

A composite image of a busy freight center. In the background, a large container ship is docked at a port, with a cargo plane flying overhead. In the foreground, a train with colorful containers is moving, and a truck is parked on the left. A yellow semi-transparent box is overlaid on the left side of the image.

Webinar Capital Link – EY

# Greece: An International Freight Center

2<sup>nd</sup> edition

**EY**

Building a better  
working world

# Greece as a South Eastern European Gateway

## At a glance (1/3)

Transport & logistics sector is estimated at

**9.2%**

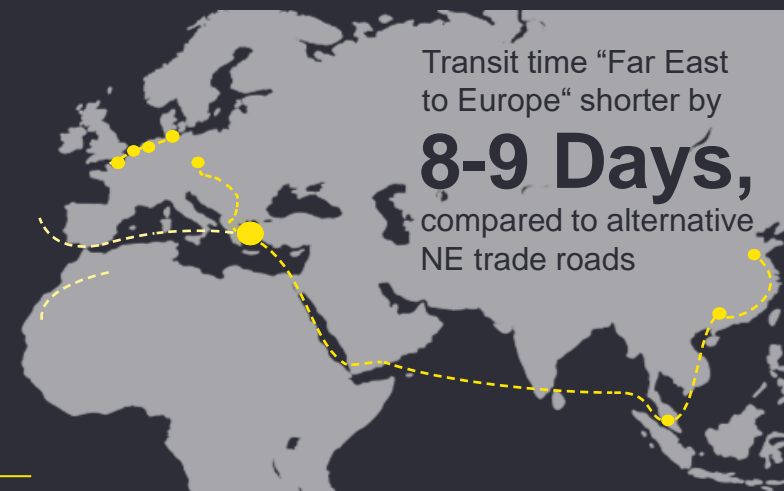
of GDP\*

Research of E.E.L. 2018



**>25** major commercial seaports in Greece,

**5** characterized as of Strategic Interest to the EU



Over **15.9%**

of the world merchant fleet based on DWT capacity are owned / controlled by Greek companies

Source: Clarksons



Over **88%** of total Greek air freight passed through the Athens International airport in 2019

Fraport Greece privatized and majorly renovated **14** regional Greek airports while the AIA controlling stake sale is also on the works.



### Piraeus Port

In 2020 the

**4th**

largest port in Europe

**1st**

in Mediterranean (5.4 m. annual TEUs)

### Thessaloniki Port

Aggressive expansion

plans for a **5x**

increase of current throughput (2.3m annual TEUs target)

# Greece as a South Eastern European Gateway

At a glance (2/3)

## Intermodal Freight Centers (\*)

Thriasio

145 acres Train / Intermodal terminal,

60 acres Logistics Park,

250k sqm of WHs

Largest hinterland freight

center in South Eastern Europe

Gkonos

160 acres,

400k sqm of WHs



International road-freight transportations recorded an **decrease of 3.70%** in 2019 (from 29.3 ml tonne-km to 28.2 ml according to ELSTAT)



