

AK-GROUP

Ahmed Al-Akkad



AGENDA



01 | Civilizational & Strategic Bond.

02 | Cooperation Milestone.

03 | Eastern Mediterranean Energy Pivot.

04 | Pillars of a New Mediterranean Energy Hub.



AGENDA



05 | Strategic Site and Situation integration.

06 | Trade balance between Egypt & Greece.

07 | Maritime Traffic from Egypt to Greece.

08 | Major Expansion Projects.



AGENDA



09 | Alexandria & El Dekheila Ports – Expansion.

10 | Key Maritime Cooperation Opportunities.



01 | CIVILIZATIONAL & STRATEGIC BOND

Historical & Cultural Ties

Rooted in centuries of Mediterranean coexistence, both nations view themselves as heirs to ancient civilizations, Greek and Pharaonic, shaping their identity and foreign policy.



01 | CIVILIZATIONAL & STRATEGIC BOND

Cultural Linkage

The Orthodox Patriarchate of Alexandria (1,700 years old) symbolizes deep Greek-Egyptian cultural continuity.



01 | CIVILIZATIONAL & STRATEGIC BOND

Geostrategic Perception

Both countries see themselves as pivotal crossroads of Europe, Asia, and Africa, enhancing their roles in regional and global geopolitics.



01 | STRATEGIC ANCHORS

GREECE & EGYPT IN GLOBAL GEOPOLITICS



Greece

- Key player in EU and NATO, while engaging with China's Belt and Road and the **16+1** platform.
- Pursues a balanced, outward-looking foreign policy.
- Maritime powerhouse: Owns **59%** of the EU merchant fleet, underscoring global economic significance.



01 | STRATEGIC ANCHORS

GREECE & EGYPT IN GLOBAL GEOPOLITICS



Egypt

- Controls the Suez Canal, the most vital chokepoint in global trade.
- Holds strategic influence across the Arab world, Africa, and the Mediterranean.
- New and emphasized infrastructure in all the transport sector facilitating Egypt connection Globally, Regionally, and nationally.



01 | STRATEGIC ANCHORS

GREECE & EGYPT IN GLOBAL GEOPOLITICS



Combined Impact

Together, **Greece** and **Egypt** serve as critical nodes in geopolitical and trade networks linking Europe, Asia, and Africa.



02 | COOPERATION MILESTONE

GREECE & EGYPT



Maritime
agreements
signed

1981

Mutual recognition
of seafarer certifications

1995

Regular joint
military drills

2013

First EU state to
sign EEZ agreement

2020

Migration and
mobility pact

2022

02 | COOPERATION MILESTONE

GREECE & EGYPT



Greece's Role

Serves as Egypt's first EU neighbor and advocate within the EU.

Egypt's Viewpoint

Sees Greece as a vital Mediterranean outlet to the EU amid increased regional instability.



03

EAST MEDITERRANEAN GAS FORUM (EMGF)

GOALS



04 | BOOST TO TRADE & ENERGY INFRASTRUCTURE



- Secure trade routes.
- Investment incentives.
- Energy transit hub.



05

|

SITE: WORLD-CLASS PORT

FACILITIES & GLOBAL OPERATORS

Feature	Egypt (Alexandria, East Port Said & Sokhna)	Greece (Piraeus & Thessaloniki)	AK-Group Role
Major Operators	CMA CGM (Alexandria), Maersk/SCCT (East Port Said), DP World and Hutchison Ports	COSCO Shipping (Piraeus)	Acts as agent for major liners & Ro-Ro operators, building partnerships with carriers on both sides
Infrastructure	Deep terminals, free zones, automated systems, rail links	Container terminals, Ro- Ro, cruise hubs, intermodal links	Provides port agency, chartering Ro-Ro vessels, and integrates inland logistics services
Technology & Scale	Smart cranes, e-docs, global port tools	EU-standard smart ports, multimodal access	Offers integrated digital documentation, tracking, and customs clearance services
Port Strategy	Suez Canal gateway & transshipment blend	EU gateway and cargo hub	Develops Egypt-Greece transshipment corridor, offering full-chain logistics and value-added services

05 | SITUATION: CONNECTIVITY



Egypt's Situation

Ports like Alexandria, Abu Kir, Damietta, East Port Said and Sokhana, located on the Suez Canal route, making them essential stops for Asia–Europe trade.

