



DeLo Ports

DELO GROUP



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DeloPorts

DeloPorts is a holding company that owns and operates stevedore assets of Delo Group in the southeastern district of Novorossiysk seaport.

Unique location

of Novorossiysk port allows it to operate all year round and to be connected with all of the world

Contemporary terminals

are well developed and geared with modern handling facilities of well-known manufacturers

Comprehensive customer services

are based on the hi-end IT solutions

Full range

of handling operation services are available at the highest standard level



Success Story

2012

- Delo Group stevedore assets and the bunkering services company were consolidated into a holding company DeloPorts Limited. The holding financial statements were fixed in compliance with IFRS and confirmed by international auditor.
- NUTEP container terminal technical modernization increased throughput capacity to 350,000 TEUs.
- An Oil products marine terminal NNK launched.
- The first stage of KSK Grain Terminal construction was completed. The terminal's annual cargo turnover gained 2 million tons of grain by vehicle delivery.

2013

- 1st stage DeloPorts investment program was over successfully. Delo Group cargo capability grew up to 9 million tones a year.
- 5-track railway yard was commissioned at KSK Grain Terminal. The terminal storage capacity doubled and railcars grain delivery commenced as well.
- 2nd stage of KSK Grain Terminal construction was competed. The terminal's annual cargo turnover gained 3.5 million tons of grain by vehicle and railcars.
- DeloPorts completed the construction of a specialized Ro-Ro berth for unloading cars.
- NNK terminal quit the DeloPorts. It was sold to Gazpromneft Marine Bunker in December 2013.
- Follows to the strategy, 25% + 1 share of KSK were sold to Cargill Inc.

2014

- DeloPorts LLC succeeded in operation and key financial results as well.
- 3 years program of further KSK Grain Terminal development as well as NUTEP Container Terminal a greenfield deep-water pier construction was approved by the BOD.

2015

- DeloPorts LLC got its initial credit ratings: BB- (Fitch) and B+ (S&P).
- Construction of a deep-water berth at NUTEP Container Terminal was commenced.
- The issuance of ruble bonds significantly increased the company's capital and it made ambition projects come true.

2016

- As the final stage in the corporate development of Delo Group entity it was an establishment of a holding management company.
- Completion of construction of conjunctive part of the new deep-water berth, No.38, at the NUTEP Container Terminal.

2017

- Delo Service Company was founded to be a common service point for Delo Group stevedore assets in Novorossiysk (bunkering supplier, tug services provider and shipping agency).
- Delo Service Company commenced operation of 3 just build own tugs with over 4000 hp each.
- Delo Service Company reached a 100% share of towing ships to mooring on the DeloPorts docks.
- Contract signing with ZPMC for supply of crane and specialized equipment as a part of the investment project – construction of the deep-water berth at NUTEP.
- Refinancing of DeloPorts bonds debut issue and new bonds issue.
- RAEX Expert RA updated Deloports' credit ratings up to ruA+ with forecast toward 'stable'.

2018

- Fourth and fifth tugboats acquired for Delo Service Company.
- In December 2018 NUTEP Container Terminal set a record by handling of 45,089 TEUs monthly.
- KSK Grain Terminal commenced construction of silos and extra vehicle and railcar discharging facilities.
- Standard & Poor's (S&P) confirmed DeloPorts' rating at B+ and changes their forecast from stable to positive.