Highly developed road network, more than

**2,145 km of Highways & Motorways**



## Orient / East Med corridor

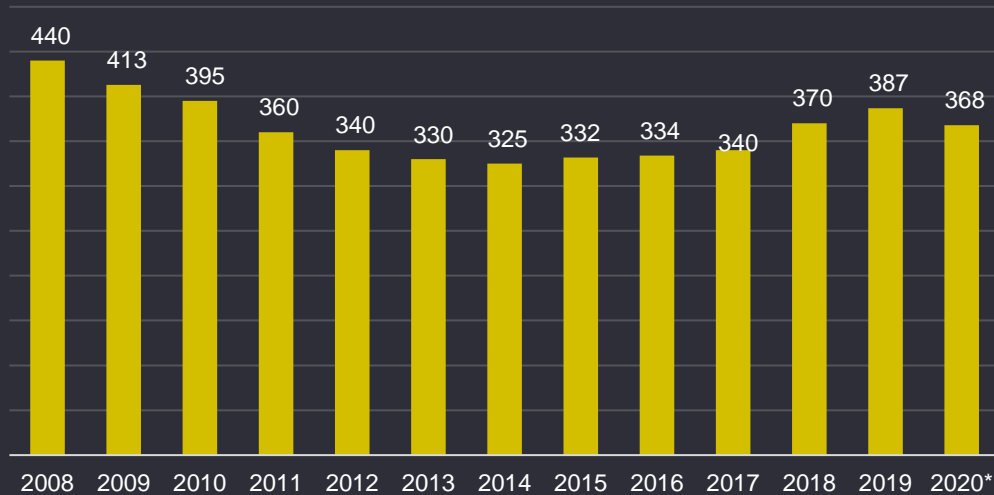


(\*) Under development

# Greece as a South Eastern European Gateway

## At a glance (3/3)

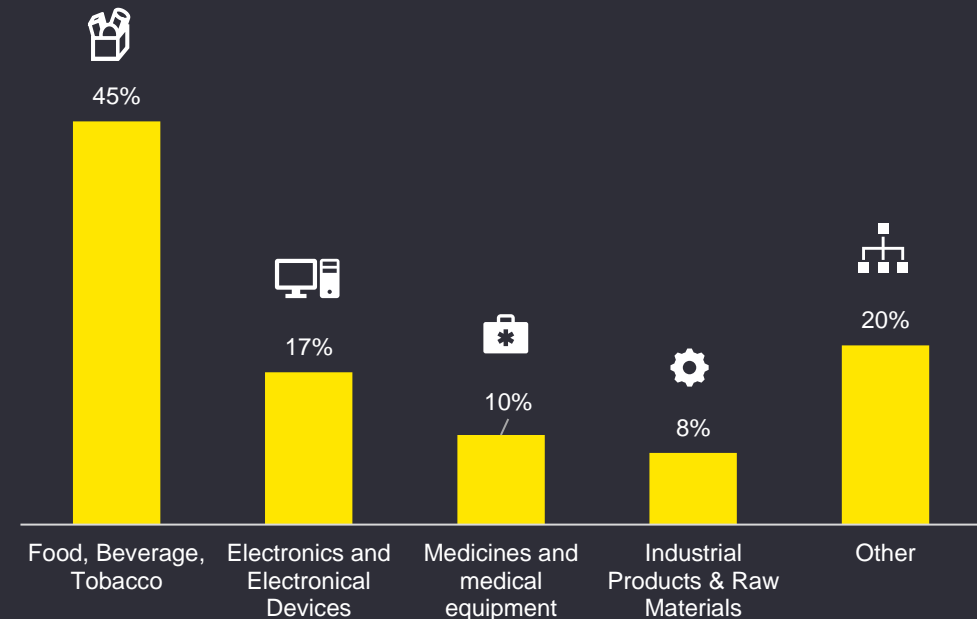
Estimation of 3PL services market size in Greece  
(million euros)



\*ICAP projection

> **100** 3PL companies in Greece

3PL services by sector



Sources: ICAP 2020, Stochasis 2019

> **Warehousing** and **distribution** correspond to **94%** of the total value of 3PL services in 2019

# Greece as a South Eastern European Gateway

## Attractiveness criteria for International Freight Hubs

**Four main factors** are the main contributors to the attractiveness of a city or region as an International or leading Regional Freight Hub:



