

Feasibility Study of New Terminal
Facilities in the Georgian Ports
Phase 2 Report
Annexes to Volume VI
February 1998

Annex 1 Cash flow analysis
 Poti, Container terminal
 with breakwater

Annex 1.1 Best case variant

Annex 1.2 Worst case variant

Annex 1.1 Best case variant

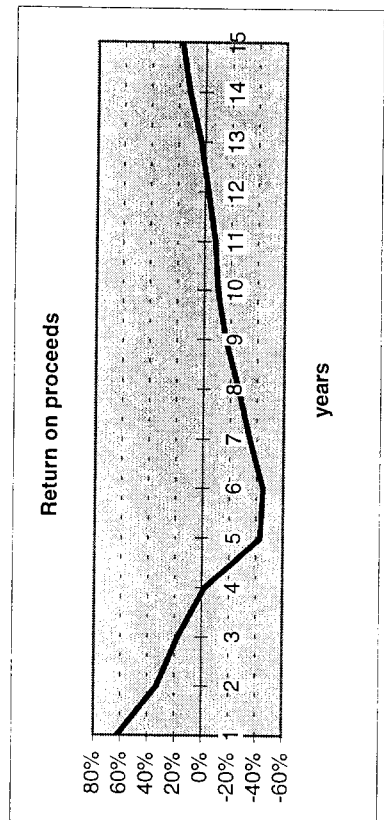
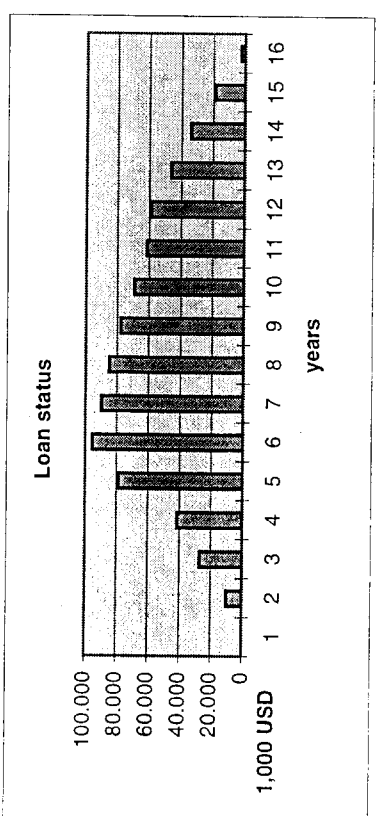
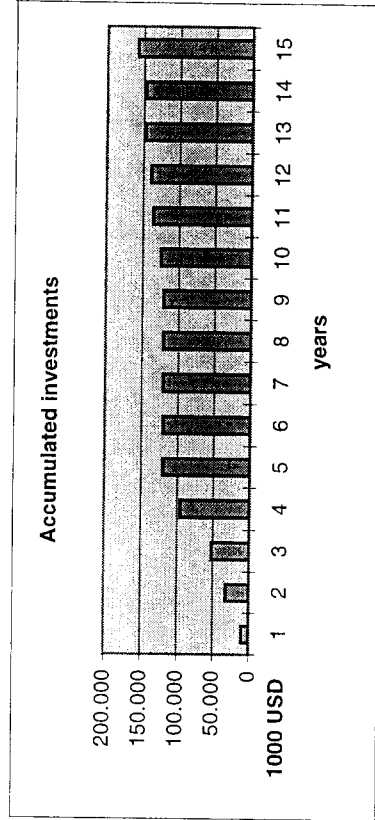
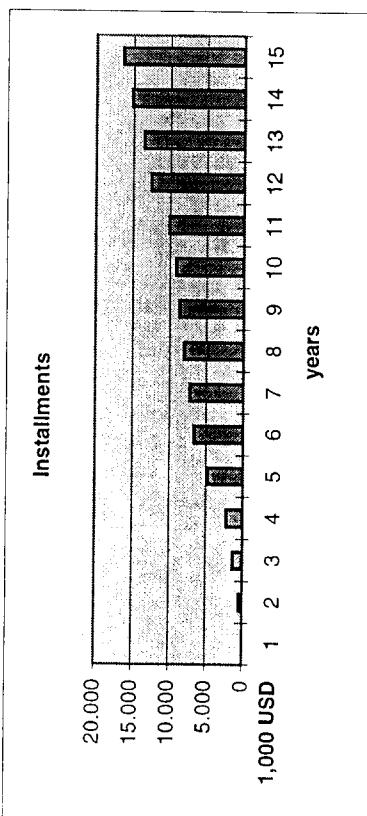
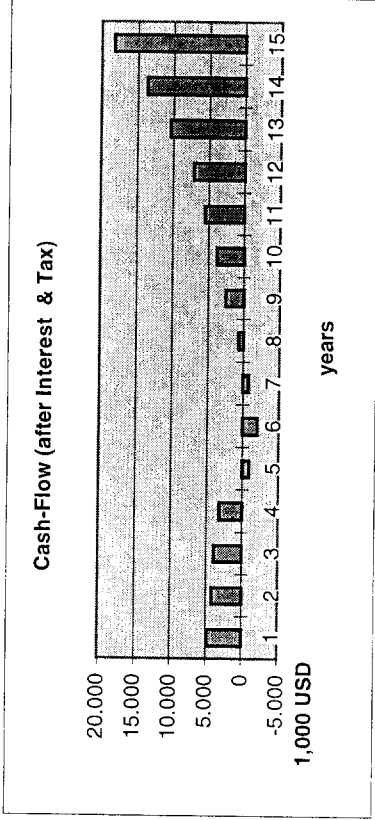
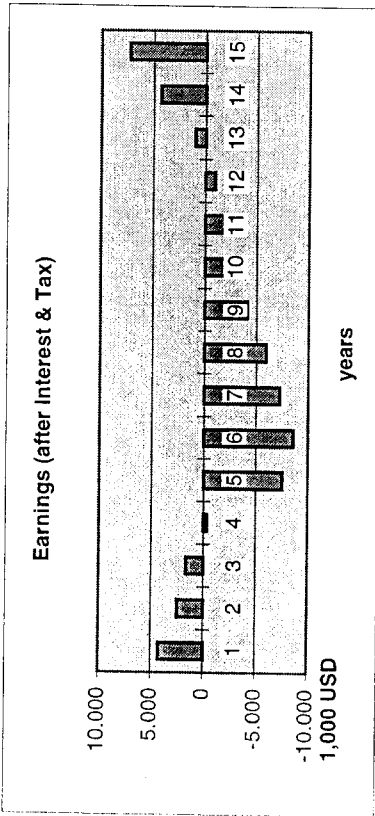


Poti container terminal (with breakwater): Cash flow analysis, best case, interest 8%

Year	1	2	3	4	5	6	7	8
	1998	1999	2000	2001	2002	2003	2004	2005
	<i>approx.</i>							
Investment	9.962	22.118	19.880	43.529	24.369	0	420	0
Investment berth 6+7								
Investment berth 12-14								
Investment New CT-Term.								
Incidental expenses								
Investments total (per year)	9.962	22.118	19.880	43.529	24.369	0	420	0
net total accumulated	9.962	32.080	47.151	86.493	106.945	103.763	105.123	107.107
financed per Earnings incl. Deprec.	0	-4.809	-4.188	-3.917	-3.181	940	1.984	681
total accumulated	9.962	27.271	42.963	82.576	103.763	104.703	107.107	107.788
Proceeds	8.550	9.430	11.572	14.203	17.466	19.039	20.751	22.619
Proceeds total	8.550	9.430	11.572	14.203	17.466	19.039	20.751	22.619
Total costs (with depreciation)	2.847	4.425	5.508	7.436	13.115	13.384	13.585	13.762
Costs (without depreciation)	2.282	2.721	3.221	3.956	6.529	6.798	6.999	7.176
EBITDA (Cash Flow)	6.268	6.709	8.350	10.247	10.937	12.241	13.752	15.443
Depreciation	564	1.704	2.286	3.479	6.586	6.586	6.586	6.586
EBIT	5.704	5.005	6.064	6.767	4.351	5.655	7.166	8.858
Accumulated Capital Requirements	398	1.901	4.026	7.065	11.877	14.225	14.434	14.783
Earnings before Tax	5.305	3.105	2.038	-298	-7.526	-8.570	-7.267	-5.925
Tax	1.061	621	408	0	0	0	0	0
Earnings (after Interest & Tax)	4.244	2.484	1.630	-298	-7.526	-8.570	-7.267	-5.925
Cash-Flow (after Interest & Tax)	4809	4188	3917	3181	-940	-1994	-681	661
Loan status								
	0	9.962	26.860	41.303	78.738	95.196	89.564	84.796



Poti container terminal (with breakwater): Cash flow analysis, best case, interest 8%		9	10	11	12	13	14	15
Year		2006	2007	2008	2009	2010	2011	2012
	approx.							
Investment	in 1,000 US\$	0	3.954	11.044	3.258	8.233	0	11.500
Investment berth 6+7	in 1,000 US\$							
Investment berth 12-14	in 1,000 US\$							
Investment New CT-Term.	in 1,000 US\$							
Incidental expenses	in 1,000 US\$							
Investments total (per year)	in 1,000 US\$	0	3.954	11.044	3.258	8.233	0	11.500
net total accumulated	in 1,000 US\$	107.788	111.082	119.603	119.090	121.840	114.758	115.904
financed per Earnings incl. Deprec.	in 1,000 US\$	-661	-2.523	-3.771	-5.483	-7.082	-10.354	-13.626
total accumulated	in 1,000 US\$	107.128	108.559	115.832	113.607	114.758	104.404	102.277
Proceeds	in 1,000 US\$	24.655	26.955	30.594	34.724	39.412	44.733	51.290
Proceeds total	in 1,000 US\$	24.655	26.955	30.594	34.724	39.412	44.733	51.290
Total costs (with depreciation)	in 1,000 US\$	13.963	14.957	17.698	18.324	20.835	21.466	24.259
Costs (without depreciation)	in 1,000 US\$	7.377	8.371	9.706	10.331	11.457	12.089	13.266
EBITDA (Cash Flow)	in 1,000 US\$	17.278	18.584	20.888	24.392	27.955	32.644	38.024
Depreciation	in 1,000 US\$	6.586	6.586	7.992	7.992	9.377	9.377	10.992
EBIT	in 1,000 US\$	10.693	11.998	12.896	16.400	18.577	23.266	27.031
Accumulated Capital Requirements	in 1,000 US\$	14.756	14.813	15.405	17.310	17.356	17.955	17.955
Earnings before Tax	in 1,000 US\$	-4.063	-2.815	-2.509	-910	1.221	5.311	9.076
Tax	in 1,000 US\$	0	0	0	0	244	1.062	1.815
Earnings (after Interest & Tax)	in 1,000 US\$	-4.063	-2.815	-2.509	-910	977	4.249	7.261
Cash-Flow (after Interest & Tax)	in 1,000 US\$	2523	3771	5483	7082	10354	13626	18253
Loan status	in 1,000 US\$	77.505	69.081	61.414	58.616	46.126	33.788	18.667



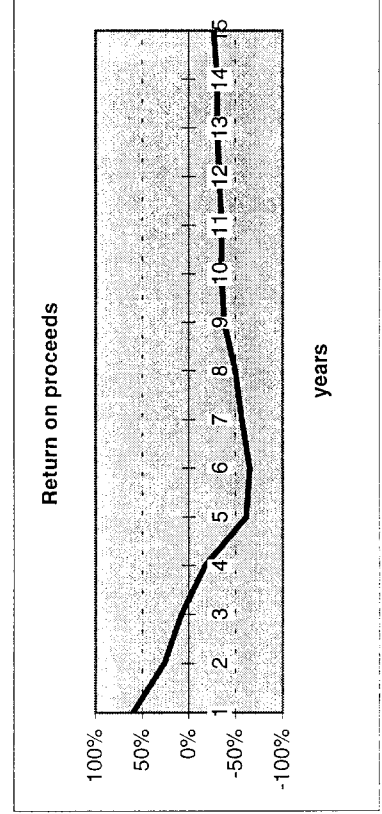
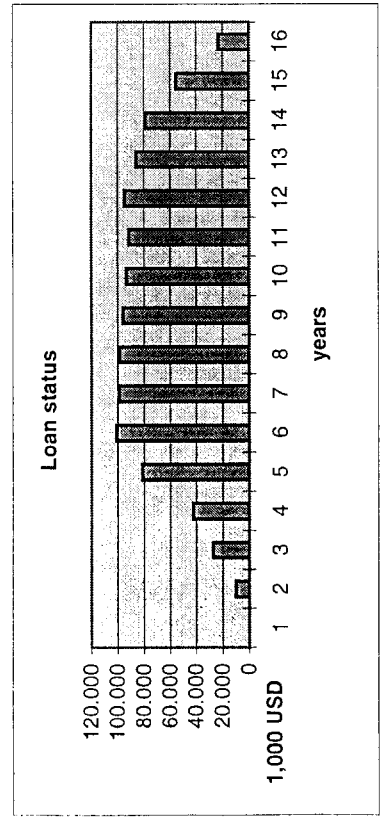
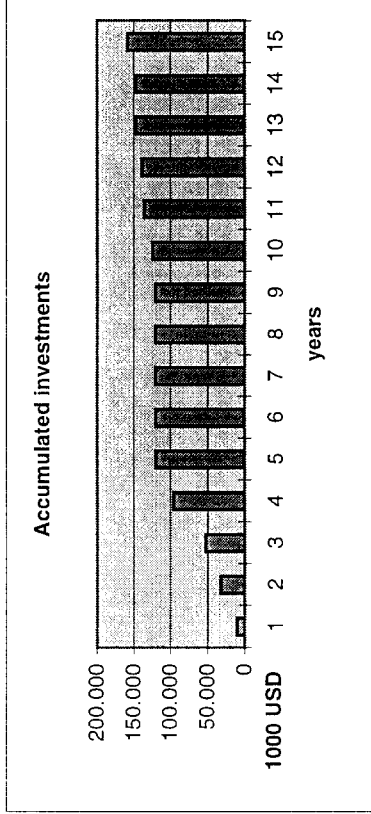
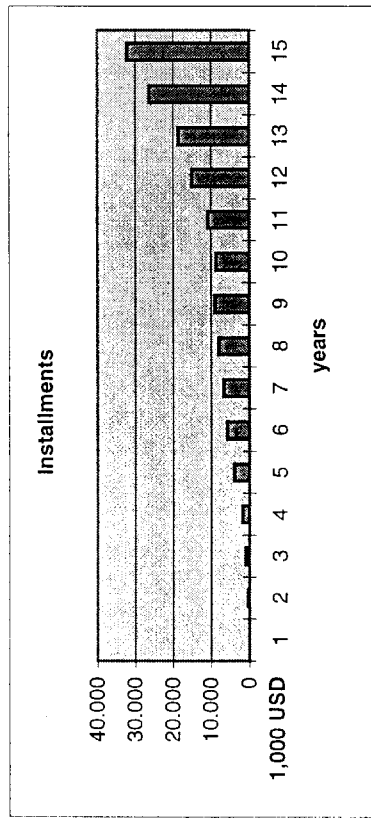
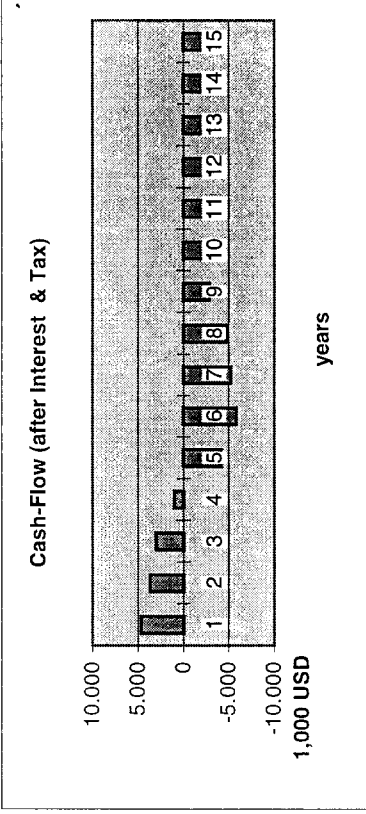
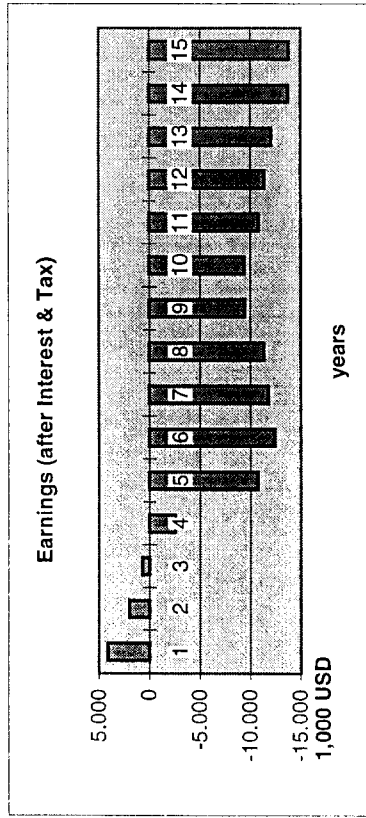
Annex 1.2 Worst case variant



Poti container terminal (with breakeven): Cash flow analysis, worst case, interest 12%								
Year	1	2	3	4	5	6	7	8
	1998	1999	2000	2001	2002	2003	2004	2005
Investment	9.962	22.118	19.880	43.529	24.369	0	420	0
Investment berth 6+7								
Investment berth 12-14								
Investment New CT-Term.								
Incidental expenses								
Investments total (per year)	9.962	22.118	19.880	43.529	24.369	0	420	0
net total accumulated	9.962	32.080	47.311	87.172	108.560	107.586	112.141	117.958
financed per Earnings incl. Deprec.	0	-4.649	-3.667	-2.981	-974	4.135	5.816	5.207
total accumulated	9.962	27.431	43.643	84.191	107.586	111.721	117.958	123.165
Proceeds	8.550	9.430	11.572	14.203	17.466	19.039	20.751	22.619
Proceeds total	8.550	9.430	11.572	14.203	17.466	19.039	20.751	22.619
Total costs (with depreciation)	2.847	4.425	5.508	7.436	13.115	13.384	13.585	13.762
Costs (without depreciation)	2.282	2.721	3.221	3.956	6.529	6.798	6.999	7.176
EBITDA (Cash Flow)	6.268	6.709	8.350	10.247	10.937	12.241	13.752	15.443
Depreciation	564	1.704	2.286	3.479	6.586	6.586	6.586	6.586
EBIT	5.704	5.005	6.064	6.767	4.351	5.655	7.166	8.858
Accumulated Capital Requirements	598	2.551	5.195	9.273	15.072	18.057	18.959	20.153
Earnings before Tax	5.106	2.454	869	-2.506	-10.721	-12.402	-11.793	-11.296
Tax	1.021	491	174	0	0	0	0	0
Earnings (after Interest & Tax)	4.085	1.964	695	-2.506	-10.721	-12.402	-11.793	-11.296
Cash-Flow (after Interest & Tax)	4649	3667	2981	974	-4135	-5816	-5207	-4710
Loan status	0	9.962	27.123	42.368	81.160	100.626	99.027	98.561



Poti container terminal (with breakeven): Cash flow analysis, worst case, interest 12%											
Year	9	10	11	12	13	14	15				
	2006	2007	2008	2009	2010	2011	2012				
Investment	0	3.954	11.044	3.258	8.233	0	11.500				
Investment berth 6+7											
Investment berth 12-14											
Investment New CT- Term.											
Incidental expenses											
Investments total (per year)	0	3.954	11.044	3.258	8.233	0	11.500				
net total accumulated	123.165	131.829	145.717	151.785	162.834	166.239	180.445				
financed per Earnings incl. Deprec.	4.710	2.845	2.810	2.815	3.406	2.706	4.367				
total accumulated	127.875	134.673	148.527	154.601	166.239	168.945	184.813				
Proceeds	24.655	26.955	30.594	34.724	39.412	44.733	51.290				
Proceeds total	24.655	26.955	30.594	34.724	39.412	44.733	51.290				
Total costs (with depreciation)	13.963	14.957	17.698	18.324	20.835	21.466	24.259				
Costs (without depreciation)	7.377	8.371	9.706	10.331	11.457	12.089	13.266				
EBITDA (Cash Flow)	17.278	18.584	20.888	24.392	27.955	32.644	38.024				
Depreciation	6.586	6.586	7.992	7.992	9.377	9.377	10.992				
EBIT	10.693	11.998	12.896	16.400	18.577	23.266	27.031				
Accumulated Capital Requirements	20.123	21.394	23.703	27.798	30.660	37.011	40.831				
Earnings before Tax	-9.431	-9.396	-10.808	-11.398	-12.083	-13.745	-13.800				
Tax	0	0	0	0	0	0	0				
Earnings (after Interest & Tax)	-9.431	-9.396	-10.808	-11.398	-12.083	-13.745	-13.800				
Cash-Flow (after Interest & Tax)	-2845	-2810	-2815	-3406	-2706	-4367	-2808				
Loan status	95.755	93.256	91.400	94.491	85.611	78.702	55.144				



- Annex 2 Cash flow analysis
 Poti, general cargo
 and bulk areas

- Annex 2.1 Best case variant

- Annex 2.2 Worst case variant

- Annex 2.3 Business Plan summarized 1998-2012

- Annex 2.4 Business Plan separately
 for the years 1998-2012,
 Investments summed up over the years