2019

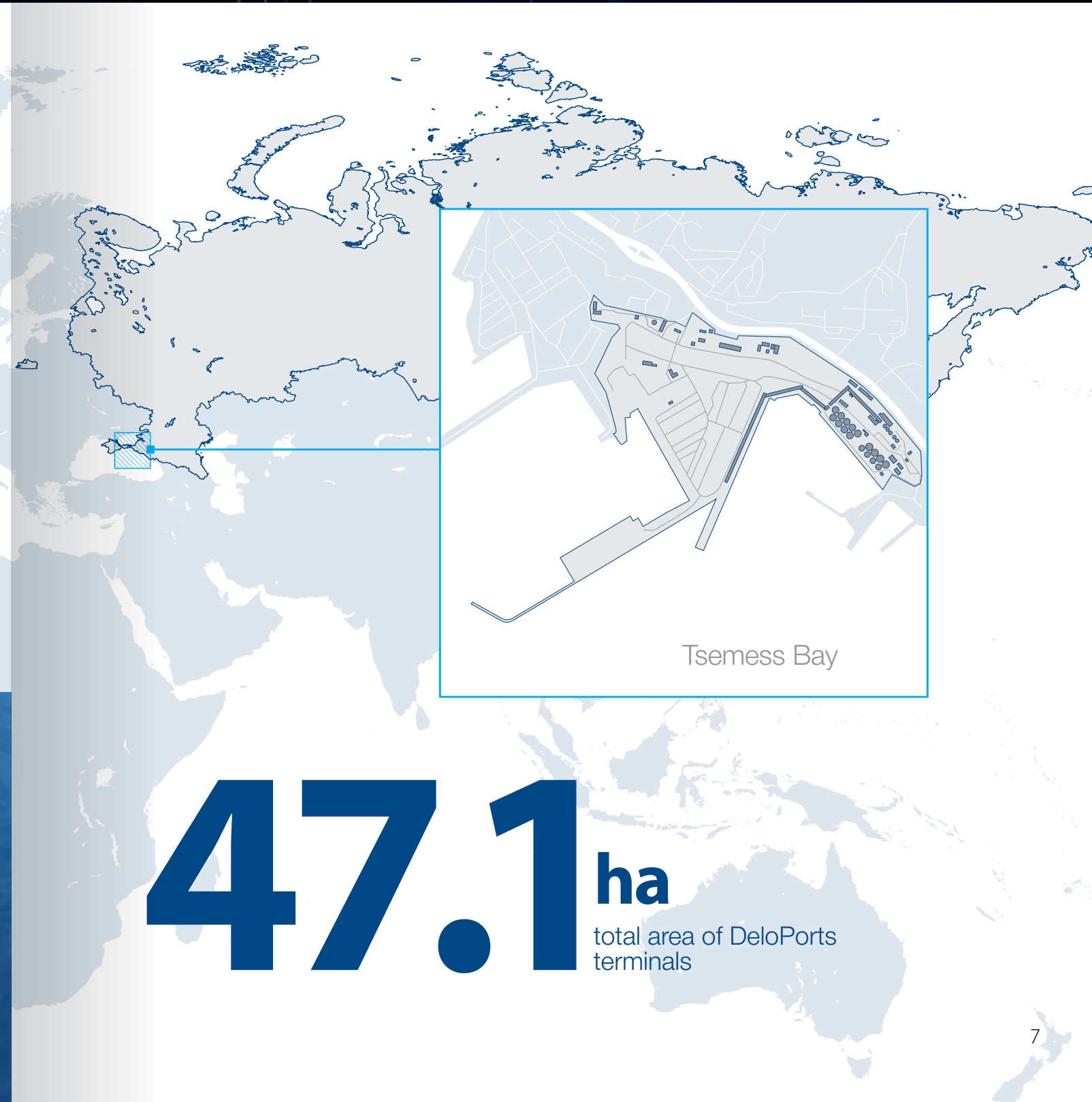
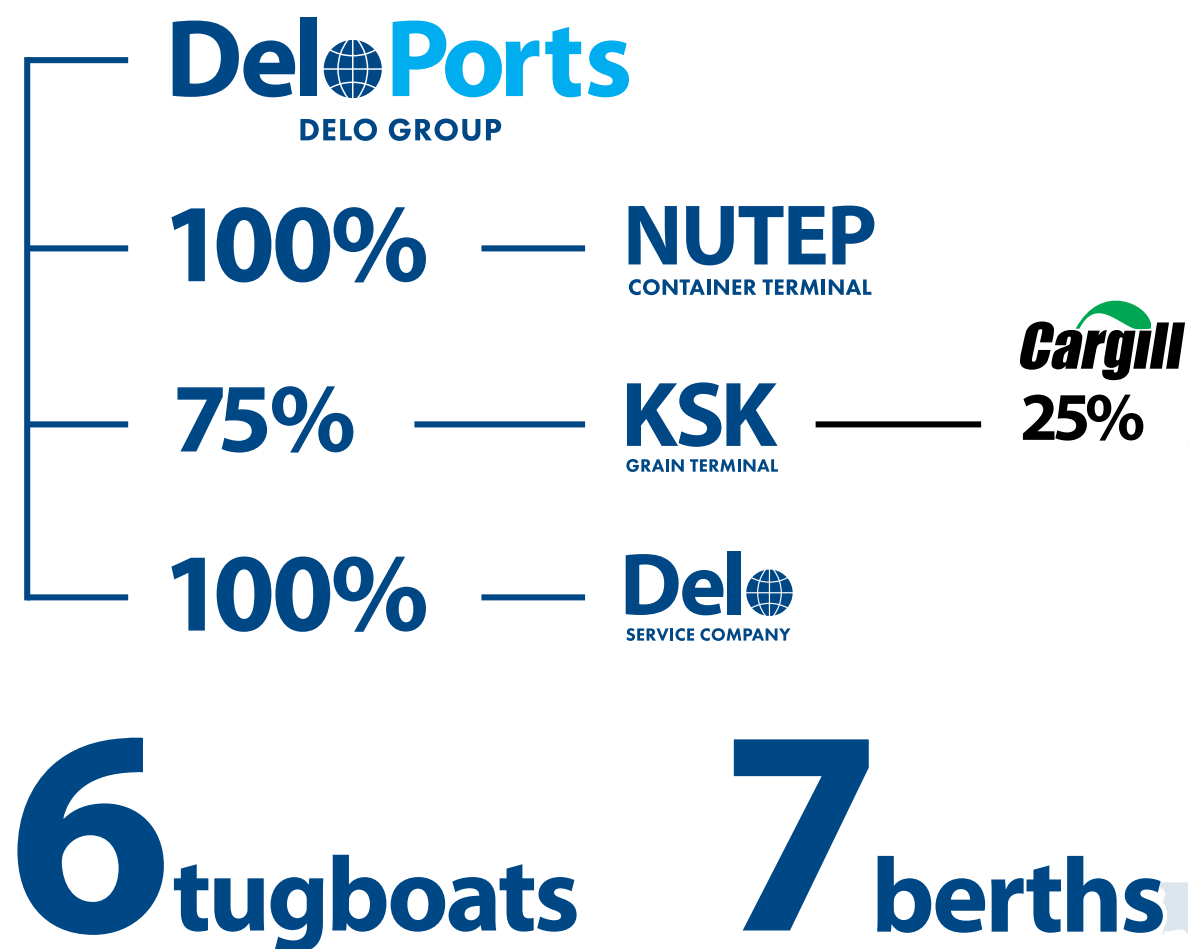
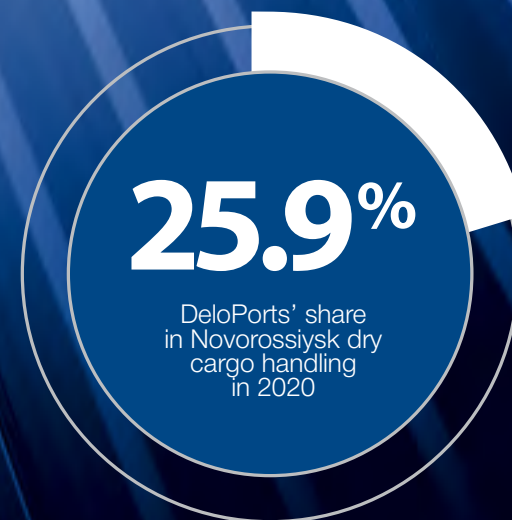
- Crane equipment from the ZPMC company shipped and put into operation at the new deep-water berth No.38.
- NUTEP Container Terminal successfully operated first container ship on the deep-water berth No.38.
- In December 2018 the NUTEP Container terminal broke own record and it reached volume of 45 146 TEUs monthly.
- Delo Service Company expand its fleet for two more tugboats. Since that time 5 tugs have been rendering mooring operations at both DeloPorts terminals.
- Silos construction and discharging facilitation at KSK Grain Terminal were over. The total capacity of the terminal reached 220 thousand tons.
- KSK Grain Terminal launched ambition project to build berth № 40A to load first Aframax ship in July 2021.

