



# Stevedoring Assets

in the Azov-Black Sea Basin

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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

- Delo Group stevedoring assets and the bunkering services company were brought together under the DeloPorts Limited holding company. The holding's financial statements were consolidated in accordance with IFRS and verified by an international auditor.
- Technical modernization of the NUTEP container terminal increased throughput capacity to 350,000 TEUs.
- The NNK oil products marine terminal launched.
- The first stage of KSK grain terminal construction was completed, bringing capacity to 2 million tons (grain delivery by road transport).
- The first stage of the DeloPorts investment program was completed, increasing the total throughput capacity of the terminals to 9 million tons.
- Commissioning of the Company's own five-track railway facility: doubling of container yard capacity and commissioning of grain delivery by rail.
- Completion of the second stage of KSK grain terminal construction, with capacity increased to 3.5 million tons per year.
- Construction of a specialized Ro-Ro facility for unloading passenger cars.
- In December 2013, DeloPorts sold 100% of the NNK terminal to Gazpromneft Marine Bunker.
- 25% +1 share of KSK were sold to a strategic investor — Cargill.

## 2012–2013

## 2014–2015

- The Company achieved record operating and financial results.
- A three-year terminal development programme was approved.
- The Company obtained credit ratings of BB– (Fitch) and B+ (S&P).
- Stevedoring assets and the bunkering services company were transferred to the DeloPorts LLC holding company.
- Construction commenced on the NUTEP deep-water berth.
- A debut RUB-denominated bond issue was placed.

## 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.

- Establishment of Delo Service Company as a single service center for the Group's stevedoring assets (bunkering, towing and agency services)
- Delivery of three tugboats for Delo Service Company and launch of towing operations at DeloPorts berths.
- 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'.

## 2017

## 2018

- Providing 100% of vessels arriving at DeloPorts terminals with towing services by Delo Service Company.
- Delivery of the 4th and 5th tugboats 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.

- Supply and commissioning of crane equipment from ZPMC for the new deep-water berth No. 38.
- Commissioning of deep-water berth No. 38 at the NUTEP container terminal.
- Absolute monthly record for container handling (45,146 TEUs in December 2019).
- The fourth and fifth tugboats commissioned.
- Provision of towing services to several vessels at once.
- Reduction of vessel downtime at berths and in the roadstead while waiting for tugboats.
- Completion of silo construction and additional truck and rail receiving stations.
- Start of construction works for berth No. 40a at KSK Grain Terminal.

## 2019

## 2020–2021

- 5 RTG were delivered and launched.
- In March 2021 NUTEP Container Terminal set an absolute monthly record by handling of 58,577 TEUs.
- In 2021, the NUTEP Container Terminal handled a record number of accelerated trains — 497 trains.
- Delo Group launched a deep-water berth No. 40a at KSK Grain Terminal in Novorossiysk.
- Reception of the 6th Damen Shipyards tug for the Service Company Delo.
- The work on the extension of the berth conveyor line at berths No. 41, 40 and 40A has been completed. The total length is over 600 meters.

## 2022

- In December 2022 NUTEP Container Terminal set a record by handling of 64,445 TEUs monthly.
- Regular auto-ferry service with Turkey began under a new technological scheme through NUTEP Container Terminal.
- Dredging of berth No. 40 to the level of 14.5 meters has been completed.
- In January 2022, KSK Grain Terminal accepted for loading a grain carrier vessel "NORAH" with a carrying capacity of 120 thousand tons for the first time in the history of the port of Novorossiysk.
- KSK Grain Terminal was included in the list of elevators approved by the People's Republic of China for the supply of grain to the country.
- Grain transshipment record following the results of the grain season 2021/2022 — 5 million 252 thousand tons.

- Completion of construction and installation works and commissioning of a grain loading ship machine at the KSK grain terminal.
- Reached an all-time high for grain transshipment at the end of the year with 8.2 million tons.
- Absolute monthly record for container handling in March 2023 with 70,108 TEUs.
- DeloPorts has joined Delo Group's corporate program to increase the birth rate, support motherhood and childhood.

