



SOUTHPORT DEVELOPMENT PROJECT

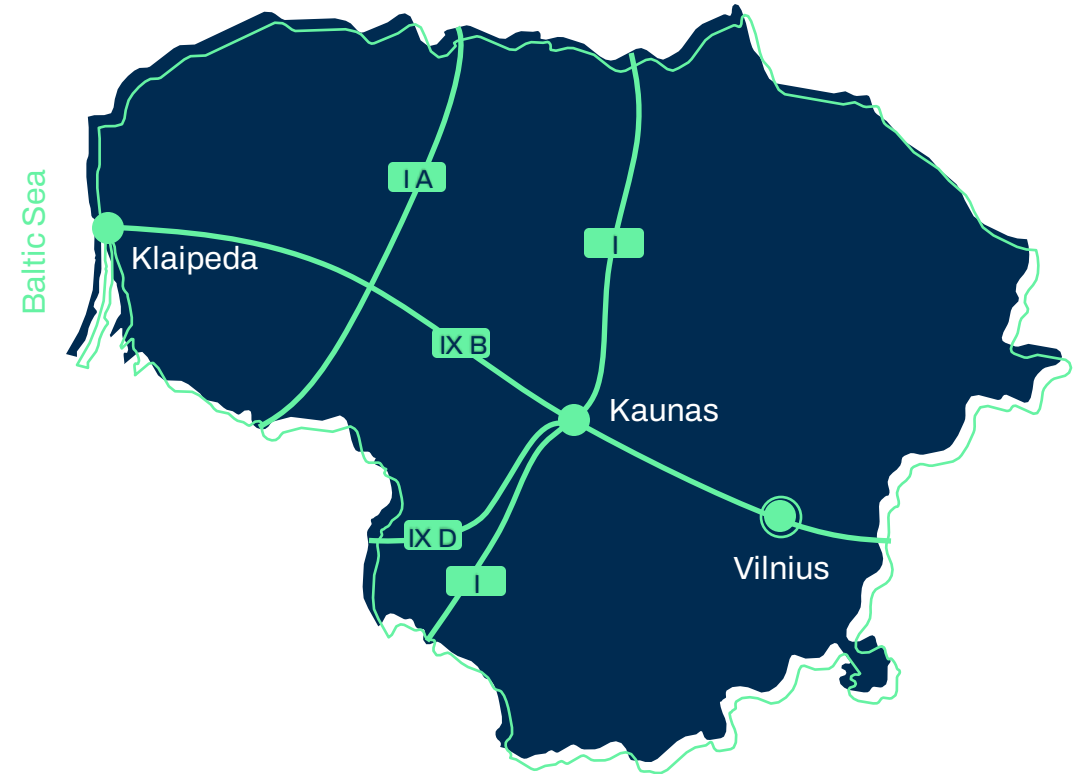
Project Teaser
for PPP-Opportunities

May 2024



- Lithuania is fully integrated into all important UN institutions and a full member of the EU and NATO.
- Lithuania offers one of the best business environments in Europe, being ranked no 11 of 190 countries in the doing business indicator of the World Bank in 2019.
- Lithuania has been one of the strongest growing economies within the Baltic region. Between 2010 and 2022, the Lithuanian economy grew by over 51%, growing at a CAGR of +3.5% from €30.5 billion in 2010 to €46.9 billion in 2022.
- Lithuania is the largest of the three Baltic State markets with a 43% share of merchandise trade (and 44% of general cargo trade) in 2022.
- Key trade partners are North European countries, representing around 76% of Lithuanian imports and 71% of exports in 2021.
- Klaipėda Port is the main gateway for the country of nearly all merchandise cargo and a large wider hinterland until the CIS countries.

