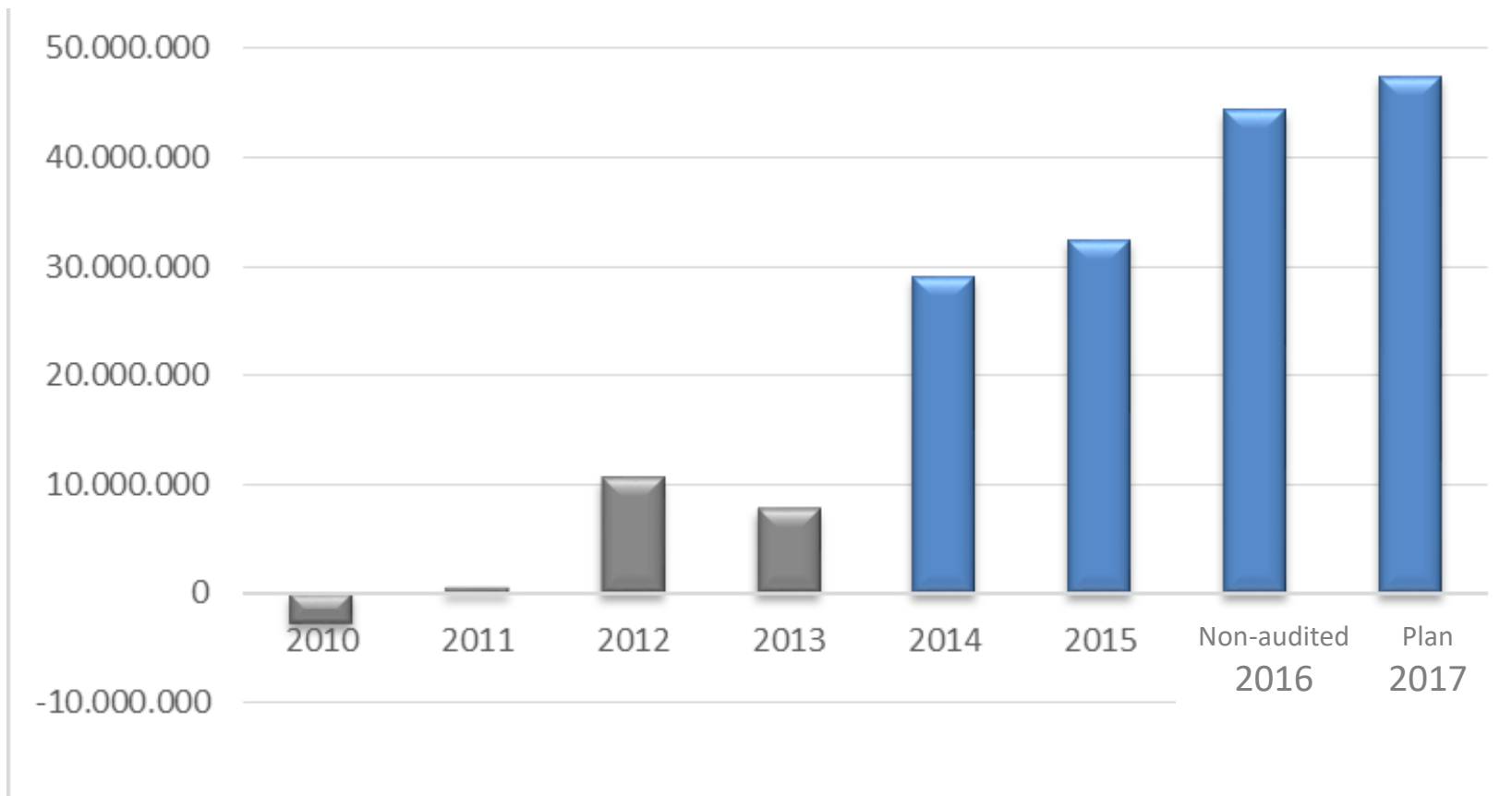
EBITDA margin



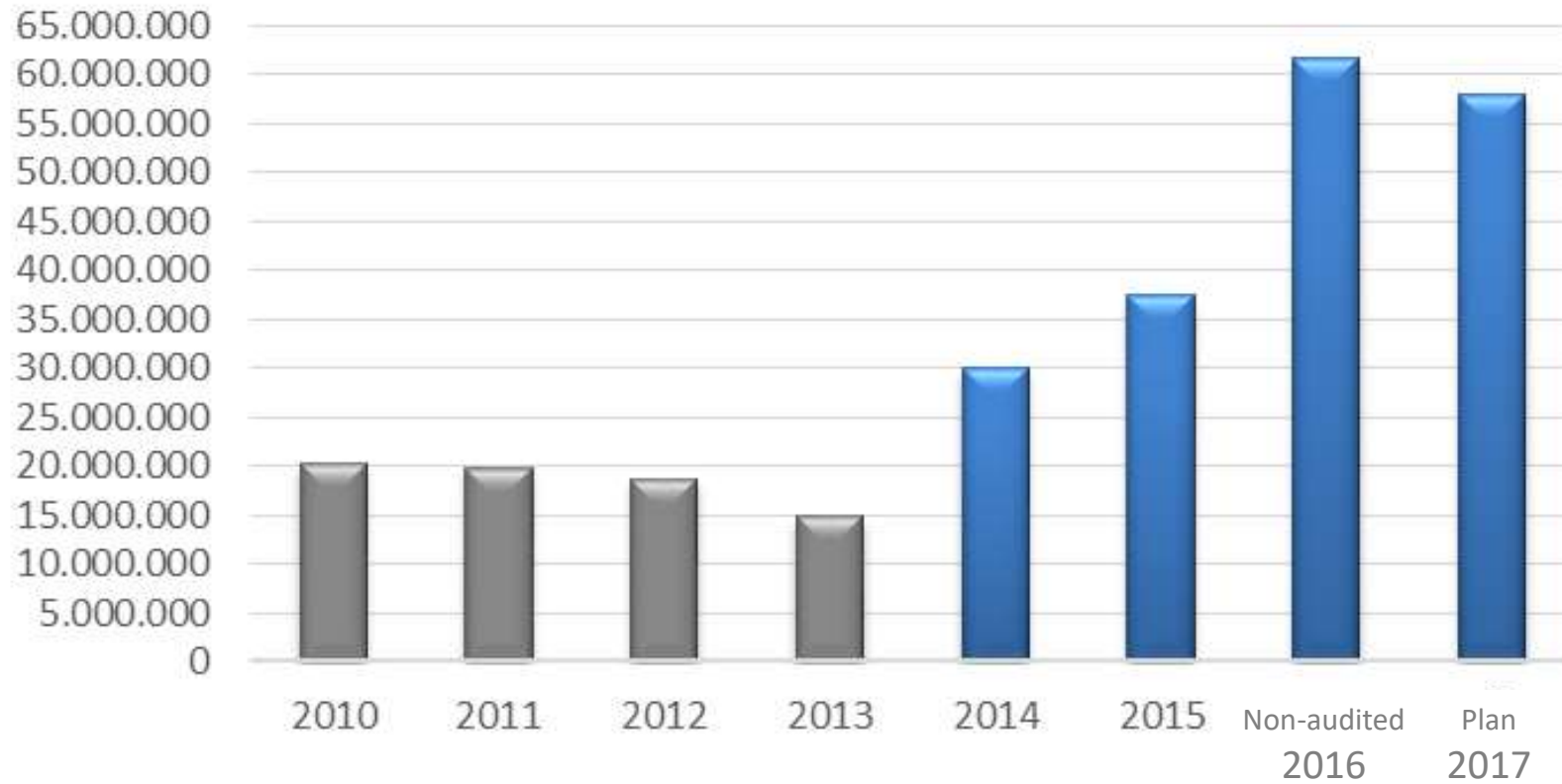
ROE



Net profit (EUR)



Investments (EUR)



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Key investments from 2014 - present



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Accomplished investments



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Container terminal investments

Dredging to -15 meters



S sofinanciranjem Evropske unije
Vseevropsko prometno omrežje (TEN-T)

Investment value: 5,8 M EUR

Duration: 3 years





Stacking areas behind 7.c berth (realization in 2013/2014)

6.840 m² of new stacking areas
Investment value: 8,62 M EUR
Duration: 8 months

Stacking areas behind 7.c berth – embankment (realization in 2014/2015)

Investment value: 0,56 M EUR
Duration: 3 months



Depot for empty containers, phase A: consolidation of storing and handling areas (2015)

