



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).
- Stevedoring assets and the bunkering company were transferred to the holding company LLC DeloPorts.
- 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

- 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'.

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.

2019

- 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.

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.

2023

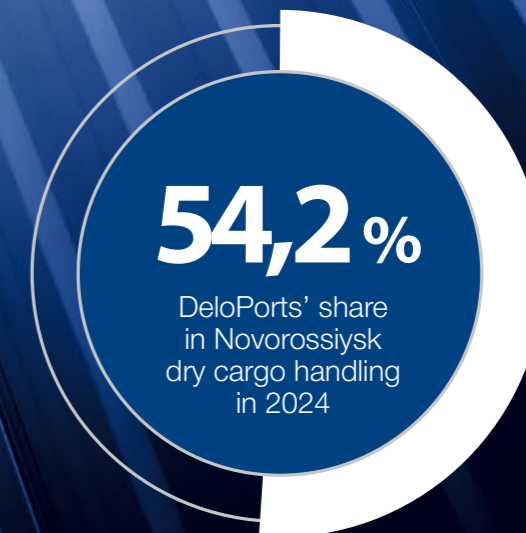
- Completion of construction and installation works and commissioning of a grain loading ship machine at the KSK grain terminal.
- Reached an all-time high for grain transshipment at the end of the year with 8.2 million tons.
- Absolute monthly record for container handling in March 2023 with 70,108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

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.



DeloPorts Structure



DeloPorts
DELO GROUP

100% — **NUTEP**
CONTAINER TERMINAL

100% — **KSK**
GRAIN TERMINAL

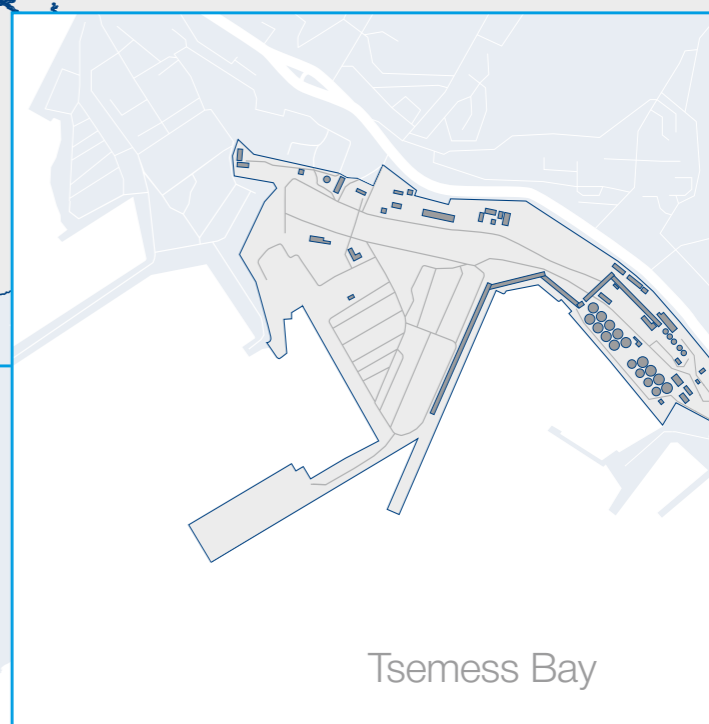
100% — **Delo**
SERVICE COMPANY

6 tugboats

8 berths

17.4 mln
tonnes
total throughput
in 2024

47.1 ha
total area of DeloPorts
terminals





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 — 78 %.