LITHUANIA AT A GLANCE



TEN-T transport corridors

KLAIPEDA PORT AT A GLANCE



Deep-water port

-15,5 m existing channel depth
-17 m future channel depth



All cargo types

33 specialised port terminals
23 km of quays



High throughput

70 mln. tonnes annual
port cargo capacity



Fully digitalized

Digital shipping and
cargo IT systems



Congestion-free

Quick vessel turnaround, low
waiting times in the anchorage



High quality services

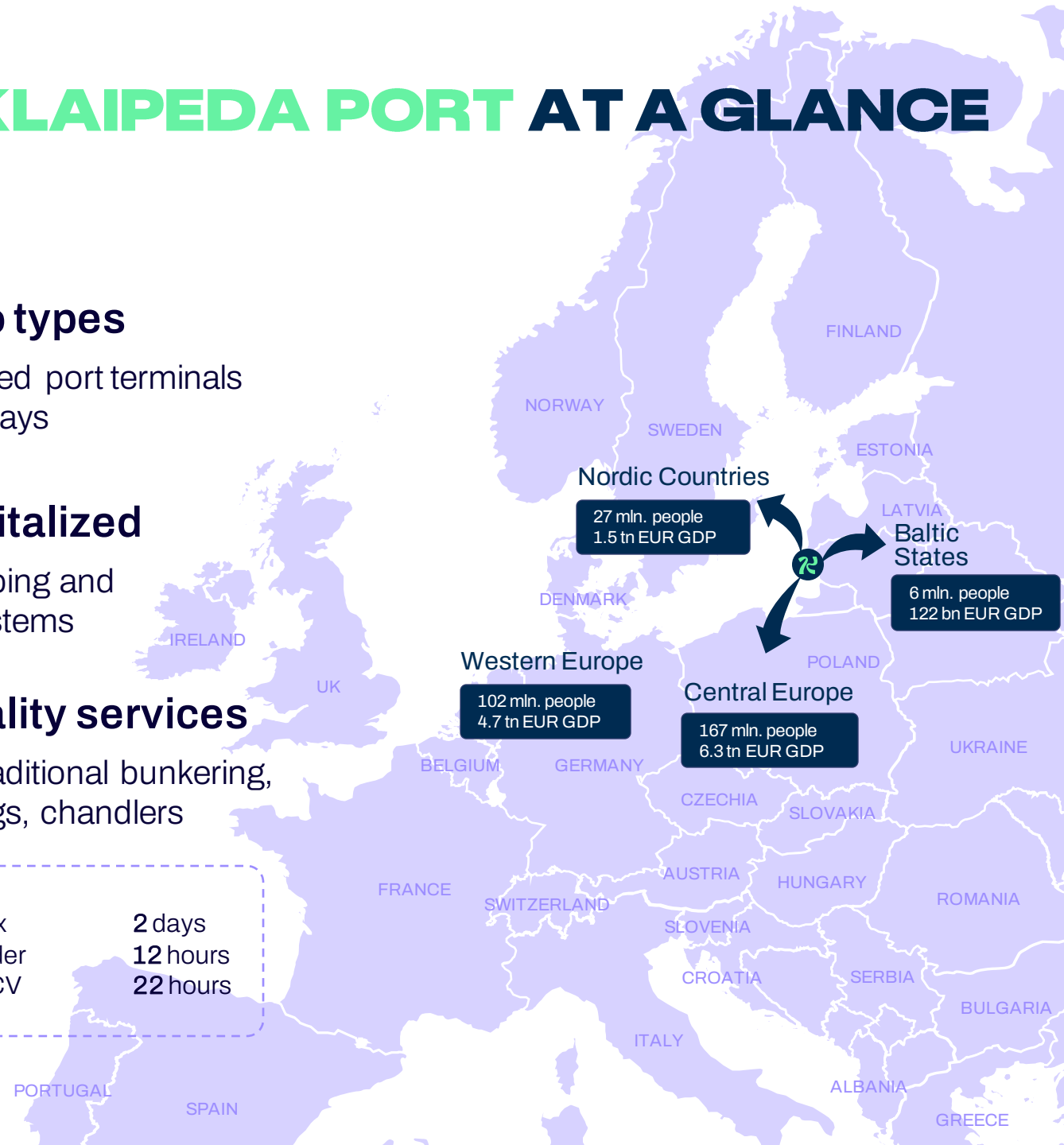
LNG and traditional bunkering,
pilotage, tugs, chandlers



Quick port operations

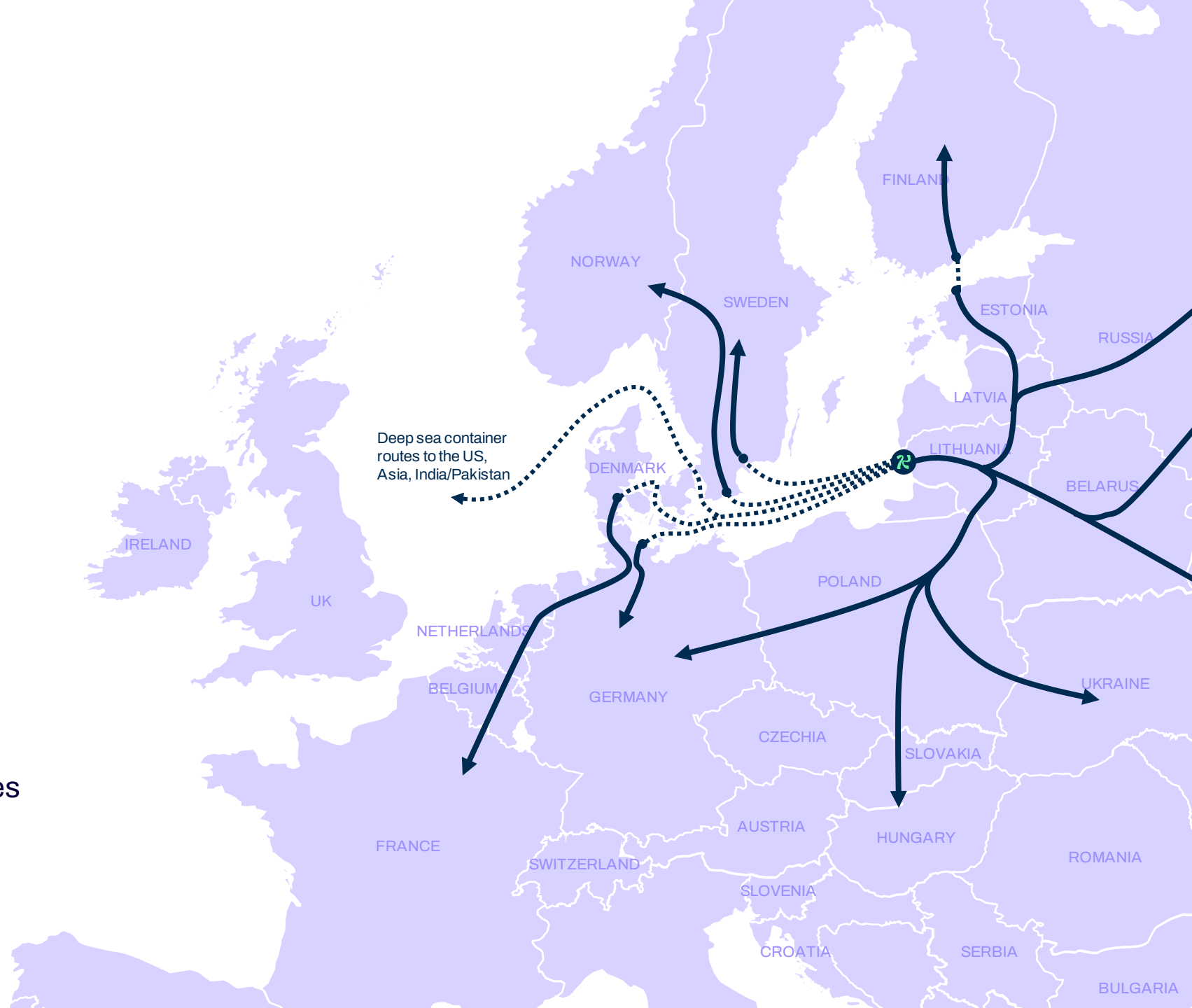
High-throughput terminals
ensuring quick vessel loading

