



# Efficient Cargo Handling



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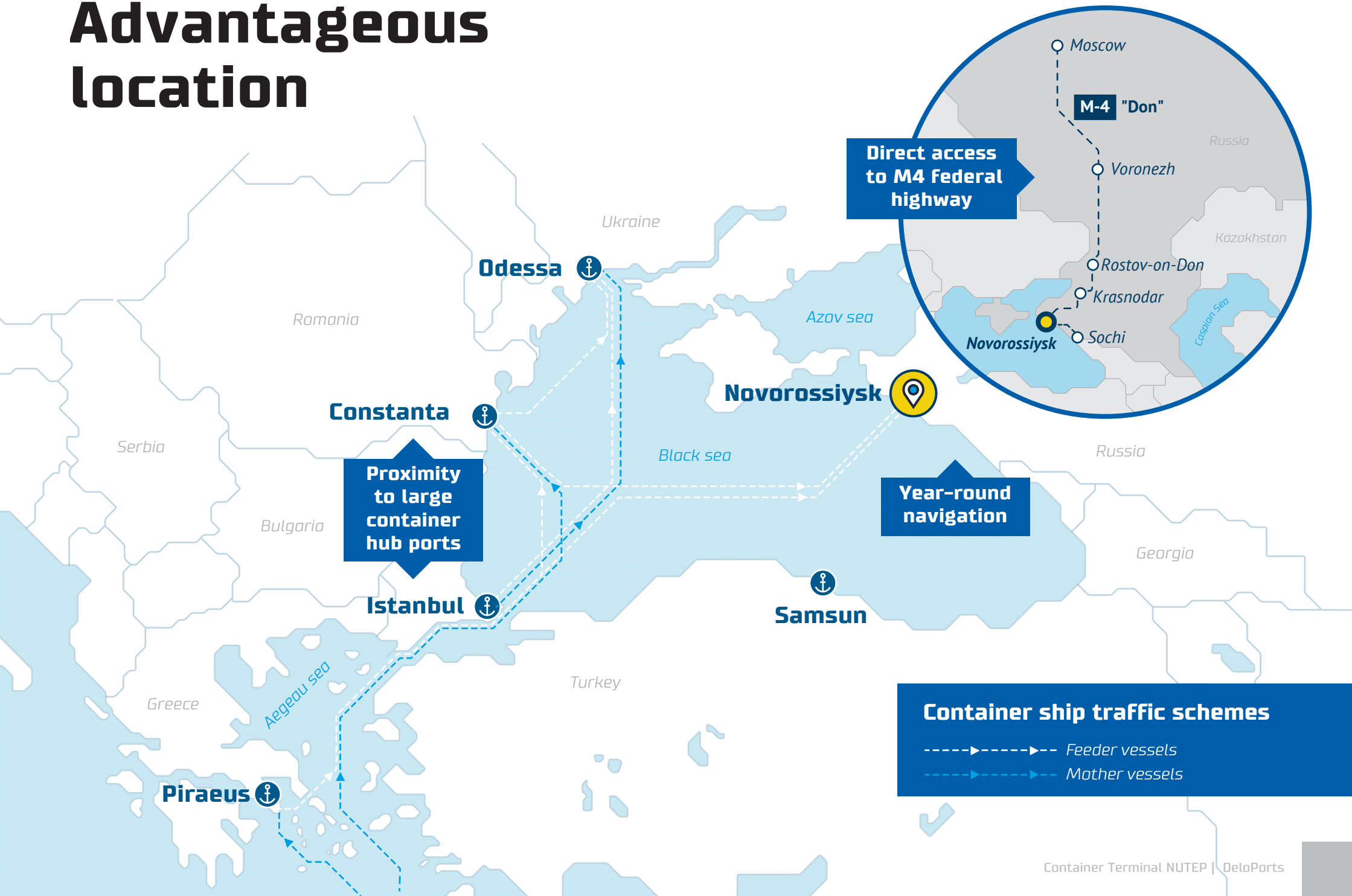


# 01 | NUTEP today

NUTEP, a subsidiary of DeloPorts, is a modern container terminal which handles container, general and Ro-Ro cargo in the Port of Novorossiysk