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 Russia¹

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

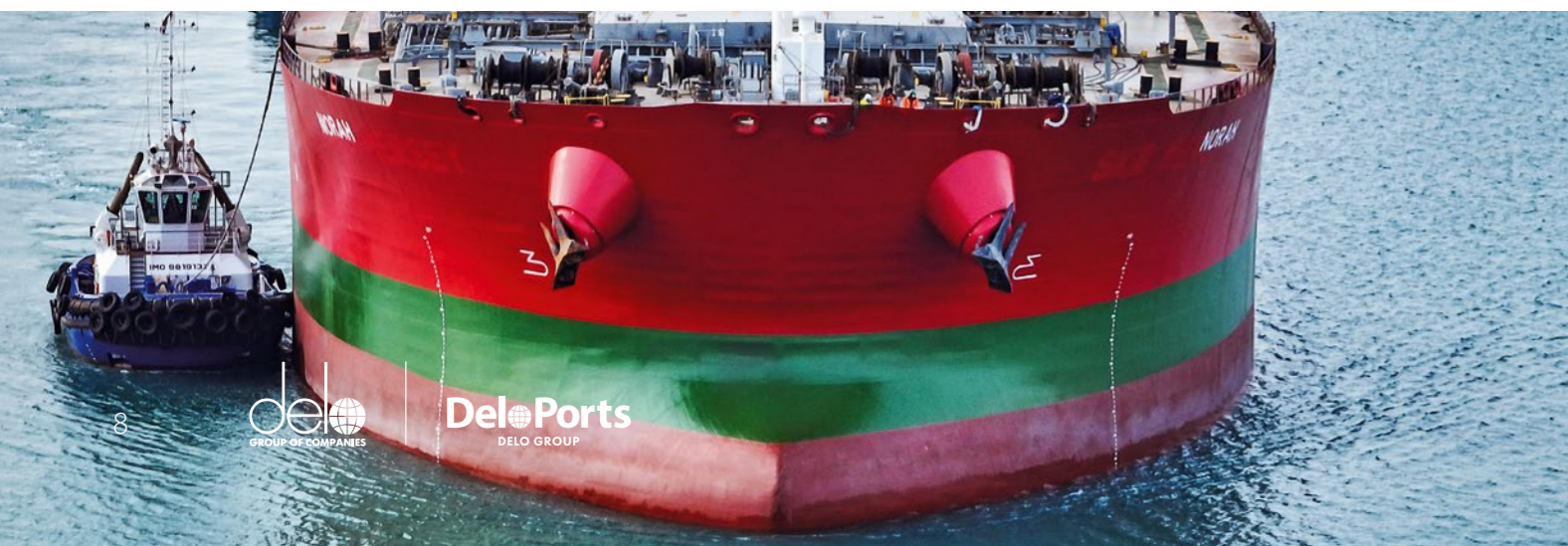
KSK — No.1 grain terminal in Russia

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

Number of employees

1,408 **people**

¹ According ASOP.





