

Concessions opportunities in Ukraine



Contents

UKRAINE COUNTRY PROFILE
UKRAINE'S PORT SECTOR

KHERSON SEA PORT CONCESSION AGREEMENT
OLVIA SEA PORT CONCESSION AGREEMENT

CONTAINER TERMINAL IN CHORNOMORSK SEA PORT
FERRY TERMINAL IN CHORNOMORSK SEA PORT

UKRAINE COUNTRY PROFILE



Location

Important trade and travel corridor between Europe, Asia and the Middle East. Has the potential to become a potent Eurasian Hub.



Educated Workforce

30M of people have secondary or higher education largest IT engineering force in Central and Eastern Europe.



Cost-competitiveness

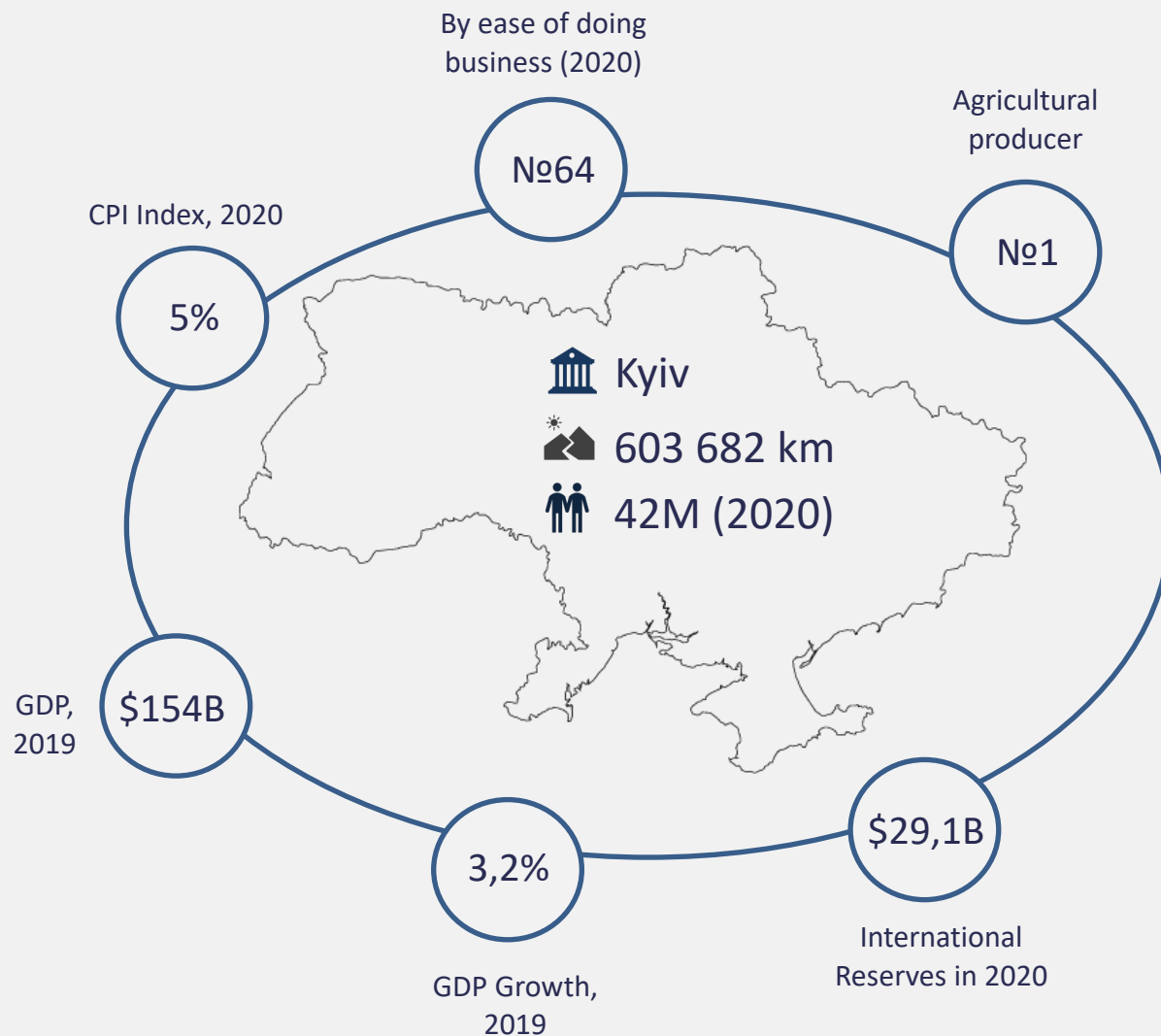
one of the most cost-competitive production platforms in Europe by the cost of labor, utilities and taxes