Investment value: 1,66 M EUR
Duration: 5 months

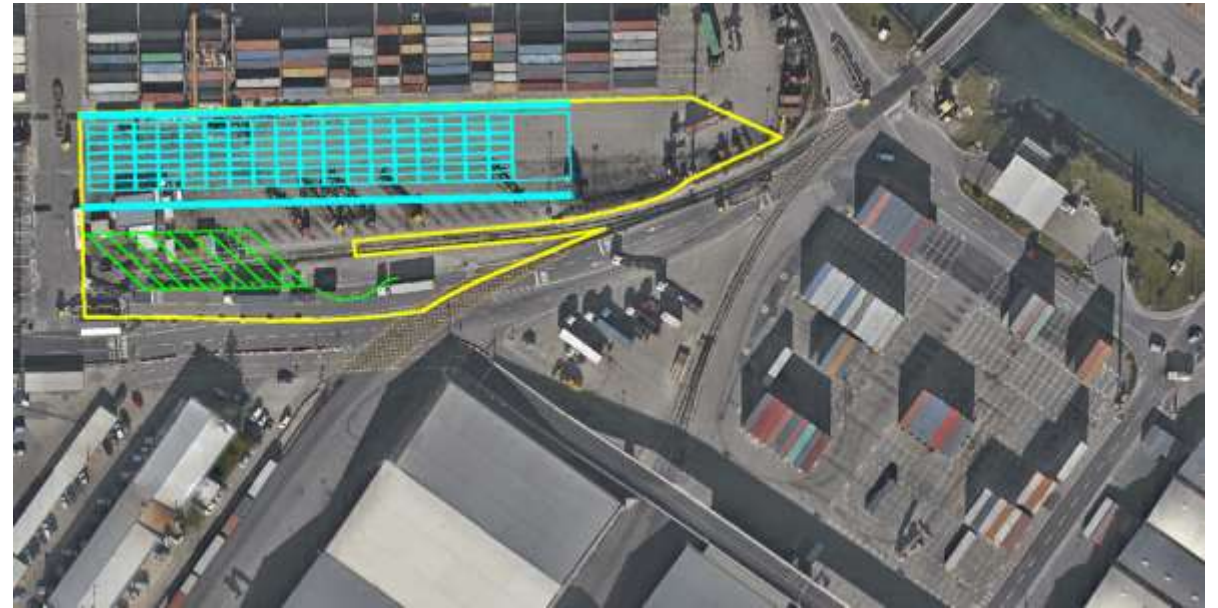


Arrangement of areas for full containers (2015/2016)

Investment value: 0,3 M EUR
Duration: 2 months

Extension of full containers block B5 (2016)