## 2023

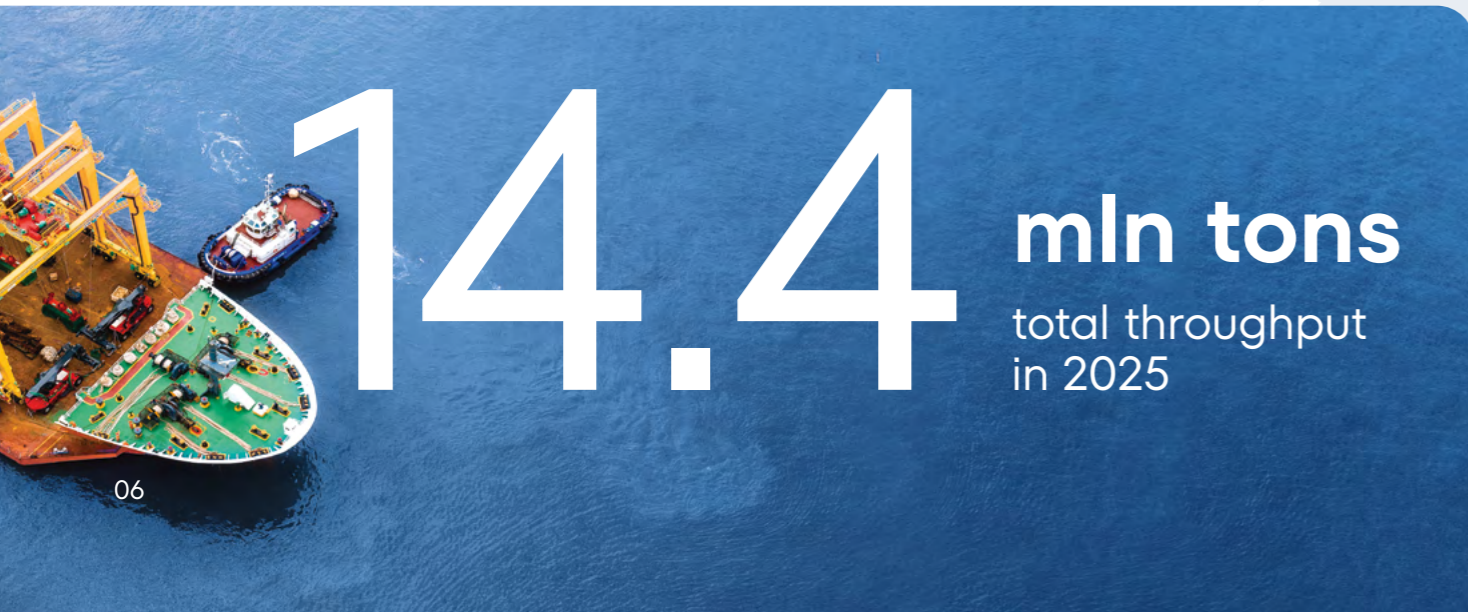
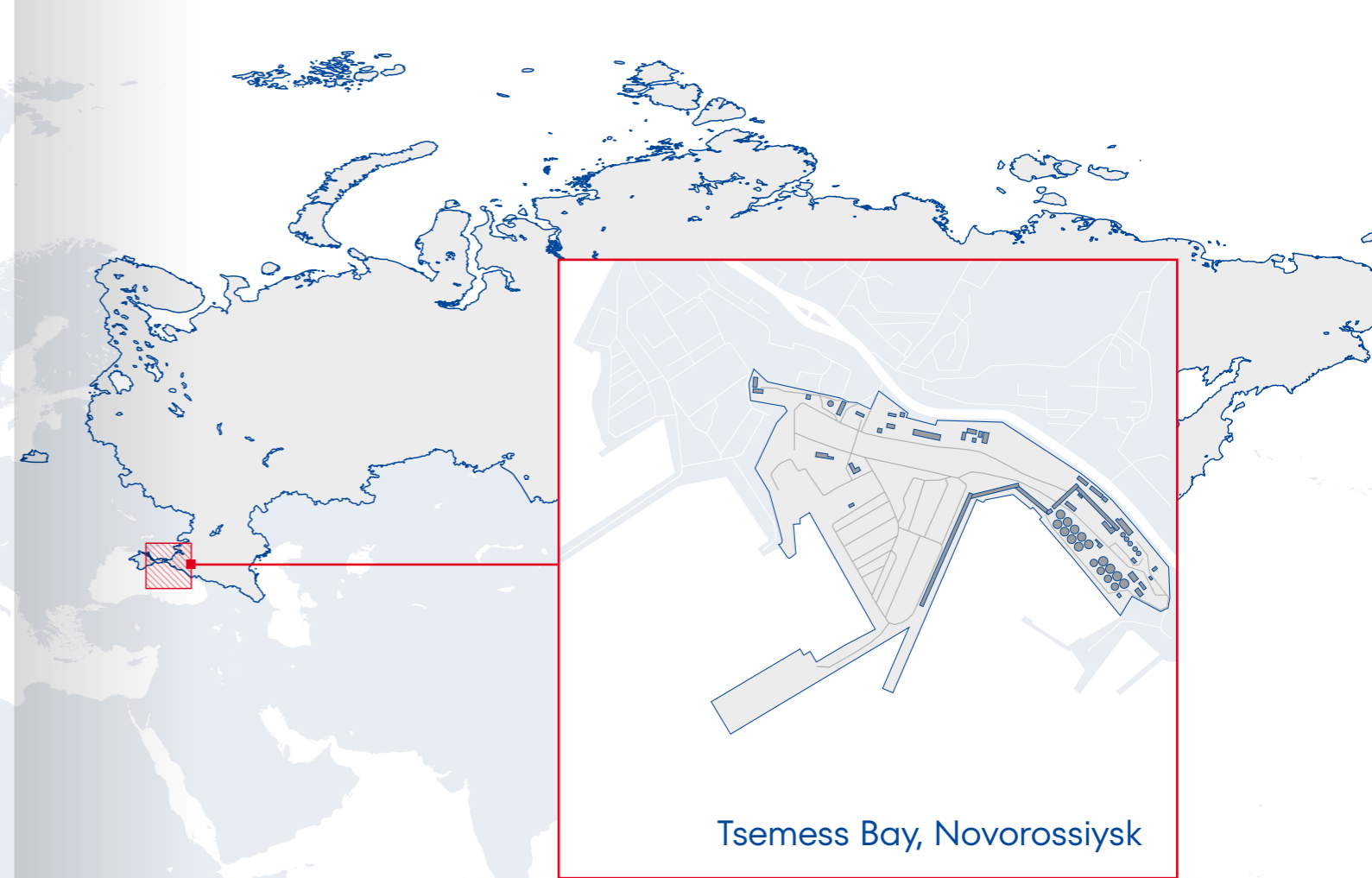
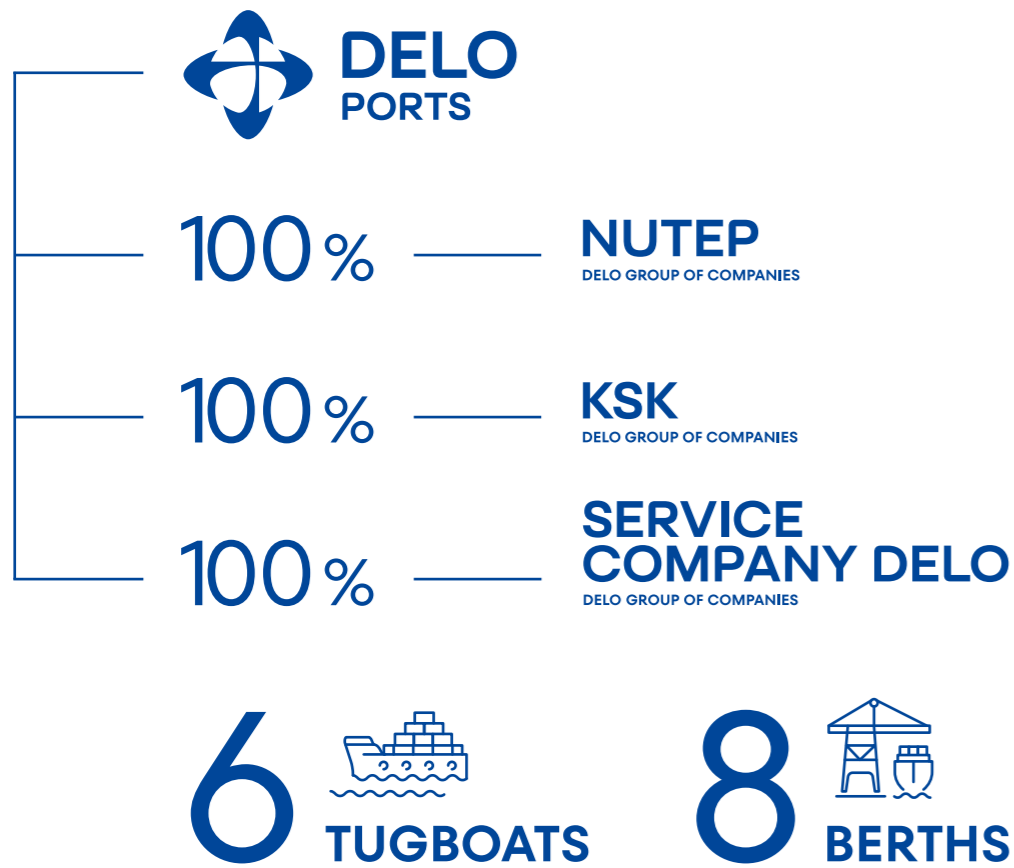
## 2024