# Advantageous location



# Developed infrastructure

*NUTEP territory*

Pass-through traffic

Own 6-track railway front

Electronic terminal management system

Electronic positioning of containers

Ability to serve Panamax vessels

Modern equipment

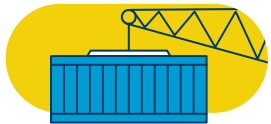
**29.5** ha  
total area

**4** berths and protections

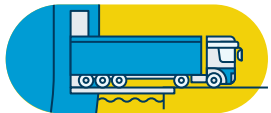
# Specialized services

We understand the needs of our clients and offer services customized

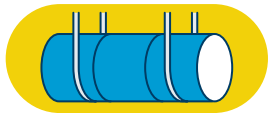
## Loading and unloading



Containers

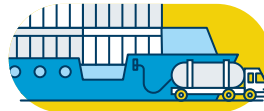


Ro-Ro cargo



General cargo

## Cargo handling and storage



Vessels' equipment and maintenance during berthing



Container stuffing and stripping



Dangerous goods handling



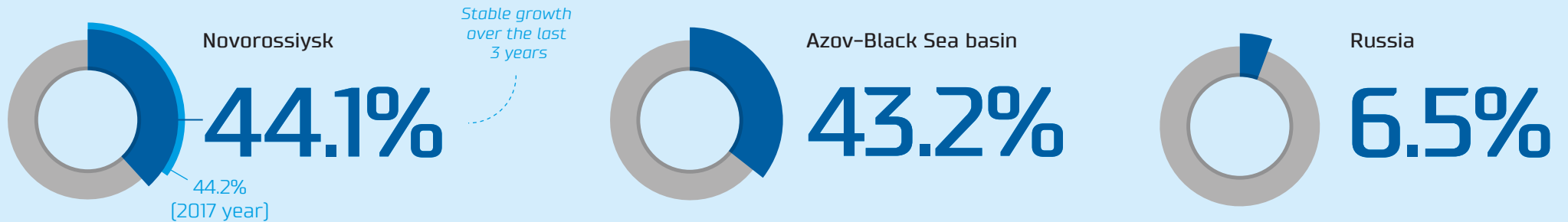
Reception and dispatch of container block trains

**332 754** TEU  
throughput  
in 2018

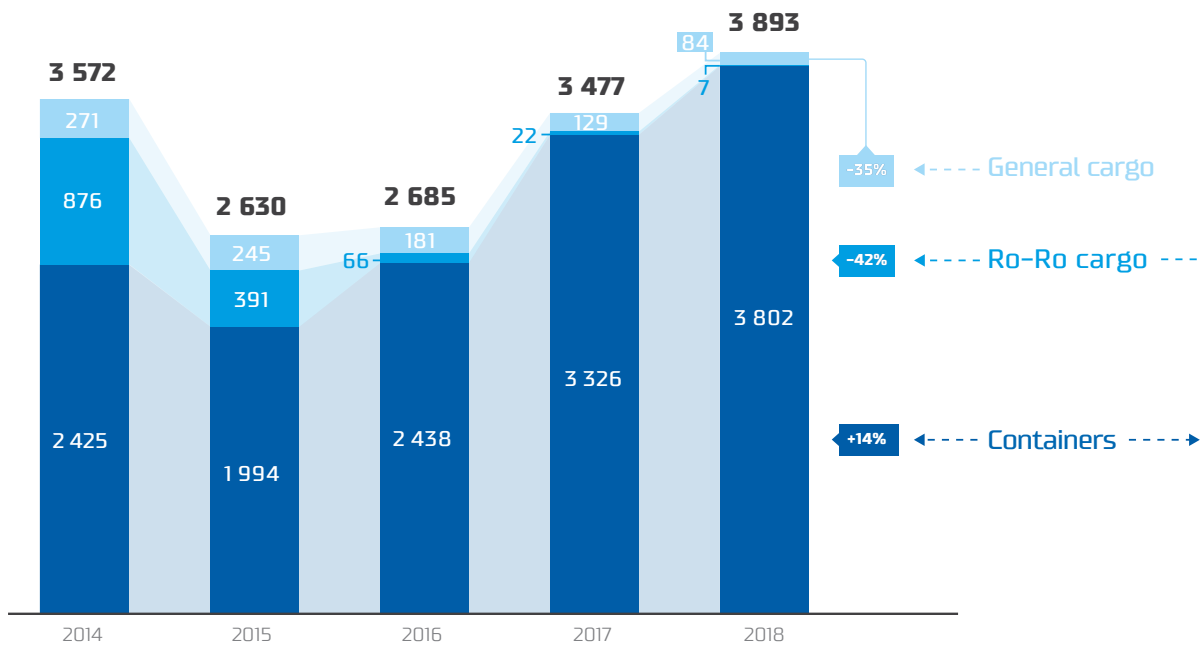
**400 000** TEU  
throughput capacity  
of the terminal