Investment value: 0,47 M EUR
Duration: 2 months



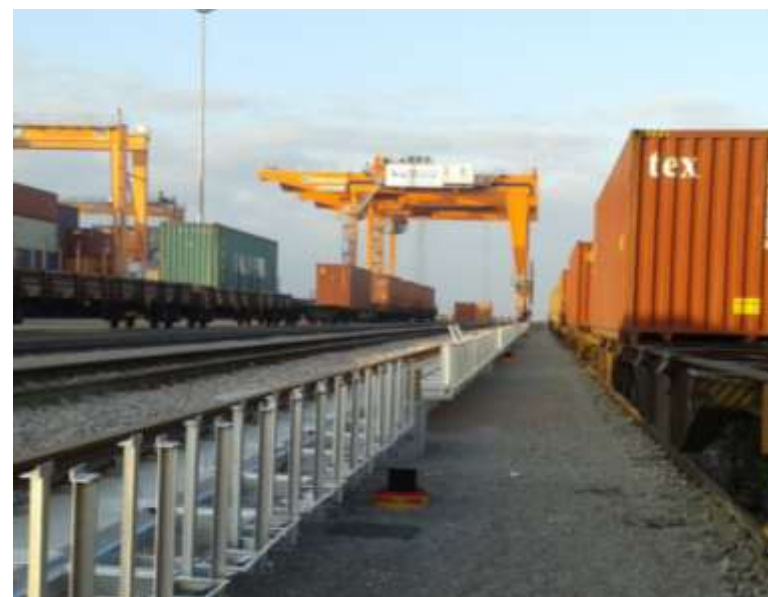
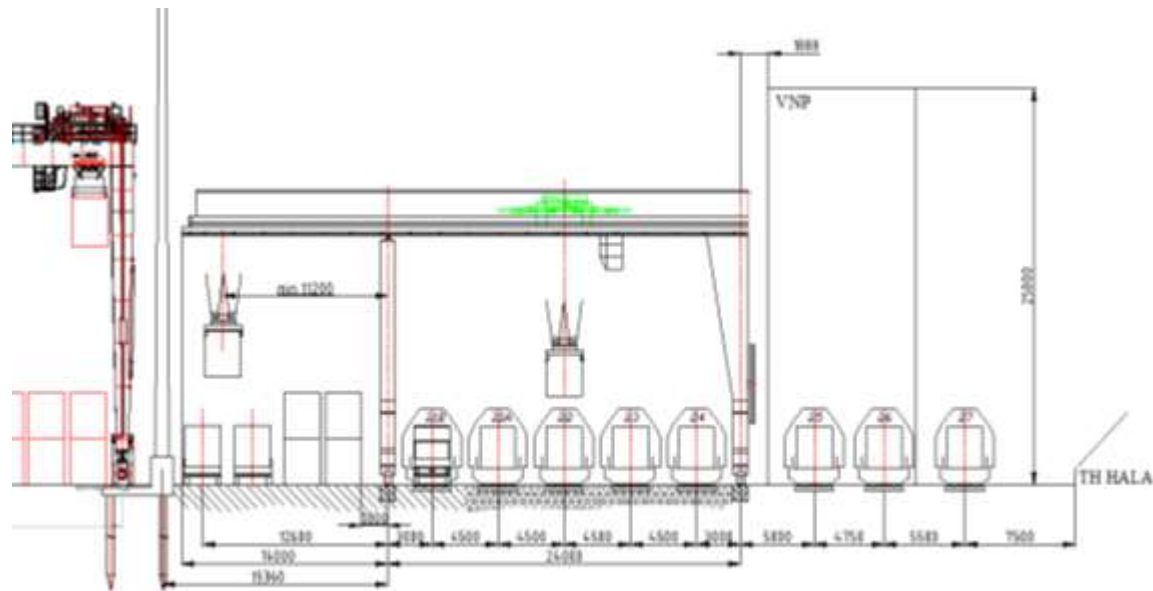
Construction of rail tracks 21a,b,c and railway bridge (2015)

Investment value: 3,68 M EUR
Duration: 7 months

Construction of RMG rails, 740 meters of length (2016)

Investment value: 4 M EUR

Duration: 9 months



Two super post-panamax STS cranes

24 rows of outreach

Delivery in april 2017

Investment value: 18,1 M EUR

Duration: 1,5 years



Two new RMG cranes for wagon loading/unloading

Investment value: 6,1 M EUR

Duration: 1,5 years



Seven new E-RTG cranes

Investment value: 12 MIO EUR

Duration: 1,5 year

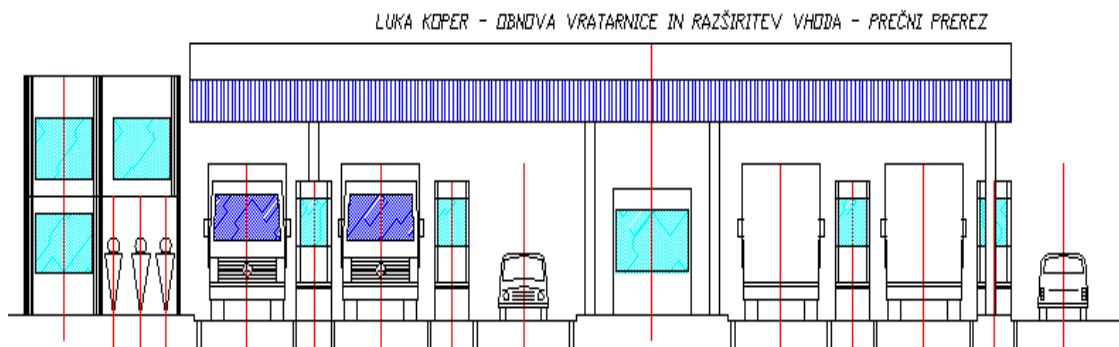


Reconstruction and enlargement of existing main port gate

Moving of parking place gate:
Investment value: 65.000 EUR
Duration: 3 months



Enlargement of the gate and offices:
Investment value: 200.000 EUR
Duration: 3 months