Annex 2.1 Best case variant

Table

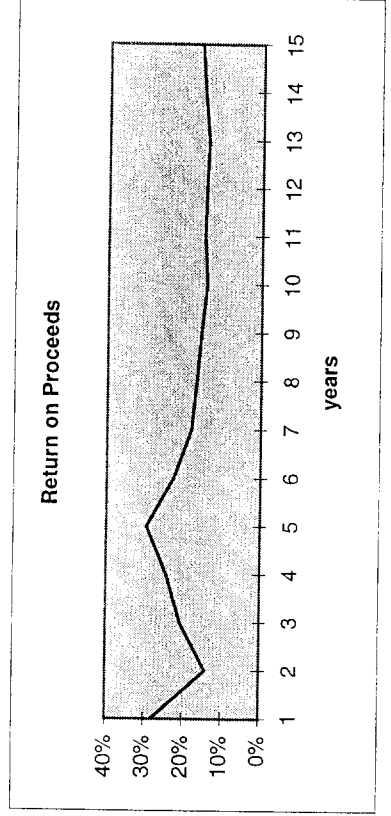
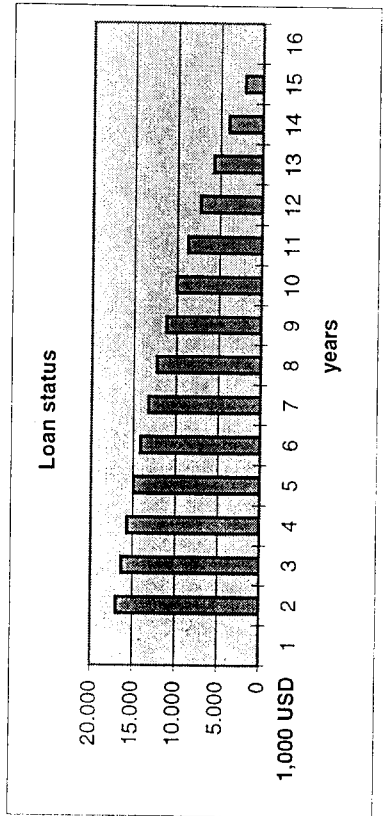
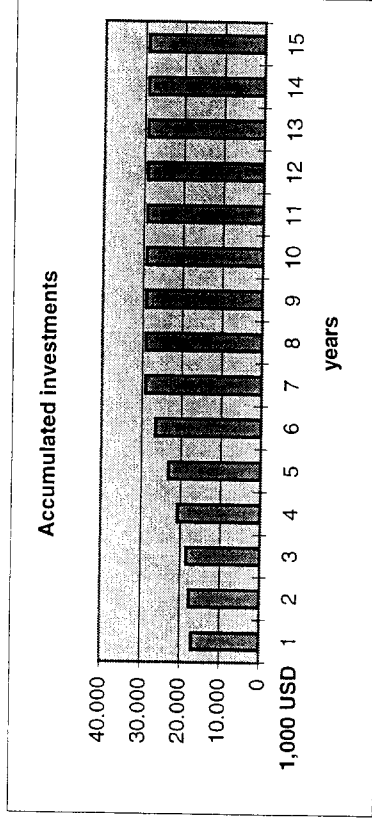
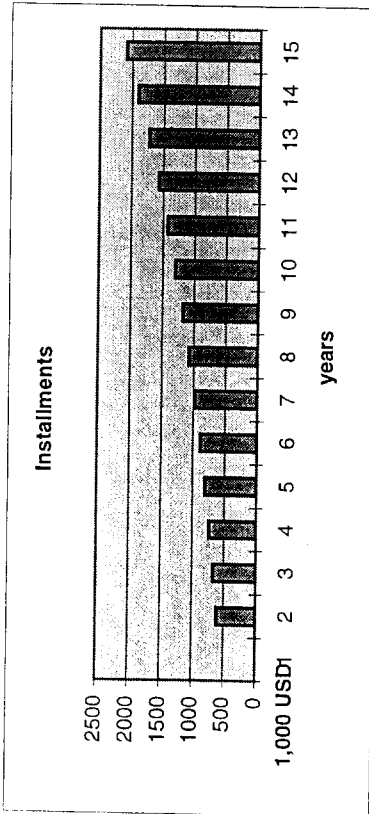
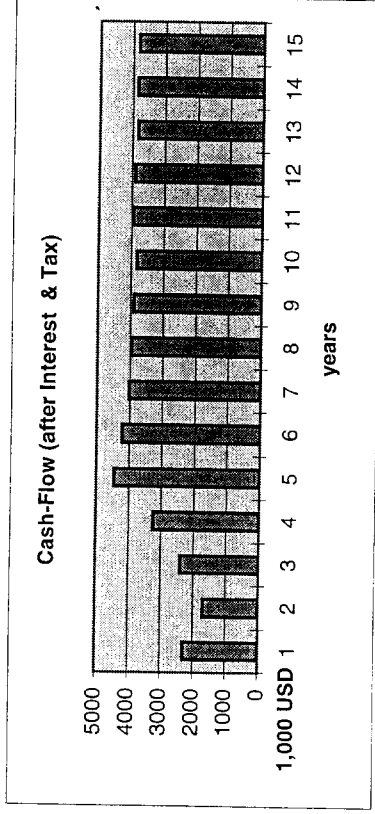
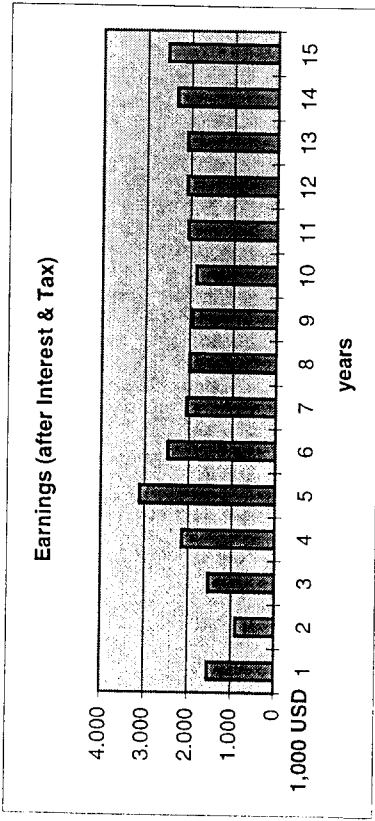
Poti general cargo and bulk areas: Cash flow analysis, best case, 10% interest, 100% proceeds								
Year	1	2	3	4	5	6	7	8
	1998	1999	2000	2001	2002	2003	2004	2005
	approx.							
Site preparation	3.571							
Civil works	7.962							
Buildings	1.635							
Utilities	664							
New equipment	1.054	726	726	2.354	2.354	3.433	2.530	
Other	50							
Incidental expenses	1.975							
Investments total (per year)	16.911	726	726	2.354	2.354	3.433	2.530	0
net total accumulated	16.911	17.637	16.080	16.745	16.701	16.893	14.975	10.762
financed per Earnings incl. Deprec.	0	-2.284	-1.689	-2.398	-3.241	-4.448	-4.213	-4.018
total accumulated	16.911	15.353	14.391	14.347	13.461	12.445	10.762	6.744
Proceeds	6.812	7.890	9.236	10.961	13.181	13.673	14.204	14.778
Proceeds total	6.812	7.890	9.236	10.961	13.181	13.673	14.204	14.778
Total costs (with depreciation)	4.058	4.486	5.038	6.003	7.007	8.295	9.351	10.001
Costs (without depreciation)	3.301	3.684	4.163	4.892	5.661	6.548	7.380	8.030
EBITDA (Cash Flow)	3.511	4.206	5.074	6.069	7.520	7.125	6.825	6.748
Depreciation	757	803	875	1.111	1.346	1.747	1.971	1.971
EBIT	2.754	3.404	4.198	4.958	6.174	5.378	4.854	4.777
Accumulated Capital Requirements	846	2.296	2.296	2.296	2.296	2.296	2.296	2.296
Earnings before Tax	1.908	1.108	1.903	2.663	3.878	3.083	2.558	2.482
Tax	382	222	381	533	776	617	512	496
Earnings (after Interest & Tax)	1.526	886	1.522	2.130	3.102	2.466	2.047	1.985
Cash-Flow (after Interest & Tax)	2284	1689	2398	3241	4448	4213	4018	3956
Loan status	in 1,000 US\$	0	16.911	16.306	15.641	14.910	13.220	12.247



Table

	Year	9	10	11	12	13	14	15
		2006	2007	2008	2009	2010	2011	2012
	approx.							
Site preparation	in 1,000 US\$							
Civil works	in 1,000 US\$							
Buildings	in 1,000 US\$							
Utilities	in 1,000 US\$							
New equipment	in 1,000 US\$							
Other	in 1,000 US\$							
Incidental expenses	in 1,000 US\$							
Investments total (per year)	in 1,000 US\$	0	0	0	0	0	0	0
net total accumulated	in 1,000 US\$	6.744	2.788	-1.112	-4.927	-8.868	-12.766	-16.595
financed per Earnings incl. Deprec.	in 1,000 US\$	-3.956	-3.899	-3.815	-3.942	-3.898	-3.829	-3.834
total accumulated	in 1,000 US\$	2.788	-1.112	-4.927	-8.868	-12.766	-16.595	-20.429
Proceeds	in 1,000 US\$	15.398	16.080	17.121	17.725	18.363	19.040	19.756
Proceeds total	in 1,000 US\$	15.398	16.080	17.121	17.725	18.363	19.040	19.756
Total costs (with depreciation)		10.692	11.479	12.272	12.839	13.473	13.848	14.303
Costs (without depreciation)	in 1,000 US\$	8.721	9.508	10.373	11.013	11.720	12.330	13.021
EBITDA (Cash Flow)	in 1,000 US\$	6.677	6.572	6.748	6.711	6.643	6.709	6.735
Depreciation	in 1,000 US\$	1.971	1.971	1.898	1.826	1.753	1.518	1.282
EBIT	in 1,000 US\$	4.706	4.601	4.850	4.886	4.890	5.191	5.453
Accumulated Capital Requirements	in 1,000 US\$	2.296	2.296	2.296	2.296	2.296	2.296	2.296
Earnings before Tax	in 1,000 US\$	2.410	2.305	2.554	2.590	2.594	2.896	3.158
Tax	in 1,000 US\$	482	461	511	518	519	579	632
Earnings (after Interest & Tax)	in 1,000 US\$	1.928	1.844	2.043	2.072	2.075	2.317	2.526
Cash-Flow (after Interest & Tax)	in 1,000 US\$	3899	3815	3942	3898	3829	3834	3808
Loan status	in 1,000 US\$	11.176	9.998	8.702	7.277	5.709	3.984	2.087

Table



Annex 2.2 Worst case variant



Table

Poti general cargo and bulk areas: Cash flow analysis, worst case, 12% interest, 90% proceeds

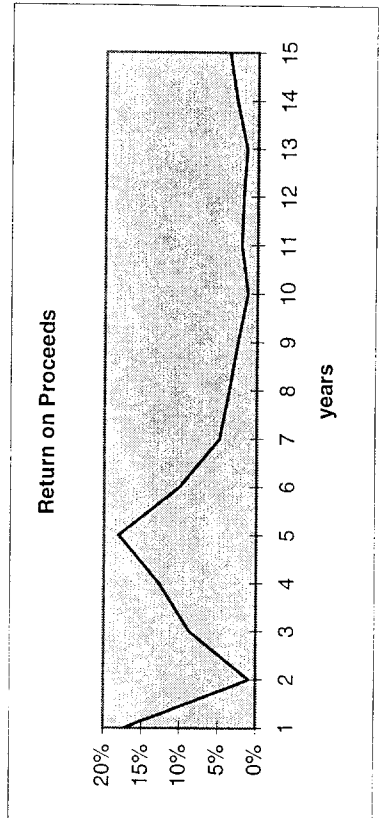
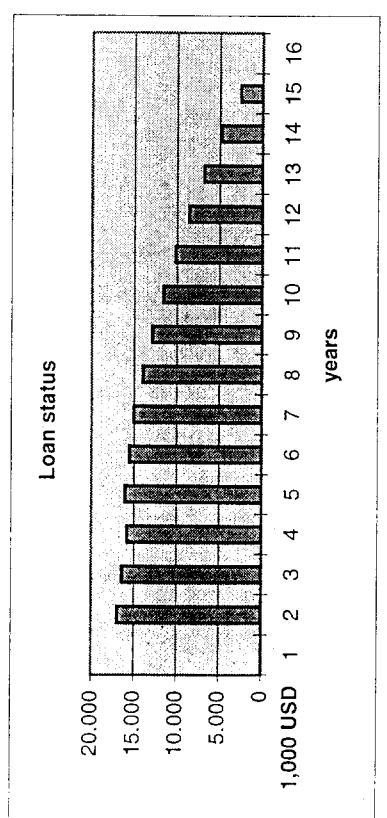
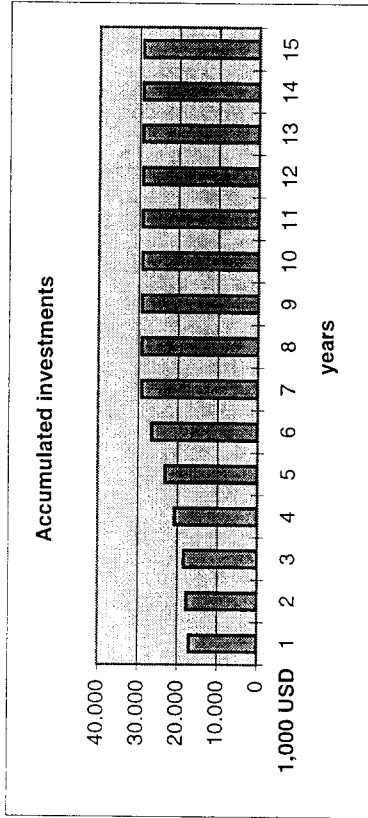
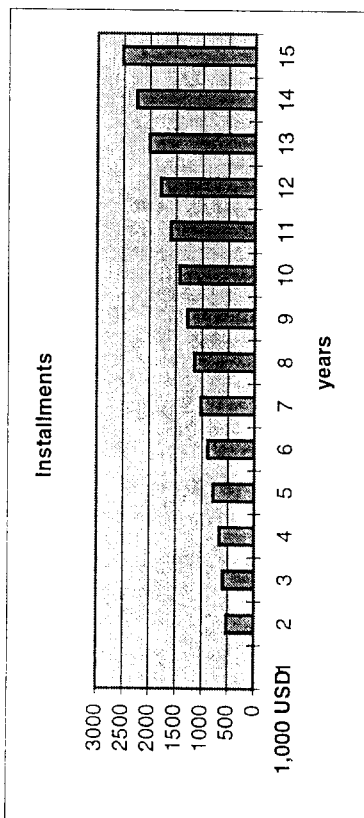
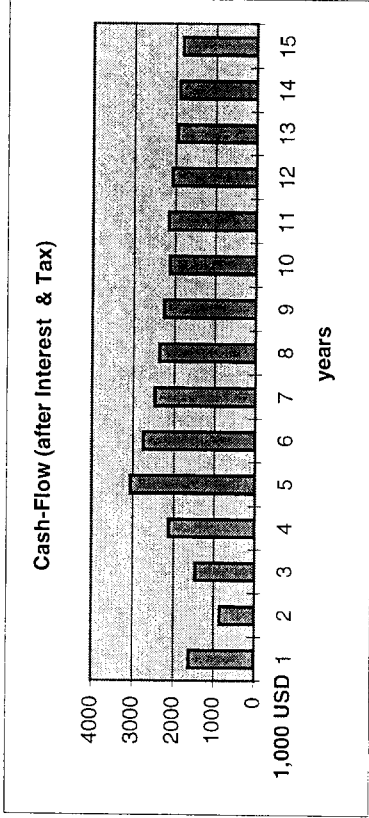
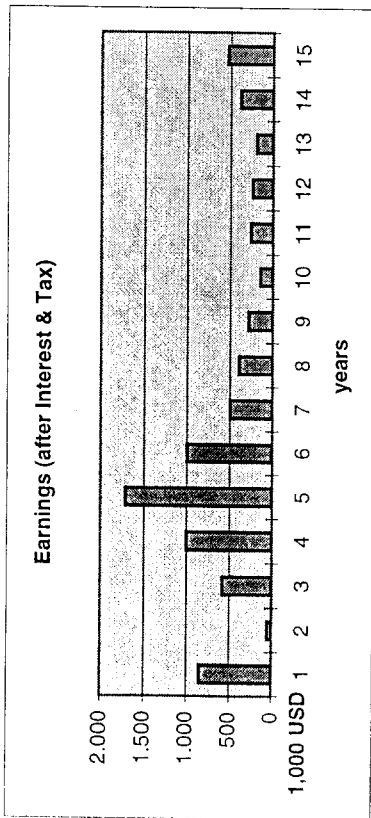
Year	1	2	3	4	5	6	7	8
	1998	1999	2000	2001	2002	2003	2004	2005
	approx.							
Site preparation	3.571							
Civil works	7.962							
Buildings	1.635							
Utilities	664							
New equipment	1.054	726	726	2.354	2.354	3.433	2.530	
Other	50							
Incidental expenses	1.975							
Investments total (per year)	16.911	726	726	2.354	2.354	3.433	2.530	0
net total accumulated	16.911	17.637	16.760	18.261	19.161	20.477	19.951	17.209
financed per Earnings incl. Deprec.	0	-1.604	-853	-1.454	-2.116	-3.057	-2.741	-2.465
total accumulated	16.911	16.034	15.907	16.807	17.045	17.421	17.209	14.744
Proceeds	6.812	7.890		10.961	13.181	13.673	14.204	14.778
Proceeds total	6.131	7.101	8.313	9.865	11.863	12.306	12.784	13.300
Total costs (with depreciation)	4.058	4.486	5.038	6.003	7.007	8.295	9.351	10.001
Costs (without depreciation)	3.301	3.684	4.163	4.892	5.661	6.548	7.380	8.030
EBITDA (Cash Flow)	2.830	3.417	4.150	4.973	6.202	5.758	5.405	5.270
Depreciation	757	803	875	1.111	1.346	1.747	1.971	1.971
EBIT	2.072	2.615	3.275	3.862	4.856	4.011	3.433	3.299
Accumulated Capital Requirements	1.015	2.551	2.551	2.605	2.717	2.768	2.816	2.816
Earnings before Tax	1.058	63	723	1.257	2.138	1.243	618	484
Tax	212	13	145	251	428	249	124	97
Earnings (after Interest & Tax)	846	51	579	1.005	1.711	995	494	387
Cash-Flow (after Interest & Tax)	1604	853	1454	2116	3057	2741	2465	2558
Loan status	0	16.911	16.389	15.804	16.049	15.510	15.002	13.987



Table

Year	9	10	11	12	13	14	15
	2006	2007	2008	2009	2010	2011	2012
	approx.						
Site preparation	in 1,000 US\$						
Civil works	in 1,000 US\$						
Buildings	in 1,000 US\$						
Utilities	in 1,000 US\$						
New equipment	in 1,000 US\$						
Other	in 1,000 US\$						
Incidental expenses	in 1,000 US\$						
Investments total (per year)	in 1,000 US\$	0	0	0	0	0	0
net total accumulated	in 1,000 US\$	14,744	12,386	10,134	8,022	5,866	3,802
financed per Earnings incl. Deprec.	in 1,000 US\$	-2,358	-2,251	-2,113	-2,156	-1,944	-1,895
total accumulated	in 1,000 US\$	12,386	10,134	8,022	5,866	3,802	1,858
Proceeds	in 1,000 US\$	15,398	16,080	17,121	17,725	18,363	19,040
Proceeds total	in 1,000 US\$	13,858	14,472	15,409	15,952	16,527	17,136
Total costs (with depreciation)		10,692	11,479	12,272	12,839	13,473	14,303
Costs (without depreciation)	in 1,000 US\$	8,721	9,508	10,373	11,013	11,720	12,330
EBITDA (Cash Flow)	in 1,000 US\$	5,137	4,964	5,036	4,939	4,807	4,805
Depreciation	in 1,000 US\$	1,971	1,971	1,898	1,826	1,753	1,518
EBIT	in 1,000 US\$	3,166	2,993	3,138	3,113	3,054	3,287
Accumulated Capital Requirements	in 1,000 US\$	2,816	2,816	2,816	2,816	2,816	2,816
Earnings before Tax	in 1,000 US\$	350	177	322	298	238	472
Tax	in 1,000 US\$	70	35	64	60	48	94
Earnings (after Interest & Tax)	in 1,000 US\$	280	142	258	238	190	377
Cash-Flow (after Interest & Tax)	in 1,000 US\$	2251	2113	2156	2064	1944	1895
Loan status	in 1,000 US\$	12,850	11,576	10,150	8,552	6,763	4,759
							2,514

Table



Annex 2.3 Business Plan summarized 1998-2012

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN			
Description	Costs (USD)				Costs (USD)
	1998	1999	2000	2001	
I. INVESTMENT					
1. SITE PREPARATION					
Reconstruction Storage Facilities Berth 9-11	14,935,633	15,661,967	16,388,300	18,742,300	21,096,300
Demolition warehouse	3,570,800	3,570,800	3,570,800	3,570,800	3,570,800
Demolition foundations and pavement	1,734,850	1,734,850	1,734,850	1,734,850	1,734,850
Demolition rail truck	315,000	315,000	315,000	315,000	315,000
Demolition ramp	109,200	109,200	109,200	109,200	109,200
Preparation of the ground	14,250	14,250	14,250	14,250	14,250
Earth works (incl. sand supply)	42,000	42,000	42,000	42,000	42,000
Sewage and drainage	490,000	490,000	490,000	490,000	490,000
Reconstruction of Aprons and Storage Areas	588,000	588,000	588,000	588,000	588,000
Demolition rail truck	176,400	176,400	176,400	176,400	176,400
Preparation of the ground	1,835,950	1,835,950	1,835,950	1,835,950	1,835,950
Earth works (incl. sand supply)	34,000	34,000	34,000	34,000	34,000
Sewage and drainage	1,098,750	1,098,750	1,098,750	1,098,750	1,098,750
2. CIVIL WORKS	439,500	439,500	439,500	439,500	439,500
Reconstruction Storage Facilities Berth 9-11	263,700	263,700	263,700	263,700	263,700
Rail tracks	7,962,000	7,962,000	7,962,000	7,962,000	7,962,000
Railway switches	2,867,500	2,867,500	2,867,500	2,867,500	2,867,500
New Pavement	600,000	600,000	600,000	600,000	600,000
Reconstruction of Aprons and Storage Areas	90,000	90,000	90,000	90,000	90,000
Rail tracks	2,177,500	2,177,500	2,177,500	2,177,500	2,177,500
Railway switches	5,094,500	5,094,500	5,094,500	5,094,500	5,094,500
New Pavement	1,360,000	1,360,000	1,360,000	1,360,000	1,360,000
3. BUILDINGS	72,000	72,000	72,000	72,000	72,000
Warehouse Storage facilities berth 9-11	3,662,500	3,662,500	3,662,500	3,662,500	3,662,500
	1,635,000	1,635,000	1,635,000	1,635,000	1,635,000
	1,635,000	1,635,000	1,635,000	1,635,000	1,635,000

4. UTILITIES		664,000	664,000	664,000	664,000	664,000
Reconstruction Storage Facilities Berth 9-11		297,750	297,750	297,750	297,750	297,750
Water (fire line, fresh water)		30,000	30,000	30,000	30,000	30,000
Electricity		50,000	50,000	50,000	50,000	50,000
Lighting		217,750	217,750	217,750	217,750	217,750
Reconstruction of Aprons and Storage Areas		366,250	366,250	366,250	366,250	366,250
Lighting		366,250	366,250	366,250	366,250	366,250
5. EQUIPMENT		1,053,833	1,780,167	2,506,500	4,860,500	7,214,500
Rehabilitation equipment (1st delivery)		726,333	1,452,667	2,179,000	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)		0	0	0	0	0
Rehabilitation equipment (3rd delivery)		0	0	0	0	0
Forklifts: 2,5 t		0	0	0	0	0
Forklifts: 10 t		0	0	0	0	0
Terminal Tractor		0	0	0	0	0
Rolltrailer		80,000	80,000	80,000	80,000	80,000
Bob cats		0	0	0	0	0
Stevedoring		110,000	110,000	110,000	110,000	110,000
Spareparts		0	0	0	0	0
Workshop equipment		110,000	110,000	110,000	110,000	110,000
Hansepallets (1st delivery)		27,500	27,500	27,500	27,500	27,500
Hansepallets (2nd delivery)		0	0	0	0	0
6. OTHER EQUIPMENT STORAGE FACILITIES		50,000	50,000	50,000	50,000	50,000
Alarm system		50,000	50,000	50,000	50,000	50,000
Incidental expenses (without equipment)		1,975,170	1,975,170	1,975,170	1,975,170	1,975,170
INVESTMENT, total		16,910,803	17,637,137	18,363,470	20,717,470	23,071,470
II. PROCEEDS		6,811,845	7,889,771	9,236,377	10,960,940	13,180,978
Handling proceeds, total		6,811,845	7,754,415	8,932,365	10,442,300	12,384,530
General cargo handling		1,909,845	2,597,415	3,506,865	4,734,300	6,394,530
Bulk handling		4,902,000	5,157,000	5,425,500	5,708,000	5,990,000
Storage proceeds total		0	135,356	304,012	518,640	796,448
Storage of general cargo		0	32,216	86,992	176,160	317,248
Storage of bulk		0	103,140	217,020	342,480	479,200

III. Costs	4,058,289	4,486,161	5,037,901	6,002,853	7,007,312
1. Real Estate	489,000	489,000	489,000	489,000	489,000
Lease area (bearth 9-11, storage areas)	489,000	489,000	489,000	489,000	489,000
Lease quay wall	0	0	0	0	0
2. Depreciations	757,438	802,572	875,205	1,110,605	1,346,005
Sewage/water/electricity/gas-pipe/cable etc.	26,005	26,005	26,005	26,005	26,005
Paved areas and roads	292,000	292,000	292,000	292,000	292,000
Tracks and switches	106,100	106,100	106,100	106,100	106,100
Lighting	29,200	29,200	29,200	29,200	29,200
Warehouse	163,500	163,500	163,500	163,500	163,500
Rolltrailers, bob cats	8,000	8,000	8,000	8,000	8,000
Security equipment	5,000	5,000	5,000	5,000	5,000
Forklifts	0	0	0	0	0
Stevedoring, workshop equipment	27,500	27,500	27,500	27,500	27,500
Terminal tractor	0	0	0	0	0
Rehabilitation Equipment	72,633	145,267	217,900	453,300	688,700
Spareparts	0	0	0	0	0
Hansepallets	27,500	0	0	0	0
3. Operating costs	2,811,851	3,194,589	3,673,696	4,403,248	5,172,307
Personnel costs	1,083,108	1,335,100	1,680,782	2,103,185	2,562,124
Interchange	28,800	38,880	51,840	62,208	74,650
guard	28,800	38,880	51,840	68,429	89,580
cargo handling (stevedoring/yard/warehouse operat	499,200	604,800	760,320	953,856	1,144,627
repair (workshop)	60,000	72,000	86,400	103,680	124,416
administration	210,000	264,600	332,640	417,312	522,547
Surcharge for social insurance and costs	256,308	315,940	397,742	497,700	606,304
Material	600,000	630,000	661,500	694,575	729,304
Maintenance/repair	286,364	358,998	431,631	667,031	902,431
civil	84,021	84,021	84,021	84,021	84,021
mechanical	91,960	91,960	91,960	91,960	91,960
handling equipment	110,383	183,017	255,650	491,050	726,450
Energy costs (cargo handling equipment)	270,000	283,500	297,675	312,559	328,187
Electric power supply utilities	104,000	109,200	114,660	120,393	126,413
Communication	11,500	12,650	13,915	15,307	16,837
Water / sewage	9,000	9,900	10,890	11,979	13,177

General cargo Poti.xls

Administration assessment	373,200	376,932	380,701	384,508	388,353
Insurances	74,678	78,310	81,942	93,712	105,482
PROFITS / LOSS before tax	2,753,556	3,403,610	4,198,476	4,958,087	6,173,666

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN				
Description	Costs (USD)					
	2003	2004	2005	2006	2007	
I. INVESTMENT						
1. SITE PREPARATION						
Reconstruction Storage Facilities Berth 9-11	24,528,800	27,058,800	27,058,800	27,058,800	27,058,800	
Demolition warehouse	3,570,800	3,570,800	3,570,800	3,570,800	3,570,800	
Demolition foundations and pavement	1,734,850	1,734,850	1,734,850	1,734,850	1,734,850	
Demolition rail truck	315,000	315,000	315,000	315,000	315,000	
Demolition ramp	109,200	109,200	109,200	109,200	109,200	
Preparation of the ground	14,250	14,250	14,250	14,250	14,250	
Earth works (incl. sand supply)	42,000	42,000	42,000	42,000	42,000	
Sewage and drainage	490,000	490,000	490,000	490,000	490,000	
Reconstruction of Aprons and Storage Areas	588,000	588,000	588,000	588,000	588,000	
Demolition rail truck	176,400	176,400	176,400	176,400	176,400	
Preparation of the ground	1,835,950	1,835,950	1,835,950	1,835,950	1,835,950	
Earth works (incl. sand supply)	34,000	34,000	34,000	34,000	34,000	
Sewage and drainage	1,098,750	1,098,750	1,098,750	1,098,750	1,098,750	
2. CIVIL WORKS	439,500	439,500	439,500	439,500	439,500	
Reconstruction Storage Facilities Berth 9-11	263,700	263,700	263,700	263,700	263,700	
Rail tracks	7,962,000	7,962,000	7,962,000	7,962,000	7,962,000	
Railway switches	2,867,500	2,867,500	2,867,500	2,867,500	2,867,500	
New Pavement	600,000	600,000	600,000	600,000	600,000	
Reconstruction of Aprons and Storage Areas	90,000	90,000	90,000	90,000	90,000	
Rail tracks	2,177,500	2,177,500	2,177,500	2,177,500	2,177,500	
Railway switches	5,094,500	5,094,500	5,094,500	5,094,500	5,094,500	
New Pavement	1,360,000	1,360,000	1,360,000	1,360,000	1,360,000	
3. BUILDINGS	72,000	72,000	72,000	72,000	72,000	
Warehouse Storage facilities berth 9-11	3,662,500	3,662,500	3,662,500	3,662,500	3,662,500	
	1,635,000	1,635,000	1,635,000	1,635,000	1,635,000	
	1,635,000	1,635,000	1,635,000	1,635,000	1,635,000	