# Stable market share

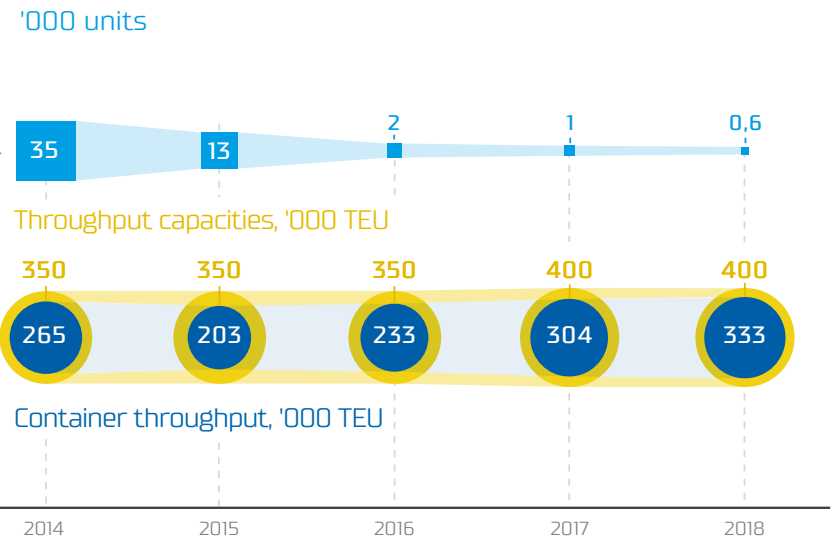
## NUTEP market share in 2018



## Cargo turnover, '000 tonnes



## Throughput volumes '000 units





## 02 | High level of customer service

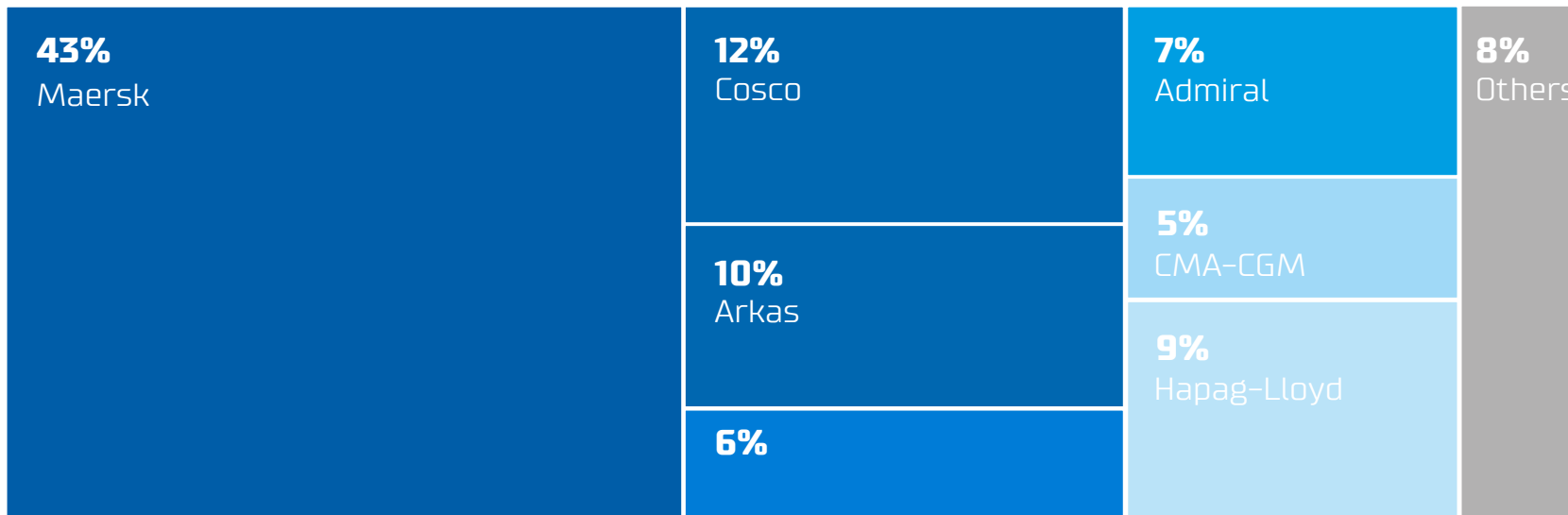
Best in class handling services offered by NUTEP result from efficient operations at the terminal



