

A low-angle, upward-looking photograph of several large, cylindrical grain storage silos. The silos are constructed from metal with a corrugated or ribbed texture. They curve upwards towards a bright sky with scattered white clouds. The perspective creates a sense of height and scale.

**DeLoPorts**  
DELO GROUP

**KSK**  
GRAIN TERMINAL



# Contents

4	<b>History</b>
6	<b>KSK Today</b>
8	<b>Infrastructure</b>
10	<b>Automobile Reception</b>
12	<b>Railway Reception</b>
13	<b>Ro-Ro Complex</b>
14	<b>Equipment</b>
16	<b>Financial Results</b>
17	<b>Operating Results</b>
18	<b>Investment program</b>
20	<b>Contacts</b>



# Grain terminal in Novorossiysk

KSK is a deep-water grain terminal that handles grain, general and Ro-Ro cargo in the Novorossiysk seaport. DeloPorts, a part of Delo Group, owns 75% of KSK and 25% is owned by the international agricultural products supplier Cargill.







# History

## 2006–2010

- Delo Group acquires the KSK terminal area and consolidates it into a single entity with berth-rental rights.
- Launch of grain transshipment operations at KSK.
- Development of project documentation for the construction of a new KSK grain terminal with a throughput capacity of 3.5 million tonnes.

## 2011–2012

- Launch of an investment program aimed at expansion of the grain transshipment capacity, increased storage capacity, and construction of a rail link.
- Three silos put into operation, with storage capacities of 3,000 tonnes each and band conveyor to berths, increasing capacity to two million tonnes.
- Out of the Delo Group stevedore assets, KSK consolidated into the holding company DELOPORTS LIMITED.

## 2013–2015

- Terminal construction completed and railway yard put into operation which allows KSK to increase the terminal's throughput capacity to the planned 3.5 million tons.
- Record grain throughput – 2.8 million tonnes.
- KSK approves the development plan up to 2019.

## 2016–2017

- Record amount of 4.2 million tonnes set in 2017 calendar year.
- Record amount of 4.9 million tons set in 2017/2018 agricultural year.
- As a part of the investment program in the KSK Grain Terminal, a contract is signed with the Federal State Unitary Enterprise, Rosmorport, on the safety and security of marine navigation and KSK throughput capacity increases by 1.5 million tonnes per year.
- Preparation of legal documents for increase in throughput capacity.

## 2018–2019

- Start of the construction of silos, additional automobile and railway reception points at KSK.
- Start of construction of berth No.40A.

## 2020–2021

- Construction of additional silos, automobile and railway reception points.
- Throughput increased to 6 million tonnes.
- Record grain throughput in September 2020 – 667,991 tonnes.
- Record grain throughput in 2020 year – 5.1 million tonnes.
- Construction of berth No.40A completed.
- Dredging at berth No.40A.
- The checkpoint was reconstructed.



KSK is the third-biggest Russian Black-Sea grain terminal.  
The terminal began operation in 2006.

**The company's clients include the  
biggest enterprises from around the world  
as well as Russia.**



Ro-Ro complex capacity

**10,000**  
cars/ per year

Ro-Ro storage area capacity

**500**  
cars

Railway reception

**150**  
wagons per day

Automobile reception

**600**  
grain carriers per day

Grain throughput capacity

**6** mln tonnes

Silos capacity

**220,000** tonnes



Own certified laboratory for determining grain quality  
(GAFTA certificate – the Grain and Feed Trade Association)



# Infrastructure

# 13.1ha

Terminal area

## Berth No.40

Length 251 m

Depth 12.4 m

## Berth No.41

Length 128 m

Depth 11.2 m

## Berth No.40A

Length 309 m

Depth 16.9\* m

**KSK has a unique infrastructure and offers integrated logistics solutions.**



KSK has the most up-to-date equipment and offers only the best technological solutions to its clients.



