



TTS' first participation in the Wood & Co Frontier Investor Days conference

TTS (Transport Trade Services) participated in the Frontier Investor Days conference organized by Wood & Co in partnership with Fondul Proprietatea, which took place on September 15-16 in Bucharest.

The team that represented TTS (Transport Trade Services) at the conference participated in 6 meetings with 16 representatives of our institutional shareholders, some investment funds and some investment banks, during which they answered in detail the questions of the participants, which they were mainly interested in three topics: our business model, the evolution of TTS Group in the second half of 2022 and the situation of TTS Group in terms of environmental protection.

Below we briefly present the most important points of the discussion:

- The business model of TTS Group is organized into three operational segments – Shipping (4 companies, including here TTS (Transport Trade Services), provider of integrated logistics services), River Transport (mainly CNFR NAVROM) and Port Operations (mainly TTS River Ports and TTS Operator), and has as its main characteristics the commercial autonomy of the companies and operational coordination at group level.
- Thus, the Shipping Segment contracts transport and port operation services both with third parties and with companies in the group, while the companies in the River Transport and Port Operation Segments provide services both to their own customers and to the shipping companies in the group.
- This configuration provides TTS Group with a maximum degree of operational flexibility that allows rapid adaptation both to market conditions and to critical situations such as the interruption of traffic on the Danube in the summer of 2022.
- The effects of the severe summer drought were counteracted by TTS Group by redirecting freight flows to combined rail/river traffic. Thus, the fleet downstream from the Zimnicea/Belene sector continued to operate on the Ismail/Reni – Constanța connections as well as on the Danube connections downstream from Zimnicea, while



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the flows transported by rail on the Constanța – Drobeta Turnu Severin route and those taken directly from Hungary provided loading for the remaining upstream fleet.

- TTS's response to the congestion of storage spaces in the port of Constanța was the operationalization of two buoy terminals in the inner lane of the port of Constanța and a "just-in-time" logistics chain for taking over flows of agricultural products from Ukraine.
- With the improvement of the navigation conditions on the Danube, TTS resumed the transport of traditional flows of goods on relations upstream of Zimnicea as well as mineral raw materials stored in the port of Constanța (500,000 tons, which alone ensures approximately 5 months of loading for the fleet). At the same time, preparations began for the takeover, starting from October/November, of the new energy coal flows generated by the return of European energy systems to coal-based energy production
- Regarding environmental protection, the NAVROM fleet has the greatest impact - over 90% of the CO2 emissions recorded at the level of the TTS Group.
- Average CO2 emissions per ton*km of the fleet in 2021 represented 34.2% of the limits imposed by European norms for inland waterway freight transport.

The .pdf version of the TTS presentation can be downloaded by following the link:

[Presentation September 2022](#)

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