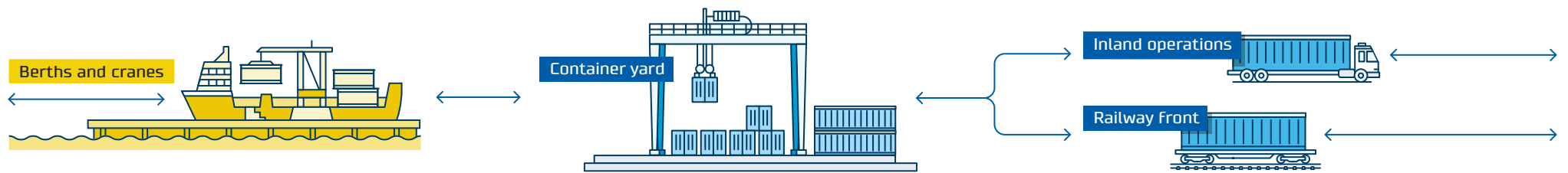
# Our clients are the world's largest container lines

DeloPorts assets meet the current and potential customers' demands. Effective logistic solutions work towards increasing productivity and reducing clients' costs. The Company has a well established reputation due to investments in NUTEP development.

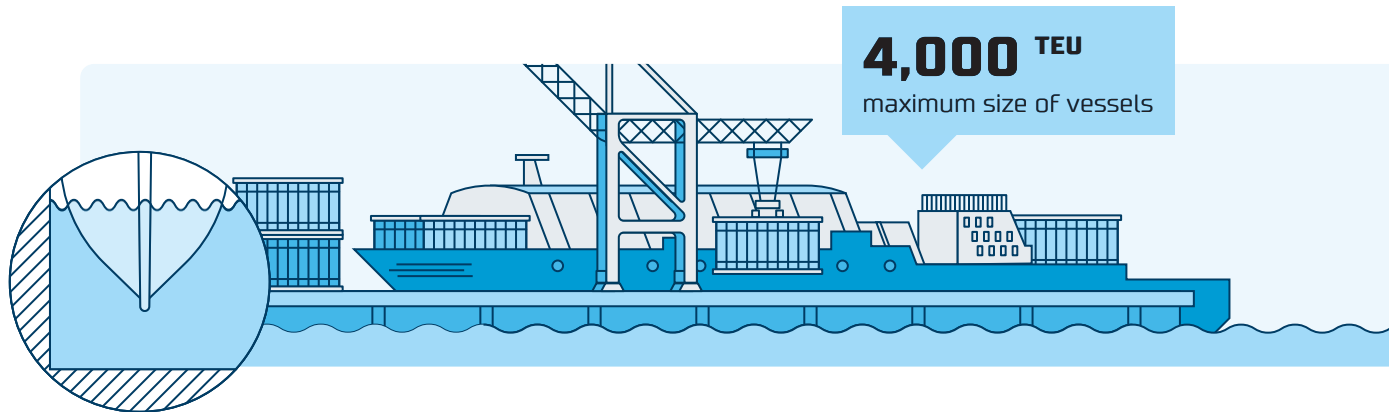
## Customer base in 2018



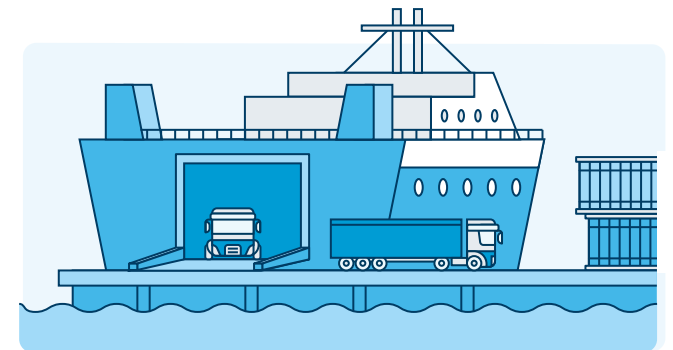
# Loading and unloading operations



## Waterfront



## Ro-Ro complex



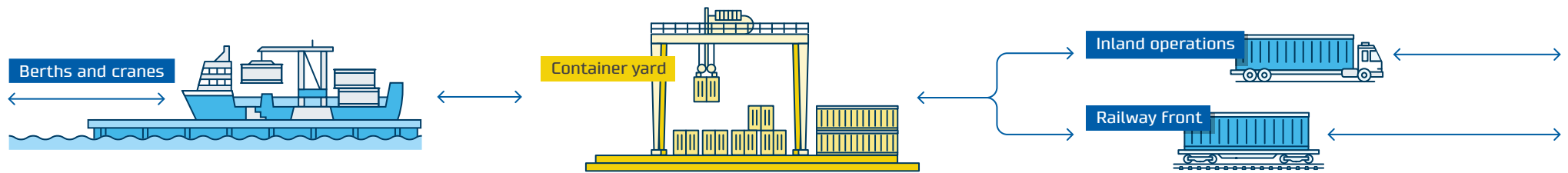
	Berth # <b>39</b>	Berth protection	<b>39a</b>	<b>39b</b>
Length, m	282	183	210	86
Depth, m	12.3	12.3	9.6	9.3

