



## Thessaloniki Port Authority S.A.

### Financial results for the period 1/1 – 30/9/2020 and latest developments on the activity of ThPA S.A.

«Thessaloniki Port Authority S.A.» (“ThPA”), in response to the letter received from the Hellenic Capital Market Commission No 2503/18.11.2020 – addressed to all issuers in the Athens Stock Exchange (ASE), requesting to inform the investing public for the financial performance and overall activities within the ongoing pandemic of Covid-19 – announces that the satisfactory increase in the total revenues generated in the first semester, continued also for the 9-month period of 2020.

More specifically, regarding the Container Terminal, volumes for the third quarter (Q3) of 2020 increased by 9,6%, from 108k TEUs in Q3/2019, to 118k TEUs for Q3/2020. Accordingly, the volumes for the 9-month (9M) period increased by 2%, from 328k TEUs in the period 1/1 - 30/9/2019 (9M/2019), to 335k TEUs for the same period 1/1 - 30/9/2020 (9M/2020).

Regarding the Conventional Cargo, the impact from the pandemic was relatively mild in the third quarter of 2020, since total volumes decreased by 5,6%, from 1.007k tons in Q3/2019, to 951k tons in Q3/2020. In the 9-month period, volumes decreased by 12,6%, from 3.247k tons in 9M/2019 to 2.839k tons in 9M/2020. Total volumes are presented analytically in the below table:

Volumes in 000's	Q3/2019	Q3/2020	Change (%)	9M/2019	9M/2020	Change (%)
Number of TEUs						
<b>Container Terminal</b>	108	118	9,6%	328	335	2,0%
Number of tons						
<b>Conventional Cargo</b>	1.007	951	-5,6%	3.247	2.839	-12,6%

Total revenues for the third quarter increased by 8,3%, from € 16,6mil. in Q3/2019, to ~ € 18mil. in Q3/2020, while for the 9-month period an overall increase of 6,5% was posted, from € 49,5mil. in 9M/2019, to € 52,7mil. in 9M/2020. The increase for the 9-month period was primarily driven by the Container Terminal (providing additional revenues of ~ € 4,9mil.) that surpassed the anticipated decrease in the revenues from the Conventional Cargo (drop of ~ € 1,6mil.). It is highlighted that total revenues were negatively impacted by volume developments due to the pandemic, however revenue growth was clear, due to the changes implemented as of last year and analyzed further on. The table below depicts the main figures for revenues and profitability:

Comprehensive Income Statement - Amounts in € 000's	Q3/2019	Q3/2020	change (%)	9M/2019	9M/2020	change (%)
Revenue Container Terminal	10.847	12.774	17,8%	31.452	36.332	15,5%
Revenue Conventional Cargo	5.275	4.729	-10,3%	16.622	14.998	-9,8%
Other Revenue Streams	492	493	0,3%	1.394	1.354	-2,9%
<b>Total Revenue</b>	<b>16.614</b>	<b>17.996</b>	<b>8,3%</b>	<b>49.468</b>	<b>52.684</b>	<b>6,5%</b>
<b>Earnings Before Interest &amp; Taxes (EBIT)</b>	<b>5.665</b>	<b>6.309</b>	<b>11,4%</b>	<b>17.326</b>	<b>16.910</b>	<b>-2,4%</b>
<b>EBIT Ratio (%)</b>	<b>34,1%</b>	<b>35,1%</b>		<b>35,0%</b>	<b>32,1%</b>	
<b>EBITDA</b>	<b>7.193</b>	<b>7.879</b>	<b>9,5%</b>	<b>21.782</b>	<b>21.607</b>	<b>-0,8%</b>
<b>EBITDA Ratio (%)</b>	<b>43,3%</b>	<b>43,8%</b>		<b>44,0%</b>	<b>41,0%</b>	

Earnings Before Interest and Taxes (EBIT), increased in the third quarter of 2020 by 11,4%, from € 5,7mil. in Q3/2019 to € 6,3mil. in Q3/2020, while EBIT in the 9-month period decreased 2,4%, from € 17,3mil. in 9M/2019 to € 16,9mil. in 9M/2020.

Operational Earnings (EBITDA) followed a similar trend with EBIT in the third quarter of 2020, increasing by 9,5%, from € 7,2mil. in Q3/2019 to € 7,9mil. in Q3/2020, while in the 9 month-period, EBITDA decreased 0,8%, from € 21,8mil. in 9M/2019 to € 21,6mil. in 9M/2020.

The main drivers for the increased revenue remained the implementation of improved export procedures and the container tariff restructuring actions, implemented by the management last year. Profitability compared to the relevant 9-month period of 2019 was mainly affected by the pandemic, which slowed the movement of cargos internationally, resulting in lower volumes, thus in lower sales than anticipated. In addition, operational costs were adversely affected by non-recurring events, compounding the impact on profitability stemming from Covid-19 volume effects.

Setting aside the impacts of the pandemic, the Management of ThPA is optimistic about the underlying and positively developing financial performance of the Port, as well as the outlook for the economies in our catchment area.

ThPA, pursuant to the provisions of paragraph 4.1.3.1 of the Athens Stock Exchange Regulation and article 17 paragraph 1 of Regulation (EU) No 596/2014, announces that the Tax Audit for the tax year 2020 was completed by the Independent Statutory Auditors (KPMG), in accordance with article 65A paragraph 1 of L.4174/2013, as amended by L.4410/2016 and the decision POL1124/2015, and the Tax Compliance Report was received without qualifications.

As per 30 September 2020, there have been no significant changes to the lending and capital structure of the Company. The Company continues operating on a debt-free basis, distributed dividends of € 11,8mil. retaining a sound cash base, with cash and cash equivalents in deposits reaching ~ € 102mil. The capital expenditure plan proceeds satisfactory, based on current conditions.

In addition, ThPA announces proudly that it has been granted the Authorized Economic Operator (AEO) License for Security and Safety (AEOS), from the Independent Authority for Public Revenue (ΑΑΔΕ). *The Authorized Economic Operators are recognized as secure and safe business partners in the international supply chain environment and enjoy several benefits;* those include, inter alia, faster processing of the customs transactions, international recognition through the Mutual Recognition Agreements between the European Union and third countries and the strengthening of recognition of their reliability at an international level, through the right to use *the registered AEO logo*.

In this way, ThPA's strategic role in the development of the international supply chain with the neighbouring Balkan and Southeast Europe countries is further enhanced, with the faster implementation of secure and reliable customs control *procedures that meet the highest international standards*.

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