DeloPorts 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

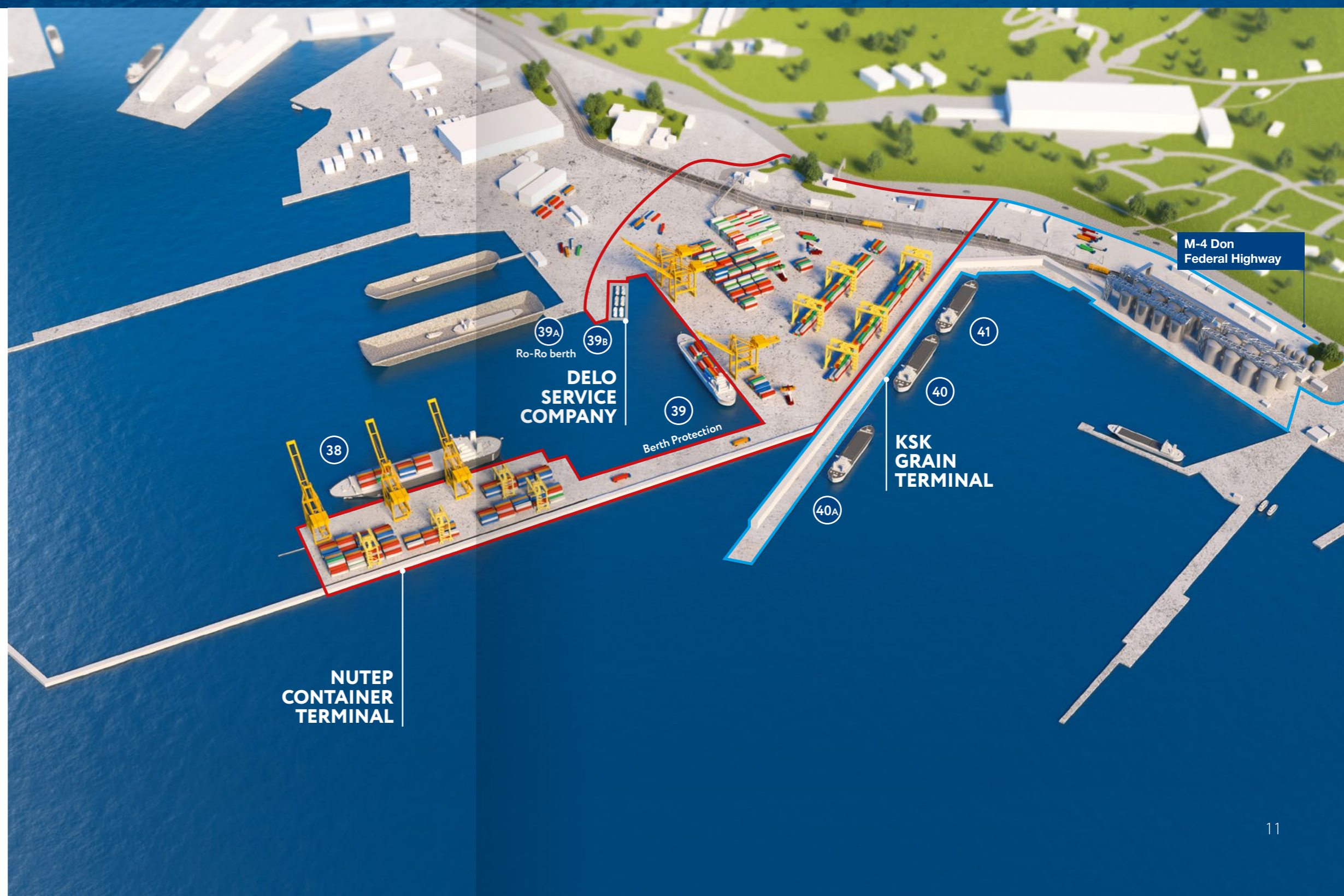
Length	251 m
Depth	14.6 m

Berth No.40A

Length	309 m
Depth	16.9 m

Berth No.41

Length	128 m
Depth	11.4 m





DeloPorts Operating Results

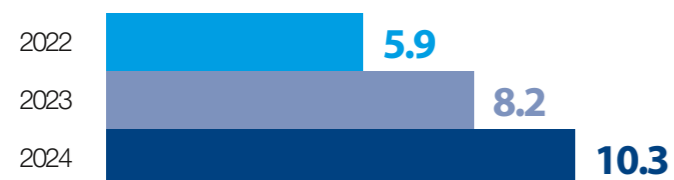
Total cargo throughput, mln tonnes



Container throughput, thous. TEUs



Grain throughput,
mln tonnes



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.
tonnes

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.

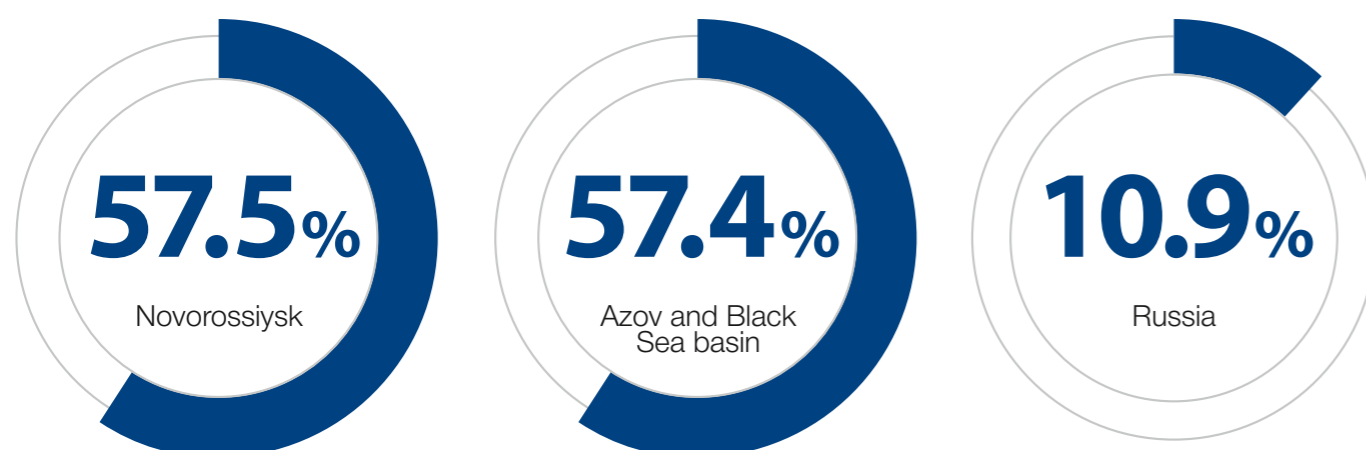


NUTEP Operating Results



NUTEP Equipment

Market share of NUTEP in 2024



Container turnover, thous. TEUs

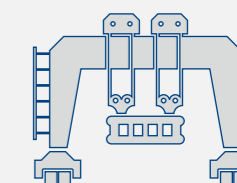
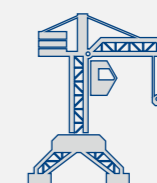
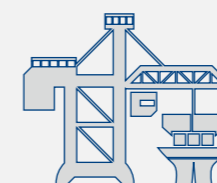