Their links to global carriers like Maersk, CMA CGM, MSC and others reinforce their position in major east–west trade corridors.



05 | SITUATION: CONNECTIVITY



Greece's Situation

Piraeus is a strategic European distribution hub, well-situated to receive and distribute Asian cargo passing via Suez Canal and forwarding it across Europe.

The port's growth under COSCO Shipping aligns it closely with the same global logistics networks Egypt serves.



05 | STRATEGIC SITE & SITUATION INTEGRATION



Key Ports

- **Egypt:** Alexandria, Damietta, East Port Said, Abu Kir (served by major global shipping lines for containers and RoRo).
- **Greece:** Piraeus (operated by COSCO, key EU entry point).

Integrated Trade Corridor

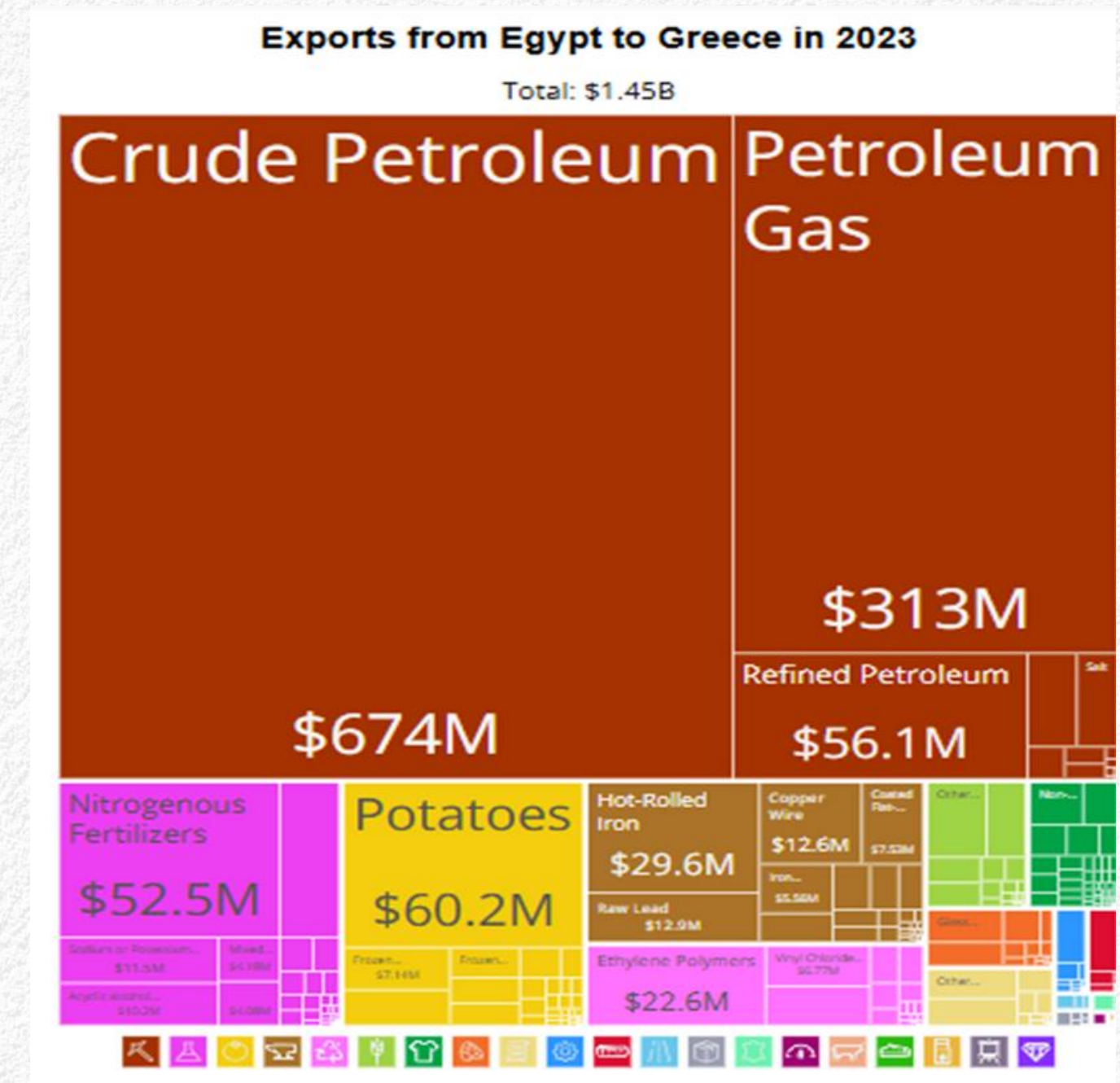
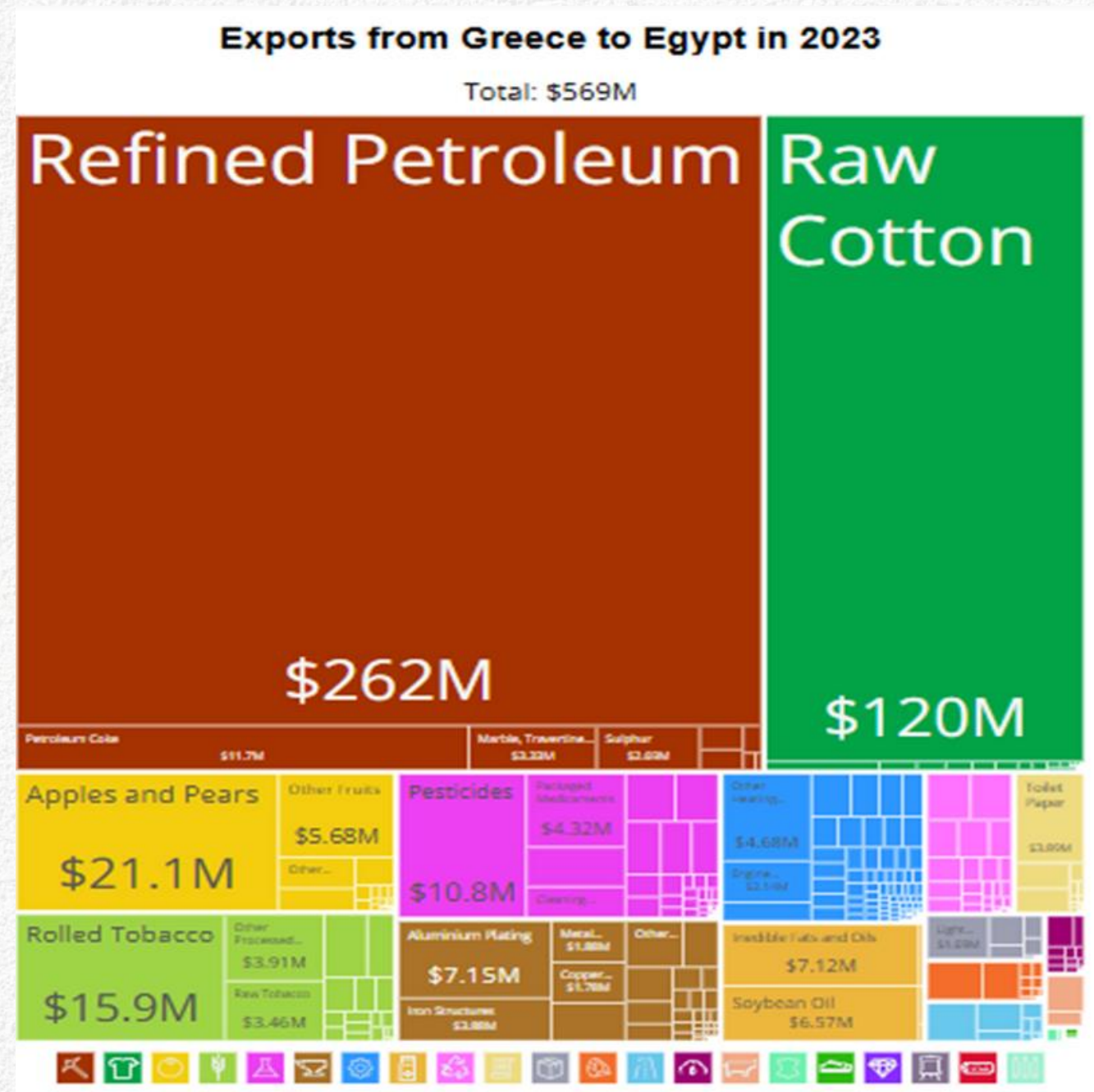
- Global maritime flows → Egypt via Suez Canal
- Egypt → Greece (Piraeus) → Europe