B; Stable

FitchRatings

B; Stable

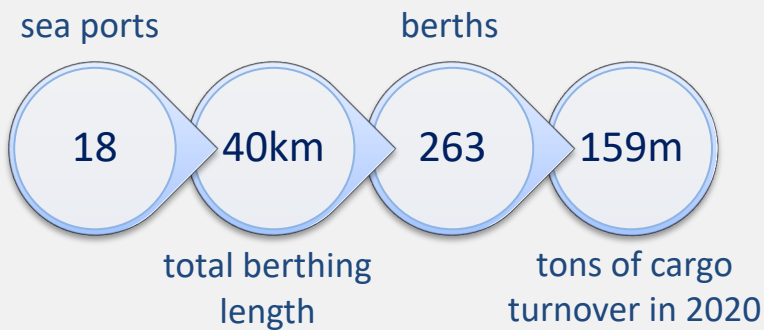
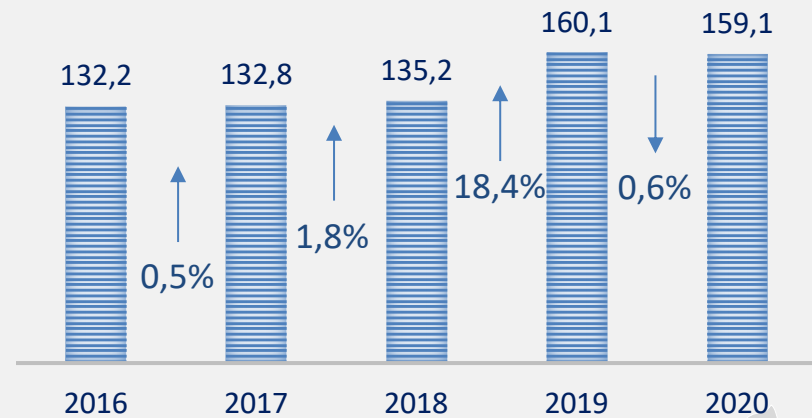
S&P Global Ratings



UKRAINE'S PORT SECTOR

- Ukraine has the most powerful port potential among all countries of the Black-Azov Sea basin
- Ukraine sea ports can accept large capacity fleet with deadweight of up to 250,000 tones
- More than 100 domestic and foreign port operators are engaged in handling cargoes at Ukrainian ports

Cargo turnover, mln tons



- Major ports
- Small ports
- Crimea ports

Kherson Sea Port Concession Agreement

The Risoil-Kherson company won the concession tender for the Kherson Commercial Port.

The concessionaire commits to:

- invest **€ 10M** within 4 years into the seaport
- invest **€ 0,5M** in local infrastructure
- Pay **7%** of net revenue from concession operations
- Pay **€ 0,4M** fixed amount of concession payment