Connectivity with  
Global trade lanes /  
Other Hubs



Advanced port and  
logistics infrastructures



Financial, and  
business services



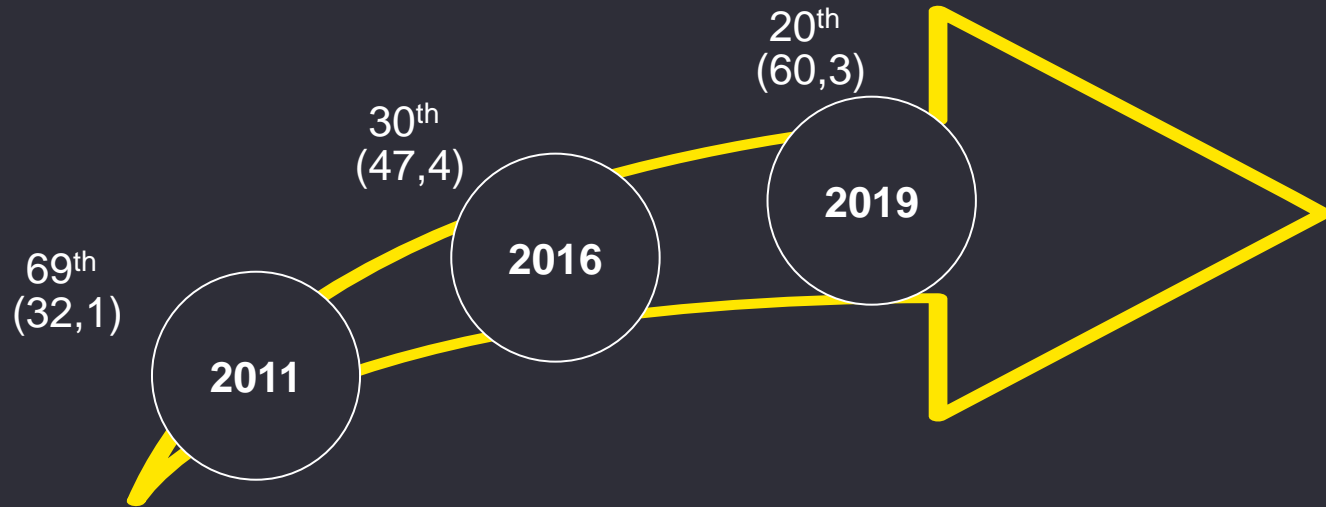
Technology ecosystem  
(R&D, innovation,  
education, availability of  
talent)

In addition, the overall business environment, the stability of the political environment, the regulatory framework and tax regime, as well as, transparency and effectiveness of the legal system are **vital in securing the attractiveness of a freight / logistics center.**

# Greece as a South Eastern European Gateway

## Greece's position in the global landscape

### Evolution of Greece in LSCI (Liner Shipping Connectivity Index)



Greece ranks **20<sup>th</sup>** in the world with a score of **60.3**, higher than competing countries in the region.

Source: UNCTAD, EY Analysis

### Logistics Indexes

**42<sup>nd</sup>**

on the LPI (logistics performance index)

**47<sup>th</sup>**

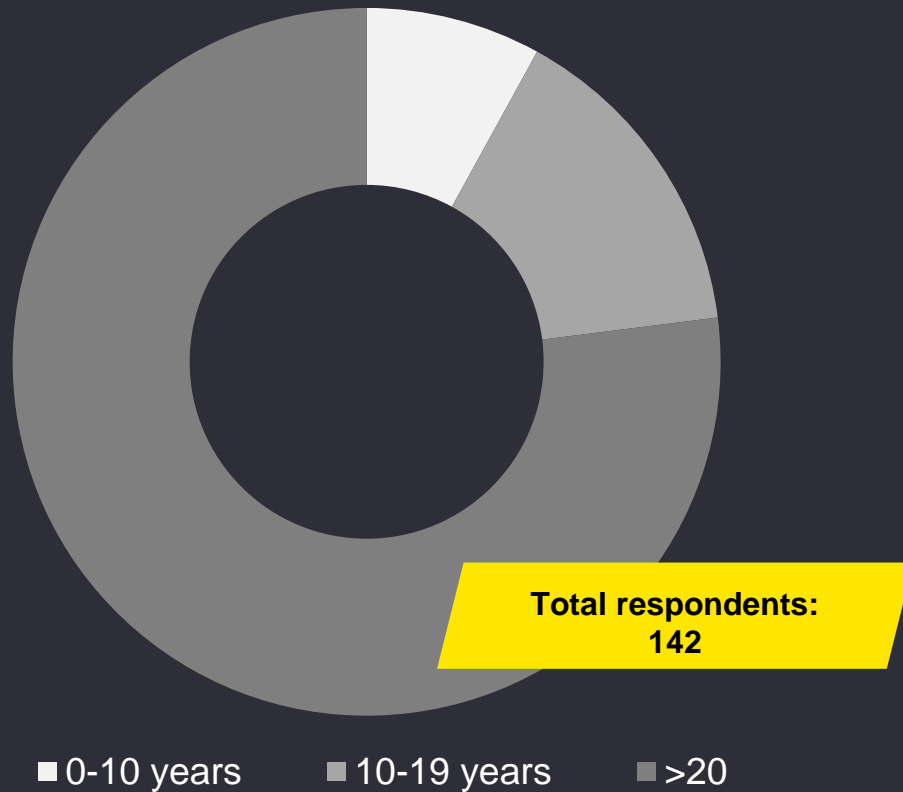
in the logistics industry competitiveness