06 | TRADE BALANCE EGYPT & GREECE



06 | TRADE BALANCE EGYPT & GREECE



07 | IMPACT ON SHIPPING ROUTES & LOGISTICS



Key Ports

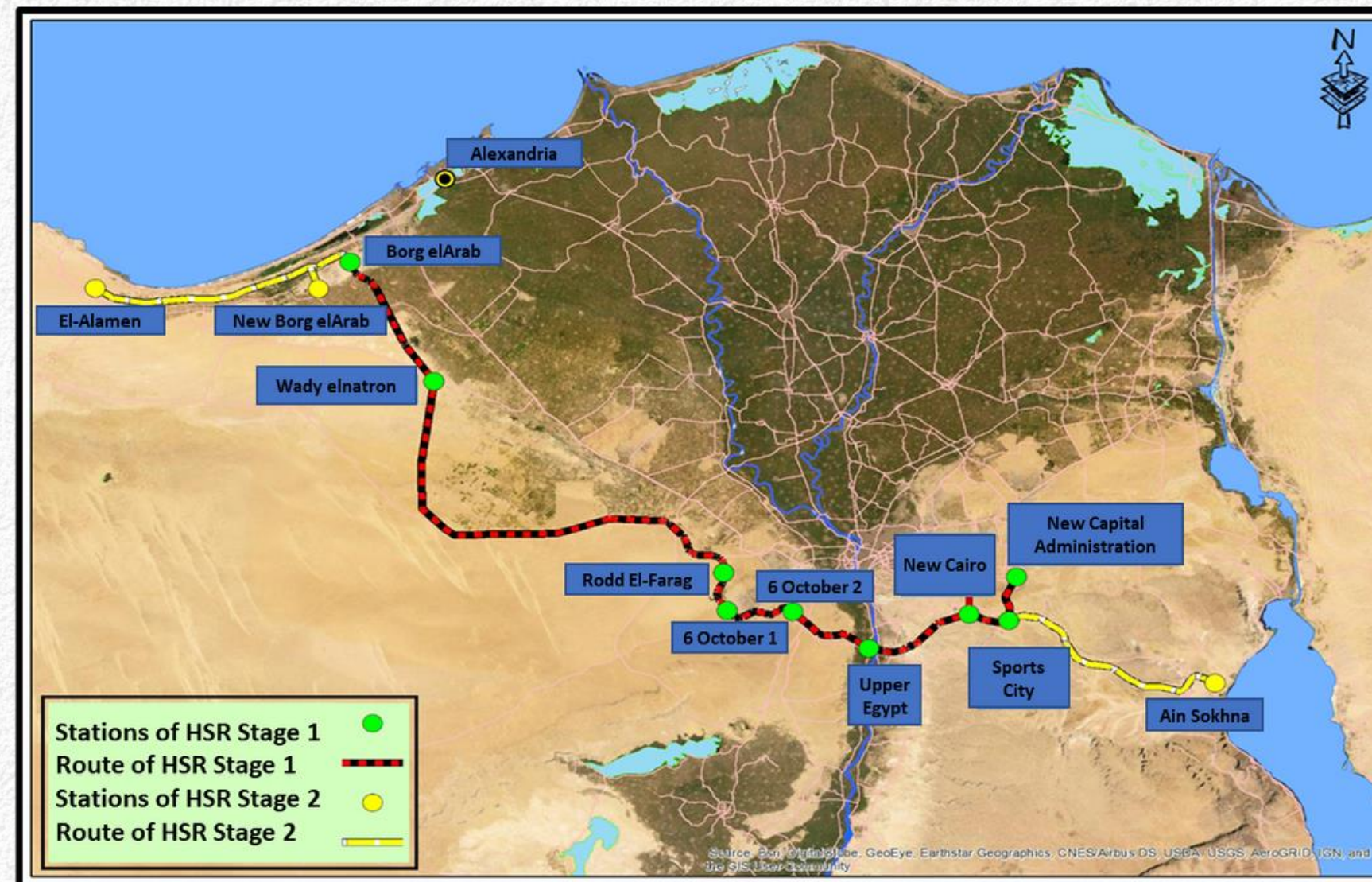
The imbalanced trade suggests **Egypt-Greece** shipping routes might prioritize eastbound shipments (Egypt to Greece), potentially leading to:

- Backhaul rate adjustments.
- Strategic adjustments in fleet deployment.
- Higher demand for storage, logistics and transshipment facilities.