– bulk Panamax 2 days
– container feeder 12 hours
– container ULCV 22 hours

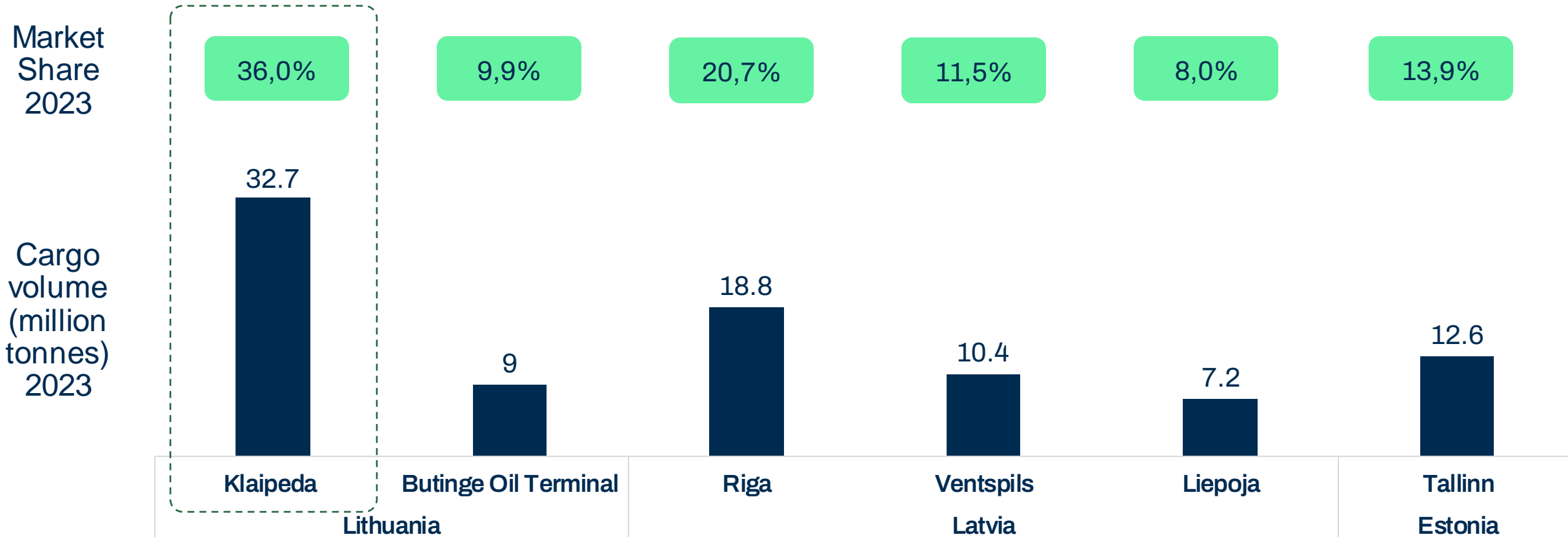


CONNECTIVITY

- Klaipėda Port– part of the European TEN-T transport corridor network
- Superb road connectivity to the Baltic States, Central and Western Europe
- Excellent connectivity with 1520 mm standard rail. Access to 1435 mm standard rail through Kaunas Intermodal Terminal
- Daily ro-ro connections to Germany, Sweden, Denmark
- Wide network of container line connections, including deep sea routes
- Trade relations with 70 countries worldwide