- Start of reconstruction works on deep-water berth No. 38 at NUTEP.
- Delivery of a ZPMC STS crane for berth No. 39 at NUTEP.
- Reached a yearly container handling record with 612,664 TEUs.
- Delo Group has consolidated 100% of KSK shares.
- Record for FY2023 grain transshipment with 10.3 million tons.
- Record for grain transshipment at the end of the 2023/2024 grain season is 9.2 million tons.
- Set the absolute Russian record on monthly grain transshipment with 1.074 million tons.
- The NCR credit rating agency has rated DeloPorts as AA.ru with a stable outlook.

## 2025

- Record-high yearly container handling — 624,273 TEU.
- KSK grain terminal launched an online platform for exporters.
- An HSE training class launched at NUTEP Container Terminal.
- Expert RA reaffirmed DeloPorts credit rating at ruAA-, outlook stable.
- NCR reaffirmed DeloPorts rating at AA.ru.

# 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 — 74%.

## Long experience in the stevedore business

- Expertise in greenfield construction of marine terminals and subsequent management of terminals (containers, grain, oil products).
- 100 % 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.2 container terminal in Russia<sup>1</sup>

**700** thous. TEUs/year  
throughput capacity  
of NUTEP Container Terminal

KSK — No.1 grain terminal in Russia

**10.5** mln tons/year  
throughput capacity  
of KSK Grain Terminal

Number of employees

**1,434** people



<sup>1</sup> According ASOP in 2025.

# DeloPorts Assets Scheme



### BERTH No.39

Length	397 M
Depth	12.5 M
Length of berth protection	181 M
Depth of berth protection	12.5 M

### BERTH No.39A

Length	211 M
Depth	10.7 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	14.6 M

