

Business Model

INPUT

THE ONLY PLAYER
WITH A NETWORK
OF TERMINALS
IN KEY RUSSIAN
CONTAINER
GATEWAYS

7

marine container
and multipurpose terminals
in Russia and Finland

Unique asset base

323^{HA} OF LAND 5^{KM} OF QUAY WALL

Port infrastructure and perfect multimodal
hinterland connections

2,900 professionals¹

Robust operational
and financial performance,
strong cash flow generation,
high EBITDA margin

Access to local and
international capital markets

Trained staff

Unique partnership of
strategic shareholders: global
player, APMT Terminals, and
local leader, Delo Group

Advanced IT system

HOW WE CREATE VALUE

We create value

By providing our clients (shipping lines and freight forwarders) with first class port and related logistics services and ensuring efficient interaction with our partners, by forming an integral part of import/export and transit logistics chains.

1. Handling of
containerised cargo | bulk | Ro-Ro

SHIPPING LINES

2. Cargo storage

FREIGHT FORWARDERS

CARGO OWNERS

3. Additional services
customs inspection, dispatch of
container trains, depot of empty
containers, tracking of cargo,
cargo documentation, stuffing
and unstuffing, container repair
and other services

FEDERAL AUTHORITIES

TRUCKERS

RAILWAY OPERATORS

RUSSIAN RAILWAYS

Our port
is a platform
of efficient
interaction
between
all parties

When providing

services and interacting with clients
we aim to be:

- › a preferred port in every location, partner
of choice for all parties involved
- › healthy, safe and effective organisation

¹ As at 31 December 2021.

OUTPUT

Clients

- › Smart, swift, efficient logistics hub
- › Efficient and effective stevedoring and value adding services at competitive prices
- › Infrastructure to facilitate import/export and transit flows

OUTCOME | GLOBAL PORTS RESULTS IN 2021

+1.4%

Full export containers throughput

+2.8%

Consolidated Marine Container Throughput

+12.3%

Full import containers throughput

+27.8%

Cars

Employees

- › Reliable and safe work environment
- › Competitive salaries
- › Opportunities for professional growth and development

USD 72.5 mln
paid to all employees
in 2021

LTIFR 0.71
low stable LTIFR

Community

- › One of the biggest employers in the region and sizeable contributor to local economy
- › Satisfied customers and communities
- › Sustainable business that limits environmental impact and delivers positive change

2,900
employed¹

RUB 900 mln
of tax paid
(Equivalent of USD 12.2 mln)

RUB 20 mln
spent on charity
(Equivalent of USD 0.3 mln)

RUB 38 mln
spent on environment
protective measures
(Equivalent of USD 0.5 mln)

Shareholders

- › Shareholder value
- › Sustainable high Free Cash Flow generation and dividend capability

2.0x
Net Debt /
Adjusted EBITDA

-0.9x
Decrease in Net Debt
to Adjusted EBITDA

long-term deleveraging target
successfully achieved

¹ As at 31 December 2021.