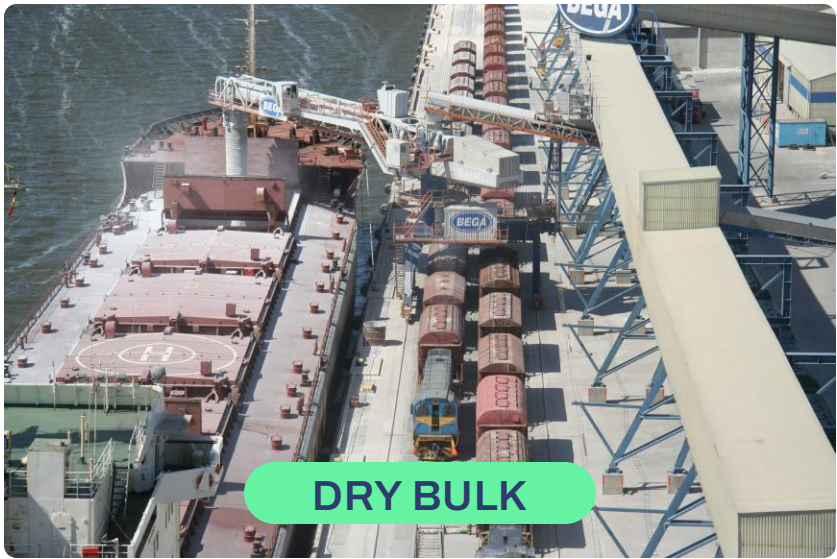


THE LARGEST PORT IN THE BALTIC STATES





LIQUID BULK



DRY BULK

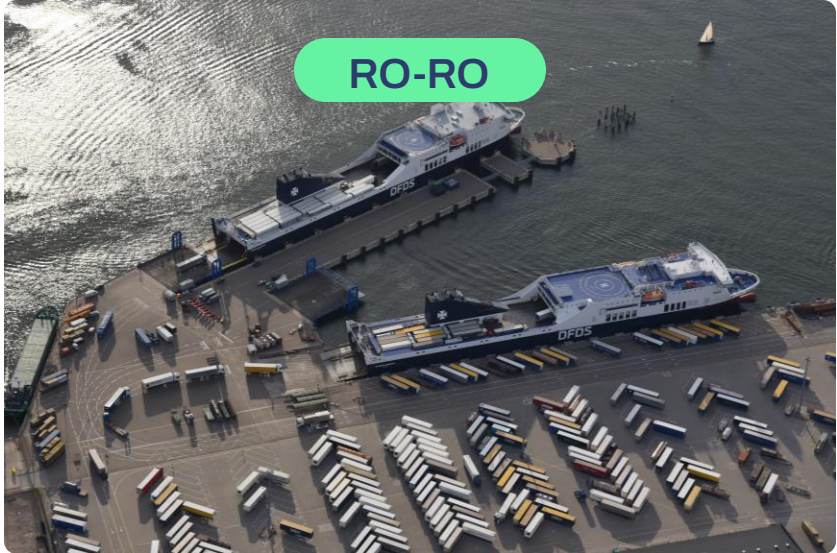


CONTAINER GATEWAY

33 PORT TERMINALS



CONTAINER TRANSHIPMENT



RO-RO



LNG

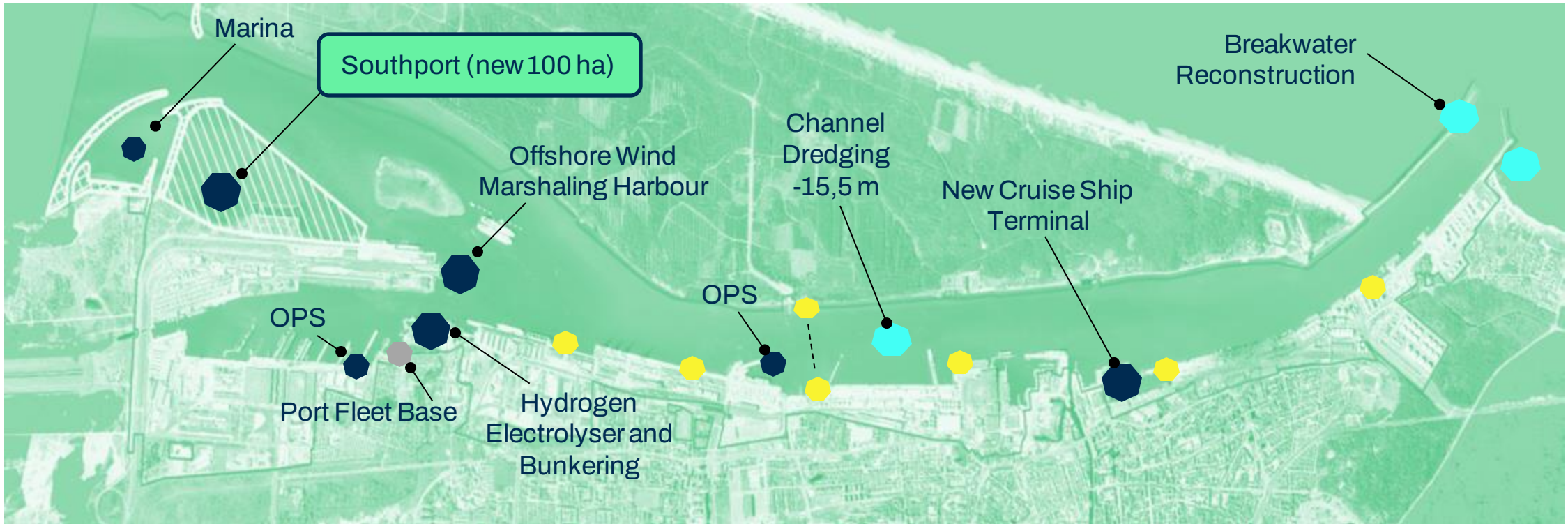
2020-2023

264 mln. €

MAJOR INVESTMENTS

2024-2027

234 mln. €



Common use
infrastructure



Quay
reconstruction



New port
territories



Objects for port
operations

EXPANSION: THE SOUTHPORT



DONE ON
SCHEDULE

Feasibility study,
layout alternatives
2021-2022



DONE ON
SCHEDULE

Environmental
impact research.
Market study
2022-2024

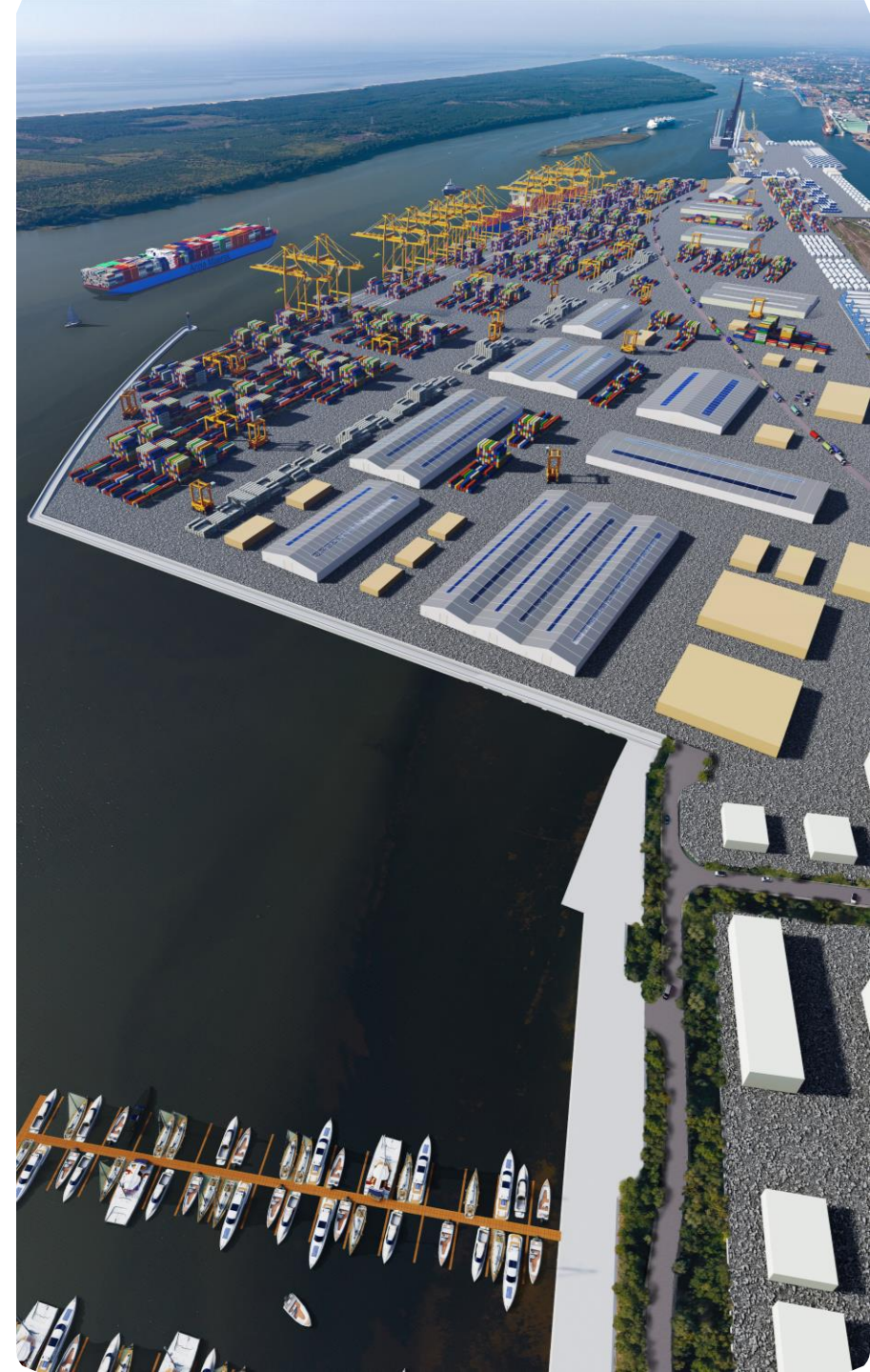
Tender for terminal
operators or
concessionaires
2025-2026

Technical
documentation,
building permit
2025-2026

Start of land
reclamation,
construction
2026-2028

THE SOUTHPORT DEVELOPMENT PROJECT – VISION

- The Southport Development Project represents the major development project in Klaipėda Port and should shape the positive development of the port in the next decades.
- The project feasibility study shows the potential for Southport to establish a new Baltic container transshipment hub for the largest container vessels that can enter the Baltic Sea, with a capacity of more than 2 million TEU.
- The project feasibility study shows strong potential to develop Southport as a hub for green maritime industries such as the handling of green H₂ (or related H₂-carriers), green shipbuilding/recycling as well as production side for offshore wind components (adjacent to the new offshore wind terminal in Klaipėda Port).
- Klaipėda Port Authority invites private investors to be a part of the success story of the port and materialise these business opportunities at Southport within a fair and balanced risk-sharing PPP framework.
- The market sounding process is the chance for any interested private investor to contribute to the proper scoping and scaling of the business opportunities within the Klaipėda Southport project and to get involved in the project.