Cranes

ShipToShore
(STS)

Mobile crane

RTG



x4 ZPMC,
x2 Liebherr

x2 Liebherr

x9 ZPMC,
x5 KoneCranes

Cargo capacity, t

50

104

50

Port equipment

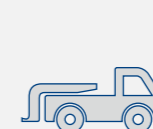
Reach stacker/
Rail stacker

Port
tractor

Clamp
truck

Car-lift
truck

Forklift
truck



x10 / x3
Kalmar,
Terex, ZPMC

x40
Terberg

x2
ZPMC

x18
Toyota,
Hyundai

x2
Meclift,
HMT

Cargo capacity, t

45

38

9

2-4,5

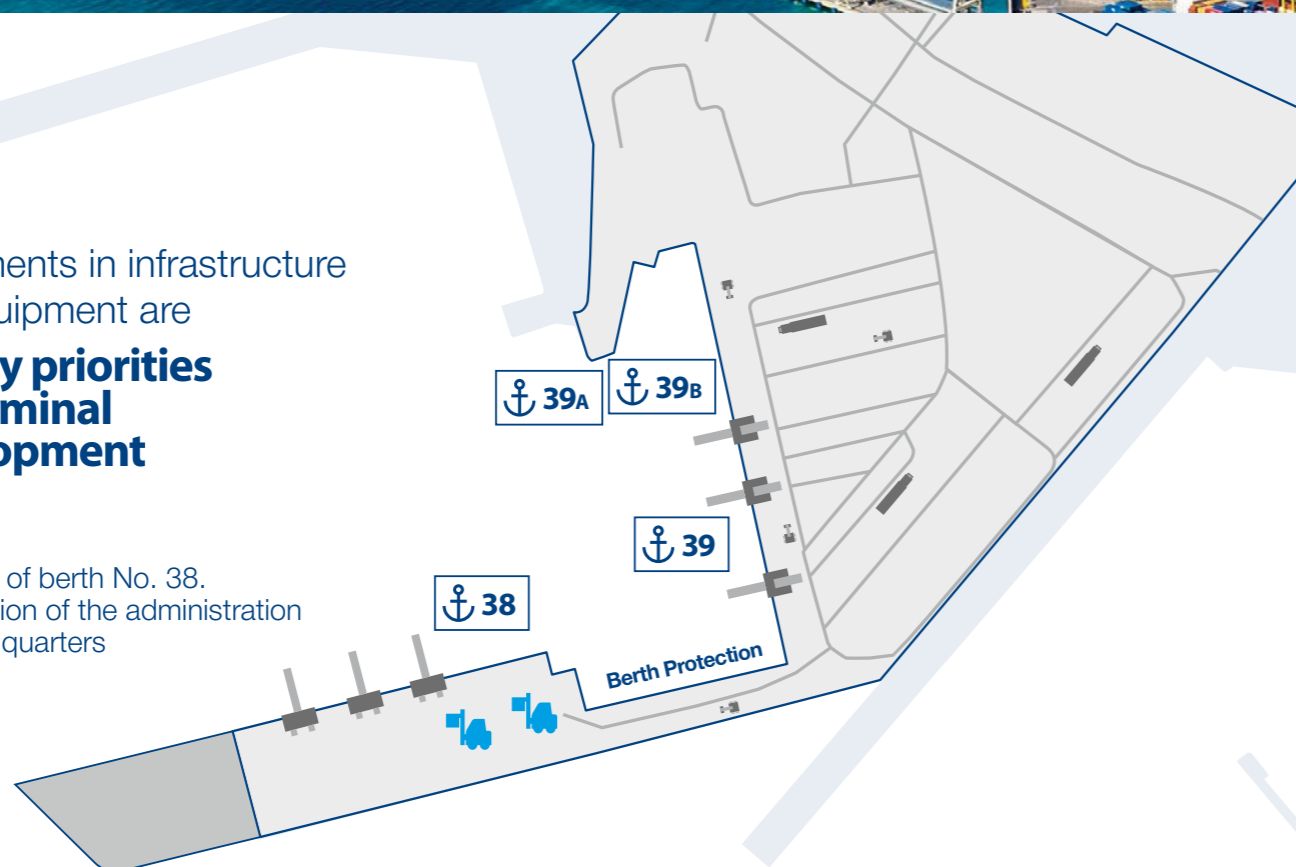
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NUTEP Investment Program