**875** m  
total length  
of the waterfront

**20.1** movements per hour  
STS crane  
productivity

**1.5** mln t per year  
Ro-Ro complex  
capacity

# Cargo handling and storage



**12,500** TEU  
storage capacity

**1,400** units  
number of reefer plugs

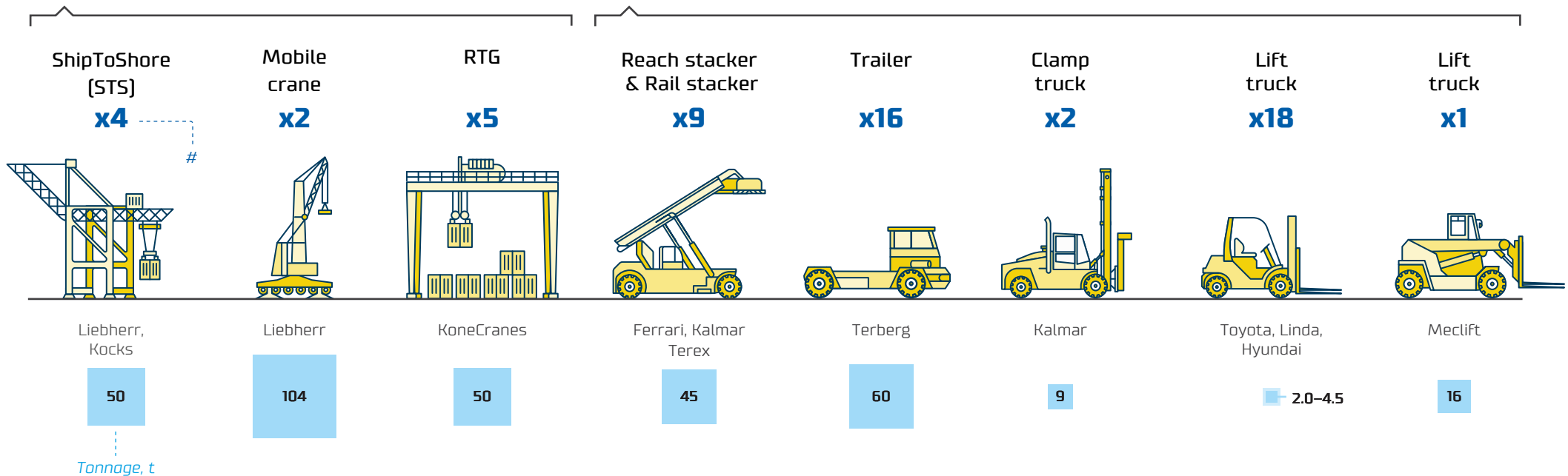
**8** days  
average storage period

Section 1

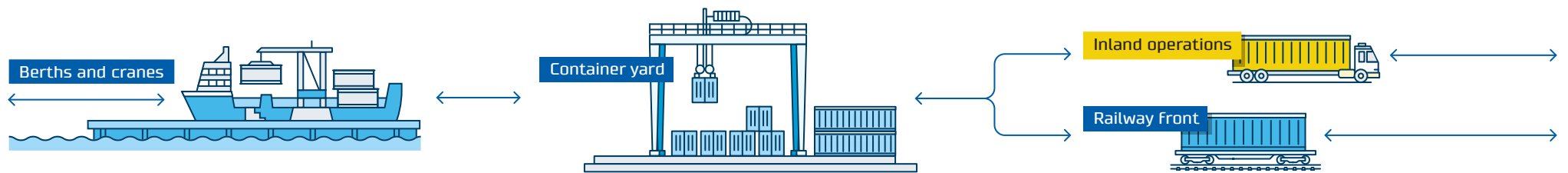