### BERTH No.40A

Length	309 M
Depth	16.9 M

### BERTH No.41

Length	128 M
Depth	11.4 M



NUTEP  
CONTAINER  
TERMINAL

DELO  
SERVICE  
COMPANY

KSK  
GRAIN  
TERMINAL

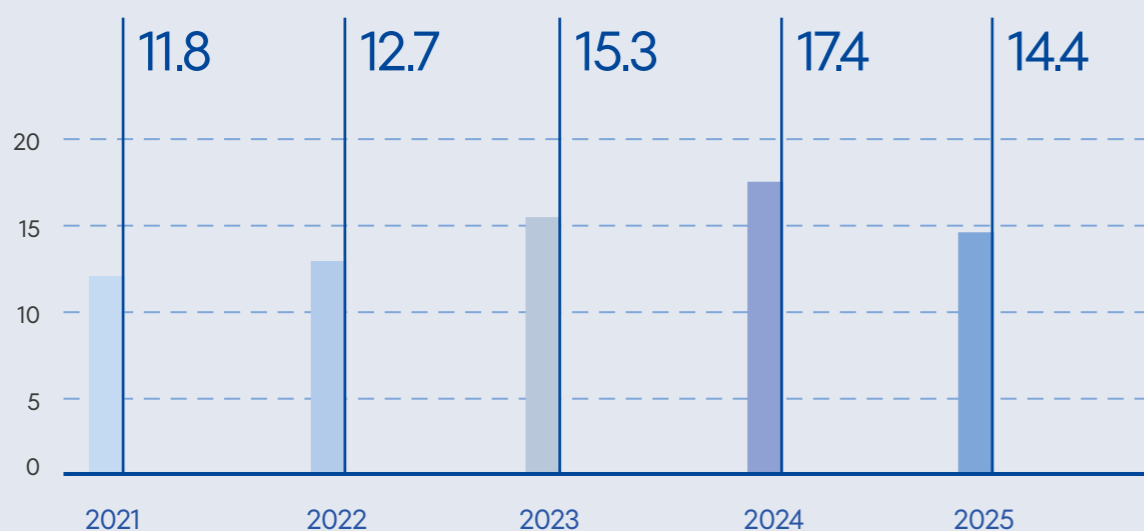
M-4 Don  
Federal Highway

Tsemess Bay,  
Novorossiysk

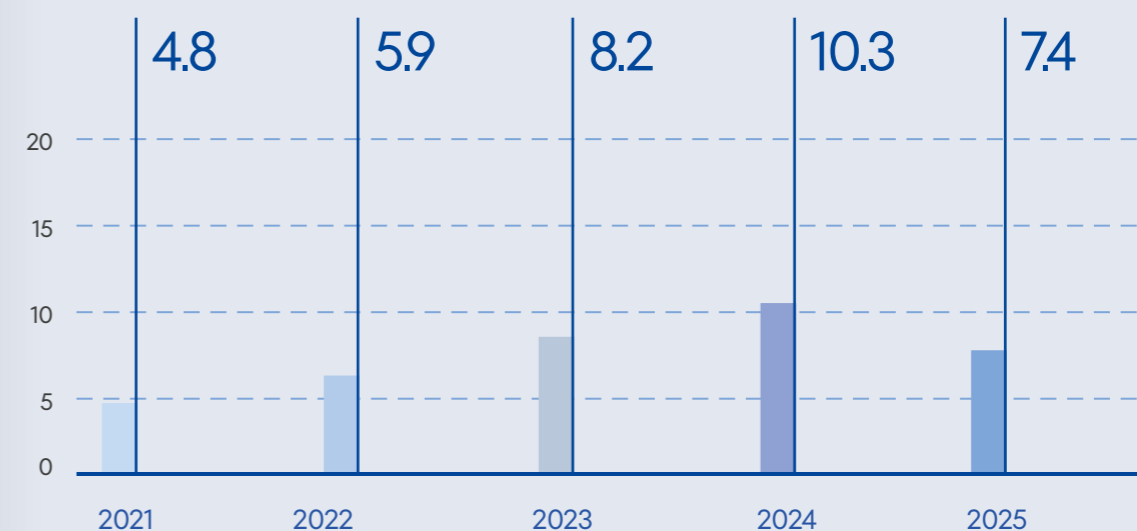


# DeloPorts Operating Results

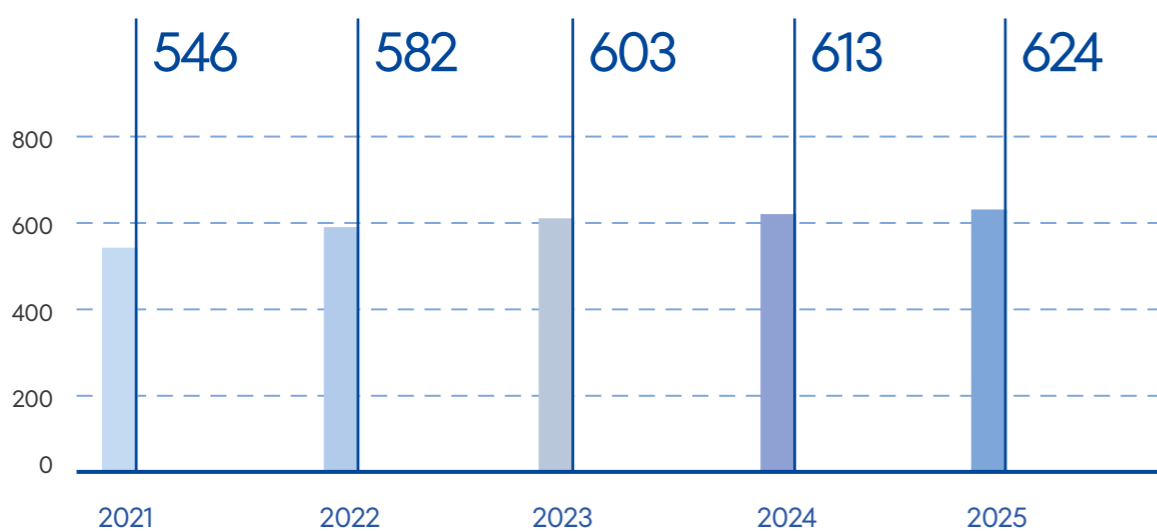
**Total cargo throughput, mln tons**



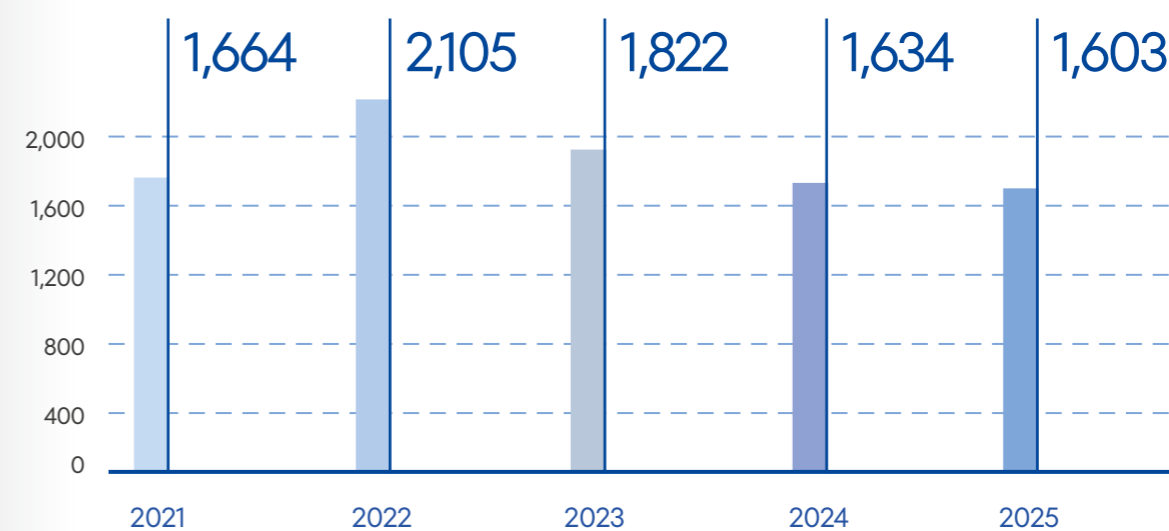
**Grain throughput, mln tons**



**Container throughput, thous. TEUs**



**SC Delo mooring operations, pcs**



# 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/YEAR

OCEAN CONTAINER VESSELS

**10,000** TEUs

CONTAINER STORAGE CAPACITY

**21,000** TEUs

NUMBER OF REEFER PLUGS

**1,800** UNITS

RO-RO COMPLEX THROUGHPUT

**500** THOUS. TONS

**60** THOUS. CARS

## Main services



Handling and storage of containers



