Subject of the report:

«The role and site of the Dnieper River within the framework of the foreign trade logistics of the Black Sea Region»
THE MAIN CHARACTERISTICS OF THE DNIPRO RIVER

The overall length: 2201 km

Consists of 6 reservoirs:

1. The Kiev Reservoir
   Length: 162 km

2. The Kaniv Reservoir
   Length: 123 km

3. The Kremenchuk reservoir
   Length: 185 km

4. The Dniprodzerzhynsk reservoir
   Length: 114 km

5. The Dnieper Reservoir (The Zaporozhye Reservoir)
   Length: 129 km

6. The Kakhovka Reservoir
   Length: 212 km

RIVER PORTS:

1. Kiev river port
2. Cherkasy river port
3. Kremenchuk river port
4. Dnepropetrovsk river port
5. Zaporozhye river port
6. Nikopol rivir port
7. Kherson river port
THE SCOPE OF CARRIAGE BY MEANS OF RIVER TRANSPORT INFRASTRUCTURE OF UKRAINE, mn. tons*

*According to the Ukrainian State Statistics Committee
THE REDUCTION OF PROPORTION OF RIVER TRANSPORT IN INFRASTRUCTURE OF UKRAINE 1990-2012 YEARS

* Based on the Ukrainian State Statistics Committee
THE SCHEME OF MAIN CARGO TRAFFICS OF IRON ORE IN UKRAINE

Identification marks:

1. Kriviy Rih Mining
2. Zaporozhye Mining
3. Poltava Mining
4. Russian transit cargoes
THE SCHEME OF MAIN CARGO TRAFFICS OF COAL IN UKRAINE

Identification marks:
1. The region of formation of the cargo
2. Existing cargo traffic
3. Alternative cargo traffic involving carriage by means of river transport
4. River port
5. Sea port

To Turkey, Bulgaria, and Far East
THE SCHEME OF MAIN CARGO TRAFFICS OF GRAINS IN UKRAINE

Identification marks:

1. The region of formation of the cargo
2. Existing cargo traffic
3. Alternative cargo traffic involving carriage by means of river transport
4. River port
5. Sea port
THE SCHEME OF MAIN CONTAINER CARGO TRAFFICS IN UKRAINE

Identification marks:

1. The region of formation of the cargo

2. Existing cargo traffic

3. Alternative cargo traffic involving carriage by means of river transport

4. River port

5. Sea port
CONTAINERS TRANSSHIPMENT VOLUMES BY MAIN MARKET OPERATORS
2005-2010, 1000TEUs

- Odessa
- Mariupol
- Ilyichevsk

YEAR
- 2005
- 2006
- 2007
- 2008
- 2009
- 2010

TRANSSHIPMENT VOLUMES (1000TEUs)
- Odessa
- Mariupol
- Ilyichevsk
LOCATION, ANNUAL TURNOVER AND REGIONAL STRUCTURE OF CONTAINERS FLOW, 2010

Annual turnover by terminals:
- up to 700,000 TEUs
- up to 20,000 TEUs (prospect terminals)
- up to 10,000 TEUs

Annual regional structure of containers flow:
- up to 10,000 TEUs
- 10-20,000 TEUs
- 20-30,000 TEUs
- More than 30,000 TEUs

[Map showing container terminals in Odessa, Ilyichevsk, Dnipropetrovsk, and Zaporizhie, with percentage distribution and turnover indicators.]
MARKET PROSPECTS OF CONTAINER TERMINALS DEVELOPMENT

- Stage 1: Development of Kherson container hub with further development of services up to Zaporozhie and Dnepropetrovsk prospect container terminals.

- Undeveloped niche of containers transportation along Dnipro, container service offering alternative to existing container delivery by trucks and/or rail cars.

- Opportunity to cover about 33% of regional container market (including nearby to Kherson, Zaporozhie and Dnepropetrovsk regions).

- Dnepropetrovsk and Zaporozhie terminals are able to provide efficient logistics to Dnepropetrovsk, Donetsk, Zaporozhie, Poltava, Kirovograd, Sumy, Chernigov, Cherkassy and Kharkov regions. Kherson container terminal is able to provide logistics to Kherson, Nikolaev and Crimea.

- Market potential of the chosen niche is about 500,000 TEUs a year with a breakdown by terminals:
  - Dnepropetrovsk - 50% of the niche or 250,000 TEUs.
  - Zaporozhie – 30% of the niche or 150,000 TEUs
  - Kherson – 20% of the niche or 100,000 TEUs

- The main container flow is currently provided by trucks and can be re-oriented to the river reducing costs of containers delivery.

- Container terminal-hub at Kherson will be able to provide shipment by sea-river going vessels, river going vessels or river barges providing competitive advantage VS delivery by traditional routes.

- Prospective investment projects intends to cover 20% of abovementioned segment (about 100,000 TEUs per year) through Dnepropetrovsk (20,000 TEUs per year), Zaporozhie (20,000 TEUs per year), Kherson (60,000 TEUs per year) with using of current fleet.
CONCEPT OF CONTAINER TERMINAL DEVELOPMENT RIVER MOUTH

Project parameters of the terminal:
Length – 575 m
Width – 105 m
Depth at the berth - 7.6 m
Development area – 6 ha
Annual capacity – 60,000 TEUs
CONCEPT OF CONTAINER TERMINAL DEVELOPMENT AT DNEPROPETROVSK RIVER PORT

- Development area – 3.21 ha
- Length of the berth – 211 m
- Depth at the berth – 3.5 m
- Transportation:
  - railway road is connected to the railway root of Dnepropetrovsk River Port
  - direct access to the intercity highway
- Annual project capacity 20,000 TEUs
Development area – 6 ha

Length of the berth – 300 m with further development up to 700 m

Depth at the berth – 3,75 m

Transportation:
- railway road is connected to the railway root of Zaporozhie River Port
- direct access to the intercity highway

Annual project capacity 20.000TEUs
MAIN ACCENTS OF CONTAINER TERMINALS DEVELOPMENT

• Target market:
  - Ocean/river container lines operators
  - NVOCC, forwarding companies and agencies
  - Cargo owners
• Cooperation with inland shipping companies, custom brokers for the closed cycle of the “door-to-door” services
• Positioning – full logistics services complex, based on own assets
• Flexibility of the agreement (time charter or slot)
• Stuffing/ unstuffieng of containers
• Full range of ground transportation services from the terminals to the point of destination, including railway and truck services, shorter connection VS traditional routes
• Customs formalities at the river terminals
• Transit opportunities to/from EU and CIS countries
• ECO friendly service, reduction of CO₂ imprint.
THANK YOU FOR YOUR ATTENTION!