## Cranes

Section 2

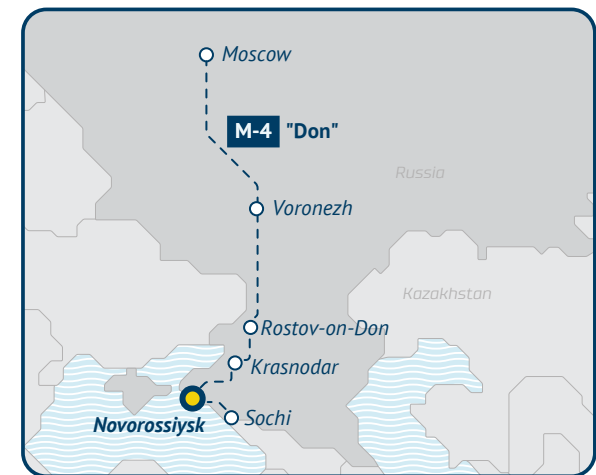
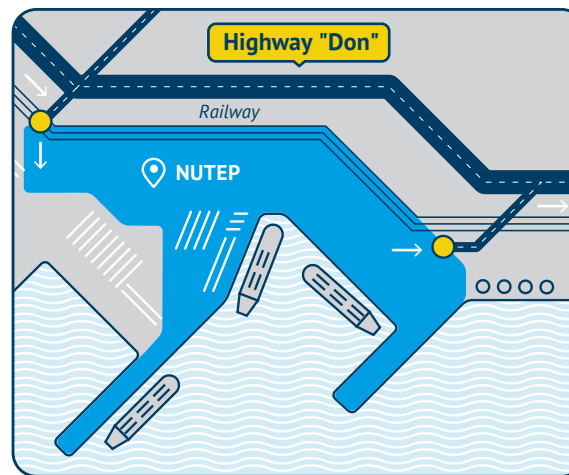
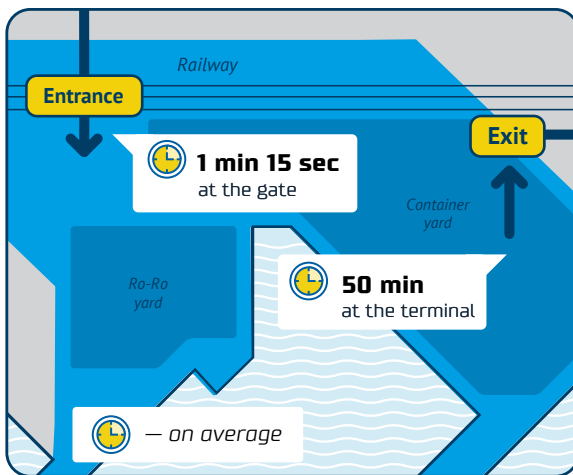
## Port equipment



# Inland operations



## Intake from road



### Logistics optimization

Pass-through one way traffic: exit and entrance for trucks are separated. Ability to load and unload a container in one run