RO-RO cargo handling



General cargo handling



Technical support for state supervisors' operations



Reception, forming and dispatch of container trains



Bunkering of vessels during berthing

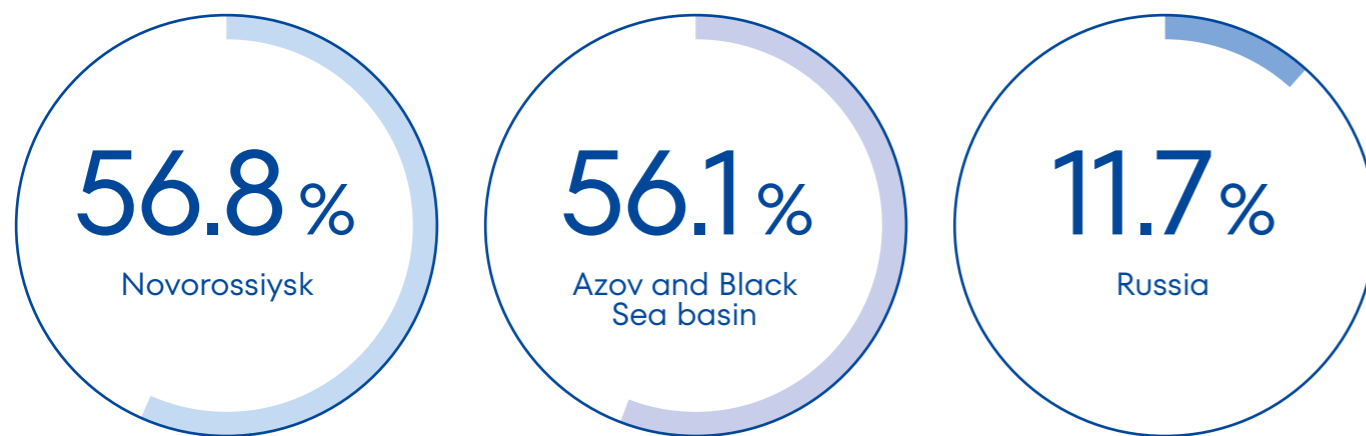
## High-technology container terminal

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

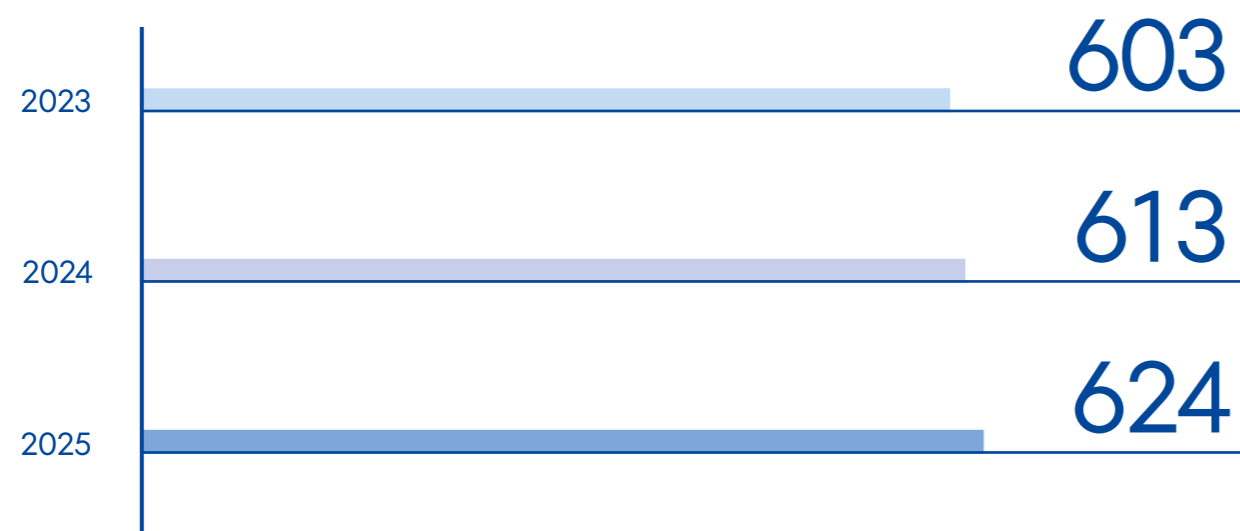
# NUTEP Operating Results

# NUTEP Equipment

## Market share of NUTEP in 2025



## Container turnover, thous. TEUs



	ShipToShore (STS)	Mobile crane	RTG
<b>Cranes</b>			
	x4 ZPMC, x2 Liebherr	x2 Liebherr	x9 ZPMC, x5 KoneCranes
Cargo capacity, tons	50	104	50

	Reach stacker/ Rail stacker	Port tractor	Clamp truck	Car-lift truck	Forklift truck
<b>Port equipment</b>					
	x11/x4 Kalmar, Terex, ZPMC	x40 Terberg	x2 ZPMC	x18 Toyota, Hyundai	x2 Meclift, HMT
Cargo capacity, tons	45	38	9	2-4.5	16