07

NEW PROJECT TO ENHANCE OUR CONNECTIONS WITH EUROPE AND ASIA



Construction the first High speed train in Egypt with length of 486 km first stage 262km from Capital City to Borg Alarab ND second stage with length of 224km from Sokhna to New Capital city and from Borg Alarab to ALLMEN city

07 | NEW PROJECT TO ENHANCE OUR CONNECTIONS WITH AFRICAN COUNTRIES



Planned have been done and the execution is started to link between the Egyptian and the African railway network to ease the transport of Goods between the African countries.



Project	Approximately Cost-Million
Railway line from Matrouh to Garbob with the length of 45 km The rehabilitation from Matrouh / Salum with the length of 270 km and its extend to Benghazi with length of 560 km	\$375 to Salum
The construction of the railway from Aswan to Abo Sembil with length of 283 km and its extend to wadi Half in Sudan with length of 80 km	\$650 to Tushka

08 | MAJOR EXPANSION PROJECTS

DP World's Basin 2 Expansion

- \$520 million investment
- 1.3 km quay, 350,000 m² container yard
- Doubles capacity to 1.75M TEUs

Hutchison Ports' New Terminal

- \$700M investment
- 1.7M TEU capacity, infrastructure complete

Comprehensive Port Expansion

- 5 basins, 18 km deep-water quays
- 9.2M m² cargo, 5.2 km² logistics
- Roads (17 km) & rail (30 km) integration with HSR



09 | ALEXANDRIA & EL DEKHEILA PORTS



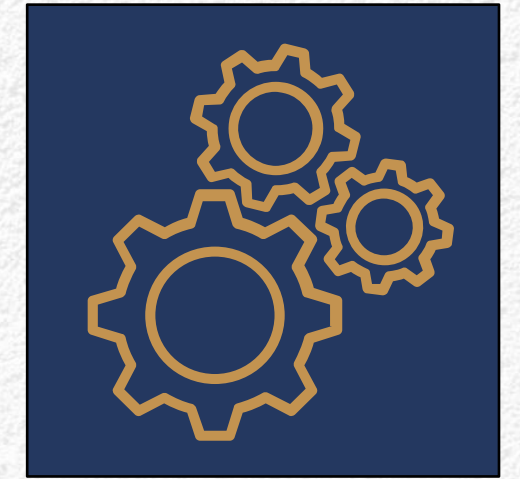
Tahya Misr terminal
operational since 2023



Reduces container
processing to 25 mins



Integrated with cargo rail to
6th of October



Automation minimizes
human handling



09 | EL-DEKHEILA: LIQUID & GAS BULK TERMINAL

- \$660M investment (Egyptian capital).
- 800m pier, 20m depth, dual vessel capacity.
- 390,000 m² onshore: storage, regas units.
- Phase 1 by 2027; full capacity: 4M tons/year.



09 | EL-DEKHEILA: MULTIPURPOSE TERMINAL (BERTH 100)

- **1,775m** diaphragm quay wall.
- Depth: **17m** for varied cargo types.
- Enhances Dekheila's versatility as a hub.



10 | KEY MARITIME COOPERATION OPPORTUNITIES



- The above showcase of historical cooperation and on-going collaboration give a new horizon for the private sectors companies in filed of logistics, marine services, offshore ...etc.
- In this context, and as a responsiveness, **AK-Group** discovered new horizons and opportunities based on the diversity of its portfolio, which can be invested in through bilateral or tripartite cooperation with the Greek and Libyan sides.