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Liquid bulk terminal investments

Shore tanks for fuels on Pier II, total capacity 60.000 m3 (3 x 20.000 m3), accomplished in 2016

Investment value: 12,7 M EUR
Duration: 1,5 years



Truck loading station no. 2

Investment value: 1,6 M EUR

Duration: 5 months





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Car terminal investments

Asphalted landfills at front of Pier II, total 33.270 m² of storing areas



Investment value: 2 M EUR
Duration: 1 year





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**Environmental permit for Ankaran
reclamation area**

Environmental permit for Ankaran reclamation area



Investment value: 64.000 EUR

Duration: 2 years

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PENDING INVESTMENTS



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**Continuation of investments in the
Container terminal**

Reorganization of container blocks, phase 1 and 2 (2016/2017)

Investment value: 3,75 M EUR



Depot for empty containers including service facility (2016/2017)

Investment value: 2,8 M EUR



Extension of Pier I

- 1st phase: quayside extension (98,5 m) and southern part of stacking areas (24.830 m²)
- 2nd phase, after 2020: new quayside (341 m and stacking areas 53.185

Estimated investment value of phase 1: 35 - 40 M EUR



S sofinanciranjem Evropske unije
Vseevropsko prometno omrežje (TEN-T)

Napa4Core





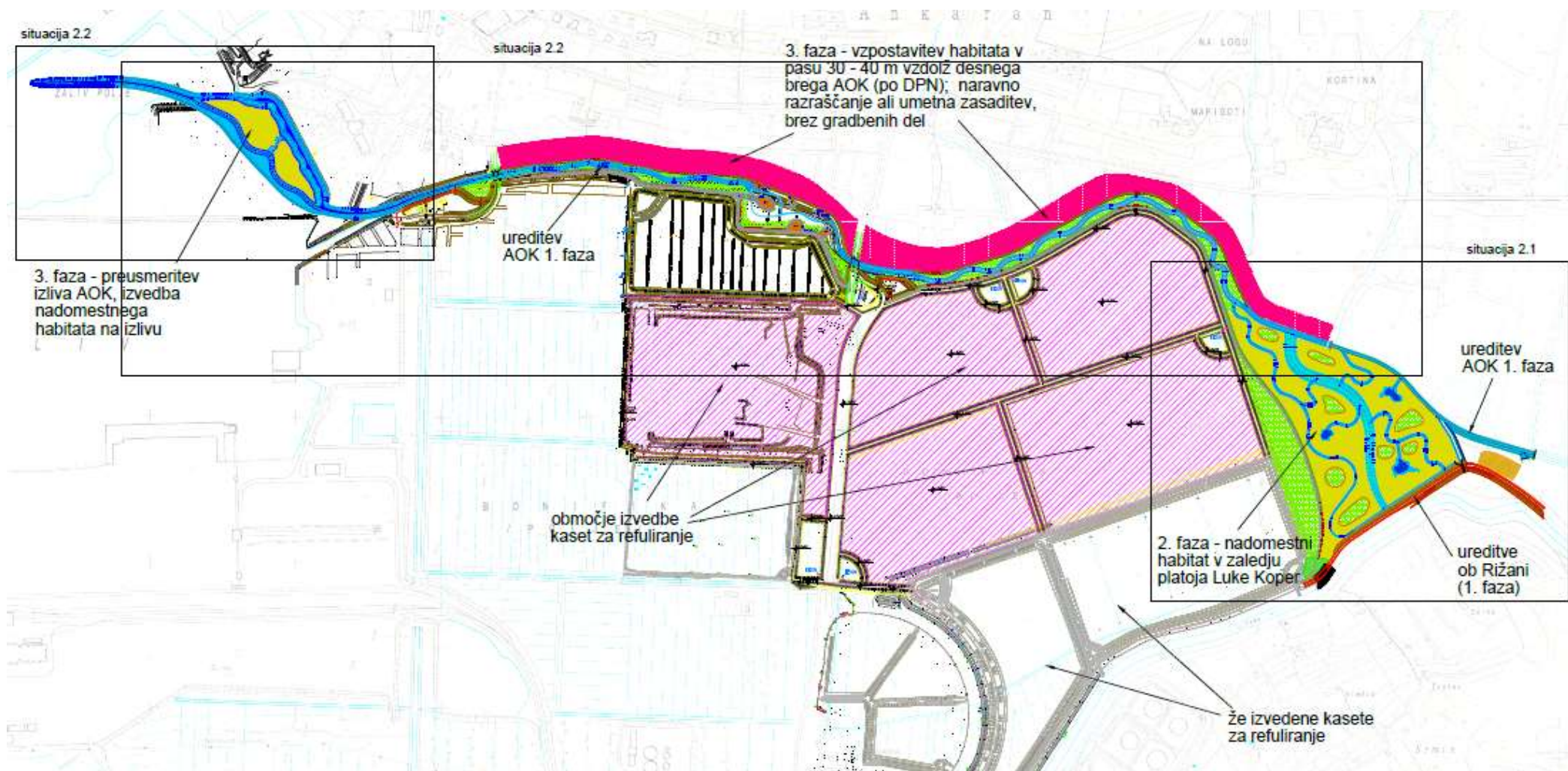
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**Water management arrangements of
Ankaran margin canal**