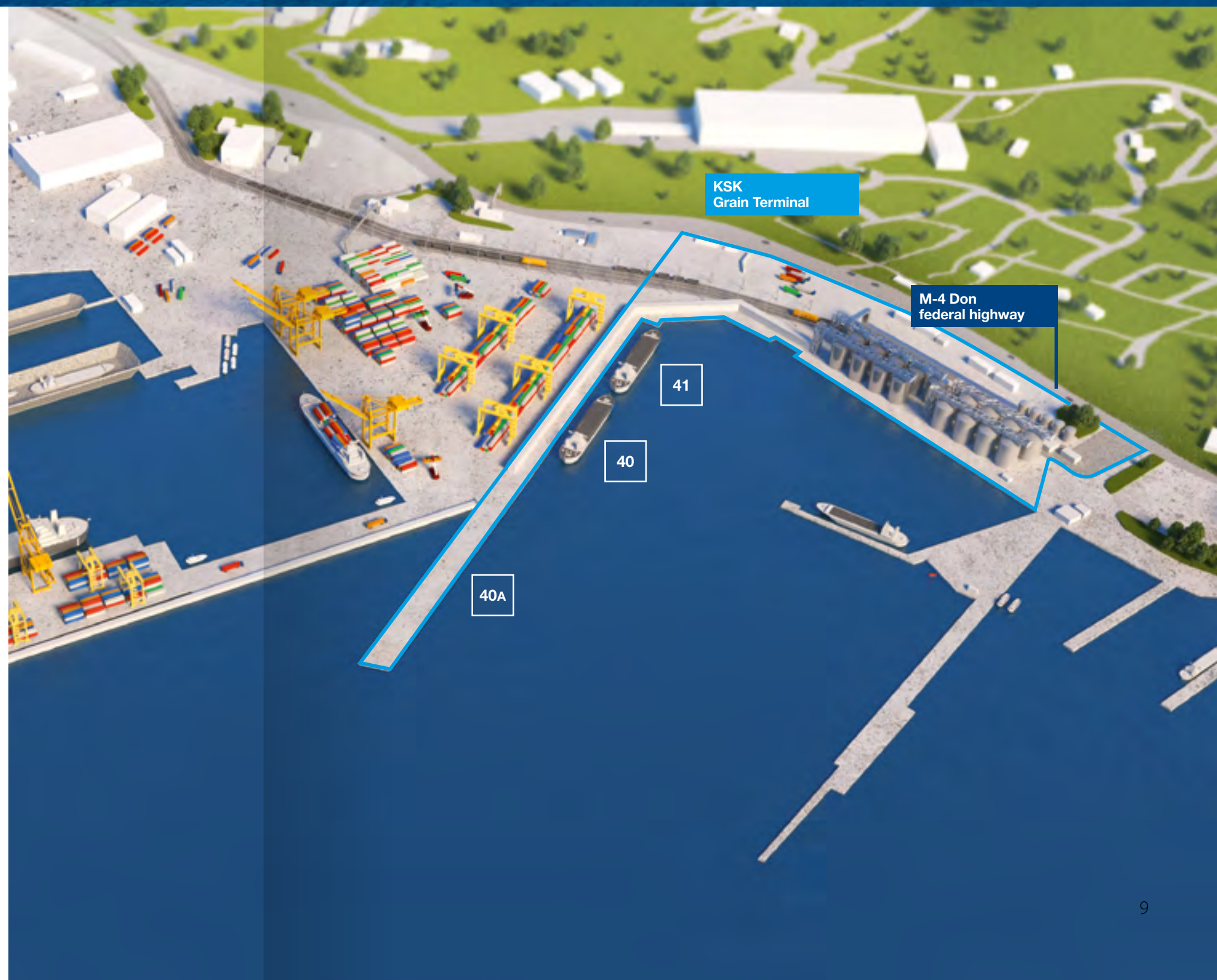
Dedicated access to rail transport via a newly-built and self-owned rail link provides for cost-efficient logistics for grain suppliers.



Dedicated and direct access to the M-4 Don federal highway provides for the most cost-efficient auto logistics for local grain suppliers.