# Greece as a South Eastern European Gateway

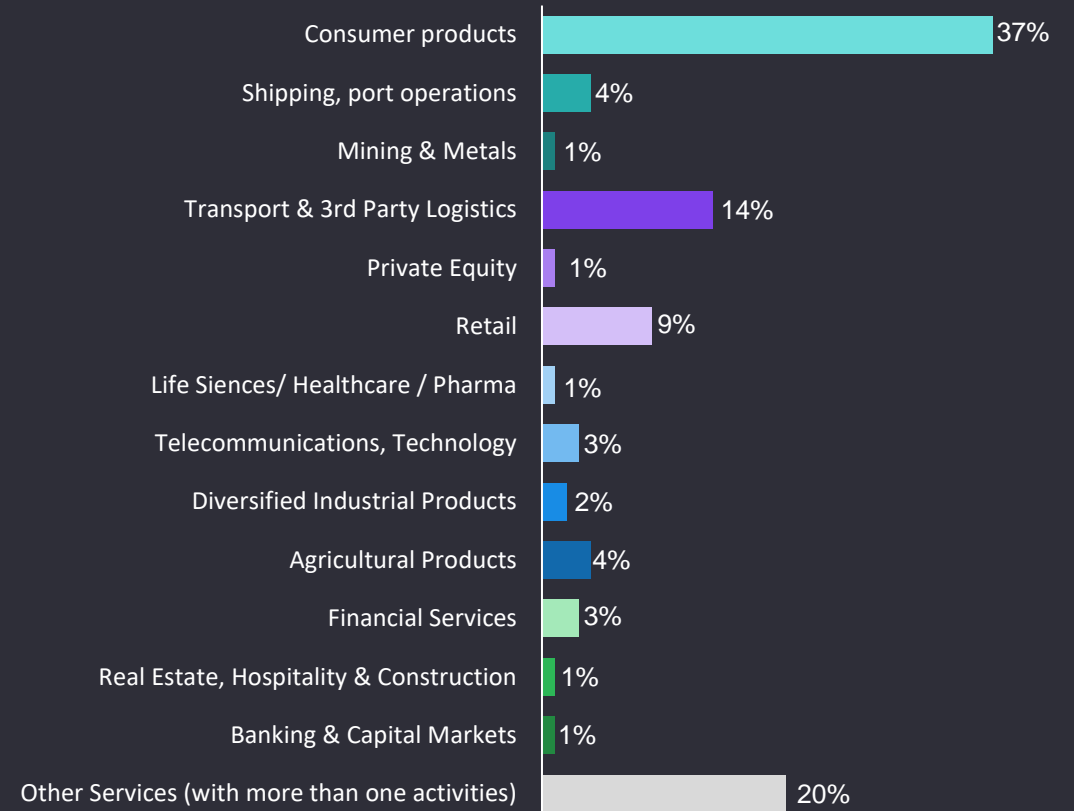
## EY Survey: Evaluating Greece as a Logistics Hub

### Demographics

How many years does your company operate?