Project documentation of the 1st phase of the arrangement of the Ankaran's margin canal

Investment value: 61.000 EUR

Duration: 110 days





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Dry Bulk terminal investments

Warehouse for cereals/grains, 16.000 m2 total capacity

Investment value: 9,3 M EUR

Duration: 1 year





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Strategic corporate documents

Strategic documents

- Strategic Business Plan 2016 – 2020
- Business Strategy until 2030
- Strategic Business Plan 2020 with orientations until 2030 (Masterplan)
- Strategic environment development until 2030
- IT strategy
- Purchase policy



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Other achievements

Other corporate management achievements

- Revised risk management system in 2015 and expanded to the level of the Group's subsidiaries in 2016
- successful external assessment of internal audit in 2015
- 2016: adopted Strategy of corporate integrity and revised Code of ethics,
- the management and employees sign the declaration to the provisions of the Code of Ethics
- Guidance on acceptance of gifts adopted in 2016
- adopted Rules of procedure of proxy for corporate integrity,
- Established a system for violation of corporate integrity reporting,
- Benchmarking analysis.

Other achievements on the environment protection and work safety areas

- European Seaport Organization (ESPO) Award 2014 for the most innovative environment projects »No waste, just resources!«.
- 2014: organized first environment conference together with the local community – an effective and transparent presentation of present and future environment-related projects.
- In November 2015, the European Commission awarded Luka Koper, d.d. a special recognition in the field of environmental management. As a national pioneer in this field we have maintained the EMAS certificate for the seventh year.
- New heating/cooling systems for buildings based on renewable sources (biomass from the Timber terminal, heat pumps).
- Extension of EMAS registration in 2016 for another 3 years.

Other achievements on the environment protection and work safety areas

- 2016: bronze award of the Chamber of commerce and industry of Slovenia for the innovative project of transforming marine sediments to bricks.
- Replacement of existing lighting with modern and energy efficient LED lighting.
- Delivery of first e-RTG cranes (Electrifies Rubber Tired Gantries) to decrease energy costs and dust/noise emissions.
- Established SCADA energy consumption management system within the framework of the EU project GreenBerth.
- Creation of a permanent working body with representatives of the Municipality of Koper and Ankaran Municipality aiming to support the development plans of the company.
- Installation of the best available technology to improve safety at work.

EU projects

- 8,44 millions EUR of granted fund, of which 6,28 million EUR were obtain during 2014 – 2016 period (3,13 million EUR in 2016 alone).
- According to the 8 already approved projects in progress and 4 in the final stages of reporting, the company is still able to draw additional 7,94 million EUR of funds,
- 3 new projects approved in 2015 – 2016 with the anticipated value of 11,81 million EUR (possibility to draw 3,63 million EUR of funds) for facilities related to containers and cars segment.
- A new EU project was approved in January 2017, the 42nd for Luka Koper, d.d.

Other achievements

- 2014: signed contract for a long-term loan of 36 million EUR with the European Investment,
- 2016: signed contract for a long-term loan of 28 million EUR with the Banka Koper,
- 2016: Dun & Bradstreet credit rating 5A1