Operates modern world class equipment, supplied by the leading international producers (NEUERO, Sukup, AGI, Intersystems etc.) providing seamless operations flow from grain reception and quality tests to grain transshipment to vessels.







# Automobile Reception

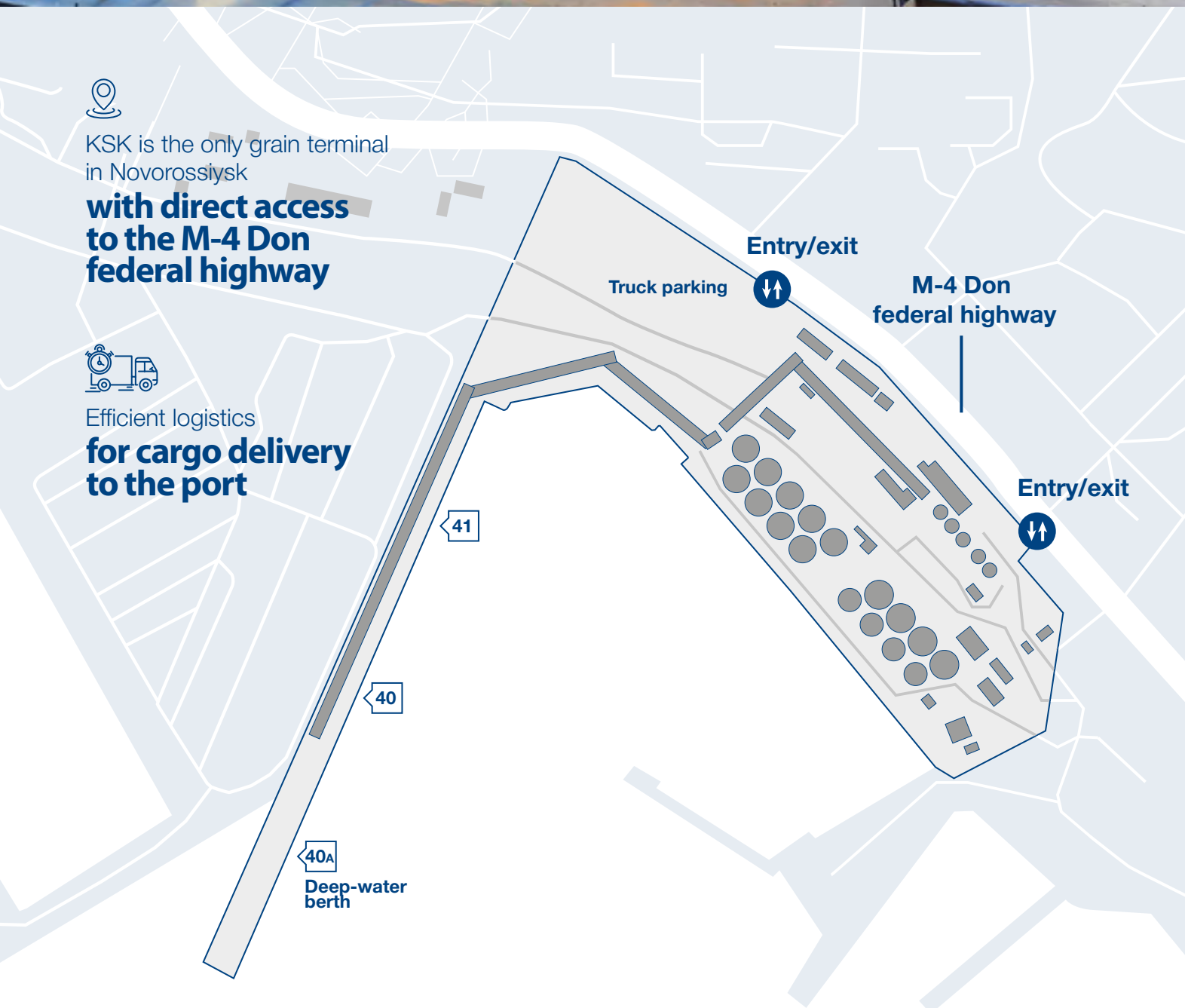


KSK is the only grain terminal in Novorossiysk

**with direct access to the M-4 Don federal highway**



Efficient logistics **for cargo delivery to the port**



**x 600** grain carriers per day



**3** automobile reception points



Parking area

**x 70** grain carriers



Own car storage yard at the terminal

Automated grain quality determination system

Seamless operation of automobile and railway unloading





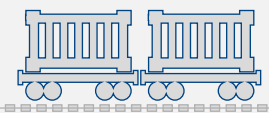
## Railway Reception



## Ro-Ro Complex

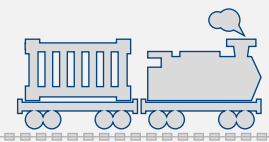


**x 2,400** tonnes per hour



Handling of

**6** wagons simultaneously on 3 railway lines



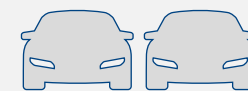
Throughout capacity of railway

**150** wagons per day



Dedicated access to the rail network from the Novorossiysk transportation hub to the grain terminal.

Direct access to the railway yard in order to control and maintain the proper tracks.