2020–2021:

- In March 2020 NUTEP Container Terminal set an absolute monthly record by handling of 50,518 TEUs.
- In 2020, the NUTEP Container Terminal handled a record number of accelerated trains – 422 trains.
- Increase in the number of new transshipment equipment and its scheduled renewal.
- Record grain throughput in 2020 year – 5.1 million tonnes.
- Construction of berth No.40A completed.
- Dredging at berth No.40A.
- Reception of the 6th Damen Shipyards tug for the Service Company Delo.



DeloPorts Structure





DeloPorts Competitive Advantages

Technologically advanced port infrastructure in the south of Russia:

- Modern equipment.
- Own railway park.
- Developed infrastructure.

Stable business model:

- Well-balanced structure of export and import cargo.
- Strategic focus on containers and grain – the highest-margin cargo with significant projected growth.
- EBITDA margin – 81.1%.

Long experience in the stevedore business:

- Expertise in greenfield construction of marine terminals and subsequent management of terminals (containers, grain, oil products).
- Sale of NNK to Gazpromneft and 25% of KSK to Cargill proves the expertise of the team and the asset quality.



NUTEP – No.1 container terminal in the south of Russia and No.4 container terminal in Russia¹

700 thous. TEUs/year
throughput capacity of NUTEP Container Terminal²

KSK – No.2 grain terminal in Russia¹

6 mln tonnes/year
throughput capacity of KSK Grain Terminal

Number of employees

1,200

¹ According ASOP

² After the completion of the investment program in 2021

Assets Scheme

Tsemess Bay, Novorossiysk

Berth No.39

Length	397 m
Depth	12.3 m
Length of berth protection	181 m
Depth of berth protection	12.3 m

Berth No.39A

Length	211 m
Depth	9.6 m

Berth No.39B

Length	87 m
Depth	9.3 m

Berth No.38

Length	390 m
Depth	15 m
Width	113 m

Berth No.40

Length	251 m
Depth	12.4 m

Berth No.40A

Length	309 m
Depth	16.9* m

Berth No.41

Length	128 m
Depth	11.2 m





Financial Results



Operating Results

Revenue, mln USD



Total cargo throughput, mln tonnes



EBITDA, mln USD



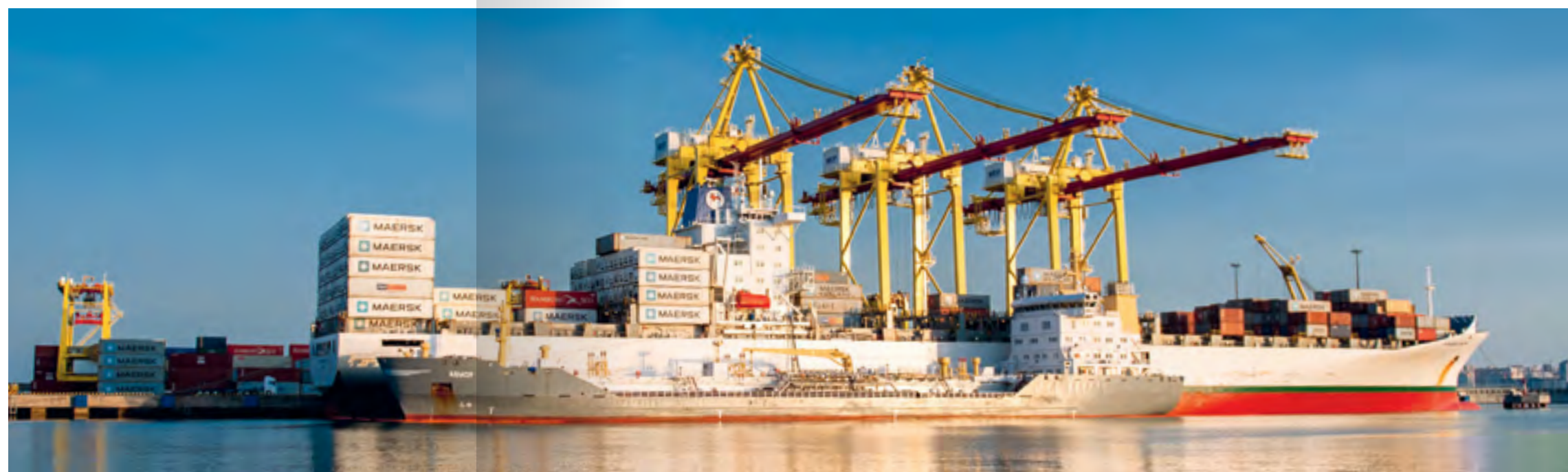
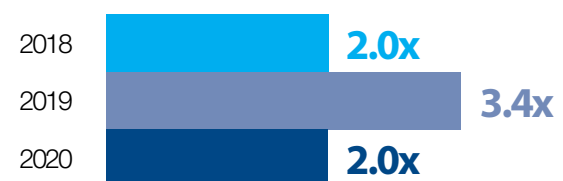
Grain throughput, thous. tonnes