Shipping Agencies
Sector

Integrated Marine
Service

Trade and Logistics
Sector

Fleet & Asset
Management Sector



KALIMBASSIERIS
MARITIME



10 | KEY MARITIME COOPERATION OPPORTUNITIES



- Integrated shipping & transshipment under global operators.
- Smart port corridor: real-time data sharing and digital customs.
- Linked logistics zones and free trade areas.
- Connect Asia, Africa, and Europe with resilient maritime cooperation.



AK-Group Subsidiaries



SHIPPING AGENCIES SECTOR



- **Suez–Med Link:** Joint ops via Suez with Greek partners for a fast Red Sea–Europe corridor.
- **ESA :** Attract Greek shipping lines and promote cargo from Egypt to Greece/ Europe and vice versa



AK-Group Subsidiaries



INTEGRATED MARINE SERVICES



Sustainable Ops Alliance: AK-Ships and Greek maritime peers can co-manage Med routes, using green tech to boost ESG performance and streamline claims and compliance for both flags.



AK-Group Subsidiaries



TRADE & LOGISTICS SECTOR COOPERATION



- **AK-Trade** and Greek partners supply de-icing salt EU-wide via shared logistics.
- **NCFC** charters Med cargo with Greek shipowners for greater reach.
- Joint 3PL hubs and customs desks streamline Egypt–EU export flow.



AK-Group Subsidiaries



FLEET & ASSET MANAGEMENT SECTOR



Feeder Integration: Unite IFS&EFS and Greek feeders for seamless Med port connectivity.

Ro-Ro Synergy: Link IFS and Greek Ro-Ro operators for full North Africa–Europe coverage.

PTL and Greek partners (e.g., Tsakos, Atlantic Towing) can co-invest in support fleets for East Med gas projects, offering leasing, tech management, and crew pooling. Joint fleets, aligned with EMGF, enhance logistics, response, and midstream reliability.



AK-Group Subsidiaries



AK-SHIPPING AGENCIES SECTOR



- **Egypt Sea Agency (ESA):** Focused on Liner and Ro-Ro agency services in Egypt and Saudi Arabia; agents for MOL (Japanese Ro-Ro giant) and Unifeeder (DP World short-sea carrier).
- **Mahoney Shipping & Marine Services:** Over 79 years of operation, feeder agency and port services in the Mediterranean and Black Sea; exclusive agent for UNIMED.



AK-Group Subsidiaries

AK-INTEGRATED MARINE SECTOR



- **Kalimbassieris Maritime Egypt (KME):** A maritime consultancy/P&I correspondent across seven countries, offering 24/7 marine insurance advisory, risk management, casualty investigation, claims handling, hull & machinery, cargo-loss investigations, legal services, and salvage support.
- **AK-Ships:** A ship management company in the MENA region, delivering smart and sustainable vessel management real-time fleet monitoring, compliance, safety oversight, fuel-efficient practices, and digital tracking.

KALIMBASSIERIS
MARITIME



AK-Group Subsidiaries

AK-TRADE & LOGISTICS SECTOR



- **TransGlobal Alliance**

- Offers sea freight (FCL/LCL), customs clearance, warehousing, distribution.
- Sole agent for Raben and Blue Water across MENA.



- **AK-Trade**

- Export/import of industrial chemicals, notably high-quality de-icing salt
- from Siwa, Port Said, Arish to North America and Europe.



- **Neptune Chartering & Forwarding Cargo (NCFC)**

- Vessel charter brokerage and cargo forwarding, facilitating optimal vessel utilization for bulk, breakbulk, container & project cargo.



AK-Group Subsidiaries

AK-FLEET & ASSET MANAGEMENT SECTOR



- **International Feeder Services (IFS):**

- Manages container and RoRo vessels through acquisition, leasing, and fleet modernization.
- Utilizes industry analytics and risk strategies for resilient investment.
- Partners with global operators to optimize cargo flows on major trade routes.



- **Pure Tank Line (PTL):**

- Specializes in offshore support and supply vessels catering to oil & gas operators.
- Offers vessel leasing, technical management, and logistics support, supported by advanced maintenance and navigation tech.



- **Egyptian Feeder Services (EFS):**

- Focused on acquiring and managing container ships.
- Provides cost-effective procurement, operations oversight, and fleet optimization for global shipping demands.



AK-Group Subsidiaries

THANK YOU

Ahmed Al-Akkad