General cargo Poti.xls

4. UTILITIES										
Reconstruction Storage Facilities Berth 9-11	664,000	664,000	664,000	664,000	664,000	664,000	664,000	664,000	664,000	664,000
Water (fire line, fresh water)	297,750	297,750	297,750	297,750	297,750	297,750	297,750	297,750	297,750	297,750
Electricity	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Lighting	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Reconstruction of Aprons and Storage Areas	217,750	217,750	217,750	217,750	217,750	217,750	217,750	217,750	217,750	217,750
Lighting	366,250	366,250	366,250	366,250	366,250	366,250	366,250	366,250	366,250	366,250
5. EQUIPMENT	10,647,000	13,177,000	13,177,000	13,177,000	13,177,000	13,177,000	13,177,000	13,177,000	13,177,000	13,177,000
Rehabilitation equipment (1st delivery)	2,179,000	2,179,000	2,179,000	2,179,000	2,179,000	2,179,000	2,179,000	2,179,000	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	4,708,000	4,708,000	4,708,000	4,708,000	4,708,000	4,708,000	4,708,000	4,708,000	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	2,530,000	5,060,000	5,060,000	5,060,000	5,060,000	5,060,000	5,060,000	5,060,000	5,060,000	5,060,000
Forklifts; 2,5 t	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Forklifts; 10 t	97,750	97,750	97,750	97,750	97,750	97,750	97,750	97,750	97,750	97,750
Terminal Tractor	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000	115,000
Rolltrailer	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000
Bob cats	184,000	184,000	184,000	184,000	184,000	184,000	184,000	184,000	184,000	184,000
Stevedoring	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000
Spareparts	77,000	77,000	77,000	77,000	77,000	77,000	77,000	77,000	77,000	77,000
Workshop equipment	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000	110,000
Hansepallets (1st delivery)	27,500	27,500	27,500	27,500	27,500	27,500	27,500	27,500	27,500	27,500
Hansepallets (2nd delivery)	28,750	28,750	28,750	28,750	28,750	28,750	28,750	28,750	28,750	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Alarm system	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Incidental expenses (without equipment)	1,975,170	1,975,170	1,975,170	1,975,170	1,975,170	1,975,170	1,975,170	1,975,170	1,975,170	1,975,170
INVESTMENT, total	26,503,970	29,033,970	29,033,970	29,033,970	29,033,970	29,033,970	29,033,970	29,033,970	29,033,970	29,033,970
II. PROCEEDS	13,673,015	14,204,472	14,778,049	15,397,526	16,079,514	16,788,049	17,487,526	18,197,514	18,917,514	19,647,514
Handling proceeds, total	12,839,775	13,331,520	13,862,265	14,435,510	15,066,690	15,666,690	16,297,510	16,935,510	17,585,510	18,247,510
General cargo handling	6,382,275	6,370,020	6,357,765	6,345,510	6,335,190	6,325,000	6,315,000	6,305,000	6,295,000	6,285,000
Bulk handling	6,457,500	6,961,500	7,504,500	8,090,000	8,731,500	9,366,500	10,000,000	10,635,500	11,270,500	11,905,500
Storage proceeds total	833,240	872,952	915,784	962,016	1,012,824	1,121,359	1,232,516	1,342,516	1,452,516	1,562,516
Storage of general cargo	316,640	316,032	315,424	314,816	314,208	313,600	313,000	312,400	311,800	311,200
Storage of bulk	516,600	556,920	600,360	647,200	698,616	758,759	818,516	878,116	937,716	997,316

General cargo Poti.xls

III. Costs	8,294,802	9,350,543	10,000,797	10,691,751	11,478,735
1. Real Estate	489,000	489,000	489,000	489,000	489,000
Lease area (berth 9-11; storage areas)	489,000	489,000	489,000	489,000	489,000
Lease quay wall	0	0	0	0	0
2. Depreciations	1,746,774	1,971,024	1,971,024	1,971,024	1,971,024
Sewage/water/electricity/gas-pipe/cable etc.	26,005	26,005	26,005	26,005	26,005
Paved areas and roads	292,000	292,000	292,000	292,000	292,000
Tracks and switches	106,100	106,100	106,100	106,100	106,100
Lighting	29,200	29,200	29,200	29,200	29,200
Warehouse	163,500	163,500	163,500	163,500	163,500
Rolltrailers, bob cats	26,400	26,400	26,400	26,400	26,400
Security equipment	5,000	5,000	5,000	5,000	5,000
Forklifts	62,219	62,219	62,219	62,219	62,219
Stevedoring, workshop equipment	27,500	27,500	27,500	27,500	27,500
Terminal tractor	23,000	23,000	23,000	23,000	23,000
Rehabilitation Equipment	941,700	1,194,700	1,194,700	1,194,700	1,194,700
Spareparts	15,400	15,400	15,400	15,400	15,400
Hansepallets	28,750	0	0	0	0
3. Operating costs	6,059,028	6,890,519	7,540,773	8,231,727	9,018,711
Personnel costs	3,022,352	3,518,815	4,096,213	4,710,645	5,417,242
Interchange	85,847	98,724	113,533	130,563	150,147
guard	107,309	123,405	141,916	163,203	187,684
cargo handling (stevedoring/yard/warehouse operat	1,316,321	1,513,769	1,740,835	2,001,960	2,302,254
repair (workshop)	171,694	230,356	302,754	348,167	400,392
administration	625,968	719,863	827,843	952,019	1,094,822
Surcharge for social insurance and costs	715,213	832,697	969,333	1,114,733	1,281,943
Material	765,769	804,057	844,260	886,473	930,797
Maintenance/repair	1,245,681	1,498,681	1,498,681	1,498,681	1,498,681
civil	84,021	84,021	84,021	84,021	84,021
mechanical	91,960	91,960	91,960	91,960	91,960
handling equipment	1,069,700	1,322,700	1,322,700	1,322,700	1,322,700
Energy costs (cargo handling equipment)	344,596	361,826	379,917	398,913	418,859
Electric power supply utilities	132,733	139,370	146,338	153,655	161,338
Communication	18,521	20,373	22,410	24,651	27,116
Water / sewage	14,495	15,944	17,538	19,292	21,222

General cargo Poti.xls

Administration assessment	392,237	396,159	400,121	404,122	408,163
Insurances	122,644	135,294	135,294	135,294	135,294
PROFITS / LOSS before tax	5,378,213	4,853,929	4,777,252	4,705,775	4,600,779

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN				
Description	Costs (USD)	2008	2009	2010	2011	2012
I. INVESTMENT		27,058,800	27,058,800	27,058,800	27,058,800	27,058,800
1. SITE PREPARATION		3,570,800	3,570,800	3,570,800	3,570,800	3,570,800
Reconstruction Storage Facilities Berth 9-11		1,734,850	1,734,850	1,734,850	1,734,850	1,734,850
Demolition warehouse		315,000	315,000	315,000	315,000	315,000
Demolition foundations and pavement		109,200	109,200	109,200	109,200	109,200
Demolition rail truck		14,250	14,250	14,250	14,250	14,250
Demolition ramp		42,000	42,000	42,000	42,000	42,000
Preparation of the ground		490,000	490,000	490,000	490,000	490,000
Earth works (incl. sand supply)		588,000	588,000	588,000	588,000	588,000
Sewage and drainage		176,400	176,400	176,400	176,400	176,400
Reconstruction of Aprons and Storage Areas		1,835,950	1,835,950	1,835,950	1,835,950	1,835,950
Demolition rail truck		34,000	34,000	34,000	34,000	34,000
Preparation of the ground		1,098,750	1,098,750	1,098,750	1,098,750	1,098,750
Earth works (incl. sand supply)		439,500	439,500	439,500	439,500	439,500
Sewage and drainage		263,700	263,700	263,700	263,700	263,700
2. CIVIL WORKS		7,962,000	7,962,000	7,962,000	7,962,000	7,962,000
Reconstruction Storage Facilities Berth 9-11		2,867,500	2,867,500	2,867,500	2,867,500	2,867,500
Rail tracks		600,000	600,000	600,000	600,000	600,000
Railway switches		90,000	90,000	90,000	90,000	90,000
New Pavement		2,177,500	2,177,500	2,177,500	2,177,500	2,177,500
Reconstruction of Aprons and Storage Areas		5,094,500	5,094,500	5,094,500	5,094,500	5,094,500
Rail tracks		1,360,000	1,360,000	1,360,000	1,360,000	1,360,000
Railway switches		72,000	72,000	72,000	72,000	72,000
New Pavement		3,662,500	3,662,500	3,662,500	3,662,500	3,662,500
3. BUILDINGS		1,635,000	1,635,000	1,635,000	1,635,000	1,635,000
Warehouse Storage facilities berth 9-11		1,635,000	1,635,000	1,635,000	1,635,000	1,635,000

4. UTILITIES		664,000	664,000	664,000	664,000	664,000	664,000
Reconstruction Storage Facilities Berth 9-11		297,750	297,750	297,750	297,750	297,750	297,750
Water (fire line, fresh water)		30,000	30,000	30,000	30,000	30,000	30,000
Electricity		50,000	50,000	50,000	50,000	50,000	50,000
Lighting		217,750	217,750	217,750	217,750	217,750	217,750
Reconstruction of Aprons and Storage Areas		366,250	366,250	366,250	366,250	366,250	366,250
Lighting		366,250	366,250	366,250	366,250	366,250	366,250
5. EQUIPMENT		13,177,000	13,177,000	13,177,000	13,177,000	13,177,000	13,177,000
Rehabilitation equipment (1st delivery)		2,179,000	2,179,000	2,179,000	2,179,000	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)		4,708,000	4,708,000	4,708,000	4,708,000	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)		5,060,000	5,060,000	5,060,000	5,060,000	5,060,000	5,060,000
Forklifts, 2.5 t		400,000	400,000	400,000	400,000	400,000	400,000
Forklifts, 10 t		97,750	97,750	97,750	97,750	97,750	97,750
Terminal Tractor		115,000	115,000	115,000	115,000	115,000	115,000
Rolltrailer		80,000	80,000	80,000	80,000	80,000	80,000
Bob cats		184,000	184,000	184,000	184,000	184,000	184,000
Stevedoring		110,000	110,000	110,000	110,000	110,000	110,000
Spareparts		77,000	77,000	77,000	77,000	77,000	77,000
Workshop equipment		110,000	110,000	110,000	110,000	110,000	110,000
Hansepallets (1st delivery)		27,500	27,500	27,500	27,500	27,500	27,500
Hansepallets (2nd delivery)		28,750	28,750	28,750	28,750	28,750	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES		50,000	50,000	50,000	50,000	50,000	50,000
Alarm system		50,000	50,000	50,000	50,000	50,000	50,000
Incidental expenses (without equipment)		1,975,170	1,975,170	1,975,170	1,975,170	1,975,170	1,975,170
INVESTMENT, total		29,033,970	29,033,970	29,033,970	29,033,970	29,033,970	29,033,970
II. PROCEEDS		17,121,270	17,724,510	18,363,390	19,039,530	19,756,385	19,756,385
Handling proceeds, total		15,594,430	16,152,670	16,743,910	17,369,650	18,032,905	18,032,905
General cargo handling		6,342,930	6,350,670	6,358,410	6,366,150	6,378,405	6,378,405
Bulk handling		9,251,500	9,802,000	10,385,500	11,003,500	11,654,500	11,654,500
Storage proceeds total		1,526,840	1,571,840	1,619,480	1,669,880	1,723,480	1,723,480
Storage of general cargo		786,720	787,680	788,640	789,600	791,120	791,120
Storage of bulk		740,120	784,160	830,840	880,280	932,360	932,360

General cargo Poti.xls

III. Costs	12,347,819	12,991,402	13,702,269	14,324,180	15,027,070
1. Real Estate	489,000	489,000	489,000	489,000	489,000
Lease area (bearth 9-11, storage areas)	489,000	489,000	489,000	489,000	489,000
Lease quay wall	0	0	0	0	0
2. Depreciations	1,898,390	1,825,757	1,753,124	1,517,724	1,282,324
Sewage/water/electricity/gas-pipe/cable etc.	26,005	26,005	26,005	26,005	26,005
Paved areas and roads	292,000	292,000	292,000	292,000	292,000
Tracks and switches	106,100	106,100	106,100	106,100	106,100
Lighting	29,200	29,200	29,200	29,200	29,200
Warehouse	163,500	163,500	163,500	163,500	163,500
Rolltrailers, bob cats	26,400	26,400	26,400	26,400	26,400
Security equipment	5,000	5,000	5,000	5,000	5,000
Forklifts	62,219	62,219	62,219	62,219	62,219
Stevedoring, workshop equipment	27,500	27,500	27,500	27,500	27,500
Terminal tractor	23,000	23,000	23,000	23,000	23,000
Rehabilitation Equipment	1,122,067	1,049,433	976,800	741,400	506,000
Spareparts	15,400	15,400	15,400	15,400	15,400
Hansepallets	0	0	0	0	0
3. Operating costs	9,960,428	10,676,645	11,460,145	12,317,456	13,255,747
Personnel costs	6,274,493	6,901,943	7,592,137	8,351,351	9,186,486
Interchange	206,452	227,097	249,807	274,788	302,267
guard	247,743	272,517	299,769	329,745	362,720
cargo handling (stevedoring/yard/warehouse operat	2,532,480	2,785,728	3,064,300	3,370,730	3,707,803
repair (workshop)	550,539	605,593	666,152	732,767	806,044
administration	1,252,476	1,377,724	1,515,496	1,667,046	1,833,751
Surcharge for social insurance and costs	1,484,804	1,633,284	1,796,613	1,976,274	2,173,901
Material	977,337	1,026,204	1,077,514	1,131,389	1,187,959
Maintenance/repair	1,498,681	1,498,681	1,498,681	1,498,681	1,498,681
civil	84,021	84,021	84,021	84,021	84,021
mechanical	91,960	91,960	91,960	91,960	91,960
handling equipment	1,322,700	1,322,700	1,322,700	1,322,700	1,322,700
Energy costs (cargo handling equipment)	439,802	461,792	484,881	509,125	534,582
Electric power supply utilities	169,405	177,875	186,769	196,108	205,913
Communication	29,828	32,811	36,092	39,701	43,671
Water / sewage	23,344	25,678	28,246	31,070	34,177

General cargo Poti.xls

Administration assessment	412,245	416,367	420,531	424,736	428,984
Insurances	135,294	135,294	135,294	135,294	135,294
PROFITS / LOSS before tax	4,773,451	4,733,108	4,661,121	4,715,350	4,729,315

General Cargo Terminal, ges.

Annex 2.4 Business Plan separately
for the years 1998-2012,
Investments summed up over the years

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				1998
I. INVESTMENT				14,935,633
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				1,053,833
Rehabilitation equipment (1st delivery)	1	summary	726,333	726,333
Rehabilitation equipment (2nd delivery)	0	summary	0	0
Rehabilitation equipment (3rd delivery)	0	summary	0	0
Forklifts, 2,5 t	0	piece	40,000	0
Forklifts, 10 t	0	piece	97,750	0
Terminal Tractor	0	piece	115,000	0
Rolltrailer	4	piece	20,000	80,000
Bob cats	0	piece	46,000	0
Stevedoring	1	complect	110,000	110,000
Spareparts	0	complect	77,000	0
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	0	piece	58	0
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				16,910,803

II. PROCEEDS				6,811,845
Handling proceeds, total				6,811,845
General cargo handling				1,909,845
Bulk handling				4,902,000
Storage proceeds total				0
Storage of general cargo				0
Storage of bulk				0
III. Costs				4,058,289
1. Real Estate				489,000
Lease area (bearth 9-11; storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				757,438
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	80,000	10%		8,000
Sequiry equipment	50,000	10%		5,000
Forklifts	0	12.50%		0
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	0	20%		0
Rehabilitation Equipment	726,333	10%		72,633
Spareparts	0	20%		0
Hansepallets	27,500	100%		27,500
3. Operating costs				2,811,851
Personnel costs				1,083,108
Interchange				28,800
guard				28,800
cargo handling (stevedoring/yard/warehouse operation)				499,200
repair (workshop)				60,000
administration				210,000
Surcharge for social insurance and costs				256,308
Material				600,000
Maintenance/repair				286,364
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	1,103,833	10%		110,383
Energy costs (cargo handling equipment)				270,000
Electric power supply utilities				104,000
Communication				11,500
Water / sewage				9,000
Administration assessment				373,200
Insurances	14,935,633	0.5%		74,678
PROFITS / LOSS before tax				2,753,556

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				1999
I. INVESTMENT				15,661,967
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				1,780,167
Rehabilitation equipment (1st delivery)	1	summary	1,452,667	1,452,667
Rehabilitation equipment (2nd delivery)	0	summary	0	0
Rehabilitation equipment (3rd delivery)	0	summary	0	0
Forklifts; 2,5 t	0	piece	40,000	0
Forklifts; 10 t	0	piece	97,750	0
Terminal Tractor	0	piece	115,000	0
Rolltrailer	4	piece	20,000	80,000
Bob cats	0	piece	46,000	0
Stevedoring	1	complect	110,000	110,000
Spareparts	0	complect	77,000	0
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	0	piece	58	0
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				17,637,137

II. PROCEEDS				7,889,771
Handling proceeds, total				7,754,415
General cargo handling				2,597,415
Bulk handling				5,157,000
Storage proceeds total				135,356
Storage of general cargo				32,216
Storage of bulk				103,140
III. Costs				4,486,161
1. Real Estate				489,000
Lease area (bearth 9-11; storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				802,572
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	80,000	10%		8,000
Sequiry equipment	50,000	10%		5,000
Forklifts	0	12.50%		0
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	0	20%		0
Rehabilitation Equipment	1,452,667	10%		145,267
Spareparts	0	20%		0
Hansepallets	0	100%		0
3. Operating costs				3,194,589
Personnel costs				1,335,100
Interchange guard				38,880
cargo handling (stevedoring/yard/warehouse operation)				604,800
repair (workshop)				72,000
administration				264,600
Surcharge for social insurance and costs				315,940
Material				630,000
Maintenance/repair				358,998
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	1,830,167	10%		183,017
Energy costs (cargo handling equipment)				283,500
Electric power supply utilities				109,200
Communication				12,650
Water / sewage				9,900
Administration assessment				376,932
Insurances	15,661,967	0.5%		78,310
PROFITS / LOSS before tax				3,403,610

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2000
I. INVESTMENT				16,388,300
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				2,506,500
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	0	summary	0	0
Rehabilitation equipment (3rd delivery)	0	summary	0	0
Forklifts, 2,5 t	0	piece	40,000	0
Forklifts, 10 t	0	piece	97,750	0
Terminal Tractor	0	piece	115,000	0
Rolltrailer	4	piece	20,000	80,000
Bob cats	0	piece	46,000	0
Stevedoring	1	complect	110,000	110,000
Spareparts	0	complect	77,000	0
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	0	piece	58	0
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				18,363,470

General cargo Poti.xls

II. PROCEEDS				9,236,377
Handling proceeds, total				8,932,365
General cargo handling				3,506,865
Bulk handling				5,425,500
Storage proceeds total				304,012
Storage of general cargo				86,992
Storage of bulk				217,020
III. Costs				5,037,901
1. Real Estate				489,000
Lease area (bearth 9-11; storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				875,205
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	80,000	10%		8,000
Security equipment	50,000	10%		5,000
Forklifts	0	12.50%		0
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	0	20%		0
Rehabilitation Equipment	2,179,000	10%		217,900
Spareparts	0	20%		0
Hansepallets	0	100%		0
3. Operating costs				3,673,696
Personnel costs				1,680,782
Interchange guard				51,840
cargo handling (stevedoring/yard/warehouse operation)				51,840
repair (workshop)				760,320
administration				86,400
Surcharge for social insurance and costs				332,640
Material				397,742
Maintenance/repair				661,500
civil	8,402,100	1%		431,631
mechanical	2,299,000	4%		84,021
handling equipment	2,556,500	10%		91,960
Energy costs (cargo handling equipment)				255,650
Electric power supply utilities				297,675
Communication				114,660
Water / sewage				13,915
Administration assessment				10,890
Insurances	16,388,300	0.5%		380,701
				81,942
PROFITS / LOSS before tax				4,198,476

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2001
I. INVESTMENT				18,742,300
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				4,860,500
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	2,354,000	2,354,000
Rehabilitation equipment (3rd delivery)	0	summary	0	0
Forklifts, 2,5 t	0	piece	40,000	0
Forklifts, 10 t	0	piece	97,750	0
Terminal Tractor	0	piece	115,000	0
Rolltrailer	4	piece	20,000	80,000
Bob cats	0	piece	46,000	0
Stevedoring	1	complect	110,000	110,000
Spareparts	0	complect	77,000	0
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	0	piece	58	0
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				20,717,470

II. PROCEEDS				10,960,940
Handling proceeds, total				10,442,300
General cargo handling				4,734,300
Bulk handling				5,708,000
Storage proceeds total				518,640
Storage of general cargo				176,160
Storage of bulk				342,480
III. Costs				6,002,853
1. Real Estate				489,000
Lease area (bearth 9-11, storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,110,605
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	80,000	10%		8,000
Sequiry equipment	50,000	10%		5,000
Forklifts	0	12.50%		0
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	0	20%		0
Rehabilitation Equipment	4,533,000	10%		453,300
Spareparts	0	20%		0
Hansepallets	0	100%		0
3. Operating costs				4,403,248
Personnel costs				2,103,185
Interchange guard				62,208
cargo handling (stevedoring/yard/warehouse operation)				68,429
repair (workshop)				953,856
administration				103,680
Surcharge for social insurance and costs				417,312
				497,700
Material				694,575
Maintenance/repair				667,031
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	4,910,500	10%		491,050
Energy costs (cargo handling equipment)				312,559
Electric power supply utilities				120,393
Communication				15,307
Water / sewage				11,979
Administration assessment				384,508
Insurances	18,742,300	0.5%		93,712
PROFITS / LOSS before tax				4,958,087

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2002
I. INVESTMENT				21,096,300
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				7,214,500
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	0	summary	0	0
Forklifts; 2,5 t	0	piece	40,000	0
Forklifts; 10 t	0	piece	97,750	0
Terminal Tractor	0	piece	115,000	0
Rolltrailer	4	piece	20,000	80,000
Bob cats	0	piece	46,000	0
Stevedoring	1	complect	110,000	110,000
Spareparts	0	complect	77,000	0
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	0	piece	58	0
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				23,071,470

II. PROCEEDS				13,180,978
Handling proceeds, total				12,384,530
General cargo handling				6,394,530
Bulk handling				5,990,000
Storage proceeds total				796,448
Storage of general cargo				317,248
Storage of bulk				479,200
III. Costs				7,007,312
1. Real Estate				489,000
Lease area (bearth 9-11; storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,346,005
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	80,000	10%		8,000
Sequiry equipment	50,000	10%		5,000
Forklifts	0	12.50%		0
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	0	20%		0
Rehabilitation Equipment	6,887,000	10%		688,700
Spareparts	0	20%		0
Hansepallets	0	100%		0
3. Operating costs				5,172,307
Personnel costs				2,562,124
Interchange guard				74,650
cargo handling (stevedoring/yard/warehouse operation)				1,144,627
repair (workshop)				124,416
administration				522,547
Surcharge for social insurance and costs				606,304
Material				729,304
Maintenance/repair				902,431
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	7,264,500	10%		726,450
Energy costs (cargo handling equipment)				328,187
Electric power supply utilities				126,413
Communication				16,837
Water / sewage				13,177
Administration assessment				388,353
Insurances	21,096,300	0.5%		105,482
PROFITS / LOSS before tax				6,173,666

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2003
I. INVESTMENT				24,528,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				10,647,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	2,530,000	2,530,000
Forklifts, 2,5 t	10	piece	40,000	400,000
Forklifts, 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				26,503,970

II. PROCEEDS				13,673,015
Handling proceeds, total				12,839,775
General cargo handling				6,382,275
Bulk handling				6,457,500
Storage proceeds total				833,240
Storage of general cargo				316,640
Storage of bulk				516,600
III. Costs				8,294,802
1. Real Estate				489,000
Lease area (bearth 9-11, storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,746,774
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Security equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	9,417,000	10%		941,700
Spareparts	77,000	20%		15,400
Hansepallets	28,750	100%		28,750
3. Operating costs				6,059,028
Personnel costs				3,022,352
Interchange guard				85,847
cargo handling (stevedoring/yard/warehouse operation)				1,316,321
repair (workshop)				171,694
administration				625,968
Surcharge for social insurance and costs				715,213
Material				765,769
Maintenance/repair				1,245,681
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	10,697,000	10%		1,069,700
Energy costs (cargo handling equipment)				344,596
Electric power supply utilities				132,733
Communication				18,521
Water / sewage				14,495
Administration assessment				392,237
Insurances	24,528,800	0.5%		122,644
PROFITS / LOSS before tax				5,378,213