Container throughput, thous. TEUs



Net Debt/EBITDA, x



NUTEP Container Terminal

NUTEP is a modern container terminal belonging to the DeloPorts holding company, which handles container, general and Ro-Ro cargo at Novorossiysk seaport.

Throughput capacity

700,000 TEUs / year¹

Ocean container vessels reception

10,000 TEUs

Container storage capacity

15,300 TEUs

Number of reefer plugs

1,200 units

Ro-Ro complex throughput

1.5 mln tonnes 60,000 units

¹ After the completion of the investment program in 2021

Main services:



Handling and storage of containers



General cargo handling



Reception, forming and dispatch of container trains



RO-RO cargo handling



Technical support for state supervisors' operations



Bunkering of vessels during berthing

High-technology container terminal:

- Modern container terminal constructed on a greenfield site.
- Advanced hi-tech equipment.
- Gradual growth of throughput capacities alongside turnover increase.
- Own railway yard with six reception and dispatch railways, ability to form block-trains and two reception and dispatch railways.
- Direct access to M-4 Don federal highway.
- Digital terminal-management system.

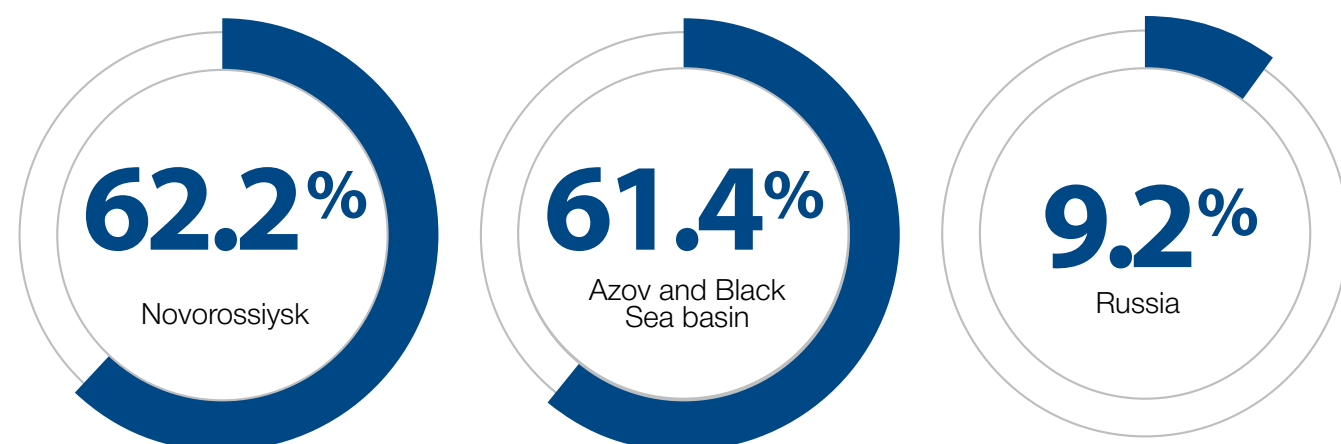
Key clients:





Operating Results

Market share of NUTEP in 2020



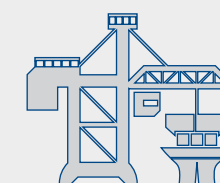
Container turnover, thous. TEUs



Equipment

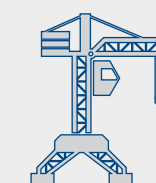
Cranes

ShipToShore (STS)



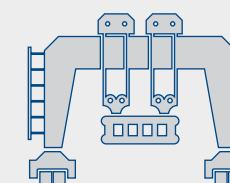
x3 ZPMC,
x2 Liebherr

Mobile crane



x2 Liebherr

RTG



x4 ZPMC,
x5 KoneCranes

Cargo capacity, t

50

104

50

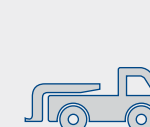
Port equipment

Reach stacker



x10 / x3
Kalmar, Terex,
ZPMC

Rail stacker



x40
Terberg

Trailer



x2
ZPMC

Clamp truck



x18
Toyota,
Hyundai

Forklift truck



x1
Meclift

Cargo capacity, t

45

38

9

2-4.5

16

KSK Grain Terminal

KSK is a modern deep-water grain terminal belonging to the DeloPorts holding company that handles grain, general and Ro-Ro cargo in Novorossiysk seaport.

Terminal throughput capacity

6 mln tonnes/per year

Silos capacity (22 units)

220,000 tonnes

Main services:



Vehicle and railcar reception of grain



Grain quality control and weight measurements



Storage up to 220 tons of different grain cultures in 22 shore bins



Shipping lot accumulation and parcelling



Loading vessels by two shore to ship loading machine

Key advantages:

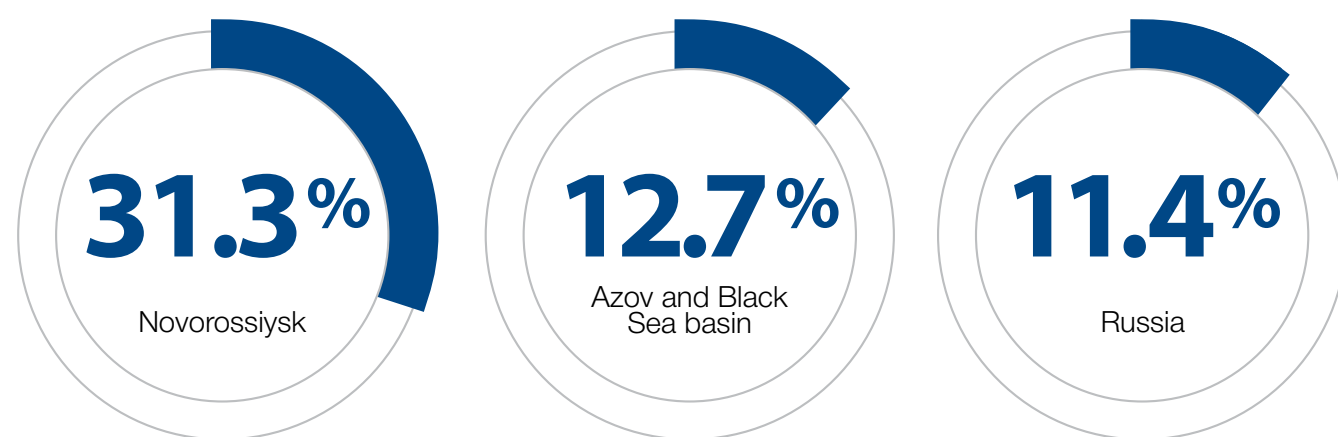
- Pier for Supramax and Panamax vessels with a DWT up to 55,000 tones is available.
- State cross-country highway and railway are linked directly to the terminal's discharging facilities.
- The terminal is fully equipped with modern high class machinery of the world known manufacturers.
- Automatic sampling gear as well as a certified grain quality laboratory operate at the terminal 24X7.