Which sector do you operate in?



# Greece as a South Eastern European Gateway

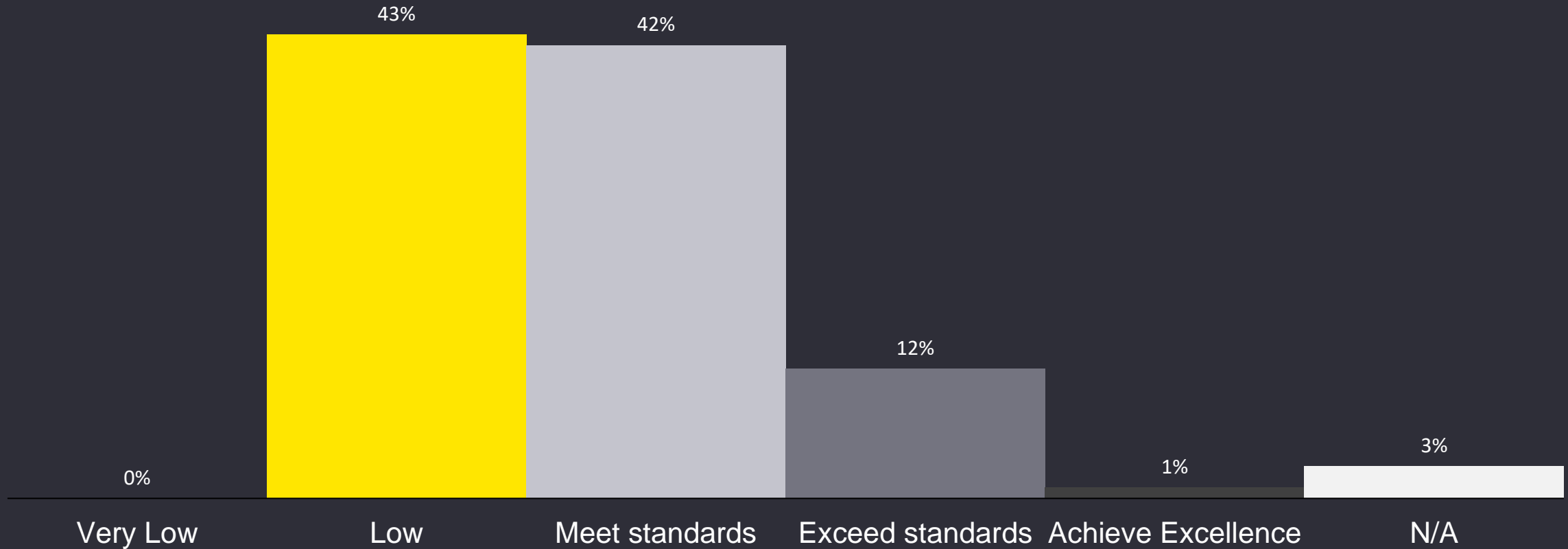
## EY Survey: Evaluating Greece as a Logistics Hub



1-22 June 2019

Total respondents:  
142

Evaluation of overall competitiveness as regional European Freight Hub





# Greece as a South Eastern European Gateway

## EY Survey: Recommendations (1/2)

### Related to ports



- 1 Further privatization of ports
- 2 Intermodal connection with air, rail and road
- 3 Improve hinterland logistics in selected areas
- 4 Single window implementation