318.4 mln USD
Total investment in the project

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

Extension of berth No. 38.
Construction of the administration and living quarters



Projects completed in 2015–2024



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.

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

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 tonnes/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 three shore to ship loading machine

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.



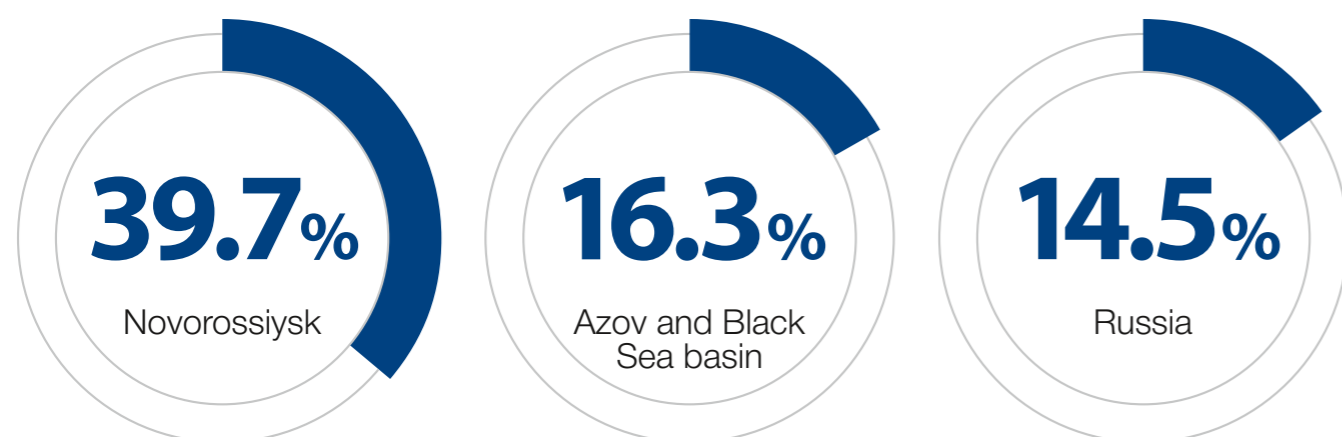


KSK Operating Results



KSK Equipment

Market share of KSK in 2024

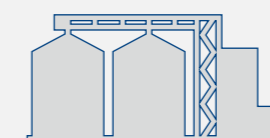


Grain throughput, thous. tonnes



Grain storage facilities

13.6 kt silos



x9 Sukup Manufacturing

Total capacity, kt

123

10.1 kt silos



x8 Sukup Manufacturing

81

3.0–3.3 kt silos

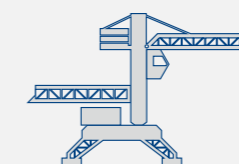


x5 Prado, SKE-Specst

16

Port equipment

Ship loader

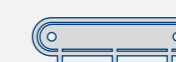


x3 NEUERO

Capacity, tonnes per hour

2,400

Band conveyor (open type)



x3 NEUERO

2,400

Band and chain conveyor (closed type)



