

CONCESSION OF STEVEDORING COMPANY "OLVIA"



Key investment highlights:

- **Favorable location:**
 - In the northern part of Dnieper-Bug estuary, close to the Black Sea and Dnieper river
 - In one of the key agricultural regions of Ukraine with high grain export potential
 - Outside of the Mykolaiv city with extensive free territory
- **Extensive free area for further development:**
 - Section A is a "greenfield" project (\$250 mln CAPEX est.)
 - Sections B, C, D, E are the "brownfield" project(s) (\$45 mln CAPEX est.)
 - Additional free state-owned land available for further extension, portside production, etc.
- **Diversified cargo handling operations:**
 - 2.2 million tones of cargo handled in 2016 divided approximately by 1/3 for 3 main cargoes: metals, building materials and cereals
- **Sustainable financial position:**
 - Revenue ranged from \$15 to \$21 mln in the last 3 years
 - EBITDA margin averaged at 45% in the last 3 years
- **Well-structured transaction:**
 - EBRD 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:

179 Area (ha)	7 Berths	1.53 Quay Length (km)	10.3 Max Depth (m)
5% Market Share	15.4 Revenue (\$mln, 2016)	47% EBITDA Margin (2016)	