### Related to the road network

- 1 Rationalization of tolls
- 2 Improve connections with infrastructure



### Related to air and sea freight transport



Air Freight: Improve Intermodal connectivity with "Seanairgy"-type projects



Sea freight: connect with an "intermodality" approach

### Related to 3PL/4PL sector



Synergies

Exports

Digital transformation

# Greece as a South Eastern European Gateway

## EY Survey: Recommendations (2/2)

### Related to the rail network



**1** Intermodal connectivity

**2** Offer E2E services

**3** Electrification, ETCS and alternative technologies. Infrastructure upgrade and completion of maintenance works

### Related to customs



**1** Constant availability

**2** Digitalization

### Related to Brand awareness



**1** Brand awareness as IFC

**2** Studies & Surveys of T&L Sector Competitive Advantages

**3** Global Roadshows and Promotion Events

### Related to Human capital in the T&L industry

Transform supply chain professionals to “Value Stream Leaders”

Promote supply chain professionals as Business Partners (Business Leaders)



Develop supply chain professionals to Operational Excellence Leaders and Digital Transformation Leaders

Develop supply chain, logistic and transport professionals who “take the robot out of the human”

# Greece as a South Eastern European Gateway

Now, Next and Beyond

## Current Greece's Rankings

**42<sup>nd</sup>**

on the LPI (Logistics Performance index)

**47<sup>th</sup>**

in the logistics industry competitiveness

**20<sup>th</sup>**

in the LSCI (Liner Shipping Connectivity Index)

## Targets in 3-5 years

**30<sup>th</sup>**

on the LPI (Logistics Performance index)

**30<sup>th</sup>**

in the logistics industry competitiveness

**15<sup>th</sup>**

in the LSCI (Liner Shipping Connectivity Index)



**“Increase marketing and branding efforts to become the Gateway to Central and Southeastern European markets”**

## EY | Building a better working world

Στην EY, σκοπός μας είναι η δημιουργία ενός καλύτερου εργασιακού κόσμου, παράγοντας μακροπρόθεσμη αξία για τους πελάτες μας, τους ανθρώπους μας και την κοινωνία, και οικοδομώντας εμπιστοσύνη στις κεφαλαιαγορές.

Αξιοποιώντας τα δεδομένα και την τεχνολογία, οι πολυσυνθετικές ομάδες μας, σε περισσότερες από 150 χώρες, οικοδομούν την εμπιστοσύνη μέσω της διασφάλισης της καλής λειτουργίας των επιχειρήσεων και βοηθούν τους πελάτες μας να αναπτυχθούν, να μετασχηματιστούν και να λειτουργήσουν αποτελεσματικότερα.

Μέσω των Ελεγκτικών, Συμβουλευτικών, Νομικών και Φορολογικών Υπηρεσιών μας, καθώς και μέσω των Συμβουλευτικών Υπηρεσιών Εταιρικής Στρατηγικής και Συναλλαγών, οι ομάδες της EY θέτουν καλύτερες ερωτήσεις, για να καταλήξουν σε νέες απαντήσεις στα περίπλοκα ζητήματα που αντιμετωπίζει ο κόσμος μας σήμερα.

Το λογότυπο EY αναφέρεται στον παγκόσμιο οργανισμό, και μπορεί να αναφέρεται σε μία, ή περισσότερες, από τις εταιρείες μέλη της Ernst & Young Global Limited, καθεμία από τις οποίες αποτελεί ξεχωριστή νομική οντότητα. Η Ernst & Young Global Limited, μια βρετανική εταιρεία περιορισμένης ευθύνης δια εγγυήσεως, δεν παρέχει υπηρεσίες σε πελάτες. Πληροφορίες αναφορικά με τον τρόπο που η EY συγκεντρώνει και χρησιμοποιεί τυχόν προσωπικά δεδομένα, καθώς και περιγραφή των δικαιωμάτων των υποκειμένων σύμφωνα με τη νομοθεσία περί προσωπικών δεδομένων, είναι διαθέσιμα στον σύνδεσμο [ey.com/privacy](https://ey.com/privacy). Για περισσότερες πληροφορίες για τον οργανισμό μας, παρακαλούμε επισκεφθείτε το [ey.com](https://ey.com)

© 2021 EY  
All Rights Reserved.

[ey.com](https://ey.com)