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2004
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts, 2,5 t	10	piece	40,000	400,000
Forklifts, 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

II. PROCEEDS				14,204,472
Handling proceeds, total				13,331,520
General cargo handling				6,370,020
Bulk handling				6,961,500
Storage proceeds total				872,952
Storage of general cargo				316,032
Storage of bulk				556,920
III. Costs				9,350,543
1. Real Estate				489,000
Lease area (beareth 9-11; storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,971,024
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Sequurity equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	11,947,000	10%		1,194,700
Spareparts	77,000	20%		15,400
Hansepallets	0	100%		0
3. Operating costs				6,890,519
Personnel costs				3,518,815
Interchange				98,724
guard				123,405
cargo handling (stevedoring/yard/warehouse operation)				1,513,769
repair (workshop)				230,356
administration				719,863
Surcharge for social insurance and costs				832,697
Material				804,057
Maintenance/repair				1,498,681
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	13,227,000	10%		1,322,700
Energy costs (cargo handling equipment)				361,826
Electric power supply utilities				139,370
Communication				20,373
Water / sewage				15,944
Administration assessment				396,159
Insurances	27,058,800	0.5%		135,294
PROFITS / LOSS before tax				4,853,929

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2005
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts: 2,5 t	10	piece	40,000	400,000
Forklifts 10 t	1	piece	97,750	97,750
Termina: Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

II. PROCEEDS				14,778,049
Handling proceeds, total				13,862,265
General cargo handling				6,357,765
Bulk handling				7,504,500
Storage proceeds total				915,784
Storage of general cargo				315,424
Storage of bulk				600,360
III. Costs				10,000,797
1. Real Estate				489,000
Lease area (bearth 9-11, storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,971,024
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Sequiry equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	11,947,000	10%		1,194,700
Spareparts	77,000	20%		15,400
Hansepallets	0	100%		0
3. Operating costs				7,540,773
Personnel costs				4,096,213
Interchange				113,533
guard				141,916
cargo handling (stevedoring/yard/warehouse operation)				1,740,835
repair (workshop)				302,754
administration				827,843
Surcharge for social insurance and costs				969,333
Material				844,260
Maintenance/repair				1,498,681
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	13,227,000	10%		1,322,700
Energy costs (cargo handling equipment)				379,917
Electric power supply utilities				146,338
Communication				22,410
Water / sewage				17,538
Administration assessment				400,121
Insurances	27,058,800	0.5%		135,294
PROFITS / LOSS before tax				4,777,252

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2006
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts; 2,5 t	10	piece	40,000	400,000
Forklifts; 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

II. PROCEEDS				15,397,526
Handling proceeds, total				14,435,510
General cargo handling				6,345,510
Bulk handling				8,090,000
Storage proceeds total				962,016
Storage of general cargo				314,816
Storage of bulk				647,200
III. Costs				10,691,751
1. Real Estate				489,000
Lease area (bearth 9-11, storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,971,024
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Sequiry equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	11,947,000	10%		1,194,700
Spareparts	77,000	20%		15,400
Hansepallets	0	100%		0
3. Operating costs				8,231,727
Personnel costs				4,710,645
Interchange guard				130,563
cargo handling (stevedoring/yard/warehouse operation)				2,001,960
repair (workshop)				348,167
administration				952,019
Surcharge for social insurance and costs				1,114,733
Material				886,473
Maintenance/repair				1,498,681
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	13,227,000	10%		1,322,700
Energy costs (cargo handling equipment)				398,913
Electric power supply utilities				153,655
Communication				24,651
Water / sewage				19,292
Administration assessment				404,122
Insurances	27,058,800	0.5%		135,294
PROFITS / LOSS before tax				4,705,775

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2007
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts; 2.5 t	10	piece	40,000	400,000
Forklifts; 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	compect	110,000	110,000
Spareparts	1	compect	77,000	77,000
Workshop equipment	1	compect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	compect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

II. PROCEEDS				16,079,514
Handling proceeds, total				15,066,690
General cargo handling				6,335,190
Bulk handling				8,731,500
Storage proceeds total				1,012,824
Storage of general cargo				314,304
Storage of bulk				698,520
III. Costs				11,478,735
1. Real Estate				489,000
Lease area (bearth 9-11, storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,971,024
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Sequiry equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	11,947,000	10%		1,194,700
Spareparts	77,000	20%		15,400
Hansepallets	0	100%		0
3. Operating costs				9,018,711
Personnel costs				5,417,242
Interchange				150,147
guard				187,684
cargo handling (stevedoring/yard/warehouse operation)				2,302,254
repair (workshop)				400,392
administration				1,094,822
Surcharge for social insurance and costs				1,281,943
Material				930,797
Maintenance/repair				1,498,681
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	13,227,000	10%		1,322,700
Energy costs (cargo handling equipment)				418,859
Electric power supply utilities				161,338
Communication				27,116
Water / sewage				21,222
Administration assessment				408,163
Insurances	27,058,800	0.5%		135,294
PROFITS / LOSS before tax				4,600,779

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2008
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts; 2.5 t	10	piece	40,000	400,000
Forklifts; 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

II. PROCEEDS				17,121,270
Handling proceeds, total				15,594,430
General cargo handling				6,342,930
Bulk handling				9,251,500
Storage proceeds total				1,526,840
Storage of general cargo				786,720
Storage of bulk				740,120
III. Costs				12,347,819
1. Real Estate				489,000
Lease area (bearth 9-11; storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,898,390
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Security equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	11,220,667	10%		1,122,067
Spareparts	77,000	20%		15,400
Hansepallets	0	100%		0
3. Operating costs				9,960,428
Personnel costs				6,274,493
Interchange guard				206,452
cargo handling (stevedoring/yard/warehouse operation)				2,532,480
repair (workshop)				550,539
administration				1,252,476
Surcharge for social insurance and costs				1,484,804
Material				977,337
Maintenance/repair				1,498,681
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	13,227,000	10%		1,322,700
Energy costs (cargo handling equipment)				439,802
Electric power supply utilities				169,405
Communication				29,828
Water / sewage				23,344
Administration assessment				412,245
Insurances	27,058,800	0.5%		135,294
PROFITS / LOSS before tax				4,773,451

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2009
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts; 2.5 t	10	piece	40,000	400,000
Forklifts; 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bot: cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

					17,724,510
					16,152,670
II. PROCEEDS					6,350,670
Handling proceeds, total					9,802,000
General cargo handling					1,571,840
Bulk handling					787,680
Storage proceeds total					784,160
Storage of general cargo					
Storage of bulk					12,991,402
					489,000
III. Costs					489,000
1. Real Estate	122,250	qm*a	4		0
Lease area (bearth 9-11; storage areas)	0	m*a	800		1,825,757
Lease quay wall					26,005
2. Depreciations	520,100	5%			292,000
Sewage/water/electricity/gas-pipe/cable etc.	5,840,000	5%			106,100
Paved areas and roads	2,122,000	5%			29,200
Tracks and switches	584,000	5%			163,500
Lighting	1,635,000	10%			26,400
Warehouse	264,000	10%			5,000
Rolltrailers, bob cats	50,000	10%			62,219
Security equipment	497,750	12.50%			27,500
Forklifts	220,000	12.50%			23,000
Stevedoring, workshop equipment	115,000	20%			1,049,433
Terminal tractor	10,494,333	10%			15,400
Rehabilitation Equipment	77,000	20%			0
Spareparts	0	100%			10,676,645
Hansepallets					6,901,943
3. Operating costs					227,097
Personnel costs					272,517
Interchange					2,785,728
guard					605,593
cargo handling (stevedoring/yard/warehouse operation)					1,377,724
repair (workshop)					1,633,284
administration					1,026,204
Surcharge for social insurance and costs					1,498,681
Material					84,021
Maintenance/repair	8,402,100	1%			91,960
civil	2,299,000	4%			1,322,700
mechanical	13,227,000	10%			461,792
handling equipment					177,875
Energy costs (cargo handling equipment)					32,811
Electric power supply utilities					25,678
Communication					416,367
Water / sewage					135,294
Administration assessment	27,058,800	0.5%			
Insurances					
					4,733,108
PROFITS / LOSS before tax					

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2010
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts; 2,5 t	10	piece	40,000	400,000
Forklifts; 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

II. PROCEEDS				18,363,390
Handling proceeds, total				16,743,910
General cargo handling				6,358,410
Bulk handling				10,385,500
Storage proceeds total				1,619,480
Storage of general cargo				788,640
Storage of bulk				830,840
III. Costs				13,702,269
1. Real Estate				489,000
Lease area (bearth 9-11, storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,753,124
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Security equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	9,768,000	10%		976,800
Spareparts	77,000	20%		15,400
Hansepallets	0	100%		0
3. Operating costs				11,460,145
Personnel costs				7,592,137
Interchange guard				249,807
cargo handling (stevedoring/yard/warehouse operation)				299,769
repair (workshop)				3,064,300
administration				666,152
Surcharge for social insurance and costs				1,515,496
Material				1,077,514
Maintenance/repair				1,498,681
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	13,227,000	10%		1,322,700
Energy costs (cargo handling equipment)				484,881
Electric power supply utilities				186,769
Communication				36,092
Water / sewage				28,246
Administration assessment				420,531
Insurances	27,058,800	0.5%		135,294
PROFITS / LOSS before tax				4,661,121

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2011
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts, 2,5 t	10	piece	40,000	400,000
Forklifts, 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

II. PROCEEDS				19,039,530
Handling proceeds, total				17,369,650
General cargo handling				6,366,150
Bulk handling				11,003,500
Storage proceeds total				1,669,880
Storage of general cargo				789,600
Storage of bulk				880,280
III. Costs				14,324,180
1. Real Estate				489,000
Lease area (bearth 9-11; storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,517,724
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Security equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	7,414,000	10%		741,400
Spareparts	77,000	20%		15,400
Hansepallets	0	100%		0
3. Operating costs				12,317,456
Personnel costs				8,351,351
Interchange guard				274,788
cargo handling (stevedoring/yard/warehouse operation)				3,370,730
repair (workshop)				732,767
administration				1,667,046
Surcharge for social insurance and costs				1,976,274
Material				1,131,389
Maintenance/repair				1,498,681
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	13,227,000	10%		1,322,700
Energy costs (cargo handling equipment)				509,125
Electric power supply utilities				196,108
Communication				39,701
Water / sewage				31,070
Administration assessment				424,736
Insurances	27,058,800	0.5%		135,294
PROFITS / LOSS before tax				4,715,350

Poti, General Cargo and Bulk Areas		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2012
I. INVESTMENT				27,058,800
1. SITE PREPARATION				3,570,800
Reconstruction Storage Facilities Berth 9-11				1,734,850
Demolition warehouse	10,500	qm	30	315,000
Demolition foundations and pavement	2,730	qm	40	109,200
Demolition rail truck	1,425	m	10	14,250
Demolition ramp	1,400	qm	30	42,000
Preparation of the ground	49,000	qm	10	490,000
Earth works (incl. sand supply)	49,000	cbm	12	588,000
Sewage and drainage	2,940	m	60	176,400
Reconstruction of Aprons and Storage Areas				1,835,950
Demolition rail truck	3,400	m	10	34,000
Preparation of the ground	73,250	qm	15	1,098,750
Earth works (incl. sand supply)	36,625	cbm	12	439,500
Sewage and drainage	4,395	m	60	263,700
2. CIVIL WORKS				7,962,000
Reconstruction Storage Facilities Berth 9-11				2,867,500
Rail tracks	1,500	m	400	600,000
Railway switches	5	oiece	18,000	90,000
New Pavement	43,550	qm	50	2,177,500
Reconstruction of Aprons and Storage Areas				5,094,500
Rail tracks	3,400	m	400	1,360,000
Railway switches	4	oiece	18,000	72,000
New Pavement	73,250	qm	50	3,662,500
3. BUILDINGS				1,635,000
Warehouse Storage facilities berth 9-11	5,450	qm	300	1,635,000
4. UTILITIES				664,000
Reconstruction Storage Facilities Berth 9-11				297,750
Water (fire line, fresh water)	500	m	60	30,000
Elektricity	500	m	100	50,000
Lighting	43,550	qm	5	217,750
Reconstruction of Aprons and Storage Areas				366,250
Lighting	73,250	qm	5	366,250
5. EQUIPMENT				13,177,000
Rehabilitation equipment (1st delivery)	1	summary	2,179,000	2,179,000
Rehabilitation equipment (2nd delivery)	1	summary	4,708,000	4,708,000
Rehabilitation equipment (3rd delivery)	1	summary	5,060,000	5,060,000
Forklifts, 2.5 t	10	piece	40,000	400,000
Forklifts, 10 t	1	piece	97,750	97,750
Terminal Tractor	1	piece	115,000	115,000
Rolltrailer	4	piece	20,000	80,000
Bob cats	4	piece	46,000	184,000
Stevedoring	1	complect	110,000	110,000
Spareparts	1	complect	77,000	77,000
Workshop equipment	1	complect	110,000	110,000
Hansepallets (1st delivery)	500	piece	55	27,500
Hansepallets (2nd delivery)	500	piece	58	28,750
6. OTHER EQUIPMENT STORAGE FACILITIES				50,000
Alarm system	1	complect	50,000	50,000
Incidental expenses (without equipment)	13,167,800	15%		1,975,170
INVESTMENT, total				29,033,970

II. PROCEEDS				
Handling proceeds, total				19,756,385
General cargo handling				18,032,905
Bulk handling				6,378,405
Storage proceeds total				11,654,500
Storage of general cargo				791,120
Storage of bulk				932,360
III. Costs				15,027,070
1. Real Estate				489,000
Lease area (bearth 9-11; storage areas)	122,250	qm*a	4	489,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,282,324
Sewage/water/electricity/gas-pipe/cable etc.	520,100	5%		26,005
Paved areas and roads	5,840,000	5%		292,000
Tracks and switches	2,122,000	5%		106,100
Lighting	584,000	5%		29,200
Warehouse	1,635,000	10%		163,500
Rolltrailers, bob cats	264,000	10%		26,400
Security equipment	50,000	10%		5,000
Forklifts	497,750	12.50%		62,219
Stevedoring, workshop equipment	220,000	12.50%		27,500
Terminal tractor	115,000	20%		23,000
Rehabilitation Equipment	5,060,000	10%		506,000
Spareparts	77,000	20%		15,400
Hansepallets	0	100%		0
3. Operating costs				13,255,747
Personnel costs				9,186,486
Interchange guard				302,267
cargo handling (stevedoring/yard/warehouse operation)				362,720
repair (workshop)				3,707,803
administration				806,044
Surcharge for social insurance and costs				1,833,751
Material				2,173,901
Maintenance/repair				1,187,959
civil	8,402,100	1%		84,021
mechanical	2,299,000	4%		91,960
handling equipment	13,227,000	10%		1,322,700
Energy costs (cargo handling equipment)				534,582
Electric power supply utilities				205,913
Communication				43,671
Water / sewage				34,177
Administration assessment				428,984
Insurances	27,058,800	0.5%		135,294
PROFITS / LOSS before tax				4,729,315
	0	0	0	

- Annex 3 Poti Container Terminal Business Plan
(summarized 1998-2012)

- Annex 3.1 Container terminal including breakwater
and infrastructure connections

- Annex 3.2 Container terminal without breakwater
and infrastructure connections

- Annex 3.3 Container terminal without breakwater
and infrastructure connections,
separately for the years 1998-2012,
investments summed up over the years

Annex 3.1 Container terminal including breakwater and infrastructure connections

Poti-Container-Terminal (with Breakwater)		BUSINESS- FINANCING-PLAN								
Description	US-\$	1998	US-\$	1999	US-\$	2000	US-\$	2001	US-\$	2002
INVESTMENT										
1. Extension Container Terminal (excl. Berth 12-14)		9,133,860		29,040,193		46,491,527		84,613,860		108,758,360
1. Site preparation	1,945,360	9,133,860	1,945,360	14,168,860	14,168,860	14,168,860	1,945,360	14,168,860	1,945,360	1,945,360
Demolition buildings	91,800	91,800	91,800	91,800	91,800	91,800	91,800	91,800	91,800	91,800
Demolition rail tracks	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500	14,500
Preparation of the ground	901,500	901,500	901,500	901,500	901,500	901,500	901,500	901,500	901,500	901,500
Earth works (incl. sand supply)	721,200	721,200	721,200	721,200	721,200	721,200	721,200	721,200	721,200	721,200
Sewage and drainage	216,360	216,360	216,360	216,360	216,360	216,360	216,360	216,360	216,360	216,360
2. Environmental	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Removal fuel station	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
3. Civil works	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000
Reconstruction of quay walls	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Railtracks	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Switches	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000
New pavement	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000
4. Buildings	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Workshop	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
5. Utilities	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500
Water (fire line, fresh water)	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000
Electricity	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Lighting	300,500	300,500	300,500	300,500	300,500	300,500	300,500	300,500	300,500	300,500
Reefer points	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Transformation building	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000	600,000
EDP hardware and software	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
6. Cargo handling equipment	1,705,000	1,705,000	6,545,000	6,545,000	6,545,000	6,545,000	6,545,000	6,545,000	6,545,000	6,545,000
Rehabilitation equipment	1,705,000	1,705,000	3,410,000	3,410,000	3,410,000	3,410,000	3,410,000	3,410,000	3,410,000	3,410,000
Spareparts	0	0	285,000	285,000	285,000	285,000	285,000	285,000	285,000	285,000
Reachstackers	0	0	1,850,000	1,850,000	1,850,000	1,850,000	1,850,000	1,850,000	1,850,000	1,850,000
Spreaders	0	0	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Terminal tractor	0	0	400,000	400,000	400,000	400,000	400,000	400,000	400,000	400,000
Containerchassis	0	0	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
7. Others Equipment	0	0	195,000	195,000	195,000	195,000	195,000	195,000	195,000	195,000
Alarm system (incl. circuit TV)	0	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Gate and barrier	0	0	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Perimeter wall	0	0	45,000	45,000	45,000	45,000	45,000	45,000	45,000	45,000

II. Container Terminal berth 12-14					
1. Site Preparation	0	2,538,000	3,796,000	3,796,000	3,796,000
Preparation of the ground	0	825,000	825,000	825,000	825,000
Earth works (incl. sand supply)	0	375,000	375,000	375,000	375,000
Dredging	0	300,000	300,000	300,000	300,000
Sewage, drainage	0	60,000	60,000	60,000	60,000
2. Civil works	0	90,000	90,000	90,000	90,000
Railtracks	0	1,588,000	1,588,000	1,588,000	1,588,000
Switches	0	320,000	320,000	320,000	320,000
New Pavement	0	18,000	18,000	18,000	18,000
3. Utilities	0	1,250,000	1,250,000	1,250,000	1,250,000
Lighting	0	125,000	125,000	125,000	125,000
4. Cargo handling equipment	0	0	1,258,000	1,258,000	1,258,000
Reachstackers	0	0	1,110,000	1,110,000	1,110,000
Spareparts	0	0	148,000	148,000	148,000
III. New Container Terminal North					
1. Infrastructor Connections and Breakwater	0	12,333,333	28,526,667	66,649,000	90,793,500
Construction of breakwater	0	12,333,333	24,666,667	37,000,000	37,000,000
Rail Tracks	0	8,333,333	16,666,667	25,000,000	25,000,000
Road	0	2,133,333	4,266,667	6,400,000	6,400,000
2. Site Preparation	0	1,866,667	3,733,333	5,600,000	5,600,000
Preparation of the ground	0	0	3,860,000	7,720,000	7,720,000
Earth works (incl. sand supply)	0	0	1,500,000	3,000,000	3,000,000
Sewage, drainage	0	0	2,000,000	4,000,000	4,000,000
3. Civil works	0	0	360,000	720,000	720,000
Construction of quay walls	0	0	0	19,404,000	19,404,000
Railtracks	0	0	0	10,000,000	10,000,000
Switches	0	0	0	400,000	400,000
New Pavement	0	0	0	54,000	54,000
4. Buildings	0	0	0	8,950,000	8,950,000
Warehouse	0	0	0	450,000	450,000
Workshop	0	0	0	0	1,500,000
Office building	0	0	0	200,000	200,000
5. Utilities	0	0	0	250,000	250,000
Water (fire line, fresh water)	0	0	0	1,860,000	2,360,000
Electricity	0	0	0	60,000	60,000
Lighting	0	0	0	100,000	100,000
Reefer points	0	0	0	1,000,000	1,000,000
Transformation building	0	0	0	100,000	100,000
EDP hardware and software	0	0	0	600,000	600,000
	0	0	0	0	500,000

6. Cargo handling equipment	0	0	0	0	0	0	22,144,500
Replacement equipment	0	0	0	0	0	0	0
Major overhaul of Ship/Shore, RMGs, RTGs	0	0	0	0	0	0	0
Ship/Shore Container Gantry Crane (1st delivery)	0	0	0	0	0	0	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	0	0	0	0	0	0	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	0	0	0	0	0	0
RMG (1st delivery)	0	0	0	0	0	0	3,150,000
RMG (2nd delivery)	0	0	0	0	0	0	0
RTG (1st delivery)	0	0	0	0	0	0	5,880,000
RTG (2nd delivery)	0	0	0	0	0	0	0
RTG (3rd delivery)	0	0	0	0	0	0	0
Terminal tractor (1st delivery)	0	0	0	0	0	0	1,575,000
Terminal tractor (2nd delivery)	0	0	0	0	0	0	0
Terminal tractor (3rd delivery)	0	0	0	0	0	0	0
Containerchassis (1st delivery)	0	0	0	0	0	0	787,500
Containerchassis (2nd delivery)	0	0	0	0	0	0	0
Containerchassis (3rd delivery)	0	0	0	0	0	0	0
Spareparts (1st delivery of cargo handling equipment)	0	0	0	0	0	0	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	0	0	0	0	0	0
Spareparts (3rd delivery of cargo handling equipment)	0	0	0	0	0	0	0
Workshop equipment	0	0	0	0	0	0	262,500
1,000 Hansepallets (1st delivery)	0	0	0	0	0	0	52,500
1,000 Hansepallets (2nd delivery)	0	0	0	0	0	0	0
Stevedoring gear	0	0	0	0	0	0	105,000
Containerstuffer	0	0	0	0	0	0	147,000
Empty Container Handler (1st delivery)	0	0	0	0	0	0	0
Empty Container Handler (2nd delivery)	0	0	0	0	0	0	0
Forklifts 2.5t	0	0	0	0	0	0	0
7. Others Equipment	0	0	0	0	0	215,000	215,000
Alarm system (incl. circuit TV)	0	0	0	0	0	100,000	100,000
Gate and barrier	0	0	0	0	0	50,000	50,000
Perimeter wall	0	0	0	0	0	65,000	65,000
Incidental expenses (without equipment)	827,754	3,039,704	5,468,704	10,875,804	11,100,804	11,100,804	11,100,804
INVESTMENT, total	9,961,614	32,079,897	51,960,231	95,489,664	119,859,164	119,859,164	119,859,164
PROCEEDS	8,550,400	9,430,379	11,571,541	14,202,571	17,465,973	17,465,973	17,465,973
1. Handling proceeds	7,840,000	8,646,867	10,610,133	13,022,567	16,014,833	16,014,833	16,014,833
Container per move (all included) full	6,720,000	7,411,600	9,094,400	11,162,200	13,727,000	13,727,000	13,727,000

Container per move (all included) empty	1,120,000	1,235,267	1,515,733	1,860,367	2,287,833
2. Storage proceeds (10 % of Container p. m.)	710,400	783,512	961,408	1,180,004	1,451,140
40 ft Cont. (60 %; during 20 days)	518,400	571,752	701,568	861,084	1,058,940
20 ft Cont. (40 %; during 20 days)	192,000	211,760	259,840	318,920	392,200
COSTS					
1. Real Estate	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease area	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease quay wall	0	0	0	0	0
2. Depreciations	564,493	1,703,860	2,286,476	3,479,443	6,585,968
Breakwater	0	166,667	333,333	500,000	500,000
Construction of quay walls	4,000	4,000	4,000	204,000	204,000
Security equipment / perimeter wall	0	1,800	1,800	4,400	4,400
Sewage/water/electricity/gas-pipe/cable etc.	18,818	23,318	41,318	67,318	67,318
Paved areas and roads	150,250	306,083	399,417	940,250	940,250
Tracks and switches	5,900	129,467	236,133	365,500	365,500
Lighting	15,025	21,275	21,275	71,275	71,275
Office- and sanitary building	0	0	0	12,500	12,500
Workshops	10,000	10,000	10,000	20,000	20,000
Transformation Building	30,000	30,000	30,000	60,000	60,000
Rehabilitation equipment	170,500	341,000	341,000	341,000	341,000
Containerchassis	0	20,000	20,000	20,000	98,750
Reefer Points	10,000	10,000	10,000	20,000	20,000
Warehouses	0	0	0	0	150,000
Security equipment	0	15,000	15,000	30,000	30,000
Ship/Shore Container Gantry Cranes	0	0	0	0	945,000
RMGs / RTGs	0	0	0	0	1,128,750
Forklifts	0	0	0	0	0
Reachstackers	0	231,250	370,000	370,000	370,000
Stevedoring gear (e.g. spreader)	0	50,000	50,000	50,000	63,125
Terminal tractor	0	80,000	80,000	80,000	395,000
Empty Container Handler / Containerstuffer	0	0	0	0	29,400
Spareparts	0	57,000	86,600	86,600	233,600
Workshop equipment	0	57,000	86,600	86,600	233,600
EDP	150,000	150,000	150,000	150,000	250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	0	0	0	0
Hansepallets	0	0	0	0	52,500
3. Operating costs	1,162,357	1,959,077	2,459,155	3,194,119	5,767,200
Personnel costs	242,874	291,449	428,967	514,741	617,749
Interchange	9,000	10,800	15,552	18,660	22,392