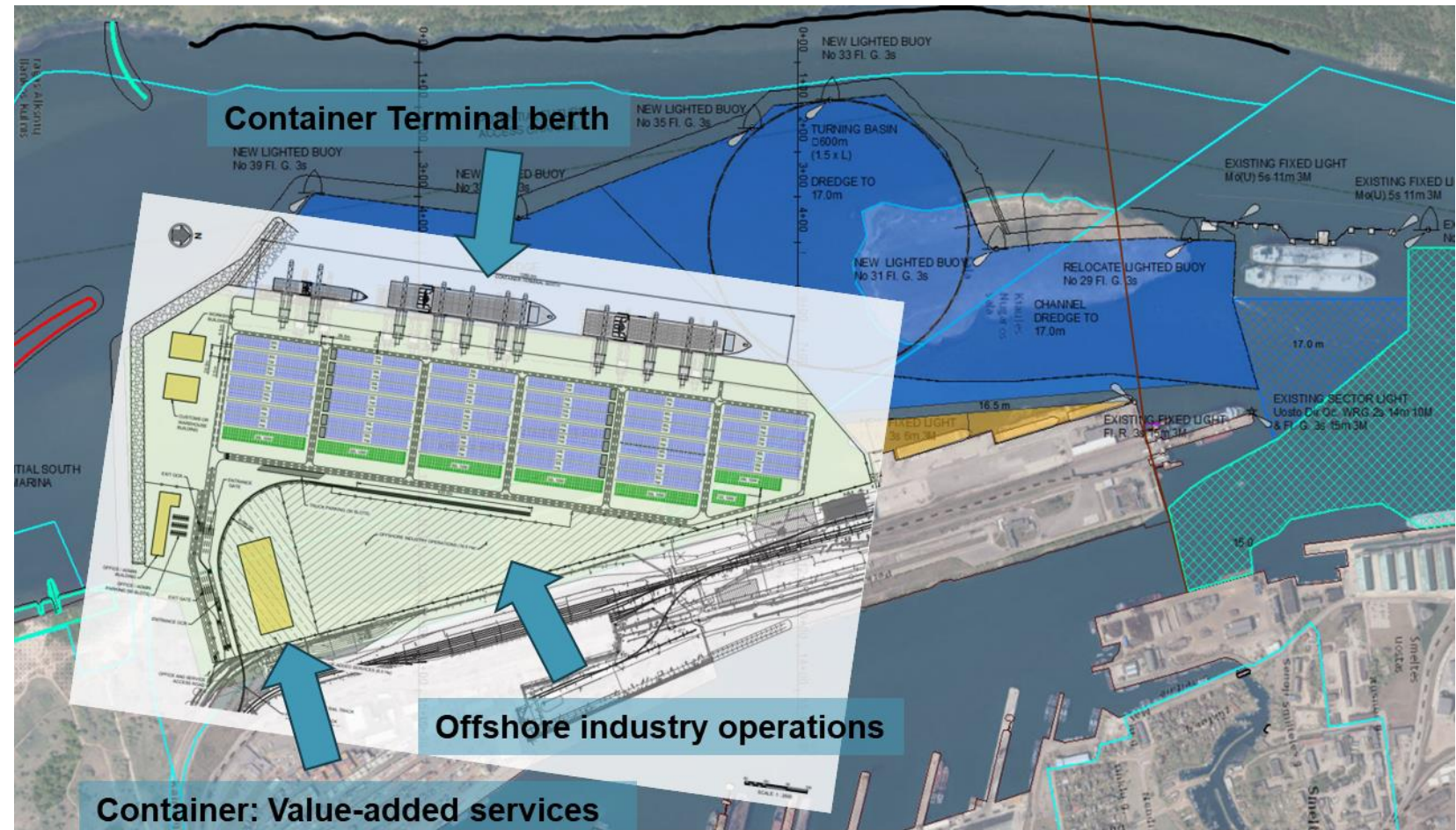


THE SOUTHPORT DEVELOPMENT PROJECT – DEVELOPMENT OPTION I

Option 1: Large Container Terminal

The general layout of Southport would cover the following:

1. **1 large transshipment container terminal:**
 - Land area 75 ha
 - Berth of 1,280 meters
 - Water depth of 17.0 m.
2. **1 area of 5 ha for value-added activities** related to the container terminal.
3. **1 area of 20 ha for developing offshore industry related activities** (e. g. blade factory).