Olvia Sea Port Concession Agreement



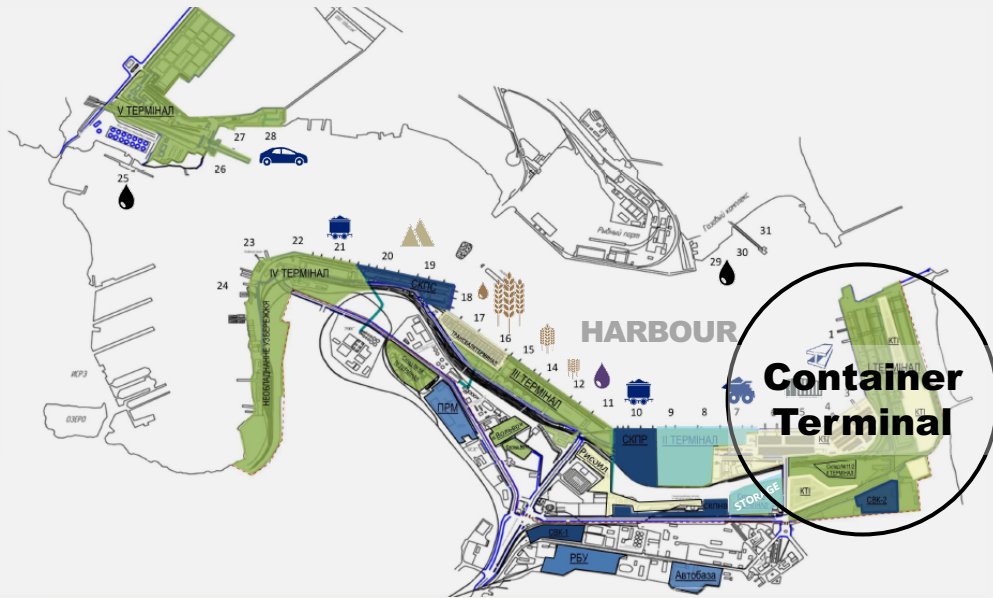
Qatari terminal operating company QTerminals won a concession tender for Olvia seaport in Mykolaiv Oblast.

The concessionaire commits to:

Invest **€ 100M+** into the object of concession

Pay **€ 2,5M** concession payment on annual basis

Pay **€ 2,5M** into the development of infrastructure of the Mykolaiv city



Chornomorsk is an international universal multimodal hub specialized in general (containers, metal) and bulk cargo transshipment from land transport to sea vessels and back