Guard	9,000	10,800	15,552	18,660	22,392
Cargo handling (stevedoring/yard/warehouse operation)	91,200	109,440	179,712	215,644	258,804
Container repair (workshop)	38,400	46,080	62,208	74,646	89,586
Administration	37,800	45,360	54,432	65,322	78,390
Surcharge for social insurance and costs (31% of the a	57,474	68,969	101,511	121,809	146,185
Other costs (office, material. etc.) (increase 5% / a)	225,000	225,000	236,250	248,063	260,466
Maintenance/repair					
Civil (1 % of the amount of investment)	35,894	176,007	302,940	623,914	623,914
Mechanical (4 % of the amount of investment)	54,420	59,420	59,420	151,820	211,820
Handling equipment (10 % of the amount of investmen	245,500	749,000	874,800	896,300	3,160,750
Energy costs (cargo handling equipment) (increase 5% / a)	110,000	110,000	115,500	121,275	127,339
Electric power supply utilities (increase 5% / a)	70,000	70,000	73,500	77,175	81,034
Communication (increase 10% / a)	5,000	5,000	5,500	6,050	6,655
Water/sewage (increase 10% / a)	6,000	6,000	6,600	7,260	7,986
Insurances (0,5 % of investment)	45,669	145,201	232,458	423,069	543,792
Administration assessment (increase 1% / a)	122,000	122,000	123,220	124,452	125,697
Total Costs before financing	2,846,850	4,782,936	5,865,632	7,793,562	13,473,168
PROFITS / LOSS before financing / tax	5,703,550	4,647,442	5,705,910	6,409,009	3,992,805

Poti-Container-Terminal (with Breakwater)		BUSINESS- FINANCING-PLAN				
Description	US-\$	US-\$	US-\$	US-\$	US-\$	
	2003	2004	2005	2006	2007	
INVESTMENT	108,758,360	109,178,360	109,178,360	109,178,360	113,132,310	
1. Extension Container Terminal (excl. Berth 12-14)	14,168,860	14,168,860	14,168,860	14,168,860	14,168,860	
1. Site preparation	1,945,360	1,945,360	1,945,360	1,945,360	1,945,360	
Demolition buildings	91,800	91,800	91,800	91,800	91,800	
Demolition rail tracks	14,500	14,500	14,500	14,500	14,500	
Preparation of the ground	901,500	901,500	901,500	901,500	901,500	
Earth works (incl. sand supply)	721,200	721,200	721,200	721,200	721,200	
Sewage and drainage	216,360	216,360	216,360	216,360	216,360	
2. Environmental	50,000	50,000	50,000	50,000	50,000	
Removal fuel station	50,000	50,000	50,000	50,000	50,000	
3. Civil works	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000	
Reconstruction of quay walls	200,000	200,000	200,000	200,000	200,000	
Railtracks	100,000	100,000	100,000	100,000	100,000	
Switches	18,000	18,000	18,000	18,000	18,000	
New pavement	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000	
4. Buildings	200,000	200,000	200,000	200,000	200,000	
Workshop	200,000	200,000	200,000	200,000	200,000	
5. Utilities	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500	
Water (fire line, fresh water)	60,000	60,000	60,000	60,000	60,000	
Electricity	100,000	100,000	100,000	100,000	100,000	
Lighting	300,500	300,500	300,500	300,500	300,500	
Reefer points	100,000	100,000	100,000	100,000	100,000	
Transformation building	600,000	600,000	600,000	600,000	600,000	
EDP hardware and software	750,000	750,000	750,000	750,000	750,000	
6. Cargo handling equipment	6,545,000	6,545,000	6,545,000	6,545,000	6,545,000	
Rehabilitation equipment	3,410,000	3,410,000	3,410,000	3,410,000	3,410,000	
Spareparts	285,000	285,000	285,000	285,000	285,000	
Reachstackers	1,850,000	1,850,000	1,850,000	1,850,000	1,850,000	
Spreaders	400,000	400,000	400,000	400,000	400,000	
Terminal tractor	400,000	400,000	400,000	400,000	400,000	
Containerchassis	200,000	200,000	200,000	200,000	200,000	
7. Others Equipment	195,000	195,000	195,000	195,000	195,000	
Alarm system (incl. circuit TV)	100,000	100,000	100,000	100,000	100,000	
Gate and barrier	50,000	50,000	50,000	50,000	50,000	
Perimeter wall	45,000	45,000	45,000	45,000	45,000	

II. Container Terminal berth 12-14	3,796,000	3,796,000	3,796,000	3,796,000	3,796,000	3,796,000	3,796,000
1. Site Preparation	825,000	825,000	825,000	825,000	825,000	825,000	3,796,000
Preparation of the ground	375,000	375,000	375,000	375,000	375,000	375,000	825,000
Earth works (incl. sand supply)	300,000	300,000	300,000	300,000	300,000	300,000	375,000
Dredging	60,000	60,000	60,000	60,000	60,000	60,000	300,000
Sewage, drainage	90,000	90,000	90,000	90,000	90,000	90,000	60,000
2. Civil works	1,588,000	1,588,000	1,588,000	1,588,000	1,588,000	1,588,000	90,000
Railtracks	320,000	320,000	320,000	320,000	320,000	320,000	1,588,000
Switches	18,000	18,000	18,000	18,000	18,000	18,000	320,000
New Pavement	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	18,000
3. Utilities	125,000	125,000	125,000	125,000	125,000	125,000	1,250,000
Lighting	125,000	125,000	125,000	125,000	125,000	125,000	125,000
4. Cargo handling equipment	1,258,000	1,258,000	1,258,000	1,258,000	1,258,000	1,258,000	125,000
Reachstackers	1,110,000	1,110,000	1,110,000	1,110,000	1,110,000	1,110,000	1,258,000
Spareparts	148,000	148,000	148,000	148,000	148,000	148,000	1,110,000
III. New Container Terminal North	90,793,500	91,213,500	91,213,500	91,213,500	91,213,500	91,213,500	148,000
1. Infrastructure Connections and Breakwater	37,000,000	37,000,000	37,000,000	37,000,000	37,000,000	37,000,000	91,213,500
Construction of breakwater	25,000,000	25,000,000	25,000,000	25,000,000	25,000,000	25,000,000	37,000,000
Rail Tracks	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	25,000,000
Road	5,600,000	5,600,000	5,600,000	5,600,000	5,600,000	5,600,000	6,400,000
2. Site Preparation	7,720,000	7,720,000	7,720,000	7,720,000	7,720,000	7,720,000	5,600,000
Preparation of the ground	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	7,720,000
Earth works (incl. sand supply)	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	3,000,000
Sewage, drainage	720,000	720,000	720,000	720,000	720,000	720,000	4,000,000
3. Civil works	19,404,000	19,404,000	19,404,000	19,404,000	19,404,000	19,404,000	720,000
Construction of quay walls	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	19,404,000
Railtracks	400,000	400,000	400,000	400,000	400,000	400,000	10,000,000
Switches	54,000	54,000	54,000	54,000	54,000	54,000	400,000
New Pavement	8,950,000	8,950,000	8,950,000	8,950,000	8,950,000	8,950,000	54,000
4. Buildings	1,950,000	1,950,000	1,950,000	1,950,000	1,950,000	1,950,000	8,950,000
Warehouse	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,950,000
Workshop	200,000	200,000	200,000	200,000	200,000	200,000	1,500,000
Office building	250,000	250,000	250,000	250,000	250,000	250,000	200,000
5. Utilities	2,360,000	2,360,000	2,360,000	2,360,000	2,360,000	2,360,000	250,000
Water (fire line, fresh water)	60,000	60,000	60,000	60,000	60,000	60,000	2,360,000
Electricity	100,000	100,000	100,000	100,000	100,000	100,000	60,000
Lighting	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	100,000
Reefer points	100,000	100,000	100,000	100,000	100,000	100,000	1,000,000
Transformation building	600,000	600,000	600,000	600,000	600,000	600,000	100,000
EDP hardware and software	500,000	500,000	500,000	500,000	500,000	500,000	600,000
							500,000

6. Cargo handling equipment	22,144,500	22,564,500	22,564,500	22,564,500	22,564,500	26,518,450
Replacement equipment	0	420,000	420,000	420,000	420,000	4,373,950
Major overhaul of Ship/Shore, RMGs, RTGs	0	0	0	0	0	0
Ship/Shore Container Gantry Crane (1st delivery)	9,450,000	9,450,000	9,450,000	9,450,000	9,450,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	0	0	0	0	0	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	0	0	0	0	0
RMG (1st delivery)	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000
RMG (2nd delivery)	0	0	0	0	0	0
RTG (1st delivery)	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000
RTG (2nd delivery)	0	0	0	0	0	0
RTG (3rd delivery)	0	0	0	0	0	0
Terminal tractor (1st delivery)	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000
Terminal tractor (2nd delivery)	0	0	0	0	0	0
Terminal tractor (3rd delivery)	0	0	0	0	0	0
Containerchassis (1st delivery)	787,500	787,500	787,500	787,500	787,500	787,500
Containerchassis (2nd delivery)	0	0	0	0	0	0
Containerchassis (3rd delivery)	0	0	0	0	0	0
Spareparts (1st delivery of cargo handling equipment)	735,000	735,000	735,000	735,000	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	0	0	0	0	0
Spareparts (3rd delivery of cargo handling equipment)	0	0	0	0	0	0
Workshop equipment	262,500	262,500	262,500	262,500	262,500	262,500
1,000 Hansepallets (1st delivery)	52,500	52,500	52,500	52,500	52,500	52,500
1,000 Hansepallets (2nd delivery)	0	0	0	0	0	0
Stevedoring gear	105,000	105,000	105,000	105,000	105,000	105,000
Containerstuffer	147,000	147,000	147,000	147,000	147,000	147,000
Empty Container Handler (1st delivery)	0	0	0	0	0	0
Empty Container Handler (2nd delivery)	0	0	0	0	0	0
Forklifts 2.5t	0	0	0	0	0	0
7. Others Equipment	215,000	215,000	215,000	215,000	215,000	215,000
Alarm system (incl. circuit TV)	100,000	100,000	100,000	100,000	100,000	100,000
Gate and barrier	50,000	50,000	50,000	50,000	50,000	50,000
Perimeter wall	65,000	65,000	65,000	65,000	65,000	65,000
Incidental expenses (without equipment)	11,100,804	11,100,804	11,100,804	11,100,804	11,100,804	11,100,804
INVESTMENT, total	119,859,164	120,279,164	120,279,164	120,279,164	120,279,164	124,233,114
PROCEEDS	19,038,891	20,750,752	22,619,371	24,655,435	26,955,136	26,955,136
1. Handling proceeds	17,457,067	19,026,700	20,740,067	22,606,967	24,715,600	24,715,600
Container per move (all included) full	14,963,200	16,308,600	17,777,200	19,377,400	21,184,800	21,184,800

Container per move (all included) empty	2,493,867	2,718,100	2,962,867	3,229,567	3,530,800
2. Storage proceeds (10 % of Container p. m.)	1,581,824	1,724,052	1,879,304	2,048,468	2,239,536
40 ft Cont. (60 %, during 20 days)	1,154,304	1,258,092	1,371,384	1,494,828	1,634,256
20 ft Cont. (40 %, during 20 days)	427,520	465,960	507,920	553,640	605,280
COSTS					
1. Real Estate	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease area	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease quay wall	0	0	0	0	0
2. Depreciations	6,585,968	6,585,968	6,585,968	6,585,968	6,585,968
Breakwater	500,000	500,000	500,000	500,000	500,000
Construction of quay walls	204,000	204,000	204,000	204,000	204,000
Security equipment / perimeter wall	4,400	4,400	4,400	4,400	4,400
Sewage/water/electricity/gas-pipe/cable etc.	67,318	67,318	67,318	67,318	67,318
Paved areas and roads	940,250	940,250	940,250	940,250	940,250
Tracks and switches	365,500	365,500	365,500	365,500	365,500
Lighting	71,275	71,275	71,275	71,275	71,275
Office- and sanitary building	12,500	12,500	12,500	12,500	12,500
Workshops	20,000	20,000	20,000	20,000	20,000
Transformation Building	60,000	60,000	60,000	60,000	60,000
Rehabilitation equipment	341,000	341,000	341,000	341,000	341,000
Containerchassis	98,750	98,750	98,750	98,750	98,750
Reefer Points	20,000	20,000	20,000	20,000	20,000
Warehouses	150,000	150,000	150,000	150,000	150,000
Security equipment	30,000	30,000	30,000	30,000	30,000
Ship/Shore Container Gantry Cranes	945,000	945,000	945,000	945,000	945,000
RMGs / RTGs	1,128,750	1,128,750	1,128,750	1,128,750	1,128,750
Forklifts	0	0	0	0	0
Reachstackers	370,000	370,000	370,000	370,000	370,000
Stevedoring gear (e.g. spreader)	63,125	63,125	63,125	63,125	63,125
Terminal tractor	395,000	395,000	395,000	395,000	395,000
Empty Container Handler / Containerstuffer	29,400	29,400	29,400	29,400	29,400
Spareparts	233,600	233,600	233,600	233,600	233,600
Workshop equipment	233,600	233,600	233,600	233,600	233,600
EDP	250,000	250,000	250,000	250,000	250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	0	0	0	0
Hansepallets	52,500	52,500	52,500	52,500	52,500
3. Operating costs	6,035,982	6,236,632	6,413,944	6,615,000	7,609,097
Personnel costs	860,368	989,423	1,137,837	1,308,512	1,855,500
Interchange	25,751	29,613	34,055	39,164	60,056

Guard	25,751	29,613	34,055	39,164	60,056
Cargo handling (stevedoring/yard/warehouse operation)	389,201	447,582	514,719	591,927	820,820
Container repair (workshop)	125,918	144,806	166,527	191,506	300,300
Administration	90,149	103,671	119,221	137,105	175,180
Surcharge for social insurance and costs (31% of the a	203,599	234,138	269,259	309,648	439,088
Other costs (office, material. etc.) (increase 5% / a)	273,489	287,163	301,522	316,598	332,427
Maintenance/repair					
Civil (1 % of the amount of investment)	623,914	623,914	623,914	623,914	623,914
Mechanical (4 % of the amount of investment)	211,820	211,820	211,820	211,820	211,820
Handling equipment (10 % of the amount of investmen	3,160,750	3,202,750	3,202,750	3,202,750	3,598,145
Energy costs (cargo handling equipment) (increase 5% / a)	133,706	140,391	147,411	154,781	162,520
Electric power supply utilities (increase 5% / a)	85,085	89,340	93,807	98,497	103,422
Communication (increase 10% / a)	7,321	8,053	8,858	9,744	10,718
Water/sewage (increase 10% / a)	8,785	9,663	10,629	11,692	12,862
Insurances (0,5 % of investment)	543,792	545,892	545,892	545,892	565,662
Administration assessment (increase 1% / a)	126,954	128,223	129,505	130,801	132,109
Total Costs before financing	13,741,950	13,942,600	14,119,912	14,320,968	15,315,065
PROFITS / LOSS before financing / tax	5,296,940	6,808,152	8,499,459	10,334,467	11,640,071

Poti-Container-Terminal (with Breakwater)		BUSINESS- FINANCING-PLAN								
Description	US-\$	2008	US-\$	2009	US-\$	2010	US-\$	2011	US-\$	2012
INVESTMENT		124,176,310		127,434,810		135,667,559		135,667,559		147,167,559
<i>1. Extension Container Terminal (excl. Berth 12-14)</i>		14,168,860		14,168,860		14,168,860		14,168,860		14,168,860
1. Site preparation		1,945,360		1,945,360		1,945,360		1,945,360		1,945,360
Demolition buildings		91,800		91,800		91,800		91,800		91,800
Demolition rail tracks		14,500		14,500		14,500		14,500		14,500
Preparation of the ground		901,500		901,500		901,500		901,500		901,500
Earth works (incl. sand supply)		721,200		721,200		721,200		721,200		721,200
Sewage and drainage		216,360		216,360		216,360		216,360		216,360
2. Environmental		50,000		50,000		50,000		50,000		50,000
Removal fuel station		50,000		50,000		50,000		50,000		50,000
3. Civil works		3,323,000		3,323,000		3,323,000		3,323,000		3,323,000
Reconstruction of quay walls		200,000		200,000		200,000		200,000		200,000
Railtracks		100,000		100,000		100,000		100,000		100,000
Switches		18,000		18,000		18,000		18,000		18,000
New pavement		3,005,000		3,005,000		3,005,000		3,005,000		3,005,000
4. Buildings		200,000		200,000		200,000		200,000		200,000
Workshop		200,000		200,000		200,000		200,000		200,000
5. Utilities		1,910,500		1,910,500		1,910,500		1,910,500		1,910,500
Water (fire line, fresh water)		60,000		60,000		60,000		60,000		60,000
Electricity		100,000		100,000		100,000		100,000		100,000
Lighting		300,500		300,500		300,500		300,500		300,500
Reefer points		100,000		100,000		100,000		100,000		100,000
Transformation building		600,000		600,000		600,000		600,000		600,000
EDP hardware and software		750,000		750,000		750,000		750,000		750,000
6. Cargo handling equipment		6,545,000		6,545,000		6,545,000		6,545,000		6,545,000
Rehabilitation equipment		3,410,000		3,410,000		3,410,000		3,410,000		3,410,000
Spareparts		285,000		285,000		285,000		285,000		285,000
Reachstackers		1,850,000		1,850,000		1,850,000		1,850,000		1,850,000
Spreaders		400,000		400,000		400,000		400,000		400,000
Terminal tractor		400,000		400,000		400,000		400,000		400,000
Containerchassis		200,000		200,000		200,000		200,000		200,000
7. Others Equipment		195,000		195,000		195,000		195,000		195,000
Alarm system (incl. circuit TV)		100,000		100,000		100,000		100,000		100,000
Gate and barrier		50,000		50,000		50,000		50,000		50,000
Perimeter wall		45,000		45,000		45,000		45,000		45,000

II. Container Terminal berth 12-14		3,796,000	3,796,000	3,796,000	3,796,000	3,796,000
1. Site Preparation		825,000	825,000	825,000	825,000	825,000
Preparation of the ground		375,000	375,000	375,000	375,000	375,000
Earth works (incl. sand supply)		300,000	300,000	300,000	300,000	300,000
Dredging		60,000	60,000	60,000	60,000	60,000
Sewage, drainage		90,000	90,000	90,000	90,000	90,000
2. Civil works		1,588,000	1,588,000	1,588,000	1,588,000	1,588,000
Railtracks		320,000	320,000	320,000	320,000	320,000
Switches		18,000	18,000	18,000	18,000	18,000
New Pavement		1,250,000	1,250,000	1,250,000	1,250,000	1,250,000
3. Utilities		125,000	125,000	125,000	125,000	125,000
Lighting		125,000	125,000	125,000	125,000	125,000
4. Cargo handling equipment		1,258,000	1,258,000	1,258,000	1,258,000	1,258,000
Reachstackers		1,110,000	1,110,000	1,110,000	1,110,000	1,110,000
Spareparts		148,000	148,000	148,000	148,000	148,000
III. New Container Terminal North		106,211,450	109,469,950	117,702,699	117,702,699	129,202,699
1. Infrastructor Connections and Breakwater		37,000,000	37,000,000	37,000,000	37,000,000	37,000,000
Construction of breakwater		25,000,000	25,000,000	25,000,000	25,000,000	25,000,000
Rail Tracks		6,400,000	6,400,000	6,400,000	6,400,000	6,400,000
Road		5,600,000	5,600,000	5,600,000	5,600,000	5,600,000
2. Site Preparation		7,720,000	7,720,000	7,720,000	7,720,000	7,720,000
Preparation of the ground		3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
Earth works (incl. sand supply)		4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
Sewage, drainage		720,000	720,000	720,000	720,000	720,000
3. Civil works		19,404,000	19,404,000	19,404,000	19,404,000	19,404,000
Construction of quay walls		10,000,000	10,000,000	10,000,000	10,000,000	10,000,000
Railtracks		400,000	400,000	400,000	400,000	400,000
Switches		54,000	54,000	54,000	54,000	54,000
New Pavement		8,950,000	8,950,000	8,950,000	8,950,000	8,950,000
4. Buildings		1,950,000	1,950,000	1,950,000	1,950,000	1,950,000
Warehouse		1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Workshop		200,000	200,000	200,000	200,000	200,000
Office building		250,000	250,000	250,000	250,000	250,000
5. Utilities		2,360,000	2,360,000	2,360,000	2,360,000	2,360,000
Water (fire line, fresh water)		60,000	60,000	60,000	60,000	60,000
Electricity		100,000	100,000	100,000	100,000	100,000
Lighting		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Reefer points		100,000	100,000	100,000	100,000	100,000
Transformation building		600,000	600,000	600,000	600,000	600,000
EDP hardware and software		500,000	500,000	500,000	500,000	500,000

6. Cargo handling equipment	37,562,450	40,820,950	49,053,699	49,053,699	60,553,699
Replacement equipment	4,373,950	7,632,450	7,785,199	7,785,199	7,785,199
Major overhaul of Ship/Shore, RMGs, RTGs	0	0	5,000,000	5,000,000	5,000,000
Ship/Shore Container Gantry Crane (1st delivery)	9,450,000	9,450,000	9,450,000	9,450,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	4,950,000	4,950,000	4,950,000	4,950,000	4,950,000
Ship/Shore Container Gantry Crane (3rd delivery)	0	0	0	0	5,175,000
RMG (1st delivery)	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000
RMG (2nd delivery)	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000
RTG (1st delivery)	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000
RTG (2nd delivery)	3,080,000	3,080,000	6,160,000	6,160,000	6,160,000
RTG (3rd delivery)	0	0	0	0	3,220,000
Terminal tractor (1st delivery)	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000
Terminal tractor (2nd delivery)	550,000	550,000	550,000	550,000	550,000
Terminal tractor (3rd delivery)	0	0	0	0	2,070,000
Containerchassis (1st delivery)	787,500	787,500	787,500	787,500	787,500
Containerchassis (2nd delivery)	275,000	275,000	275,000	275,000	275,000
Containerchassis (3rd delivery)	0	0	0	0	143,750
Spareparts (1st delivery of cargo handling equipment)	735,000	735,000	735,000	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	154,000	154,000	154,000	154,000	154,000
Spareparts (3rd delivery of cargo handling equipment)	0	0	0	0	517,500
Workshop equipment	262,500	262,500	262,500	262,500	262,500
1,000 Hansepallets (1st delivery)	52,500	52,500	52,500	52,500	52,500
1,000 Hansepallets (2nd delivery)	55,000	55,000	55,000	55,000	55,000
Stevedoring gear	105,000	105,000	105,000	105,000	105,000
Containerstuffer	147,000	147,000	147,000	147,000	147,000
Empty Container Handler (1st delivery)	330,000	330,000	330,000	330,000	330,000
Empty Container Handler (2nd delivery)	0	0	0	0	172,500
Forklifts 2.5t	0	0	0	0	201,250
7. Others Equipment	215,000	215,000	215,000	215,000	215,000
Alarm system (incl. circuit TV)	100,000	100,000	100,000	100,000	100,000
Gate and barrier	50,000	50,000	50,000	50,000	50,000
Perimeter wall	65,000	65,000	65,000	65,000	65,000
Incidental expenses (without equipment)	11,100,804	11,100,804	11,100,804	11,100,804	11,100,804
INVESTMENT, total	135,277,114	138,535,614	146,768,363	146,768,363	158,268,363
PROCEEDS	30,594,400	34,723,531	39,412,000	44,732,843	51,289,931
1. Handling proceeds	28,052,500	31,838,567	36,137,500	41,016,267	47,028,567
Container per move (all included) full	24,045,000	27,290,200	30,975,000	35,156,800	40,310,200