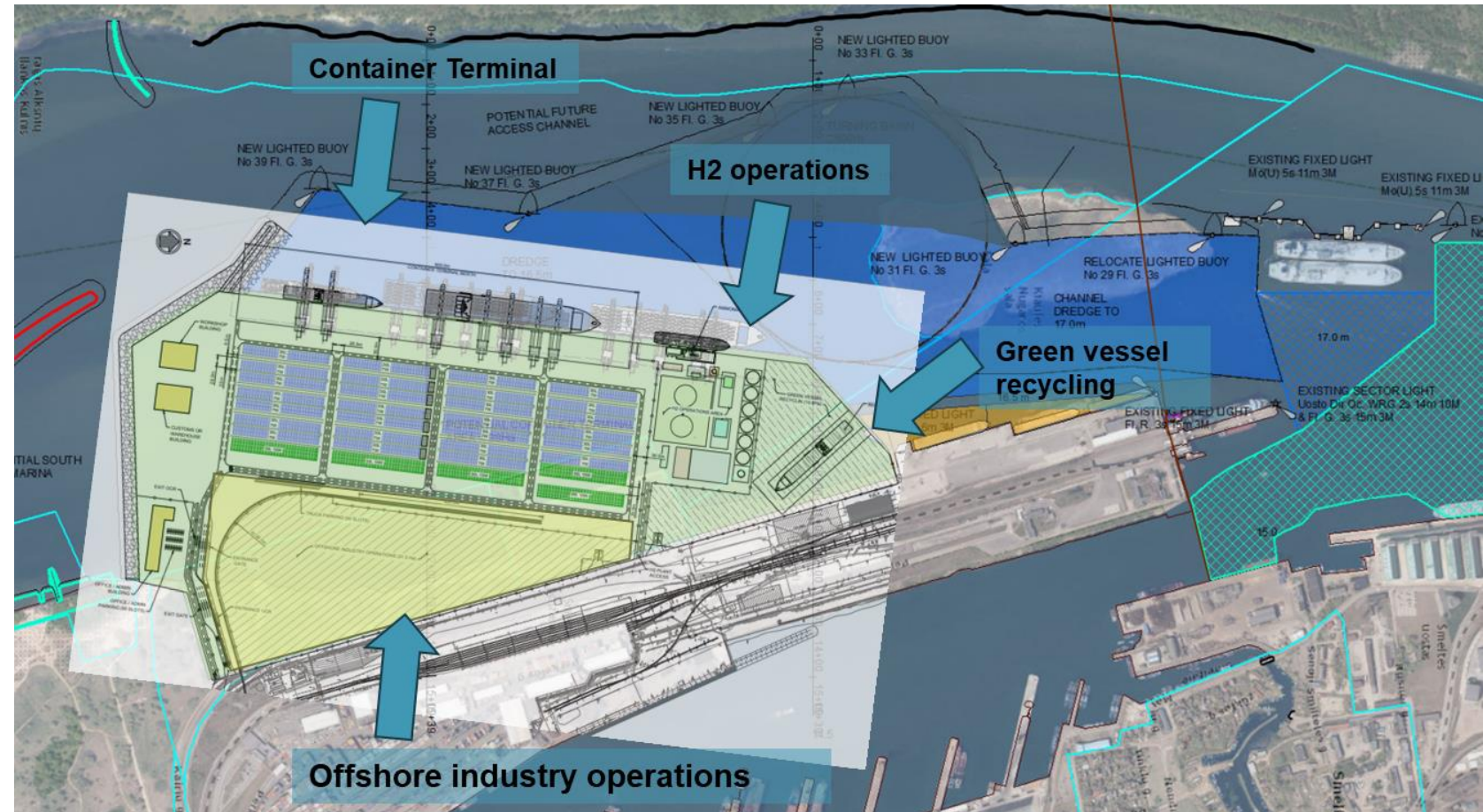


THE SOUTHPORT DEVELOPMENT PROJECT - DEVELOPMENT OPTION II

Option 2: Mixed Terminal Layout

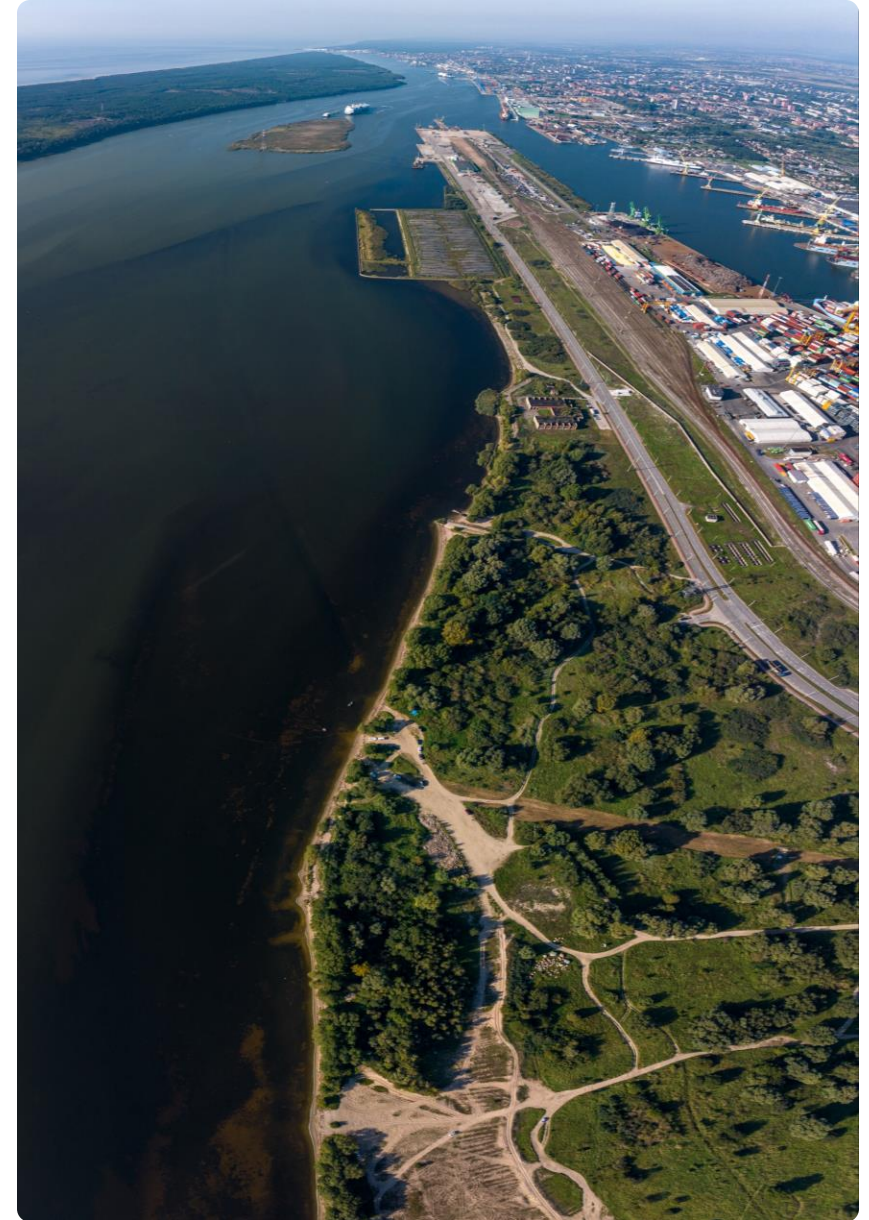
The general layout of Southport would cover the following:

1. **1 medium-sized container terminal:**
 - Land area 55 ha
 - Berth of 900 m
 - Water depth of 15.5 (future possibility up to 17.0)
2. **1 green shipyard / green ship recycling facility** over a 12 ha area and with a berth.
3. **1 green H2-terminal** in an 8 ha area with its own jetty.
4. **1 area of 25 ha for offshore industry related activities** (e. g. blade factory).