75 ha

Terminal Area

6

Existing Berths

13-15 m

Available Depth

1+ mTEU

Container Capacity

4+ mtons

Existing Bulk Operations

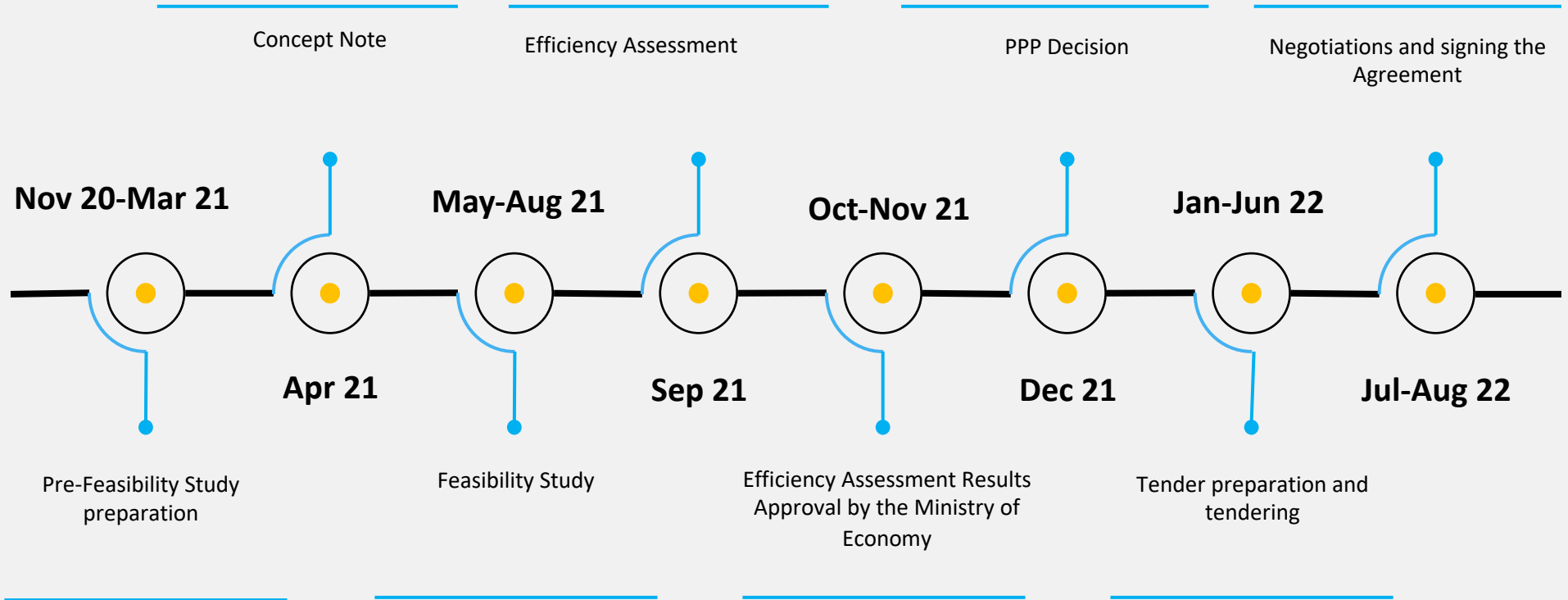
DEVELOPMENT OF THE CONTAINER TERMINAL IN CHORNOMORSK SEA PORT



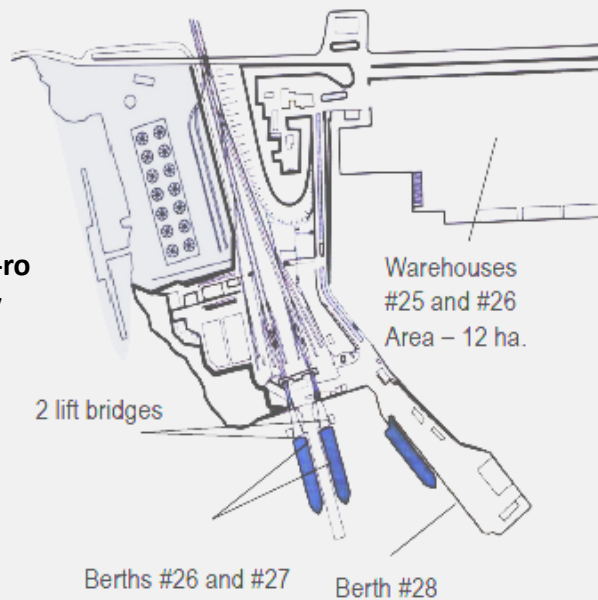
Key Investment Highlights

- One of the few remaining opportunities for container business development in Chornomorsk Seaport
- Currently used for bulk cargo handling but suitable for container handling operations
- 6 berths with 11-15 m depth
- All critical infrastructure is available
- Has significant potential and unused handling capacity.

First and Container Terminals Chornomorsk Sea Port




Unique terminal, which combines railway and ro-ro ferry facilities, is the only railway ferry complex in Ukraine




Niche market position with domestic market share in handling trucks is 71%, vehicles – 95% and full market of handling wagons