Container per move (all included)	empty	4,007,500	4,548,367	5,162,500	5,859,467	6,718,367
2. Storage proceeds (10 % of Container p. m.)		2,541,900	2,884,964	3,274,500	3,716,576	4,261,364
40 ft. Cont. (60 %; during 20 days)		1,854,900	2,105,244	2,389,500	2,712,096	3,109,644
20 ft. Cont. (40 %; during 20 days)		687,000	779,720	885,000	1,004,480	1,151,720
COSTS						
1. Real Estate		1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease area		1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease quay wall		0	0	0	0	0
2. Depreciations		7,992,318	7,992,318	9,377,318	9,377,318	10,992,349
Breakwater		500,000	500,000	500,000	500,000	500,000
Construction of quay walls		204,000	204,000	204,000	204,000	204,000
Security equipment / perimeter wall		4,400	4,400	4,400	4,400	4,400
Sewage/water/electricity/gas-pipe/cable etc.		67,318	67,318	67,318	67,318	67,318
Paved areas and roads		940,250	940,250	940,250	940,250	940,250
Tracks and switches		365,500	365,500	365,500	365,500	365,500
Lighting		71,275	71,275	71,275	71,275	71,275
Office- and sanitary building		12,500	12,500	12,500	12,500	12,500
Workshops		20,000	20,000	20,000	20,000	20,000
Transformation Building		60,000	60,000	60,000	60,000	60,000
Rehabilitation equipment		341,000	341,000	341,000	341,000	341,000
Containerchassis		126,250	126,250	126,250	126,250	140,625
Reefer Points		20,000	20,000	20,000	20,000	20,000
Warehouses		150,000	150,000	150,000	150,000	150,000
Security equipment		30,000	30,000	30,000	30,000	30,000
Ship/Shore Container Gantry Cranes		1,440,000	1,440,000	1,440,000	1,440,000	1,957,500
RMGs / RTGs		1,720,000	1,720,000	2,105,000	2,105,000	2,507,500
Forklifts		0	0	0	0	25,156
Reachstackers		370,000	370,000	370,000	370,000	370,000
Stevedoring gear (e.g. spreader)		63,125	63,125	63,125	63,125	63,125
Terminal tractor		505,000	505,000	505,000	505,000	919,000
Empty Container Handler / Containerstuffer		95,400	95,400	95,400	95,400	129,900
Spareparts		264,400	264,400	264,400	264,400	367,900
Workshop equipment		264,400	264,400	264,400	264,400	367,900
EDP		250,000	250,000	250,000	250,000	250,000
Major overhaul of Ship/Shore, RMGs, RTGs		0	0	1,000,000	1,000,000	1,000,000
Hansepallets		107,500	107,500	107,500	107,500	107,500
3. Operating costs		8,943,943	9,569,441	10,695,547	11,327,160	12,504,256
Personnel costs		1,997,128	2,245,141	2,469,622	3,062,101	2,990,505
Interchange		66,064	72,672	79,936	87,936	96,728

Guard	66,064	72,672	79,936	87,936	96,728
Cargo handling (stevedoring/yard/warehouse operation)	902,902	993,184	1,092,486	1,465,500	1,321,922
Container repair (workshop)	330,330	363,360	399,690	439,650	483,630
Administration	192,680	211,960	233,160	256,460	283,820
Surcharge for social insurance and costs (31% of the a	439,088	531,293	584,414	724,619	707,677
Other costs (office, material, etc.) (increase 5% / a)	349,049	366,501	384,826	404,068	424,271
Maintenance/repair					
Civil (1 % of the amount of investment)	623,914	623,914	623,914	623,914	623,914
Mechanical (4 % of the amount of investment)	211,820	211,820	211,820	211,820	211,820
Handling equipment (10 % of the amount of investmen	4,702,545	5,028,395	5,851,670	5,851,670	7,001,670
Energy costs (cargo handling equipment) (increase 5% / a)	170,646	179,178	188,137	197,544	207,421
Electric power supply utilities (increase 5% / a)	108,593	114,023	119,724	125,710	131,995
Communication (increase 10% / a)	11,790	12,969	14,266	15,692	17,261
Water/sewage (increase 10% / a)	14,148	15,562	17,119	18,831	20,714
Insurances (0,5 % of investment)	620,882	637,174	678,338	678,338	735,838
Administration assessment (increase 1% / a)	133,430	134,764	136,112	137,473	138,847
Total Costs before financing	18,056,261	18,681,759	21,192,865	21,824,478	24,616,605
PROFITS / LOSS before financing / tax	12,538,139	16,041,772	18,219,135	22,908,365	26,673,325

Annex 3.2 Container terminal without breakwater and infrastructure connections

Poti-Container-Terminal (without Breakwater)

BUSINESS-FINANCING-PLAN

Description	US-\$			US-\$			US-\$		
	1998	1999	2000	2001	2002	2002	2001	2002	
INVESTMENT									
1. Extension Container Terminal (excl. Berth 12-14)	9,133,860	16,706,860	21,824,860	47,613,860	71,758,360				
1. Site preparation	1,945,360	1,945,360	1,945,360	1,945,360	1,945,360				
Demolition buildings	91,800	91,800	91,800	91,800	91,800				
Demolition rail tracks	14,500	14,500	14,500	14,500	14,500				
Preparation of the ground	901,500	901,500	901,500	901,500	901,500				
Earth works (incl. sand supply)	721,200	721,200	721,200	721,200	721,200				
Sewage and drainage	216,360	216,360	216,360	216,360	216,360				
2. Environmental	50,000	50,000	50,000	50,000	50,000				
Removal fuel station	50,000	50,000	50,000	50,000	50,000				
3. Civil works	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000				
Reconstruction of quay walls	200,000	200,000	200,000	200,000	200,000				
Railtracks	100,000	100,000	100,000	100,000	100,000				
Switches	18,000	18,000	18,000	18,000	18,000				
New pavement	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000				
4. Buildings	200,000	200,000	200,000	200,000	200,000				
Workshop	200,000	200,000	200,000	200,000	200,000				
5. Utilities	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500				
Water (fire line, fresh water)	60,000	60,000	60,000	60,000	60,000				
Electricity	100,000	100,000	100,000	100,000	100,000				
Lighting	300,500	300,500	300,500	300,500	300,500				
Reefer points	100,000	100,000	100,000	100,000	100,000				
Transformation building	600,000	600,000	600,000	600,000	600,000				
EDP hardware and software	750,000	750,000	750,000	750,000	750,000				
6. Cargo handling equipment	1,705,000	6,545,000	6,545,000	6,545,000	6,545,000				
Rehabilitation equipment	1,705,000	3,410,000	3,410,000	3,410,000	3,410,000				
Spareparts	0	285,000	285,000	285,000	285,000				
Reachstackers	0	1,850,000	1,850,000	1,850,000	1,850,000				
Spreaders	0	400,000	400,000	400,000	400,000				
Terminal tractor	0	400,000	400,000	400,000	400,000				
Containerchassis	0	200,000	200,000	200,000	200,000				
7. Others Equipment	0	195,000	195,000	195,000	195,000				
Alarm system (incl. circuit TV)	0	100,000	100,000	100,000	100,000				
Gate and barrier	0	50,000	50,000	50,000	50,000				
Perimeter wall	0	45,000	45,000	45,000	45,000				

II. Container Terminal berth 12-14											
1. Site Preparation		0	2,538,000	3,796,000	3,796,000	3,796,000	825,000	825,000	3,796,000	825,000	3,796,000
Preparation of the ground		0	825,000	825,000	825,000	825,000			825,000	825,000	825,000
Earth works (incl. sand supply)		0	375,000	375,000	375,000	375,000			375,000	375,000	375,000
Dredging		0	300,000	300,000	300,000	300,000			300,000	300,000	300,000
Sewage, drainage		0	60,000	60,000	60,000	60,000			60,000	60,000	60,000
2. Civil works		0	90,000	90,000	90,000	90,000			90,000	90,000	90,000
Railtracks		0	1,588,000	1,588,000	1,588,000	1,588,000			1,588,000	1,588,000	1,588,000
Switches		0	320,000	320,000	320,000	320,000			320,000	320,000	320,000
New Pavement		0	18,000	18,000	18,000	18,000			18,000	18,000	18,000
3. Utilities		0	1,250,000	1,250,000	1,250,000	1,250,000			1,250,000	1,250,000	1,250,000
Lighting		0	125,000	125,000	125,000	125,000			125,000	125,000	125,000
4. Cargo handling equipment		0	0	1,258,000	1,258,000	1,258,000			1,258,000	1,258,000	1,258,000
Reachstackers		0	0	1,110,000	1,110,000	1,110,000			1,110,000	1,110,000	1,110,000
Spareparts		0	0	148,000	148,000	148,000			148,000	148,000	148,000
III. New Container Terminal North											
1. Site Preparation		0	0	3,860,000	3,860,000	3,860,000	0	0	3,860,000	3,860,000	53,793,500
Preparation of the ground		0	0	3,860,000	3,860,000	3,860,000	0	0	3,860,000	3,860,000	7,720,000
Earth works (incl. sand supply)		0	0	1,500,000	1,500,000	1,500,000	0	0	1,500,000	1,500,000	3,000,000
Sewage, drainage		0	0	2,000,000	2,000,000	2,000,000	0	0	2,000,000	2,000,000	4,000,000
2. Civil works		0	0	360,000	360,000	360,000	0	0	360,000	360,000	720,000
Construction of quay walls		0	0	0	0	0	0	0	0	0	19,404,000
Railtracks		0	0	0	0	0	0	0	0	0	10,000,000
Switches		0	0	0	0	0	0	0	0	0	400,000
New Pavement		0	0	0	0	0	0	0	0	0	54,000
3. Buildings		0	0	0	0	0	0	0	0	0	8,950,000
Warehouse		0	0	0	0	0	0	0	0	0	450,000
Workshop		0	0	0	0	0	0	0	0	0	1,950,000
Office building		0	0	0	0	0	0	0	0	0	1,500,000
4. Utilities		0	0	0	0	0	0	0	0	0	200,000
Water (fire line, fresh water)		0	0	0	0	0	0	0	0	0	250,000
Electricity		0	0	0	0	0	0	0	0	0	1,860,000
Lighting		0	0	0	0	0	0	0	0	0	60,000
Reefer points		0	0	0	0	0	0	0	0	0	100,000
Transformation building		0	0	0	0	0	0	0	0	0	1,000,000
EDP hardware and software		0	0	0	0	0	0	0	0	0	100,000
5. Cargo handling equipment		0	0	0	0	0	0	0	0	0	600,000
Replacement equipment		0	0	0	0	0	0	0	0	0	500,000
Major overhaul of Ship/Shore, RMGs, RTGs		0	0	0	0	0	0	0	0	0	22,144,500
Ship/Shore Container Gantry Crane (1st delivery)		0	0	0	0	0	0	0	0	0	0
											9,450,000

Ship/Shore Container Gantry Crane (2nd delivery)	0	0	0	0	0	0	0	0	0	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	0	0	0	0	0	0	0	0	0
RMG (1st delivery)	0	0	0	0	0	0	0	0	0	3,150,000
RMG (2nd delivery)	0	0	0	0	0	0	0	0	0	0
RTG (1st delivery)	0	0	0	0	0	0	0	0	0	5,880,000
RTG (2nd delivery)	0	0	0	0	0	0	0	0	0	0
RTG (3rd delivery)	0	0	0	0	0	0	0	0	0	0
Terminal tractor (1st delivery)	0	0	0	0	0	0	0	0	0	1,575,000
Terminal tractor (2nd delivery)	0	0	0	0	0	0	0	0	0	0
Terminal tractor (3rd delivery)	0	0	0	0	0	0	0	0	0	0
Containerchassis (1st delivery)	0	0	0	0	0	0	0	0	0	787,500
Containerchassis (2nd delivery)	0	0	0	0	0	0	0	0	0	0
Containerchassis (3rd delivery)	0	0	0	0	0	0	0	0	0	0
Spareparts (1st delivery of cargo handling equipment)	0	0	0	0	0	0	0	0	0	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	0	0	0	0	0	0	0	0	0
Spareparts (3rd delivery of cargo handling equipment)	0	0	0	0	0	0	0	0	0	0
Workshop equipment	0	0	0	0	0	0	0	0	0	262,500
1,000 Hansepallets (1st delivery)	0	0	0	0	0	0	0	0	0	52,500
1,000 Hansepallets (2nd delivery)	0	0	0	0	0	0	0	0	0	0
Stevedoring gear	0	0	0	0	0	0	0	0	0	105,000
Containerstuffer	0	0	0	0	0	0	0	0	0	147,000
Empty Container Handler (1st delivery)	0	0	0	0	0	0	0	0	0	0
Empty Container Handler (2nd delivery)	0	0	0	0	0	0	0	0	0	0
Forklifts 2.5t	0	0	0	0	0	0	0	0	0	0
6. Others Equipment	0	0	0	0	0	0	0	0	215,000	215,000
Alarm system (incl. circuit TV)	0	0	0	0	0	0	0	0	100,000	100,000
Gate and barrier	0	0	0	0	0	0	0	0	50,000	50,000
Perimeter wall	0	0	0	0	0	0	0	0	65,000	65,000
Incidental expenses (without equipment)	827,754	1,189,704	1,768,704	5,325,804	5,325,804	5,325,804	5,325,804	5,325,804	5,325,804	5,325,804
INVESTMENT, total	9,961,614	17,896,564	23,593,564	52,939,664	52,939,664	52,939,664	52,939,664	52,939,664	77,309,164	77,309,164
PROCEEDS	8,550,400	9,430,379	11,571,541	14,202,571	14,202,571	14,202,571	14,202,571	14,202,571	17,465,973	17,465,973
1. Handling proceeds	7,840,000	8,646,867	10,610,133	13,022,567	13,022,567	13,022,567	13,022,567	13,022,567	16,014,833	16,014,833
Container per move (all included) full	6,720,000	7,411,600	9,094,400	11,162,200	11,162,200	11,162,200	11,162,200	11,162,200	13,727,000	13,727,000
Container per move (all included) empty	1,120,000	1,235,267	1,515,733	1,860,367	1,860,367	1,860,367	1,860,367	1,860,367	2,287,833	2,287,833
2. Storage proceeds (10 % of Container p. m.)	710,400	783,512	961,408	1,180,004	1,180,004	1,180,004	1,180,004	1,180,004	1,451,140	1,451,140
40 ft Cont. (60 %, during 20 days)	518,400	571,752	701,568	861,084	861,084	861,084	861,084	861,084	1,058,940	1,058,940
20 ft Cont. (40 %, during 20 days)	192,000	211,760	259,840	318,920	318,920	318,920	318,920	318,920	392,200	392,200

COSTS									
1. Real Estate									
Lease area	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease quay wall	0	0	0	0	0	0	0	0	0
2. Depreciations	564,493	1,337,193	1,553,143	2,379,443	5,485,968	204,000	4,400	4,400	204,000
Construction of quay walls	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,400
Security equipment / perimeter wall	0	1,800	1,800	1,800	1,800	1,800	1,800	1,800	67,318
Sewage/water/electricity/gas-pipe/cable etc.	18,818	23,318	41,318	67,318	67,318	67,318	67,318	67,318	67,318
Paved areas and roads	150,250	212,750	212,750	660,250	660,250	660,250	660,250	660,250	660,250
Tracks and switches	5,900	22,800	22,800	45,500	45,500	45,500	45,500	45,500	45,500
Lighting	15,025	21,275	21,275	71,275	71,275	71,275	71,275	71,275	71,275
Office- and sanitary building	0	0	0	12,500	12,500	12,500	12,500	12,500	12,500
Workshops	10,000	10,000	10,000	20,000	20,000	20,000	20,000	20,000	20,000
Transformation Building	30,000	30,000	30,000	60,000	60,000	60,000	60,000	60,000	60,000
Rehabilitation equipment	170,500	341,000	341,000	341,000	341,000	341,000	341,000	341,000	341,000
Containerchassis	0	20,000	20,000	20,000	20,000	20,000	20,000	20,000	98,750
Reefer Points	10,000	10,000	10,000	20,000	20,000	20,000	20,000	20,000	20,000
Warehouses	0	0	0	0	0	0	0	0	150,000
Security equipment	0	15,000	15,000	30,000	30,000	30,000	30,000	30,000	30,000
Ship/Shore Container Gantry Cranes	0	0	0	0	0	0	0	0	945,000
RMGs / RTGs	0	0	0	0	0	0	0	0	1,128,750
Forklifts	0	0	0	0	0	0	0	0	0
Reachstackers	0	231,250	370,000	370,000	370,000	370,000	370,000	370,000	370,000
Stevedoring gear (e.g. spreader)	0	50,000	50,000	50,000	50,000	50,000	50,000	50,000	63,125
Terminal tractor	0	80,000	80,000	80,000	80,000	80,000	80,000	80,000	395,000
Empty Container Handler / Containerstuffer	0	0	0	0	0	0	0	0	29,400
Spareparts	0	57,000	86,600	86,600	86,600	86,600	86,600	86,600	233,600
Workshop equipment	0	57,000	86,600	86,600	86,600	86,600	86,600	86,600	233,600
EDP	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	0	0	0	0	0	0	0	0
Hansepallets	0	0	0	0	0	0	0	0	52,500
3. Operating costs	1,162,357	1,774,077	2,085,555	2,631,919	5,205,000	2,631,919	2,631,919	2,631,919	5,205,000
Personnel costs	242,874	291,449	428,967	514,741	617,749	514,741	514,741	514,741	617,749
Interchange	9,000	10,800	15,552	18,660	22,392	18,660	18,660	18,660	22,392
Guard	9,000	10,800	15,552	18,660	22,392	18,660	18,660	18,660	22,392
Cargo handling (stevedoring/yard/warehouse operatio	91,200	109,440	179,712	215,644	258,804	215,644	215,644	215,644	258,804
Container repair (workshop)	38,400	46,080	62,208	74,646	89,586	74,646	74,646	74,646	89,586
Administration	37,800	45,360	54,432	65,322	78,390	65,322	65,322	65,322	78,390
Surcharge for social insurance and costs (31% of the	57,474	68,969	101,511	121,809	146,185	121,809	121,809	121,809	146,185
Other costs (office, material, etc.) (increase 5% / a)	225,000	225,000	236,250	248,063	260,466	248,063	248,063	248,063	260,466

Maintenance/repair									
Civil (1 % of the amount of investment)	35,894	52,674	52,674	52,674	246,714	246,714	246,714	246,714	246,714
Mechanical (4 % of the amount of investment)	54,420	59,420	59,420	59,420	151,820	151,820	151,820	151,820	211,820
Handling equipment (10 % of the amount of investme	245,500	749,000	749,000	874,800	896,300	896,300	896,300	896,300	3,160,750
Energy costs (cargo handling equipment) (increase 5% / a)	110,000	110,000	110,000	115,500	121,275	121,275	121,275	121,275	127,339
Insurances (0,5 % of investment)	45,669	83,534	83,534	109,124	238,069	238,069	238,069	238,069	358,792
Administration assessment (increase 1% / a)	122,000	122,000	122,000	123,220	124,452	124,452	124,452	124,452	125,697
Total Costs before financing	2,846,850	4,231,270	4,231,270	4,758,698	6,131,362	6,131,362	6,131,362	6,131,362	11,810,968
PROFITS / LOSS before financing / tax	5,703,550	5,199,109	5,199,109	6,812,843	8,071,209	8,071,209	8,071,209	8,071,209	5,655,005

Poti-Container-Terminal (without Breakwater)		BUSINESS-FINANCING-PLAN								
Description	US-\$	2003	US-\$	2004	US-\$	2005	US-\$	2006	US-\$	2007
INVESTMENT		71,758,360		72,178,360		72,178,360		72,178,360		76,132,310
1. Extension Container Terminal (excl. Berth 12-14)		14,168,860		14,168,860		14,168,860		14,168,860		14,168,860
1. Site preparation		1,945,360		1,945,360		1,945,360		1,945,360		1,945,360
Demolition buildings		91,800		91,800		91,800		91,800		91,800
Demolition rail tracks		14,500		14,500		14,500		14,500		14,500
Preparation of the ground		901,500		901,500		901,500		901,500		901,500
Earth works (incl. sand supply)		721,200		721,200		721,200		721,200		721,200
Sewage and drainage		216,360		216,360		216,360		216,360		216,360
2. Environmental		50,000		50,000		50,000		50,000		50,000
Removal fuel station		50,000		50,000		50,000		50,000		50,000
3. Civil works		3,323,000		3,323,000		3,323,000		3,323,000		3,323,000
Reconstruction of quay walls		200,000		200,000		200,000		200,000		200,000
Railtracks		100,000		100,000		100,000		100,000		100,000
Switches		18,000		18,000		18,000		18,000		18,000
New pavement		3,005,000		3,005,000		3,005,000		3,005,000		3,005,000
4. Buildings		200,000		200,000		200,000		200,000		200,000
Workshop		200,000		200,000		200,000		200,000		200,000
5. Utilities		1,910,500		1,910,500		1,910,500		1,910,500		1,910,500
Water (fire line, fresh water)		60,000		60,000		60,000		60,000		60,000
Electricity		100,000		100,000		100,000		100,000		100,000
Lighting		300,500		300,500		300,500		300,500		300,500
Reefer points		100,000		100,000		100,000		100,000		100,000
Transformation building		600,000		600,000		600,000		600,000		600,000
EDP hardware and software		750,000		750,000		750,000		750,000		750,000
6. Cargo handling equipment		6,545,000		6,545,000		6,545,000		6,545,000		6,545,000
Rehabilitation equipment		3,410,000		3,410,000		3,410,000		3,410,000		3,410,000
Spareparts		285,000		285,000		285,000		285,000		285,000
Reachstackers		1,850,000		1,850,000		1,850,000		1,850,000		1,850,000
Spreaders		400,000		400,000		400,000		400,000		400,000
Terminal tractor		400,000		400,000		400,000		400,000		400,000
Containerchassis		200,000		200,000		200,000		200,000		200,000
7. Others Equipment		195,000		195,000		195,000		195,000		195,000
Alarm system (incl. circuit TV)		100,000		100,000		100,000		100,000		100,000
Gate and barrier		50,000		50,000		50,000		50,000		50,000
Perimeter wall		45,000		45,000		45,000		45,000		45,000

II. Container Terminal berth 12-14						3,796,000	3,796,000	3,796,000	3,796,000
1. Site Preparation						825,000	825,000	825,000	825,000
Preparation of the ground						375,000	375,000	375,000	375,000
Earth works (incl. sand supply)						300,000	300,000	300,000	300,000
Dredging						60,000	60,000	60,000	60,000
Sewage, drainage						90,000	90,000	90,000	90,000
2. Civil works						1,588,000	1,588,000	1,588,000	1,588,000
Railtracks						320,000	320,000	320,000	320,000
Switches						18,000	18,000	18,000	18,000
New Pavement						1,250,000	1,250,000	1,250,000	1,250,000
3. Utilities						125,000	125,000	125,000	125,000
Lighting						125,000	125,000	125,000	125,000
4. Cargo handling equipment						1,258,000	1,258,000	1,258,000	1,258,000
Reachstackers						1,110,000	1,110,000	1,110,000	1,110,000
Spareparts						148,000	148,000	148,000	148,000
III. New Container Terminal North						53,793,500	54,213,500	54,213,500	58,167,450
1. Site Preparation						7,720,000	7,720,000	7,720,000	7,720,000
Preparation of the ground						3,000,000	3,000,000	3,000,000	3,000,000
Earth works (incl. sand supply)						4,000,000	4,000,000	4,000,000	4,000,000
Sewage, drainage						720,000	720,000	720,000	720,000
2. Civil works						19,404,000	19,404,000	19,404,000	19,404,000
Construction of quay walls						10,000,000	10,000,000	10,000,000	10,000,000
Railtracks						400,000	400,000	400,000	400,000
Switches						54,000	54,000	54,000	54,000
New Pavement						8,950,000	8,950,000	8,950,000	8,950,000
3. Buildings						1,950,000	1,950,000	1,950,000	1,950,000
Warehouse						1,500,000	1,500,000	1,500,000	1,500,000
Workshop						200,000	200,000	200,000	200,000
Office building						250,000	250,000	250,000	250,000
4. Utilities						2,360,000	2,360,000	2,360,000	2,360,000
Water (fire line, fresh water)						60,000	60,000	60,000	60,000
Electricity						100,000	100,000	100,000	100,000
Lighting						1,000,000	1,000,000	1,000,000	1,000,000
Reefer points						100,000	100,000	100,000	100,000
Transformation building						600,000	600,000	600,000	600,000
EDP hardware and software						500,000	500,000	500,000	500,000
5. Cargo handling equipment						22,144,500	22,564,500	22,564,500	26,518,450
Replacement equipment						0	420,000	420,000	4,373,950
Major overhaul of Ship/Shore, RMGs, RTGs						0	0	0	0
Ship/Shore Container Gantry Crane (1st delivery)						9,450,000	9,450,000	9,450,000	9,450,000

Ship/Shore Container Gantry Crane (2nd delivery)	0	0	0	0	0	0	0	0	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	0	0	0	0	0	0	0	0
RMG (1st delivery)	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000
RMG (2nd delivery)	0	0	0	0	0	0	0	0	0
RTG (1st delivery)	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000
RTG (2nd delivery)	0	0	0	0	0	0	0	0	0
RTG (3rd delivery)	0	0	0	0	0	0	0	0	0
Terminal tractor (1st delivery)	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000
Terminal tractor (2nd delivery)	0	0	0	0	0	0	0	0	0
Terminal tractor (3rd delivery)	0	0	0	0	0	0	0	0	0
Containerchassis (1st delivery)	787,500	787,500	787,500	787,500	787,500	787,500	787,500	787,500	787,500
Containerchassis (2nd delivery)	0	0	0	0	0	0	0	0	0
Containerchassis (3rd delivery)	0	0	0	0	0	0	0	0	0
Spareparts (1st delivery of cargo handling equipment)	735,000	735,000	735,000	735,000	735,000	735,000	735,000	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	0	0	0	0	0	0	0	0
Spareparts (3rd delivery of cargo handling equipment)	0	0	0	0	0	0	0	0	0
Workshop equipment	262,500	262,500	262,500	262,500	262,500	262,500	262,500	262,500	262,500
1,000 Hansepallets (1st delivery)	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500
1,000 Hansepallets (2nd delivery)	0	0	0	0	0	0	0	0	0
Stevordoring gear	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000
Containerstuffer	147,000	147,000	147,000	147,000	147,000	147,000	147,000	147,000	147,000
Empty Container Handler (1st delivery)	0	0	0	0	0	0	0	0	0
Empty Container Handler (2nd delivery)	0	0	0	0	0	0	0	0	0
Forklifts 2.5t	0	0	0	0	0	0	0	0	0
6. Others Equipment	215,000	215,000	215,000	215,000	215,000	215,000	215,000	215,000	215,000
Alarm system (incl. circuit TV)	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Gate and barrier	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Perimeter wall	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000
Incidental expenses (without equipment)	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804
INVESTMENT, total	77,309,164	77,729,164	77,729,164	77,729,164	77,729,164	77,729,164	77,729,164	77,729,164	81,683,114
PROCEEDS									
1. Handling proceeds	19,038,891	20,750,752	22,619,371	24,655,435	26,955,136				
Container per move (all included) full	17,457,067	19,026,700	20,740,067	22,606,967	24,715,600				
Container per move (all included) empty	14,963,200	16,308,600	17,777,200	19,377,400	21,184,800				
Container per move (10 % of Container p. m.)	2,493,867	2,718,100	2,962,867	3,229,567	3,530,800				
40 ft Cont. (60 %; during 20 days)	1,581,824	1,724,052	1,879,304	2,048,468	2,239,536				
20 ft Cont. (40 %; during 20 days)	1,154,304	1,258,092	1,371,384	1,494,828	1,634,256				
	427,520	465,960	507,920	553,640	605,280				