### Gated traffic

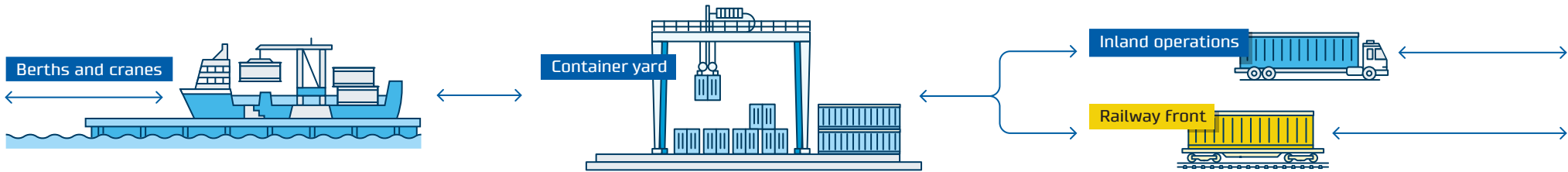
Web based booking system prevents from traffic jams

### Advantageous location

Direct access to M4 Federal highway



# Inland operations



## Reception and dispatch by railway

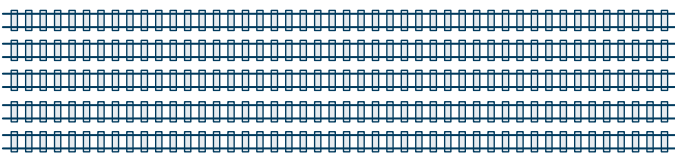
**2** block trains **x** **850** m (57 cars)  
NUTEP railway front capacity

**4,346** m total effective length

Cargo is handled by a **rail-stacker** which transports containers to the second line of the front



min 450 m  
*Effective length of each track*



**6** tracks own rail track with 2 branches  
*Control on the state of the tracks*

**2** tracks for cargo handling additional



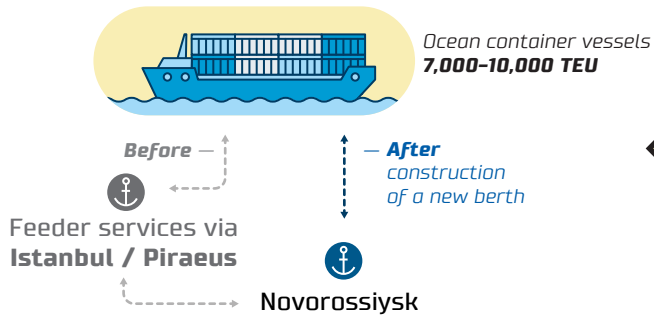
# 03 | Active growth and modernization

Investments in infrastructure and equipment are key factors of the terminal's development

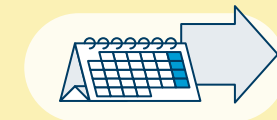
# Stage 1: construction of a deepwater berth 38

The only berth in Novorossiysk capable to serve ocean container vessels.  
Commissioning 2nd half of 2019.

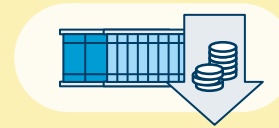
## Change of the supply chain



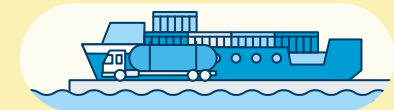
## Expected results



Increase of delivery speed  
by **4-12 days** for cargo  
headed for Russia

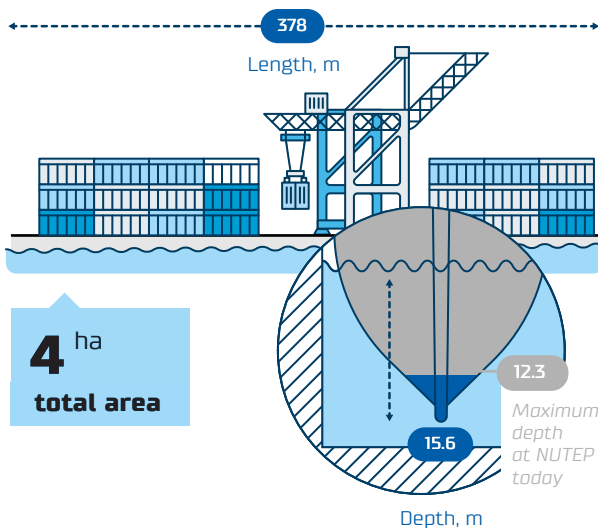


Container line costs of delivery  
are expected to decrease  
by **\$ 300-500 per unit**