Operating Results

Equipment

Market share of KSK in 2020

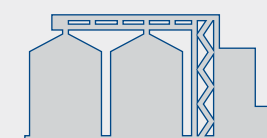


Grain throughput, thous. tonnes



Grain storage facilities

13.6 kt silos



x9 Sukup Manufacturing

10.1 kt silos



x8 Sukup Manufacturing

3.0–3.3 kt silos



x5 Prado, SKE-Specst

Total capacity, kt

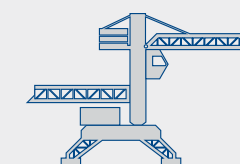
123

81

16

Port equipment

Ship loader



x2 NEUERO

1,600

Band conveyor (open type)



x2 NEUERO

1,600

Band and chain conveyor (closed type)



x2 Enduro Systems

1,600

Capacity, tonnes per hour

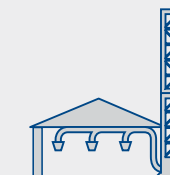
Noria



x2 NEUERO

1,600

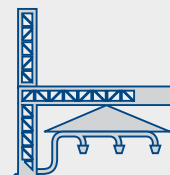
Equipment for auto reception



InterSystems + AGI

1,200

Equipment for rail reception

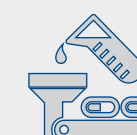


InterSystems + AGI

2,400

Capacity, tonnes per hour

Laboratory equipment





Chopin, Foss Analytical

NUTEP Investment Program

267 mln USD
Total investment
in the project



Projects implemented in 2020- 2021:

-  Inland storage yard modernization.
-  Purchase and launch of new equipment: RTG cranes, reach stackers, tractors, trolleys.