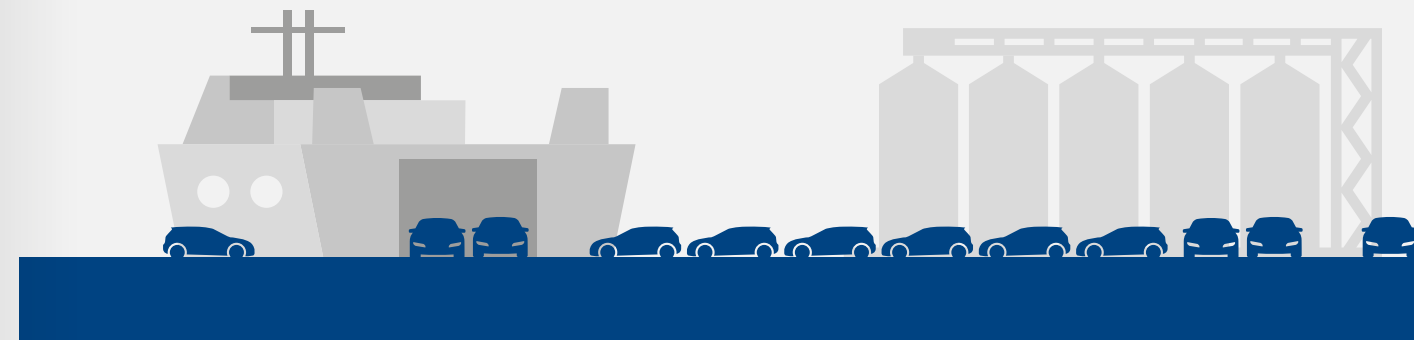
Simultaneous cars storage capacity

**x 500** cars



Throughput capacity

**x 10,000** cars per year



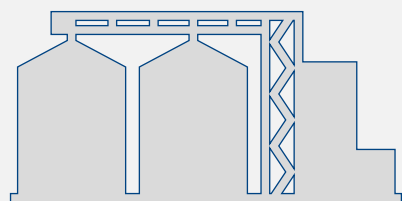




# Equipment

## Grain storage facilities

### 13.6 kt silos

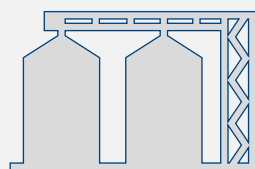


x9 Sukup  
Manufacturing

**123**

Total capacity, kt

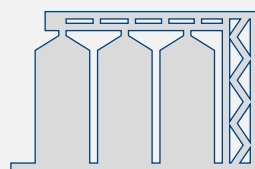
### 10.1 kt silos



x8 Sukup  
Manufacturing

**81**

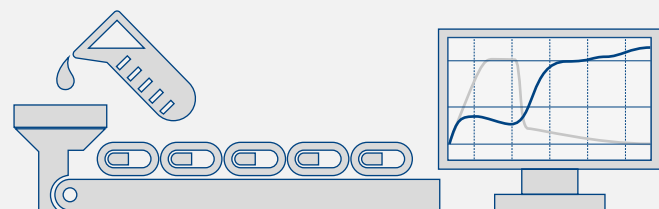
### 3.0-3.3 kt silos



x5 Prado,  
SKE-Specst

**16**

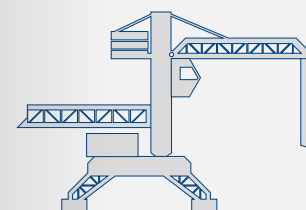
## Laboratory equipment



Chopin, Foss Analytical

## Port equipment

### Ship loader



x2  
NEUERO

**1,600**

Capacity, tonnes per hour

### Band conveyor

(open type)

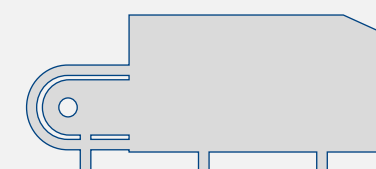


x2  
NEUERO

**1,600**

### Band and chain conveyor

(closed type)