Ability to bunker with **relatively cheaper bunker fuel**

## Technical specifications of the new berth

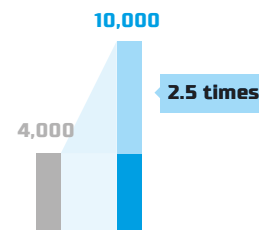


## Additional throughput capacities for NUTEP

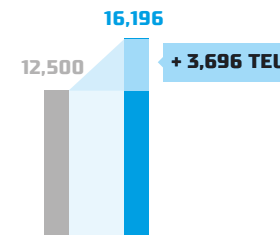
■ — today    ■ — after construction



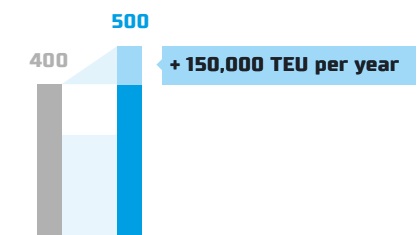
Maximum size of the vessel,  
TEU



Additional storage area,  
TEU



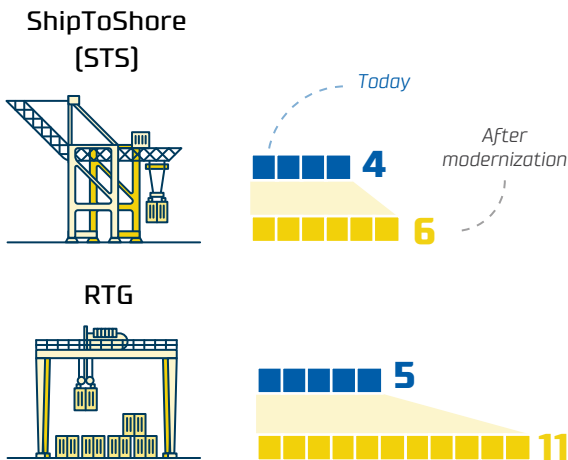
Total throughput capacity,  
'000 TEU per year



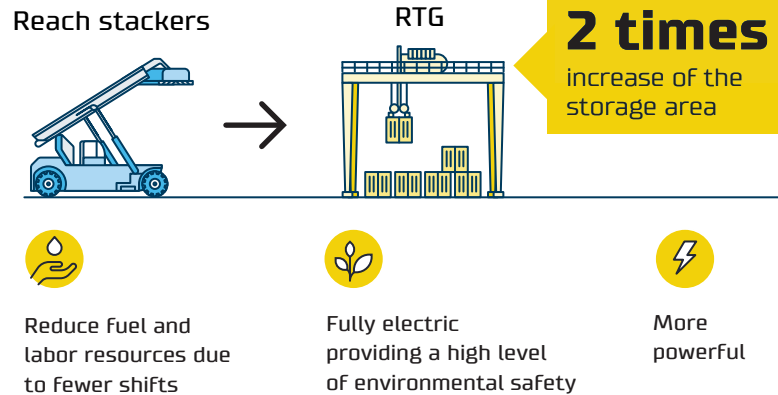
# Stage 2: modernization of the infrastructure

With the growth of turnover and the increasing need for increased yard capacity, more effective technologies and improved infrastructure should be implemented.

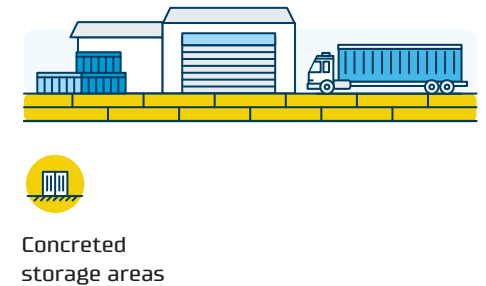
## Additional equipment, units



## Transition to RTG technology



## Yard improvements



Introduction of the new berth and further NUTEP modernization will increase its capacities:

From 12,500 TEU  
to **21,000 TEU**  
increase storage capacities

From 400,000 TEU  
**700,000 TEU**  
increase the terminal's throughput capacity



# Contacts

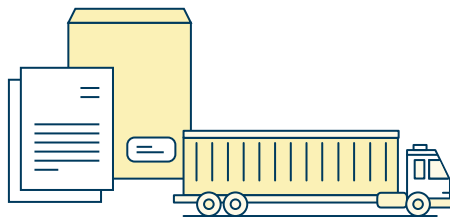


## Chief Executive Officer

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