COSTS							
1. Real Estate		1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease area		1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease quay wall		0	0	0	0	0	0
2. Depreciations		5,485,968	5,485,968	5,485,968	5,485,968	5,485,968	5,485,968
Construction of quay walls		204,000	204,000	204,000	204,000	204,000	204,000
Security equipment / perimeter wall		4,400	4,400	4,400	4,400	4,400	4,400
Sewage/water/electricity/gas-pipe/cable etc.		67,318	67,318	67,318	67,318	67,318	67,318
Paved areas and roads		660,250	660,250	660,250	660,250	660,250	660,250
Tracks and switches		45,500	45,500	45,500	45,500	45,500	45,500
Lighting		71,275	71,275	71,275	71,275	71,275	71,275
Office- and sanitary building		12,500	12,500	12,500	12,500	12,500	12,500
Workshops		20,000	20,000	20,000	20,000	20,000	20,000
Transformation Building		60,000	60,000	60,000	60,000	60,000	60,000
Rehabilitation equipment		341,000	341,000	341,000	341,000	341,000	341,000
Containerchassis		98,750	98,750	98,750	98,750	98,750	98,750
Reefer Points		20,000	20,000	20,000	20,000	20,000	20,000
Warehouses		150,000	150,000	150,000	150,000	150,000	150,000
Security equipment		30,000	30,000	30,000	30,000	30,000	30,000
Ship/Shore Container Gantry Cranes		945,000	945,000	945,000	945,000	945,000	945,000
RMGs / RTGs		1,128,750	1,128,750	1,128,750	1,128,750	1,128,750	1,128,750
Forklifts		0	0	0	0	0	0
Reachstackers		370,000	370,000	370,000	370,000	370,000	370,000
Stevedoring gear (e.g. spreader)		63,125	63,125	63,125	63,125	63,125	63,125
Terminal tractor		395,000	395,000	395,000	395,000	395,000	395,000
Empty Container Handler / Containerstuffer		29,400	29,400	29,400	29,400	29,400	29,400
Spareparts		233,600	233,600	233,600	233,600	233,600	233,600
Workshop equipment		233,600	233,600	233,600	233,600	233,600	233,600
EDP		250,000	250,000	250,000	250,000	250,000	250,000
Major overhaul of Ship/Shore, RMGs, RTGs		0	0	0	0	0	0
Hansepallets		52,500	52,500	52,500	52,500	52,500	52,500
3. Operating costs		5,473,782	5,674,432	5,851,744	6,052,800	7,046,897	7,046,897
Personnel costs		860,368	989,423	1,137,837	1,308,512	1,855,500	1,855,500
Interchange		25,751	29,613	34,055	39,164	60,056	60,056
Guard		25,751	29,613	34,055	39,164	60,056	60,056
Cargo handling (stevedoring/yard/warehouse operatio		389,201	447,582	514,719	591,927	820,820	820,820
Container repair (workshop)		125,918	144,806	166,527	191,506	300,300	300,300
Administration		90,149	103,671	119,221	137,105	175,180	175,180
Surcharge for social insurance and costs (31% of the		203,599	234,138	269,259	309,648	439,088	439,088
Other costs (office, material, etc.) (increase 5% / a)		273,489	287,163	301,522	316,598	332,427	332,427

Maintenance/repair	246,714	246,714	246,714	246,714	246,714	246,714
Civil (1 % of the amount of investment)	211,820	211,820	211,820	211,820	211,820	211,820
Mechanical (4 % of the amount of investment)	3,160,750	3,202,750	3,202,750	3,202,750	3,202,750	3,598,145
Handling equipment (10 % of the amount of investme	133,706	140,391	140,391	147,411	154,781	162,520
Energy costs (cargo handling equipment) (increase 5% / a)	358,792	360,892	360,892	360,892	360,892	380,662
Insurances (0.5 % of investment)	126,954	128,223	128,223	129,505	130,801	132,109
Administration assessment (increase 1% / a)						
Total Costs before financing	12,079,750	12,280,400	12,280,400	12,457,712	12,658,768	13,652,865
PROFITS / LOSS before financing / tax	6,959,140	8,470,352	8,470,352	10,161,659	11,996,667	13,302,271

BUSINESS- FINANCING-PLAN

Poti-Container-Terminal (without Breakwater)

Description	US-\$				US-\$		US-\$	
	2008	2009	2010	2011	2012	2011	2012	
INVESTMENT	87,176,310	90,434,810	98,667,559	98,667,559	110,167,559			
1. Extension Container Terminal (excl. Berth 12-14)	14,168,860	14,168,860	14,168,860	14,168,860	14,168,860			
1. Site preparation	1,945,360	1,945,360	1,945,360	1,945,360	1,945,360			
Demolition buildings	91,800	91,800	91,800	91,800	91,800			
Demolition rail tracks	14,500	14,500	14,500	14,500	14,500			
Preparation of the ground	901,500	901,500	901,500	901,500	901,500			
Earth works (incl. sand supply)	721,200	721,200	721,200	721,200	721,200			
Sewage and drainage	216,360	216,360	216,360	216,360	216,360			
2. Environmental	50,000	50,000	50,000	50,000	50,000			
Removal fuel station	50,000	50,000	50,000	50,000	50,000			
3. Civil works	3,323,000	3,323,000	3,323,000	3,323,000	3,323,000			
Reconstruction of quay walls	200,000	200,000	200,000	200,000	200,000			
Railtracks	100,000	100,000	100,000	100,000	100,000			
Switches	18,000	18,000	18,000	18,000	18,000			
New pavement	3,005,000	3,005,000	3,005,000	3,005,000	3,005,000			
4. Buildings	200,000	200,000	200,000	200,000	200,000			
Workshop	200,000	200,000	200,000	200,000	200,000			
5. Utilities	1,910,500	1,910,500	1,910,500	1,910,500	1,910,500			
Water (fire line, fresh water)	60,000	60,000	60,000	60,000	60,000			
Electricity	100,000	100,000	100,000	100,000	100,000			
Lighting	300,500	300,500	300,500	300,500	300,500			
Reefer points	100,000	100,000	100,000	100,000	100,000			
Transformation building	600,000	600,000	600,000	600,000	600,000			
EDP hardware and software	750,000	750,000	750,000	750,000	750,000			
6. Cargo handling equipment	6,545,000	6,545,000	6,545,000	6,545,000	6,545,000			
Rehabilitation equipment	3,410,000	3,410,000	3,410,000	3,410,000	3,410,000			
Spareparts	285,000	285,000	285,000	285,000	285,000			
Reachstackers	1,850,000	1,850,000	1,850,000	1,850,000	1,850,000			
Spreaders	400,000	400,000	400,000	400,000	400,000			
Terminal tractor	400,000	400,000	400,000	400,000	400,000			
Containerchassis	200,000	200,000	200,000	200,000	200,000			
7. Others Equipment	195,000	195,000	195,000	195,000	195,000			
Alarm system (incl. circuit TV)	100,000	100,000	100,000	100,000	100,000			
Gate and barrier	50,000	50,000	50,000	50,000	50,000			
Perimeter wall	45,000	45,000	45,000	45,000	45,000			

II. Container Terminal berth 12-14	3,796,000	3,796,000	3,796,000	3,796,000	3,796,000	3,796,000
1. Site Preparation	825,000	825,000	825,000	825,000	825,000	825,000
Preparation of the ground	375,000	375,000	375,000	375,000	375,000	375,000
Earth works (incl sand supply)	300,000	300,000	300,000	300,000	300,000	300,000
Dredging	60,000	60,000	60,000	60,000	60,000	60,000
Sewage, drainage	90,000	90,000	90,000	90,000	90,000	90,000
2. Civil works	1,588,000	1,588,000	1,588,000	1,588,000	1,588,000	1,588,000
Railtracks	320,000	320,000	320,000	320,000	320,000	320,000
Switches	18,000	18,000	18,000	18,000	18,000	18,000
New Pavement	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000
3. Utilities	125,000	125,000	125,000	125,000	125,000	125,000
Lighting	125,000	125,000	125,000	125,000	125,000	125,000
4. Cargo handling equipment	1,258,000	1,258,000	1,258,000	1,258,000	1,258,000	1,258,000
Reachstackers	1,110,000	1,110,000	1,110,000	1,110,000	1,110,000	1,110,000
Spareparts	148,000	148,000	148,000	148,000	148,000	148,000
III. New Container Terminal North	69,211,450	72,469,950	80,702,699	80,702,699	80,702,699	92,202,699
1. Site Preparation	7,720,000	7,720,000	7,720,000	7,720,000	7,720,000	7,720,000
Preparation of the ground	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000
Earth works (incl sand supply)	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000	4,000,000
Sewage, drainage	720,000	720,000	720,000	720,000	720,000	720,000
2. Civil works	19,404,000	19,404,000	19,404,000	19,404,000	19,404,000	19,404,000
Construction of quay walls	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000
Railtracks	400,000	400,000	400,000	400,000	400,000	400,000
Switches	54,000	54,000	54,000	54,000	54,000	54,000
New Pavement	8,950,000	8,950,000	8,950,000	8,950,000	8,950,000	8,950,000
3. Buildings	1,950,000	1,950,000	1,950,000	1,950,000	1,950,000	1,950,000
Warehouse	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Workshop	200,000	200,000	200,000	200,000	200,000	200,000
Office building	250,000	250,000	250,000	250,000	250,000	250,000
4. Utilities	2,360,000	2,360,000	2,360,000	2,360,000	2,360,000	2,360,000
Water (fire line, fresh water)	60,000	60,000	60,000	60,000	60,000	60,000
Electricity	100,000	100,000	100,000	100,000	100,000	100,000
Lighting	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Reefer points	100,000	100,000	100,000	100,000	100,000	100,000
Transformation building	600,000	600,000	600,000	600,000	600,000	600,000
EDP hardware and software	500,000	500,000	500,000	500,000	500,000	500,000
5. Cargo handling equipment	37,562,450	40,820,950	49,053,699	49,053,699	49,053,699	60,553,699
Replacement equipment	4,373,950	7,632,450	7,785,199	7,785,199	7,785,199	7,785,199
Major overhaul of Ship/Shore, RMGs, RTGs	0	0	0	0	0	0
Ship/Shore Container Gantry Crane (1st delivery)	9,450,000	9,450,000	9,450,000	9,450,000	9,450,000	9,450,000

Ship/Shore Container Gantry Crane (2nd delivery)	4,950,000	4,950,000	4,950,000	4,950,000	4,950,000	4,950,000	4,950,000	4,950,000	4,950,000
Ship/Shore Container Gantry Crane (3rd delivery)	0	0	0	0	0	0	0	0	5,175,000
RMG (1st delivery)	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000	3,150,000
RMG (2nd delivery)	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000	1,650,000
RTG (1st delivery)	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000	5,880,000
RTG (2nd delivery)	3,080,000	3,080,000	3,080,000	3,080,000	3,080,000	3,080,000	3,080,000	3,080,000	6,160,000
RTG (3rd delivery)	0	0	0	0	0	0	0	0	3,220,000
Terminal tractor (1st delivery)	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000	1,575,000
Terminal tractor (2nd delivery)	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000	550,000
Terminal tractor (3rd delivery)	0	0	0	0	0	0	0	0	2,070,000
Containerchassis (1st delivery)	787,500	787,500	787,500	787,500	787,500	787,500	787,500	787,500	787,500
Containerchassis (2nd delivery)	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000
Containerchassis (3rd delivery)	0	0	0	0	0	0	0	0	143,750
Spareparts (1st delivery of cargo handling equipment)	735,000	735,000	735,000	735,000	735,000	735,000	735,000	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000	154,000
Spareparts (3rd delivery of cargo handling equipment)	0	0	0	0	0	0	0	0	517,500
Workshop equipment	262,500	262,500	262,500	262,500	262,500	262,500	262,500	262,500	262,500
1,000 Hansepallets (1st delivery)	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500
1,000 Hansepallets (2nd delivery)	55,000	55,000	55,000	55,000	55,000	55,000	55,000	55,000	55,000
Stevordoring gear	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000	105,000
Containerstuffer	147,000	147,000	147,000	147,000	147,000	147,000	147,000	147,000	147,000
Empty Container Handler (1st delivery)	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000	330,000
Empty Container Handler (2nd delivery)	0	0	0	0	0	0	0	0	172,500
Forklifts 2.5t	0	0	0	0	0	0	0	0	201,250
6. Others Equipment	215,000	215,000	215,000	215,000	215,000	215,000	215,000	215,000	215,000
Alarm system (incl. circuit TV)	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Gate and barrier	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000
Perimeter wall	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000	65,000
Incidental expenses (without equipment)	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804	5,550,804
INVESTMENT, total	92,727,114	95,985,614	104,218,363	104,218,363	104,218,363	104,218,363	104,218,363	104,218,363	115,718,363
PROCEEDS	30,594,400	34,723,531	39,412,000	44,732,843	51,289,931	51,289,931	51,289,931	51,289,931	51,289,931
1. Handling proceeds	28,052,500	31,838,567	36,137,500	41,016,267	47,028,567	47,028,567	47,028,567	47,028,567	47,028,567
Container per move (all included) full	24,045,000	27,290,200	30,975,000	35,156,800	40,310,200	40,310,200	40,310,200	40,310,200	40,310,200
Container per move (all included) empty	4,007,500	4,548,367	5,162,500	5,859,467	6,718,367	6,718,367	6,718,367	6,718,367	6,718,367
2. Storage proceeds (10 % of Container p. m.)	2,541,900	2,884,964	3,274,500	3,716,576	4,261,364	4,261,364	4,261,364	4,261,364	4,261,364
40 ft Cont. (60 %; during 20 days)	1,854,900	2,105,244	2,389,500	2,712,096	3,109,644	3,109,644	3,109,644	3,109,644	3,109,644
20 ft Cont. (40 %; during 20 days)	687,000	779,720	885,000	1,004,480	1,151,720	1,151,720	1,151,720	1,151,720	1,151,720

COSTS									
1. Real Estate									
Lease area	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000	1,120,000
Lease quay wall	0	0	0	0	0	0	0	0	0
2. Depreciations									
Construction of quay walls	6,892,318	6,892,318	6,892,318	6,892,318	6,892,318	6,892,318	6,892,318	6,892,318	6,892,318
Security equipment / perimeter wall	204,000	204,000	204,000	204,000	204,000	204,000	204,000	204,000	204,000
Sewage/water/electricity/gas-pipe/cable etc.	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400
Paved areas and roads	67,318	67,318	67,318	67,318	67,318	67,318	67,318	67,318	67,318
Tracks and switches	660,250	660,250	660,250	660,250	660,250	660,250	660,250	660,250	660,250
Lighting	45,500	45,500	45,500	45,500	45,500	45,500	45,500	45,500	45,500
Office- and sanitary building	71,275	71,275	71,275	71,275	71,275	71,275	71,275	71,275	71,275
Workshops	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500
Transformation Building	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Rehabilitation equipment	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000
Containerchassis	341,000	341,000	341,000	341,000	341,000	341,000	341,000	341,000	341,000
Reefer Points	126,250	126,250	126,250	126,250	126,250	126,250	126,250	126,250	126,250
Warehouses	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Security equipment	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000
Ship/Shore Container Gantry Cranes	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
RMGs / RTGs	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000	1,440,000
Forklifts	1,720,000	1,720,000	1,720,000	1,720,000	1,720,000	1,720,000	1,720,000	1,720,000	1,720,000
Reachstackers	0	0	0	0	0	0	0	0	0
Stevedoring gear (e.g. spreader)	370,000	370,000	370,000	370,000	370,000	370,000	370,000	370,000	370,000
Terminal tractor	63,125	63,125	63,125	63,125	63,125	63,125	63,125	63,125	63,125
Empty Container Handler / Containerstuffer	505,000	505,000	505,000	505,000	505,000	505,000	505,000	505,000	505,000
Spareparts	95,400	95,400	95,400	95,400	95,400	95,400	95,400	95,400	95,400
Workshop equipment	264,400	264,400	264,400	264,400	264,400	264,400	264,400	264,400	264,400
EDP	264,400	264,400	264,400	264,400	264,400	264,400	264,400	264,400	264,400
Major overhaul of Ship/Shore, RMGs, RTGs	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Hansepallets	0	0	0	0	0	0	0	0	0
3. Operating costs									
Personnel costs	107,500	107,500	107,500	107,500	107,500	107,500	107,500	107,500	107,500
Interchange	8,381,743	9,007,241	9,007,241	10,133,347	10,133,347	10,133,347	10,133,347	10,133,347	11,942,056
Guard	1,997,128	2,245,141	2,245,141	2,469,622	2,469,622	2,469,622	2,469,622	2,469,622	2,990,505
Cargo handling (stevedoring/yard/warehouse operatio	66,064	72,672	72,672	79,936	79,936	79,936	79,936	79,936	96,728
Container repair (workshop)	66,064	72,672	72,672	79,936	79,936	79,936	79,936	79,936	96,728
Administration	902,902	993,184	993,184	1,092,486	1,092,486	1,092,486	1,092,486	1,092,486	1,321,922
Surcharge for social insurance and costs (31% of the	330,330	363,360	363,360	399,690	399,690	399,690	399,690	399,690	483,630
Other costs (office, material, etc.) (increase 5% / a)	192,680	211,960	211,960	233,160	233,160	233,160	233,160	233,160	283,820
	439,088	531,293	531,293	584,414	584,414	584,414	584,414	584,414	707,677
	349,049	366,501	366,501	384,826	384,826	384,826	384,826	384,826	424,271

Maintenance/repair	246,714	246,714	246,714	246,714	246,714	246,714
Civil (1 % of the amount of investment)	211,820	211,820	211,820	211,820	211,820	211,820
Mechanical (4 % of the amount of investment)	4,702,545	5,028,395	5,851,670	5,851,670	5,851,670	7,001,670
Handling equipment (10 % of the amount of investme	170,646	179,178	188,137	197,544	207,421	207,421
Energy costs (cargo handling equipment) (increase 5% / a)	435,882	452,174	493,338	493,338	550,838	550,838
Insurances (0.5 % of investment)	133,430	134,764	136,112	137,473	138,847	138,847
Administration assessment (increase 1% / a)						
Total Costs before financing	16,394,061	17,019,559	19,530,665	20,162,278	22,954,405	
PROFITS / LOSS before financing / tax	14,200,339	17,703,972	19,881,335	24,570,565	28,335,525	

Annex 3.3 Container terminal without breakwater
and infrastructure connections,
separately for the years 1998-2012,
investments summed up over the years

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				1998
INVESTMENT				9,133,860
I. Extension Container Terminal (excl. Berth 12-14)				9,133,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				1,705,000
Rehabilitation equipment	1	summary	1,705,000	1,705,000
Spareparts	0	complect	285,000	0
Reachstackers	0	piece	370,000	0
Spreaders	0	piece	100,000	0
Terminal tractor	0	piece	100,000	0
Containerchassis	0	piece	25,000	0
7. Others Equipment				0
Alarm system (incl. circuit TV)	0	piece	100,000	0
Gate and barrier	0	piece	50,000	0
Perimeter wall	0	m	50	0
II. Container Terminal berth 12-14				0
1. Site Preparation				0
Preparation of the ground	0	qm	15	0
Earth works (incl. sand supply)	0	cbm	5	0
Dredging	0	m	60	0
Sewage, drainage	0	m	60	0
2. Civil works				0
Railtracks	0	m	400	0
Switches	0	piece	18,000	0
New Pavement	0	qm	50	0
3. Utilities				0
Lighting	0	qm	5	0
4. Cargo handling equipment				0
Reachstackers	0	piece	370,000	0
Spareparts	0	complect	700,000	0
III. New Container Terminal North				0
1. Site Preparation				0
Preparation of the ground	0	qm	15	0
Earth works (incl. sand supply)	0	cbm	5	0
Sewage, drainage	0	m	60	0
2. Civil works				0
Construction of quay walls	0	m	20,000	0
Railtracks	0	m	400	0
Switches	0	piece	18,000	0
New Pavement	0	qm	50	0
3. Buildings				0
Warehouse	0	qm	300	0
Workshop	0	qm	400	0
Office building	0	qm	500	0
4. Utilities				0
Water (fire line, fresh water)	0	m	60	0

Electricity	0	m	100	0
Lighting	0	qm	5	0
Reefer points	0	piece	5,000	0
Transformation building	0	piece	600,000	0
EDP hardware and software	0	installation	500,000	0
5. Cargo handling equipment				0
Replacement equipment				0
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	0	piece	4,725,000	0
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	0	piece	1,575,000	0
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	0	piece	1,470,000	0
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	0	piece	105,000	0
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	0	piece	26,250	0
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	0	complect	735,000	0
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	0	complect	262,500	0
1,000 Hansepallets (1st delivery)	0	complect	52,500	0
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	0	piece	105,000	0
Containerstuffer	0	piece	36,750	0
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				0
Alarm system (incl. circuit TV)	0	piece	100,000	0
Gate and barrier	0	piece	50,000	0
Perimeter wall	0	m	50	0
Incidental expenses (without equipment)	5,518,360	15%		827,754
INVESTMENT, total				9,961,614
PROCEEDS				8,550,400
1. Handling proceeds				7,840,000
Container per move (all included) full	48,000	piece	140.00	6,720,000
Container per move (all included) empty	16,000	piece	70.00	1,120,000
2. Storage proceeds (10 % of Container p. m.)				710,400
40 ft Cont. (60 %; during 20 days)	57,600	piece*d	9	518,400
20 ft Cont. (40 %; during 20 days)	38,400	piece*d	5	192,000
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				564,493
Construction of quay walls	200,000	2%		4,000
Security equipment / perimeter wall	0	4%		0
Sewage/water/electricity/gas-pipe/cable etc.	376,360	5%		18,818
Paved areas and roads	3,005,000	5%		150,250
Tracks and switches	118,000	5%		5,900
Lighting	300,500	5%		15,025
Office- and sanitary building	0	5%		0
Workshops	200,000	5%		10,000
Transformation Building	600,000	5%		30,000
Rehabilitation equipment	1,705,000	10%		170,500
Containerchassis	0	10%		0
Reefer Points	100,000	10%		10,000
Warehouses	0	10%		0
Security equipment	0	10%		0
Ship/Shore Container Gantry Cranes	0	10%		0
RMGs / RTGs	0	12.50%		0

Forklifts	0	12.50%		0
Reachstackers	0	12.50%		0
Stevedoring gear (e.g. spreader)	0	12.50%		0
Terminal tractor	0	20%		0
Empty Container Handler / Containerstuffer	0	20%		0
Spareparts	0	20%		0
Workshop equipment	0	20%		0
EDP	750,000	20%		150,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	0	100%		0
3. Operating costs				1,162,357
Personnel costs				242,874
Interchange	5	USD p. a.	1,800	9,000
Guard	5	USD p. a.	1,800	9,000
Cargo handling (stevedoring/yard/warehouse operation)	38	USD p. a.	2,400	91,200
Container repair (workshop)	16	USD p. a.	2,400	38,400
Administration	18	USD p. a.	2,100	37,800
Surcharge for social insurance and costs (31% of the a	185,400	31%		57,474
Other costs (office, material, etc.) (increase 5% / a)		5.0%		225,000
Maintenance/repair				
Civil (1 % of the amount of investment)	3,589,360	1%		35,894
Mechanical (4 % of the amount of investment)	1,360,500	4%		54,420
Handling equipment (10 % of the amount of investment)	2,455,000	10%		245,500
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		110,000
Insurances (0,5 % of investment)	9,133,860	0.5%		45,669
Administration assessment (increase 1% / a)		1.0%		122,000
Total Costs before financing				2,846,850
PROFITS / LOSS before financing / tax				5,703,550

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				1999
INVESTMENT				16,706,860
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				2,538,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				0
Reachstackers	0	piece	370,000	0
Spareparts	0	complect	700,000	0
III. New Container Terminal North				0
1. Site Preparation				0
Preparation of the ground	0	qm	15	0
Earth works (incl. sand supply)	0	cbm	5	0
Sewage, drainage	0	m	60	0
2. Civil works				0
Construction of quay walls	0	m	20,000	0
Railtracks	0	m	400	0
Switches	0	piece	18,000	0
New Pavement	0	qm	50	0
3. Buildings				0
Warehouse	0	qm	300	0
Workshop	0	qm	400	0
Office building	0	qm	500	0

