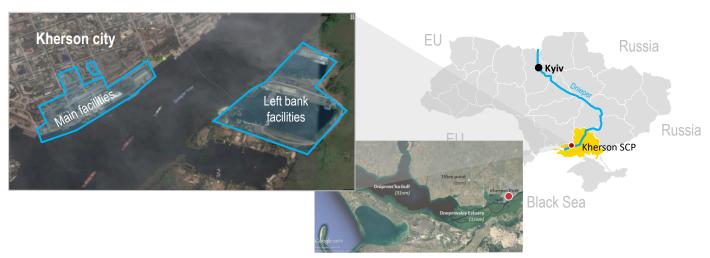


Artem Khoroshun

Project Manager

Mobile: +38 067 999 45 03
E-mail: artem.khoroshun@gmail.com

# CONCESSION OF COMMERCIAL SEA PORT KHERSON



## Key investment highlights:

### Favorable location:

- On the mouth of the Dnieper river, the biggest river going through the key industrial and agricultural regions
- Railway, road and river access to the port makes it an excellent multimodal cargo hub

### Significant opportunities for operating performance growth:

- New logistics planning system could significantly increase efficiency of existing storage facilities
- Port area could be utilized more efficiently to accommodate cargo flow growth potential
- Equipment modernization could substantially improve handling efficiency

### Cargo turnover growth opportunities:

- Grain is the most promising cargo in the port with considerable export growth potential
- Further inland waterways development will provide additional cargo volumes for transshipment in the port

#### Sustainable financial position:

- Revenue ranged from \$8 to \$10 mln in the last 3 years
- EBITDA margin averaged at 18% in the last 3 years
- \$30 mln CAPEX required according to the estimations of international consultants

#### Well-structured transaction:

 The World Bank provided technical assistance in preparation of pre-feasibility study for the project

Pre-feasibility assessment – 6 months

Market sounding – 1 month

Feasibility assessment – 10 months

✓ Market to investors & pre-qualification – 2 month
 ✓ Prepare PPP contract, negotiate with bidders – 3 months

☐ Conduct tender, evaluate, award – 3 months

☐ Commercial and financial closing – 3 months

IFIs will be deeply involved in transaction structuring

### **Key facts:**

 47
 4
 600
 7.6

 Area (ha)
 Berths
 Quay Length (m)
 Max Depth (m)

30 7.9 14% CAPEX Required Revenue (\$mln) (\$mln, 2016) EBITDA Margin (2016)