Market share


 **100%**
in railway wagons

 **71%**
heavy duty trucks

 **95%**
units of vehicles

Investment projects

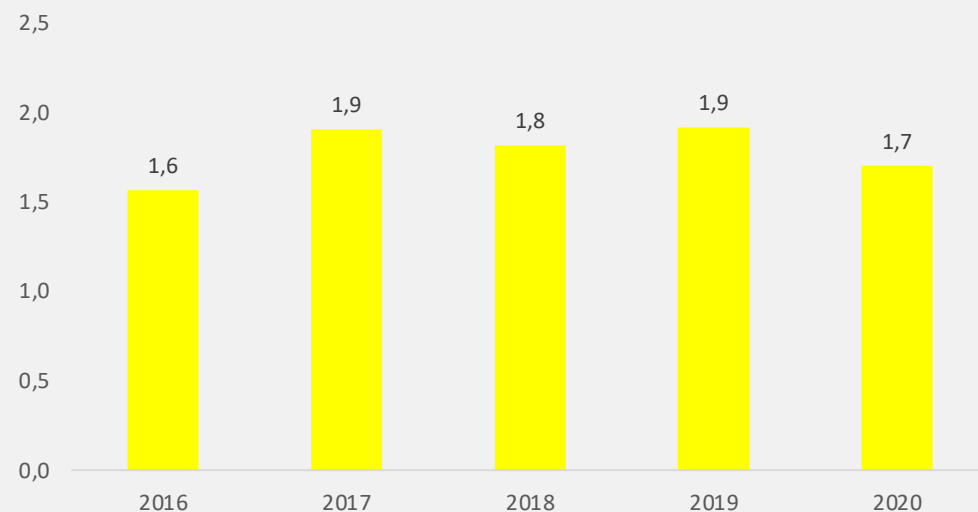
 Terminal for passengers and drivers

 Parking for trucks

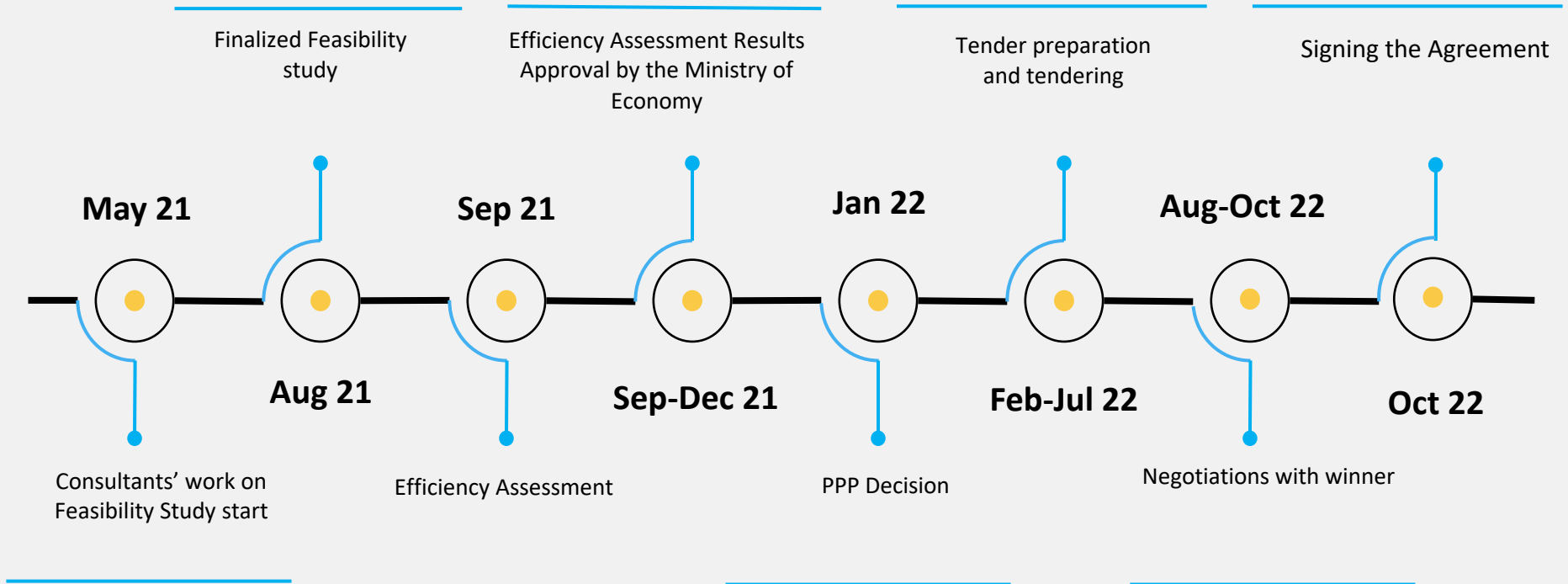
DEVELOPMENT OF THE FERRY TERMINAL IN CHORNOMORSK SEA PORT



Cargo turnover, mln tones



Ferry Terminal Chornomorsk Sea Port



For more information please contact

Taras Boichuk, Head of Office

e-mail: taras.boichuk@spilno.in.ua

 MINISTRY
OF INFRASTRUCTURE OF UKRAINE

www.mtu.gov.ua