x3 Enduro Systems

2,400

Noria

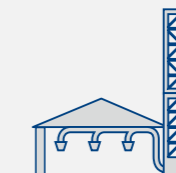


x3 NEUERO

Capacity, tonnes per hour

2,400

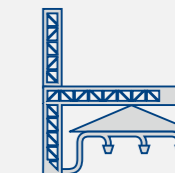
Equipment for auto reception



InterSystems + AGI

1,200

Equipment for rail reception



InterSystems + AGI

2,400

Laboratory equipment

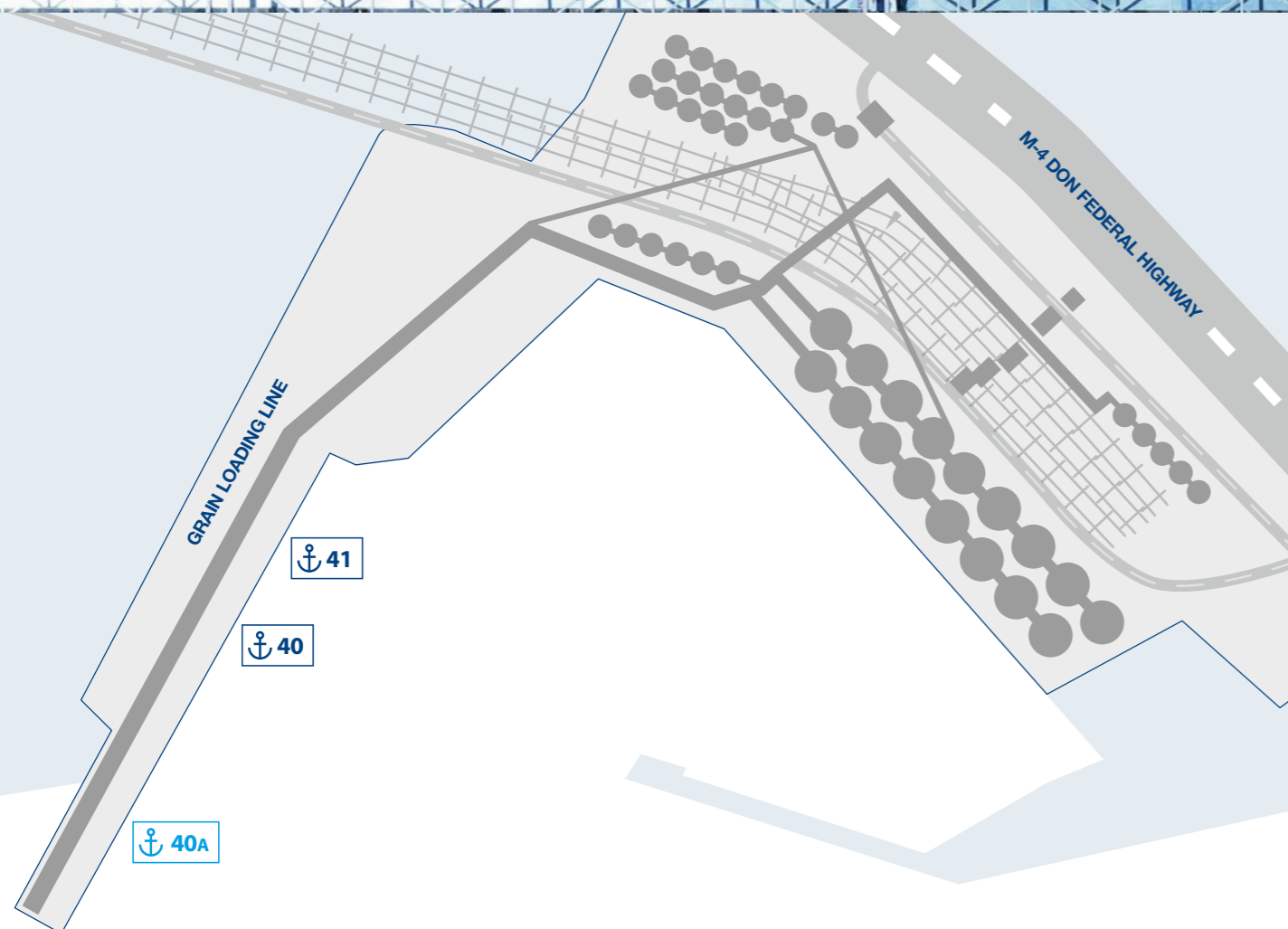


Chopin, Foss Analytical, Perten





KSK investment program

204.4 mln USD

Total investment in the project



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.

Terminal capacity after the completion of the investment program in 2027

Terminal capacity

12.0 mln tonnes per year

Simultaneous vessel handling

3 vessels

Maximum draft of vessel at berth

16.3 m

Maximum vessel cargo capacity

100,000 tonnes

Maximum berth depth

16.9 m

Grain storage capacity

250,000 tonnes

Railway reception

180 wagons per day

Automobile reception

1,000 cars per day

Projects completed in 2018–2024

- 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
GRAIN TERMINAL

NUTEP
CONTAINER TERMINAL



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.

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