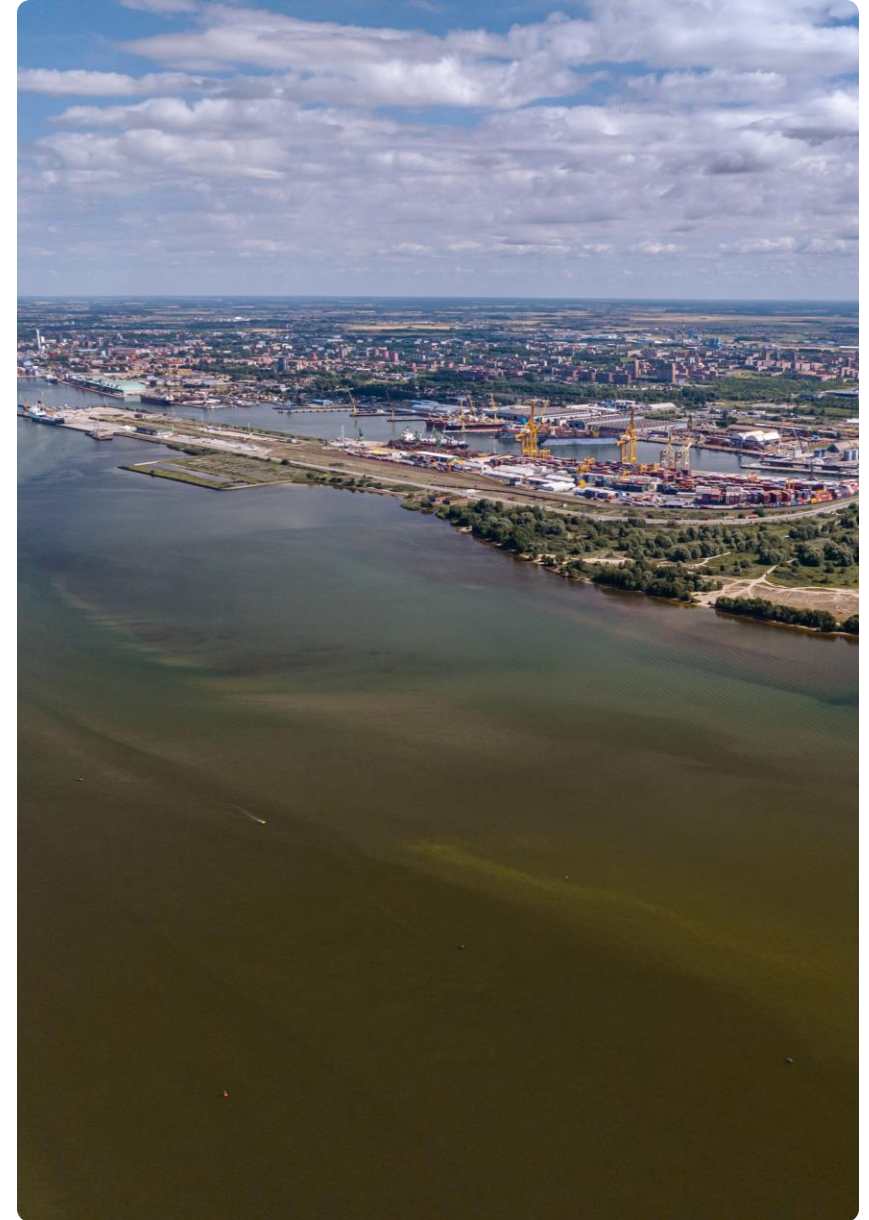
THE SOUTHPORT DEVELOPMENT PROJECT – PRIVATE SECTOR INVOLVEMENT

- The core of the Southport Project is the construction and operation of a new transshipment container terminal and based on its size, placing other business opportunities around it.
- The Southport Project will be developed within a PPP framework considering a strong role for the private sector in the investment and operation of the port facilities.
- The private sector will profit from the generally strong and prospering economic environment, the favourable conditions of doing business and all the incentives to provided for investors and companies in Lithuania.
- The private sector involvement will be based on long-term concession most likely under BOT (with a minimum 20 years concession period) that is governed by Lithuanian PPP legislation.
- The public sector, represented by the Klaipėda Port Authority, is ready to undertake major investments in the required infrastructure of the project, namely the required dredging work and the reclamation of land. However, the detailed investment share of the public sector depends on the negotiation outcome with potential private investors and private sector intention to participate in the large business opportunities provided by the project.

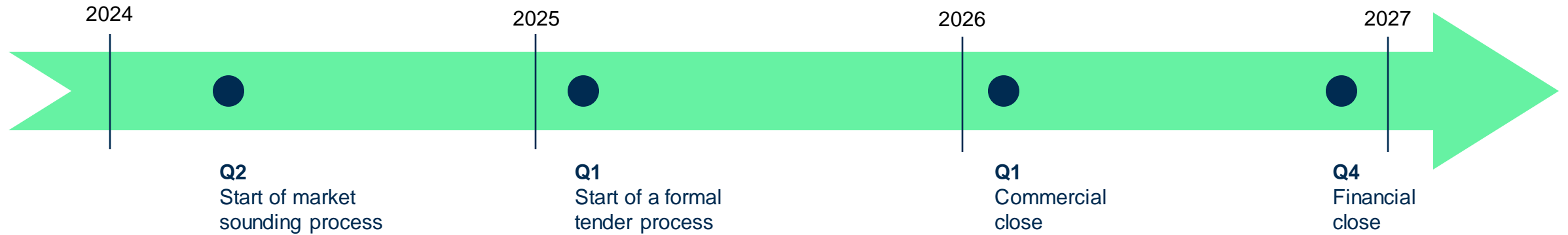


THE SOUTHPORT DEVELOPMENT PROJECT- PRIVATE SECTOR INVOLVEMENT PROCESS

- The different business opportunities included in the Southport Development Project will be brought to the market according to the applicable Lithuanian / EU law on PPP within a well-structured tender process.
- It is expected that a competitive dialogue approach is used for the selection of those private investors/operators providing the most valuable concept to the project, in terms of financial feasibility.
- The process of selecting the private sector already has started and is expected to end in the early 2026. The issuing of a formal tender process is expected during Q1 of 2025.
- Each interested private party is invited to contact Klaipėda Port Authority to discuss possible business ideas for the Southport Project until the end of Q4 2024. This will help to further tailor the project vision and the related tender process.



THE SOUTHPORT DEVELOPMENT PROJECT- PRIVATE SECTOR INVOLVEMENT PROCESS





**ALWAYS
WORKS**

www.portofklaipeda.lt