x2  
NEUERO

**1,600**

### Noria

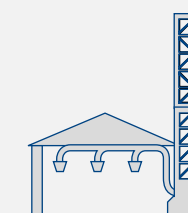


x2  
InterSystems, AGI

**1,600**

Capacity, tonnes per hour

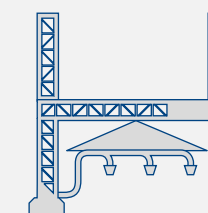
### Equipment for automobile reception



InterSystems + AGI

**1,200**

### Equipment for railway reception



InterSystems + AGI

**2,400**





## Financial Results

### Revenue, mln USD



### EBITDA, mln USD

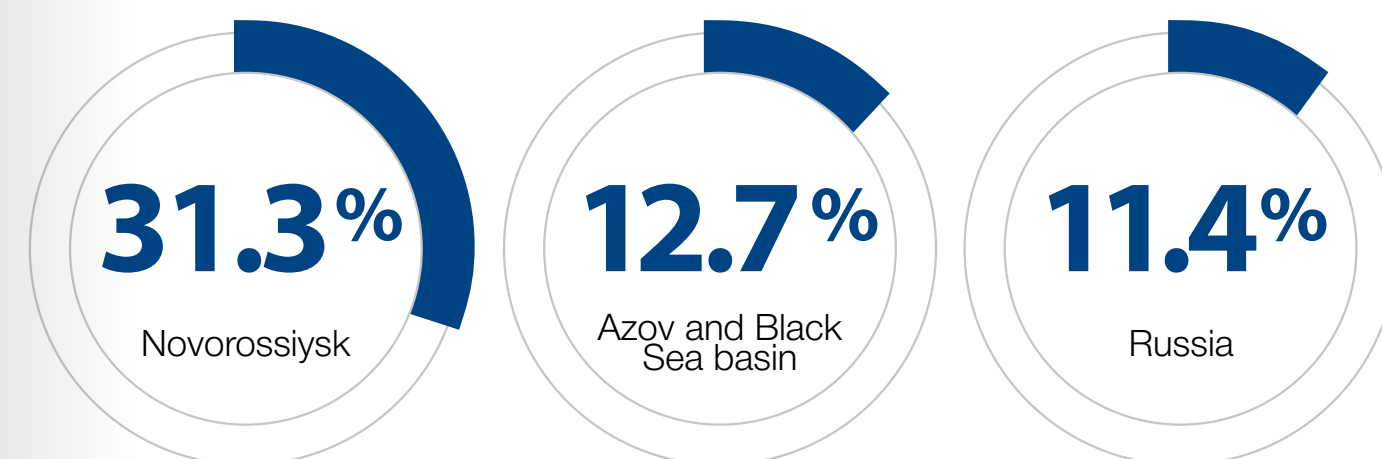


### Net debt / EBITDA, x

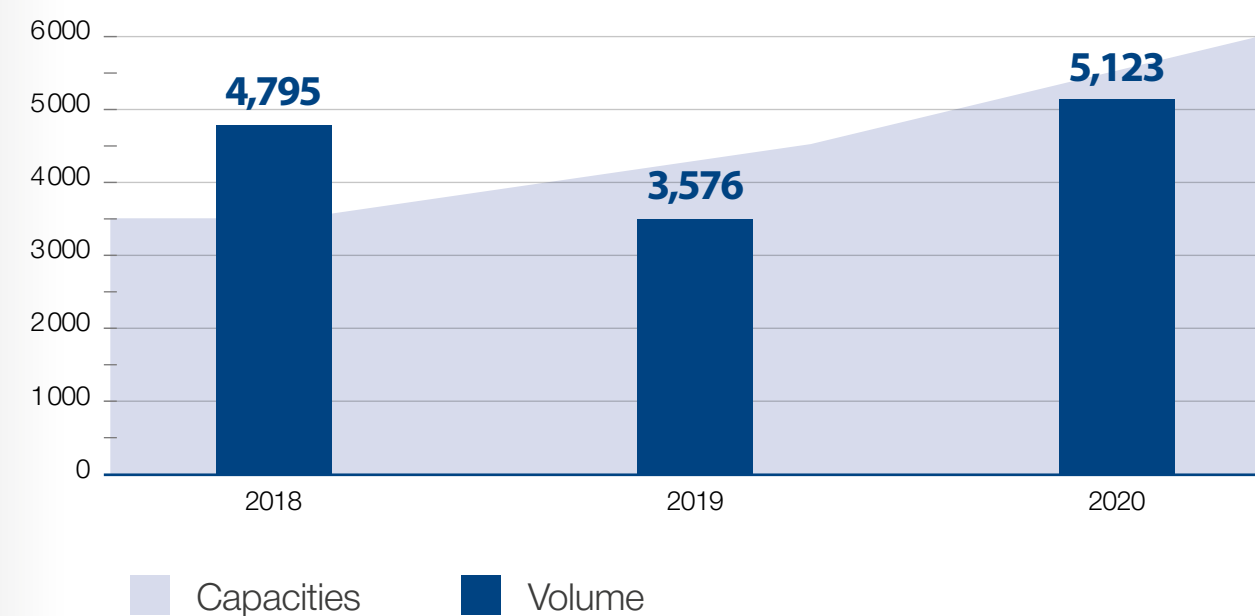


## Operating Results

### KSK market share in 2020



### Grain throughput, thous. tonnes



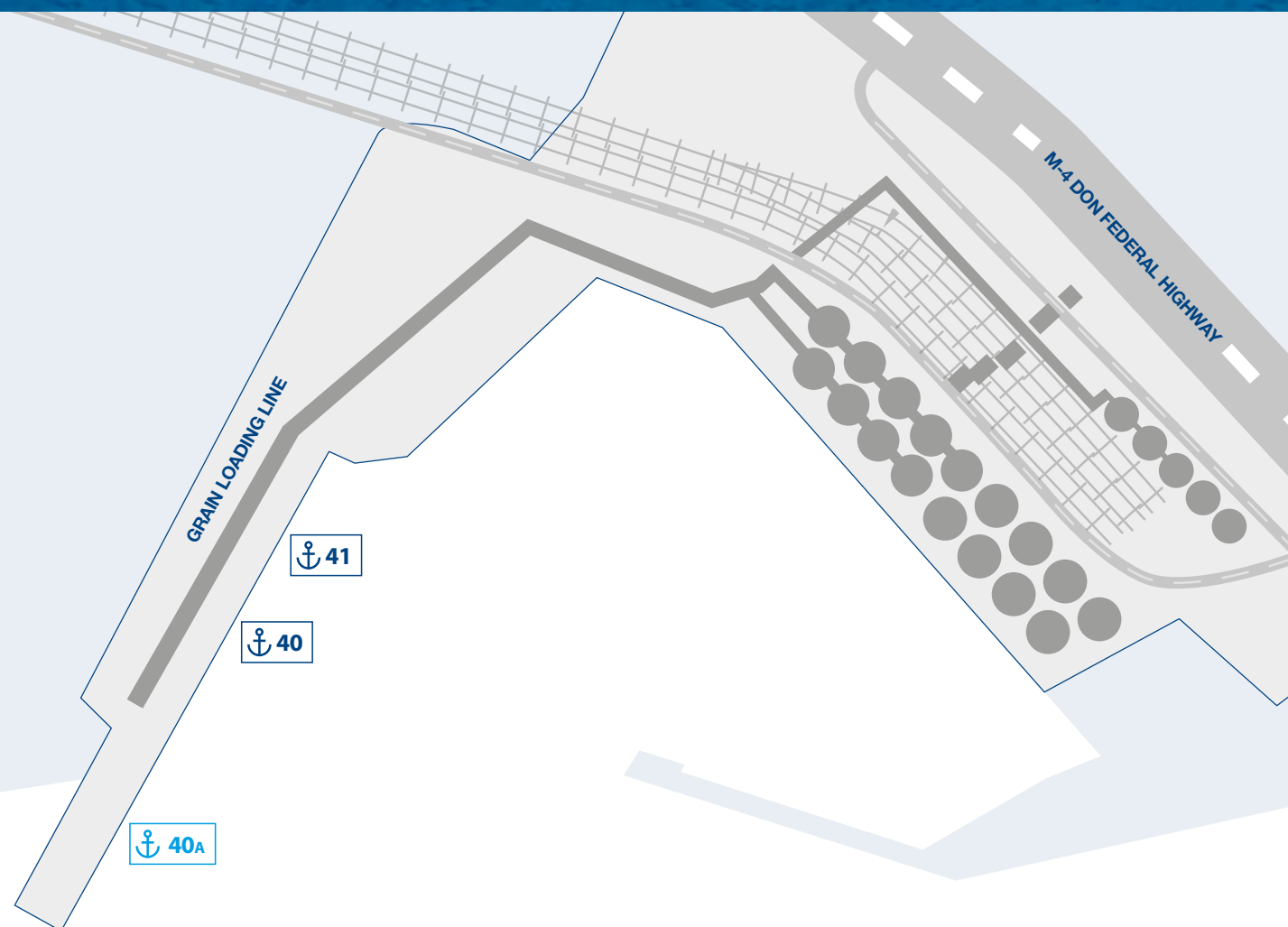






## Investment program

# 160 mln USD

Investments in the project



### Projects implemented in 2021:

-  Dredging operations up to 16.9 m.
-  Reconstruction of the checkpoint.

### Terminal capacity after completion of the investment program in 2021

Terminal capacity

**7 mln tonnes per year**

Maximum draft of vessel at berth

**14.4 m**

Maximum berth depth

**16.9 m**

Railway reception

**150 wagons per day**

Simultaneous vessel handling

**2 vessels**

Maximum vessel cargo capacity

**100,000 tonnes**

Grain storage capacity

**220,000 tonnes**

Automobile reception

**600 cars per day**

### Projects completed in 2018-2020:

- Construction of the berth No.40A.
- 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.



# Contacts



21 Sukhumskoe shosse,  
Novorossiysk,  
Russia, 353902

Phone/fax: +7 (8617) 27-78-19

Email: sekretar@gt-ksk.com

**www.gt-ksk.com**

Business ethics Hotline

Phone: 8-800-700-29-80

Email: compliance@dcp-holdings.com



21 Sukhumskoe shosse,  
Novorossiysk,  
Russia, 353902

Phone: +7 (8617) 30-08-21

Email: post@delo-group.ru

**www.deloports.ru**