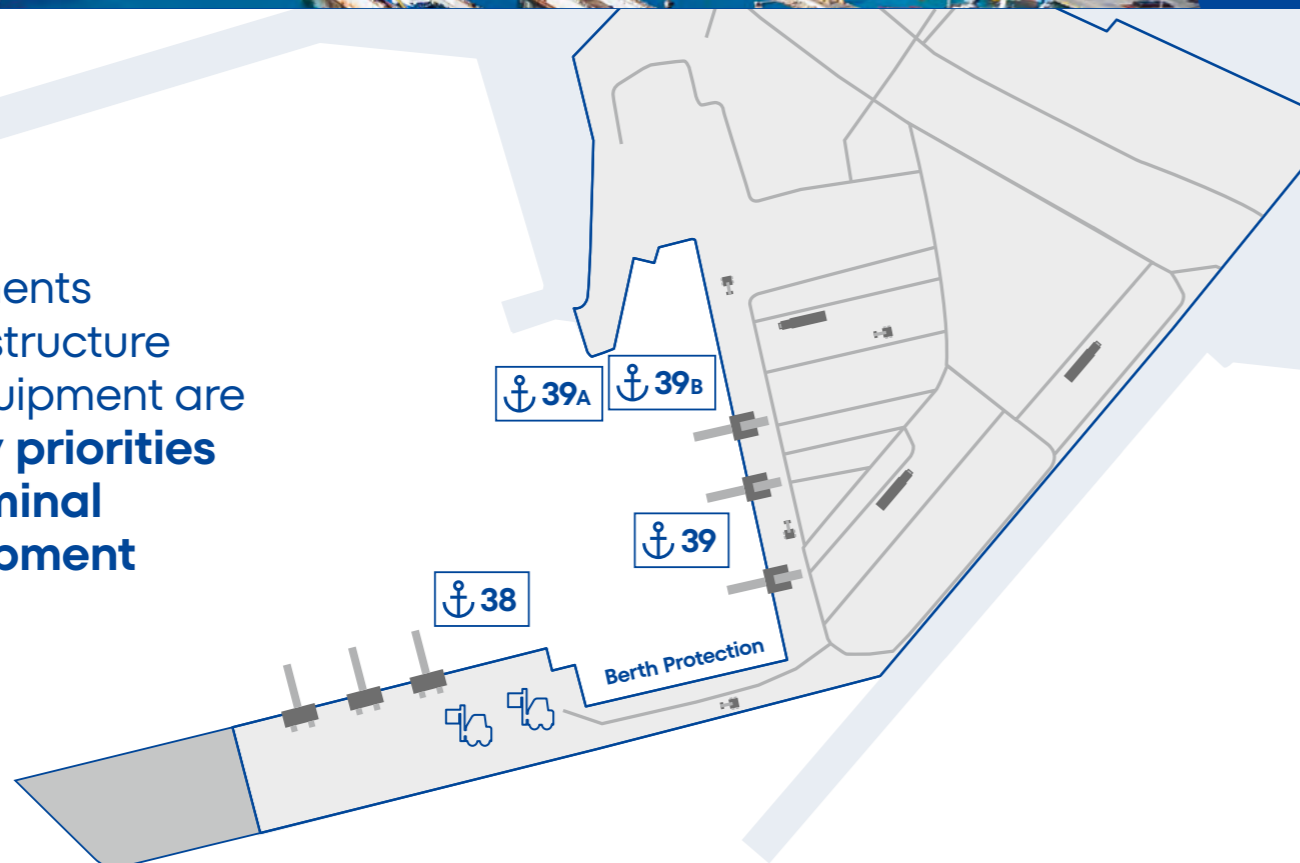


**377,8 MLN USD**

Total investment in the project

# NUTEP Investment Program

Investments in infrastructure and equipment are **the key priorities for terminal development**



## Terminal capacity after the completion of the investment program in 2027

Terminal throughput capacity

**1,000,000 TEUs**

Maximum depth of the berths

**15 M**

Number of reefer plugs

**1,800 UNITS**

Equipment for berths

**9 STS CRANES** (3 at berth No. 39, 6 at berth No. 38)

Maximum vessels reception capacity

**10,000 TEUs**

Length of the deep-water berth No. 38

**600 M**

Container yard capacity

**23,000 TEUs**

Equipment for container storage yard

**17 RTG + 12 + 4**  
reach stackers rail stackers

## Projects completed in 2015–2025

**38 Construction of deep-water berth No. 38**

The only berth in Novorossiysk capable of receiving modern ocean container vessels.