Terminal capacity after completion of investment program in 2021

Vessels reception capacity

10,000 TEUs

Maximum depth
of berths

15 m

Number of reefer plugs

1,700 units

Equipment for berths

5 STS cranes

Terminal throughput capacity

700,000 TEUs

Maximum length of the deep-water
berth No.38

390 m

Container yard capacity

21,000 TEUs

Equipment for container yard

14 RTG + **10** reach stacker

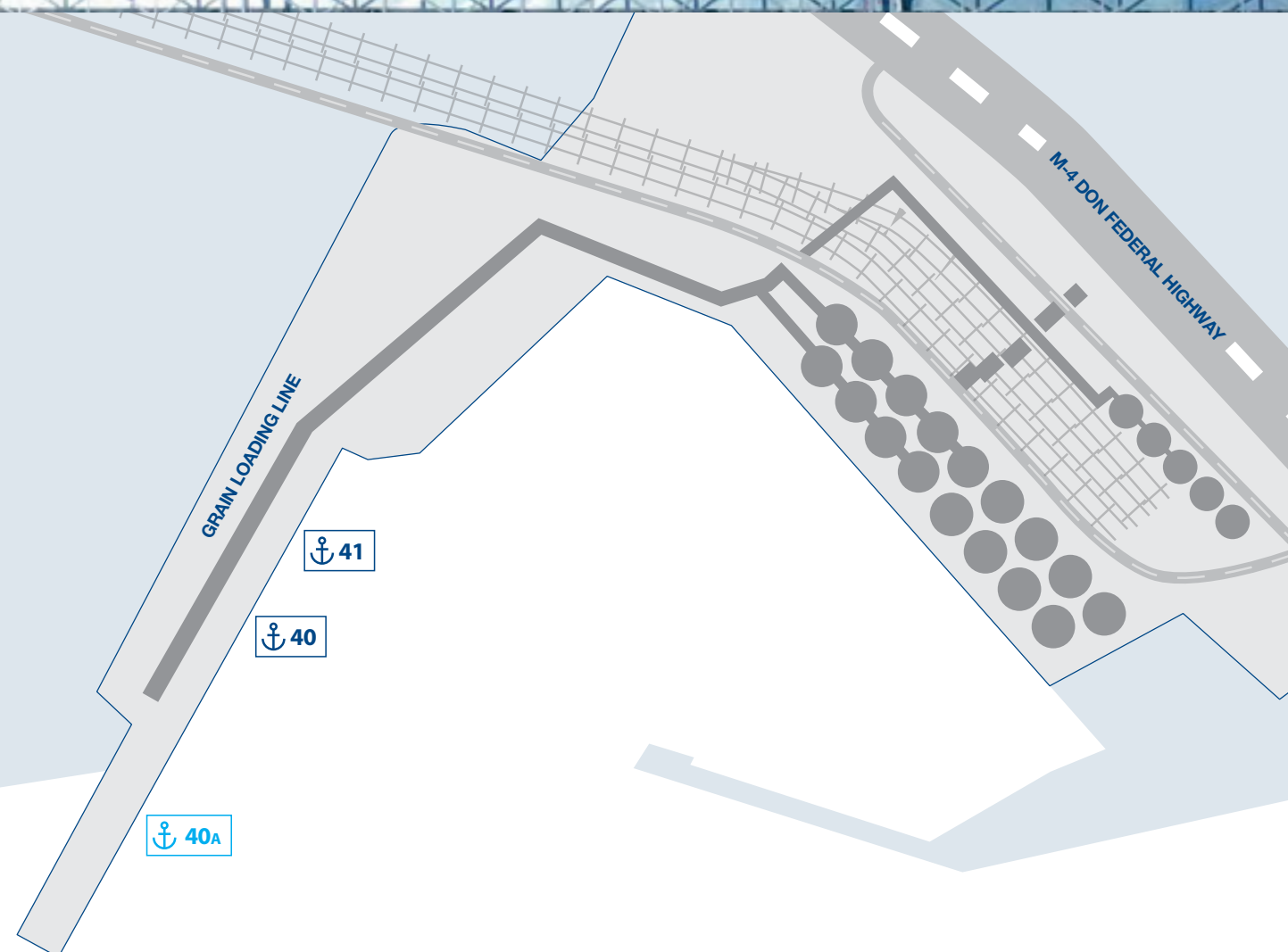
Projects completed in 2015-2019:

- Construction and launch of deep-water berth No.38.
- Purchase and launch of high-tech equipment.

KSK investment program

160 mln USD

Total investment in the project



Projects implemented in 2021:

- ⚓ Dredging operations up to 16.9 m.
- 🏠 The checkpoint is being reconstructed.

Terminal capacity after completion of the investment program in 2021

Terminal capacity

7 mln tonnes per year

Maximum draft of vessel at the berth

14.4 m

Maximum berth depth

16.9 m

Railway reception

150 wagons per day

Simultaneous vessels reception

2 vessels

Maximum vessel cargo capacity

100,000 tonnes

Silos yard capacity

220,000 tonnes

Automobile reception

600 cars per day

Projects completed in 2018-2020:

- Construction of the berth No.40A.
- Construction of additional silos with a total volume of 102,000 tonnes, increasing grain-storage capacity up to 220,000 tonnes.
- Construction of additional grain-reception lines from rail and road transport. Faster cargo reception.
- Expansion of laboratory facilities.

Delo Service Company

Delo Service Company is ensuring synergy of DeloPorts assets by rendering towing services in the port of Novorossiysk for KSK and NUTEP terminals. Delo Service Company operates to new built tugs with modern equipment, high running and maneuvering characteristics.

KSK
GRAIN TERMINAL

NUTEP
CONTAINER TERMINAL



Investment in a towing fleet

\$47 mln

6 modern tugboats

manufactured by Damen Shipyards

Main services:



Towing operations



Bunkering services



Shipping maritime agent services

Key advantages:

- **Fastness.**

Our tugs are working only on our terminals. Vessels approaching to our terminals do not wait in line for mooring.

- **Safety.**

Our tugs are working only on our terminals. Vessels approaching to our terminals do not wait in line for mooring.

- **Sustainability.**

Highly qualified professional staff is capable to service clients vessels 24 hours a day and 7 days a week.

- **Tugs' Power.**

Towing equipment of tugs allow to render berthing operations to vessels with LOA up to 300 meters in and DWT up to 150,000 t.

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