**Infrastructure modernization**

It is necessary to increase the warehouse capacity due to growing cargo turnover. For this purpose, we are implementing more efficient technologies and improving infrastructure.

**Purchase and launch of new equipment:**

RTG cranes, reach stackers, tractors, trolleys.

## Ongoing projects until 2027



Extension of berth No. 38.



Construction of the administration and living quarters.

# 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

# 10.5

MLN TONS/YEAR

SILOS CAPACITY (22 UNITS)

# 220,000

TONS

## Main services



Vehicle and railcar reception of grain



Shipping lot accumulation and parcelling



Grain quality control and weight measurements



Loading vessels by three shore to ship loading machine



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

## Key advantages

- Capability of berthing and handling of Post-Panamax vessels with deadweight over 100,000 tons.
- 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 24/7.



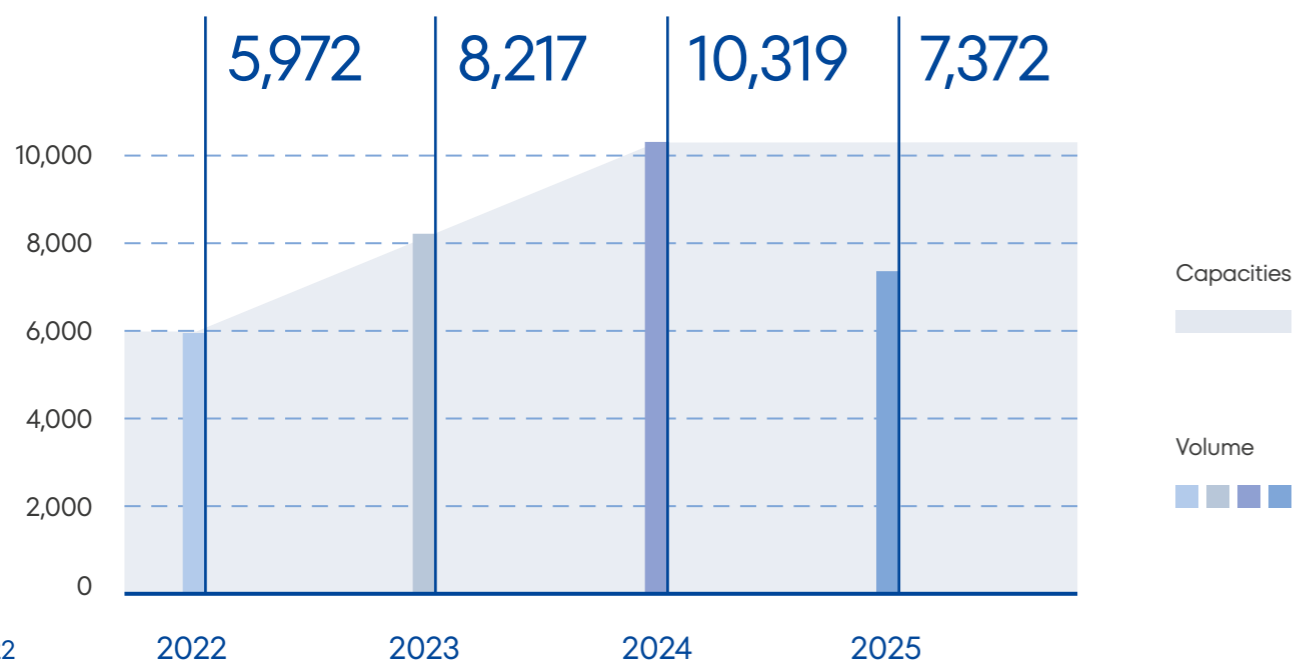
# KSK Operating Results

# KSK Equipment

## KSK market share in 2025



## Grain throughput, thous. tons



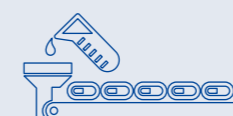
### Grain storage facilities

Facility Type	Quantity	Manufacturer	Total Capacity (kt)
13.6 kt silos	x9	Sukup Manufacturing	123
10.1 kt silos	x8	Sukup Manufacturing	81
3.0–3.3 kt silos	x5	Prado, SKE-Specst	16

### Port equipment

Equipment Type	Quantity	Manufacturer	Capacity (tonnes per hour)
Ship loader	x3	NEUERO	2,400
Band conveyor (open type)	x3	NEUERO	2,400
Band and chain conveyor (closed type)	x3	InterSystems + AGI	2,400
Noria	x3	NEUERO	2,400
Equipment for auto reception	1	InterSystems + AGI	1,200
Equipment for rail reception	1	InterSystems + AGI	2,400

### Laboratory equipment

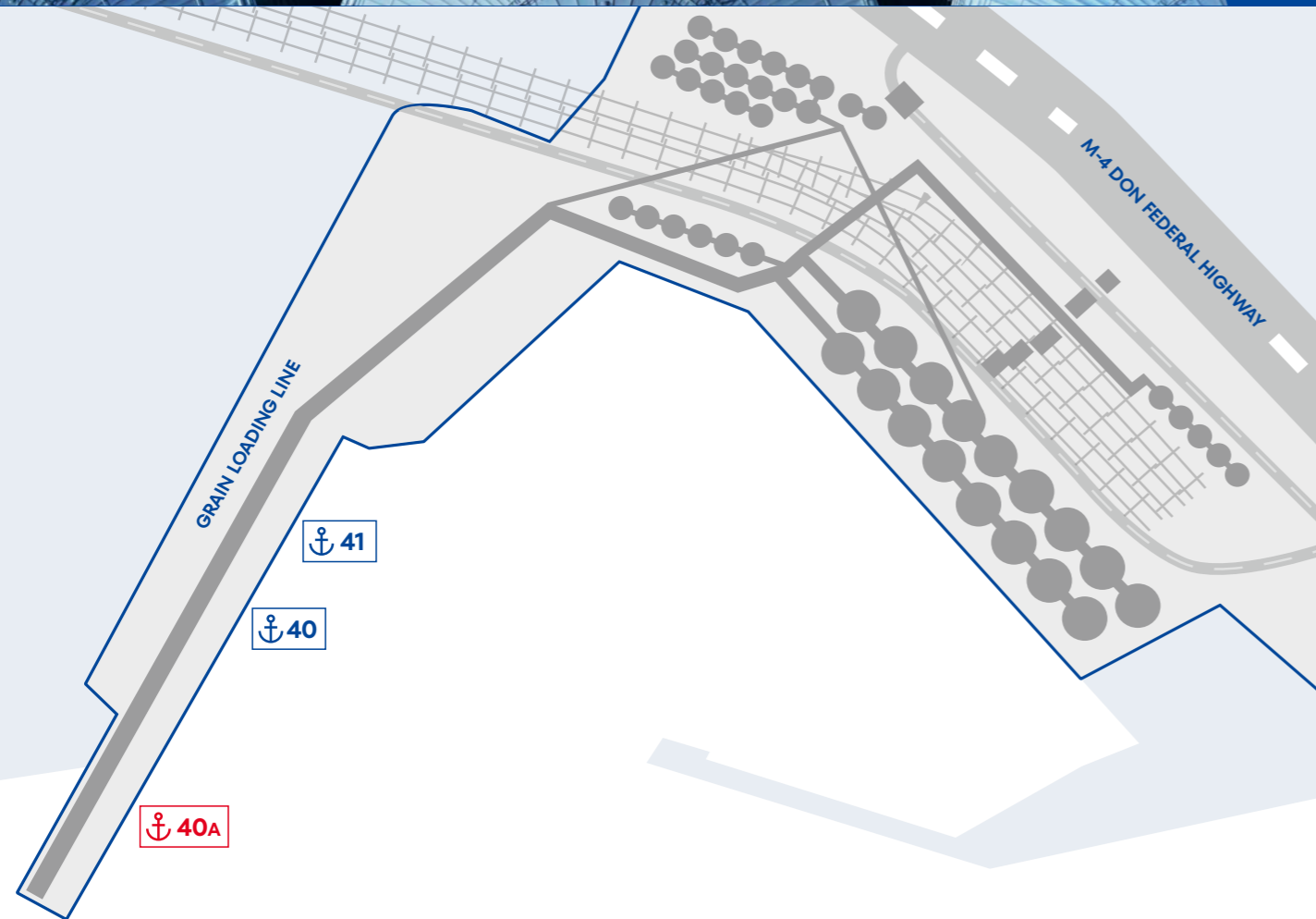


Chopin, Foss Analytical, Perten

# KSK investment program

# 216.3 MLN USD

Total investment in the project



## Terminal capacity after the completion of the investment program in 2027

TERMINAL CAPACITY

**12.0 MLN TONNES PER YEAR**

MAXIMUM DRAFT OF VESSEL AT BERTH

**16.3 M**

MAXIMUM BERTH DEPTH

**16.9 M**

RAILWAY RECEPTION

**180 WAGONS PER DAY**

SIMULTANEOUS VESSEL HANDLING

**3 VESSELS**

MAXIMUM VESSEL CARGO CAPACITY

**100,000 TONNES**





GRAIN STORAGE CAPACITY

**250,000 TONNES**

AUTOMOBILE RECEPTION

**1,000 CARS PER DAY**

## Ongoing projects until 2027

-  Construction of additional silos for 30 thousand tonnes.
-  Construction of a fourth auto-loading line.
-  Installation of a fourth ship loader.
-  Installation of the first ship unloader.

## Projects completed in 2018–2025

- Putting into operation berth No.40A and dredging to the level of 16.9 m.
- Construction of additional silos with volume of 102,000 tonnes increases grain storage capacity up to 220,000 tonnes.
- Construction of additional grain reception lines for rail and road transport. Faster cargo handling.
- Laboratory expansion.
- Reconstruction of berth No.40 and dredging to the level of 14.6 m.
- Implementation of program for the 3-rd ship-loading machine installation.



# 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**  
DELO GROUP OF COMPANIES

**NUTEP**  
DELO GROUP OF COMPANIES



INVESTMENTS  
IN THE COMPANY'S  
SERVICES GROWTH

**\$44** 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 vessels have increased stability.
- **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.

# Contacts



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