4. Utilities				0
Water (fire line, fresh water)	0	m	60	0
Electricity	0	m	100	0
Lighting	0	qm	5	0
Reefer points	0	piece	5,000	0
Transformation building	0	piece	600,000	0
EDP hardware and software	0	installation	500,000	0
5. Cargo handling equipment				0
Replacement equipment				0
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	0	piece	4,725,000	0
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	0	piece	1,575,000	0
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	0	piece	1,470,000	0
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	0	piece	105,000	0
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	0	piece	26,250	0
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	0	complect	735,000	0
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	0	complect	262,500	0
1,000 Hansepallets (1st delivery)	0	complect	52,500	0
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	0	piece	105,000	0
Containerstuffer	0	piece	36,750	0
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				0
Alarm system (incl. circuit TV)	0	piece	100,000	0
Gate and barrier	0	piece	50,000	0
Perimeter wall	0	m	50	0
Incidental expenses (without equipment)	7,931,360	15%		1,189,704
INVESTMENT, total				17,896,564
PROCEEDS				9,430,379
1. Handling proceeds				8,646,867
Container per move (all included) full	52,940	piece	140.00	7,411,600
Container per move (all included) empty	17,647	piece	70.00	1,235,267
2. Storage proceeds (10 % of Container p. m.)				783,512
40 ft Cont. (60 %; during 20 days)	63,528	piece*d	9	571,752
20 ft Cont. (40 %; during 20 days)	42,352	piece*d	5	211,760
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,337,193
Construction of quay walls	200,000	2%		4,000
Security equipment / perimeter wall	45,000	4%		1,800
Sewage/water/electricity/gas-pipe/cable etc.	466,360	5%		23,318
Paved areas and roads	4,255,000	5%		212,750
Tracks and switches	456,000	5%		22,800
Lighting	425,500	5%		21,275
Office- and sanitary building	0	5%		0
Workshops	200,000	5%		10,000
Transformation Building	600,000	5%		30,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	200,000	10%		20,000
Reefer Points	100,000	10%		10,000
Warehouses	0	10%		0

Security equipment	150,000	10%		15,000
Ship/Shore Container Gantry Cranes	0	10%		0
RMGs / RTGs	0	12.50%		0
Forklifts	0	12.50%		0
Reachstackers	1,850,000	12.50%		231,250
Stevedoring gear (e.g. spreader)	400,000	12.50%		50,000
Terminal tractor	400,000	20%		80,000
Empty Container Handler / Containerstuffer	0	20%		0
Spareparts	285,000	20%		57,000
Workshop equipment	0	20%		57,000
EDP	750,000	20%		150,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	0	100%		0
3. Operating costs				1,774,077
Personnel costs				291,449
Interchange	5	USD p. a.	2,160	10,800
Guard	5	USD p. a.	2,160	10,800
Cargo handling (stevedoring/yard/warehouse operation)	38	USD p. a.	2,880	109,440
Container repair (workshop)	16	USD p. a.	2,880	46,080
Administration	18	USD p. a.	2,520	45,360
Surcharge for social insurance and costs (31% of the a	222,480	31%		68,969
Other costs (office, material, etc.) (increase 5% / a)		5.0%		225,000
Maintenance/repair				
Civil (1 % of the amount of investment)	5,267,360	1%		52,674
Mechanical (4 % of the amount of investment)	1,485,500	4%		59,420
Handling equipment (10 % of the amount of investment)	7,490,000	10%		749,000
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		110,000
Insurances (0,5 % of investment)	16,706,860	0.5%		83,534
Administration assessment (increase 1% / a)		1.0%		122,000
Total Costs before financing				4,231,270
PROFITS / LOSS before financing / tax				5,199,109

Poti-Container-Terminal (without Breakwater) BUSINESS- FINANCING-PLAN				
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2000
INVESTMENT				21,824,860
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				3,860,000
1. Site Preparation				3,860,000
Preparation of the ground	100,000	qm	15	1,500,000
Earth works (incl. sand supply)	400,000	cbm	5	2,000,000
Sewage, drainage	6,000	m	60	360,000
2. Civil works				0
Construction of quay walls	0	m	20,000	0
Railtracks	0	m	400	0
Switches	0	piece	18,000	0
New Pavement	0	qm	50	0
3. Buildings				0
Warehouse	0	qm	300	0
Workshop	0	qm	400	0
Office building	0	qm	500	0

4. Utilities				0
Water (fire line, fresh water)	0	m	60	0
Electricity	0	m	100	0
Lighting	0	qm	5	0
Reefer points	0	piece	5,000	0
Transformation building	0	piece	600,000	0
EDP hardware and software	0	installation	500,000	0
5. Cargo handling equipment				0
Replacement equipment				0
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	0	piece	4,725,000	0
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	0	piece	1,575,000	0
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	0	piece	1,470,000	0
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	0	piece	105,000	0
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	0	piece	26,250	0
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	0	complect	735,000	0
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	0	complect	262,500	0
1,000 Hansepallets (1st delivery)	0	complect	52,500	0
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	0	piece	105,000	0
Containerstuffer	0	piece	36,750	0
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				0
Alarm system (incl. circuit TV)	0	piece	100,000	0
Gate and barrier	0	piece	50,000	0
Perimeter wall	0	m	50	0
Incidental expenses (without equipment)	11,791,360	15%		1,768,704
INVESTMENT, total				23,593,564
PROCEEDS				11,571,541
1. Handling proceeds				10,610,133
Container per move (all included) full	64,960	piece	140.00	9,094,400
Container per move (all included) empty	21,653	piece	70.00	1,515,733
2. Storage proceeds (10 % of Container p. m.)				961,408
40 ft Cont. (60 %; during 20 days)	77,952	piece*d	9	701,568
20 ft Cont. (40 %; during 20 days)	51,968	piece*d	5	259,840
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,553,143
Construction of quay walls	200,000	2%		4,000
Security equipment / perimeter wall	45,000	4%		1,800
Sewage/water/electricity/gas-pipe/cable etc.	826,360	5%		41,318
Paved areas and roads	4,255,000	5%		212,750
Tracks and switches	456,000	5%		22,800
Lighting	425,500	5%		21,275
Office- and sanitary building	0	5%		0
Workshops	200,000	5%		10,000
Transformation Building	600,000	5%		30,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	200,000	10%		20,000
Reefer Points	100,000	10%		10,000
Warehouses	0	10%		0

Security equipment	150,000	10%		15,000
Ship/Shore Container Gantry Cranes	0	10%		0
RMGs / RTGs	0	12.50%		0
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	400,000	12.50%		50,000
Terminal tractor	400,000	20%		80,000
Empty Container Handler / Containerstuffer	0	20%		0
Spareparts	433,000	20%		86,600
Workshop equipment	0	20%		86,600
EDP	750,000	20%		150,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	0	100%		0
3. Operating costs				2,085,555
Personnel costs				428,967
Interchange	6	USD p. a.	2,592	15,552
Guard	6	USD p. a.	2,592	15,552
Cargo handling (stevedoring/yard/warehouse operation)	52	USD p. a.	3,456	179,712
Container repair (workshop)	18	USD p. a.	3,456	62,208
Administration	18	USD p. a.	3,024	54,432
Surcharge for social insurance and costs (31% of the a	327,456	31%		101,511
Other costs (office, material, etc.) (increase 5% / a)		5.0%		236,250
Maintenance/repair				
Civil (1 % of the amount of investment)	5,267,360	1%		52,674
Mechanical (4 % of the amount of investment)	1,485,500	4%		59,420
Handling equipment (10 % of the amount of investment)	8,748,000	10%		874,800
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		115,500
Insurances (0,5 % of investment)	21,824,860	0.5%		109,124
Administration assessment (increase 1% / a)		1.0%		123,220
Total Costs before financing				4,758,698
PROFITS / LOSS before financing / tax				6,812,843

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2001
INVESTMENT				47,613,860
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				29,649,000
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				450,000
Warehouse	0	qm	300	0
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				1,860,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	0	installation	500,000	0
5. Cargo handling equipment				0
Replacement equipment				0
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	0	piece	4,725,000	0
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	0	piece	1,575,000	0
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	0	piece	1,470,000	0
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	0	piece	105,000	0
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	0	piece	26,250	0
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	0	complect	735,000	0
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	0	complect	262,500	0
1,000 Hansepallets (1st delivery)	0	complect	52,500	0
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	0	piece	105,000	0
Containerstuffer	0	piece	36,750	0
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	35,505,360	15%		5,325,804
INVESTMENT, total				52,939,664
PROCEEDS				14,202,571
1. Handling proceeds				13,022,567
Container per move (all included) full	79,730	piece	140.00	11,162,200
Container per move (all included) empty	26,577	piece	70.00	1,860,367
2. Storage proceeds (10 % of Container p. m.)				1,180,004
40 ft Cont. (60 %, during 20 days)	95,676	piece*d	9	861,084
20 ft Cont. (40 %, during 20 days)	63,784	piece*d	5	318,920
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				2,379,443
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	200,000	10%		20,000
Reefer Points	200,000	10%		20,000
Warehouses	0	10%		0

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	0	10%		0
RMGs / RTGs	0	12.50%		0
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	400,000	12.50%		50,000
Terminal tractor	400,000	20%		80,000
Empty Container Handler / Containerstuffer	0	20%		0
Spareparts	433,000	20%		86,600
Workshop equipment	0	20%		86,600
EDP	750,000	20%		150,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	0	100%		0
3. Operating costs				2,631,919
Personnel costs				514,741
Interchange	6	USD p. a.	3,110	18,660
Guard	6	USD p. a.	3,110	18,660
Cargo handling (stevedoring/yard/warehouse operation)	52	USD p. a.	4,147	215,644
Container repair (workshop)	18	USD p. a.	4,147	74,646
Administration	18	USD p. a.	3,629	65,322
Surcharge for social insurance and costs (31% of the a	392,932	31%		121,809
Other costs (office, material, etc.) (increase 5% / a)		5.0%		248,063
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	3,795,500	4%		151,820
Handling equipment (10 % of the amount of investment)	8,963,000	10%		896,300
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		121,275
Insurances (0,5 % of investment)	47,613,860	0.5%		238,069
Administration assessment (increase 1% / a)		1.0%		124,452
Total Costs before financing				6,131,362
PROFITS / LOSS before financing / tax				8,071,209

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2002
INVESTMENT				71,758,360
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				53,793,500
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				22,144,500
Replacement equipment				0
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				77,309,164
PROCEEDS				17,465,973
1. Handling proceeds				16,014,833
Container per move (all included) full	98,050	piece	140.00	13,727,000
Container per move (all included) empty	32,683	piece	70.00	2,287,833
2. Storage proceeds (10 % of Container p. m.)				1,451,140
40 ft Cont. (60 %; during 20 days)	117,660	piece*d	9	1,058,940
20 ft Cont. (40 %; during 20 days)	78,440	piece*d	5	392,200
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				5,485,968
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	987,500	10%		98,750
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	9,450,000	10%		945,000
RMGs / RTGs	9,030,000	12.50%		1,128,750
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	1,975,000	20%		395,000
Empty Container Handler / Containerstuffer	147,000	20%		29,400
Spareparts	1,168,000	20%		233,600
Workshop equipment	262,500	20%		233,600
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	52,500	100%		52,500
3. Operating costs				5,205,000
Personnel costs				617,749
Interchange	6	USD p. a.	3,732	22,392
Guard	6	USD p. a.	3,732	22,392
Cargo handling (stevedoring/yard/warehouse operation)	52	USD p. a.	4,977	258,804
Container repair (workshop)	18	USD p. a.	4,977	89,586
Administration	18	USD p. a.	4,355	78,390
Surcharge for social insurance and costs (31% of the a	471,564	31%		146,185
Other costs (office, material. etc.) (increase 5% / a)		5.0%		260,466
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	31,607,500	10%		3,160,750
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		127,339
Insurances (0,5 % of investment)	71,758,360	0.5%		358,792
Administration assessment (increase 1% / a)		1.0%		125,697
Total Costs before financing				11,810,968
PROFITS / LOSS before financing / tax				5,655,005

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2003
				71,758,360
INVESTMENT				14,168,860
I. Extension Container Terminal (excl. Berth 12-14)				1,945,360
1. Site preparation				
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
				50,000
2. Environmental				
Removal fuel station	1	piece	50,000	50,000
				3,323,000
3. Civil works				
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
				200,000
4. Buildings				
Workshop	500	qm	400	200,000
				1,910,500
5. Utilities				
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
				6,545,000
6. Cargo handling equipment				
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
				195,000
7. Others Equipment				
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
				3,796,000
II. Container Terminal berth 12-14				825,000
1. Site Preparation				
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
				1,588,000
2. Civil works				
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
				125,000
3. Utilities				
Lighting	25,000	qm	5	125,000
				1,258,000
4. Cargo handling equipment				
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
				53,793,500
III. New Container Terminal North				7,720,000
1. Site Preparation				
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
				19,404,000
2. Civil works				
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
				1,950,000
3. Buildings				
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				22,144,500
Replacement equipment				0
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				77,309,164
PROCEEDS				19,038,891
1. Handling proceeds				17,457,067
Container per move (all included) full	106,880	piece	140.00	14,963,200
Container per move (all included) empty	35,627	piece	70.00	2,493,867
2. Storage proceeds (10 % of Container p. m.)				1,581,824
40 ft Cont. (60 %; during 20 days)	128,256	piece*d	9	1,154,304
20 ft Cont. (40 %; during 20 days)	85,504	piece*d	5	427,520
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				5,485,968
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	987,500	10%		98,750
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	9,450,000	10%		945,000
RMGs / RTGs	9,030,000	12.50%		1,128,750
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	1,975,000	20%		395,000
Empty Container Handler / Containerstuffer	147,000	20%		29,400
Spareparts	1,168,000	20%		233,600
Workshop equipment	262,500	20%		233,600
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	52,500	100%		52,500
3. Operating costs				5,473,782
Personnel costs				860,368
Interchange	6	USD p. a.	4,292	25,751
Guard	6	USD p. a.	4,292	25,751
Cargo handling (stevedoring/yard/warehouse operation)	68	USD p. a.	5,724	389,201
Container repair (workshop)	22	USD p. a.	5,724	125,918
Administration	18	USD p. a.	5,008	90,149
Surcharge for social insurance and costs (31% of the a	656,770	31%		203,599
Other costs (office, material, etc.) (increase 5% / a)		5.0%		273,489
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	31,607,500	10%		3,160,750
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		133,706
Insurances (0,5 % of investment)	71,758,360	0.5%		358,792
Administration assessment (increase 1% / a)		1.0%		126,954
Total Costs before financing				12,079,750
PROFITS / LOSS before financing / tax				6,959,140

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2004
INVESTMENT				72,178,360
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				54,213,500
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	390	1,950,000

Security equipment	300,000	10%	30,000
Ship/Shore Container Gantry Cranes	9,450,000	10%	945,000
RMGs / RTGs	9,030,000	12.50%	1,128,750
Forklifts	0	12.50%	0
Reachstackers	2,960,000	12.50%	370,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				22,564,500
Replacement equipment				420,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				77,729,164
PROCEEDS				20,750,752
1. Handling proceeds				19,026,700
Container per move (all included) full	116,490	piece	140.00	16,308,600
Container per move (all included) empty	38,830	piece	70.00	2,718,100
2. Storage proceeds (10 % of Container p. m.)				1,724,052
40 ft Cont. (60 %; during 20 days)	139,788	piece*d	9	1,258,092
20 ft Cont. (40 %; during 20 days)	93,192	piece*d	5	465,960
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				5,485,968
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	987,500	10%		98,750
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	9,450,000	10%		945,000
RMGs / RTGs	9,030,000	12.50%		1,128,750
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	1,975,000	20%		395,000
Empty Container Handler / Containerstuffer	147,000	20%		29,400
Spareparts	1,168,000	20%		233,600
Workshop equipment	262,500	20%		233,600
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	52,500	100%		52,500
3. Operating costs				5,674,432
Personnel costs				989,423
Interchange	6	USD p. a.	4,936	29,613
Guard	6	USD p. a.	4,936	29,613
Cargo handling (stevedoring/yard/warehouse operation)	68	USD p. a.	6,582	447,582
Container repair (workshop)	22	USD p. a.	6,582	144,806
Administration	18	USD p. a.	5,759	103,671
Surcharge for social insurance and costs (31% of the a	755,285	31%		234,138
Other costs (office, material, etc.) (increase 5% / a)		5.0%		287,163
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	32,027,500	10%		3,202,750
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		140,391
Insurances (0,5 % of investment)	72,178,360	0.5%		360,892
Administration assessment (increase 1% / a)		1.0%		128,223
Total Costs before financing				12,280,400
PROFITS / LOSS before financing / tax				8,470,352

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2005
INVESTMENT				72,178,360
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				54,213,500
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				22,564,500
Replacement equipment				420,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				77,729,164
PROCEEDS				22,619,371
1. Handling proceeds				20,740,067
Container per move (all included) full	126,980	piece	140.00	17,777,200
Container per move (all included) empty	42,327	piece	70.00	2,962,867
2. Storage proceeds (10 % of Container p. m.)				1,879,304
40 ft Cont. (60 %; during 20 days)	152,376	piece*d	9	1,371,384
20 ft Cont. (40 %; during 20 days)	101,584	piece*d	5	507,920
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				5,485,968
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	987,500	10%		98,750
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	9,450,000	10%		945,000
RMGs / RTGs	9,030,000	12.50%		1,128,750
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	1,975,000	20%		395,000
Empty Container Handler / Containerstuffer	147,000	20%		29,400
Spareparts	1,168,000	20%		233,600
Workshop equipment	262,500	20%		233,600
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	52,500	100%		52,500
3. Operating costs				5,851,744
Personnel costs				1,137,837
Interchange	6	USD p. a.	5,676	34,055
Guard	6	USD p. a.	5,676	34,055
Cargo handling (stevedoring/yard/warehouse operation)	68	USD p. a.	7,569	514,719
Container repair (workshop)	22	USD p. a.	7,569	166,527
Administration	18	USD p. a.	6,623	119,221
Surcharge for social insurance and costs (31% of the a	868,578	31%		269,259
Other costs (office, material, etc.) (increase 5% / a)		5.0%		301,522
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	32,027,500	10%		3,202,750
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		147,411
Insurances (0.5 % of investment)	72,178,360	0.5%		360,892
Administration assessment (increase 1% / a)		1.0%		129,505
Total Costs before financing				12,457,712
PROFITS / LOSS before financing / tax				10,161,659

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2006
INVESTMENT				72,178,360
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				54,213,500
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				22,564,500
Replacement equipment				420,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				77,729,164
PROCEEDS				24,655,435
1. Handling proceeds				22,606,967
Container per move (all included) full	138,410	piece	140.00	19,377,400
Container per move (all included) empty	46,137	piece	70.00	3,229,567
2. Storage proceeds (10 % of Container p. m.)				2,048,468
40 ft Cont. (60 %, during 20 days)	166,092	piece*d	9	1,494,828
20 ft Cont. (40 %, during 20 days)	110,728	piece*d	5	553,640
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				5,485,968
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	987,500	10%		98,750
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	9,450,000	10%		945,000
RMGs / RTGs	9,030,000	12.50%		1,128,750
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	1,975,000	20%		395,000
Empty Container Handler / Containerstuffer	147,000	20%		29,400
Spareparts	1,168,000	20%		233,600
Workshop equipment	262,500	20%		233,600
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	52,500	100%		52,500
3. Operating costs				6,052,800
Personnel costs				1,308,512
Interchange	6	USD p. a.	6,527	39,164
Guard	6	USD p. a.	6,527	39,164
Cargo handling (stevedoring/yard/warehouse operation)	68	USD p. a.	8,705	591,927
Container repair (workshop)	22	USD p. a.	8,705	191,506
Administration	18	USD p. a.	7,617	137,105
Surcharge for social insurance and costs (31% of the a	998,864	31%		309,648
Other costs (office, material, etc.) (increase 5% / a)		5.0%		316,598
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	32,027,500	10%		3,202,750
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		154,781
Insurances (0,5 % of investment)	72,178,360	0.5%		360,892
Administration assessment (increase 1% / a)		1.0%		130,801
Total Costs before financing				12,658,768
PROFITS / LOSS before financing / tax				11,996,667

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2007
INVESTMENT				76,132,310
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				58,167,450
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				26,518,450
Replacement equipment				4,373,950
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	0	piece	1,650,000	0
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	0	piece	1,540,000	0
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	0	piece	110,000	0
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	0	piece	27,500	0
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	0	complect	55,000	0
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	0	piece	165,000	0
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				81,683,114
PROCEEDS				26,955,136
1. Handling proceeds				24,715,600
Container per move (all included) full	151,320	piece	140.00	21,184,800
Container per move (all included) empty	50,440	piece	70.00	3,530,800
2. Storage proceeds (10 % of Container p. m.)				2,239,536
40 ft Cont. (60 %; during 20 days)	181,584	piece*d	9	1,634,256
20 ft Cont. (40 %; during 20 days)	121,056	piece*d	5	605,280
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				5,485,968
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	987,500	10%		98,750
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	9,450,000	10%		945,000
RMGs / RTGs	9,030,000	12.50%		1,128,750
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	1,975,000	20%		395,000
Empty Container Handler / Containerstuffer	147,000	20%		29,400
Spareparts	1,168,000	20%		233,600
Workshop equipment	262,500	20%		233,600
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	52,500	100%		52,500
3. Operating costs				7,046,897
Personnel costs				1,855,500
Interchange	8	USD p. a.	7,507	60,056
Guard	8	USD p. a.	7,507	60,056
Cargo handling (stevedoring/yard/warehouse operation)	82	USD p. a.	10,010	820,820
Container repair (workshop)	30	USD p. a.	10,010	300,300
Administration	20	USD p. a.	8,759	175,180
Surcharge for social insurance and costs (31% of the a	1,416,412	31%		439,088
Other costs (office, material. etc.) (increase 5% / a)		5.0%		332,427
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	35,981,450	10%		3,598,145
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		162,520
Insurances (0.5 % of investment)	76,132,310	0.5%		380,662
Administration assessment (increase 1% / a)		1.0%		132,109
Total Costs before financing				13,652,865
PROFITS / LOSS before financing / tax				13,302,271

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2008
INVESTMENT				87,176,310
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				69,211,450
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				37,562,450
Replacement equipment				4,373,950
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	1	piece	4,950,000	4,950,000
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	1	piece	1,650,000	1,650,000
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	2	piece	1,540,000	3,080,000
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	5	piece	110,000	550,000
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	10	piece	27,500	275,000
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	1	complect	154,000	154,000
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	1	complect	55,000	55,000
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	2	piece	165,000	330,000
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment	0			215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
	0			
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				92,727,114
PROCEEDS				30,594,400
1. Handling proceeds				28,052,500
Container per move (all included) full	171,750	piece	140.00	24,045,000
Container per move (all included) empty	57,250	piece	70.00	4,007,500
2. Storage proceeds (10 % of Container p. m.)				2,541,900
40 ft Cont. (60 %; during 20 days)	206,100	piece*d	9	1,854,900
20 ft Cont. (40 %; during 20 days)	137,400	piece*d	5	687,000
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				6,892,318
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	1,262,500	10%		126,250
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	14,400,000	10%		1,440,000
RMGs / RTGs	13,760,000	12.50%		1,720,000
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	2,525,000	20%		505,000
Empty Container Handler / Containerstuffer	477,000	20%		95,400
Spareparts	1,322,000	20%		264,400
Workshop equipment	262,500	20%		264,400
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	107,500	100%		107,500
3. Operating costs				8,381,743
Personnel costs	0			1,997,128
Interchange	8	USD p. a.	8,258	66,064
Guard	8	USD p. a.	8,258	66,064
Cargo handling (stevedoring/yard/warehouse operation)	82	USD p. a.	11,011	902,902
Container repair (workshop)	30	USD p. a.	11,011	330,330
Administration	20	USD p. a.	9,634	192,680
Surcharge for social insurance and costs (31% of the a	1,416,412	31%		439,088
Other costs (office, material. etc.) (increase 5% / a)	0	5.0%		349,049
Maintenance/repair	0			
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	47,025,450	10%		4,702,545
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		170,646
Insurances (0,5 % of investment)	87,176,310	0.5%		435,882
Administration assessment (increase 1% / a)		1.0%		133,430
Total Costs before financing				16,394,061
PROFITS / LOSS before financing / tax				14,200,339

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2009
INVESTMENT				90,434,810
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				72,469,950
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				40,820,950
Replacement equipment				7,632,450
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	1	piece	4,950,000	4,950,000
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	1	piece	1,650,000	1,650,000
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	2	piece	1,540,000	3,080,000
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	5	piece	110,000	550,000
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	10	piece	27,500	275,000
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	1	complect	154,000	154,000
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	1	complect	55,000	55,000
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	2	piece	165,000	330,000
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				95,985,614
PROCEEDS				34,723,531
1. Handling proceeds				31,838,567
Container per move (all included) full	194,930	piece	140.00	27,290,200
Container per move (all included) empty	64,977	piece	70.00	4,548,367
2. Storage proceeds (10 % of Container p. m.)				2,884,964
40 ft Cont. (60 %; during 20 days)	233,916	piece*d	9	2,105,244
20 ft Cont. (40 %; during 20 days)	155,944	piece*d	5	779,720
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				6,892,318
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	1,262,500	10%		126,250
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	14,400,000	10%		1,440,000
RMGs / RTGs	13,760,000	12.50%		1,720,000
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	2,525,000	20%		505,000
Empty Container Handler / Containerstuffer	477,000	20%		95,400
Spareparts	1,322,000	20%		264,400
Workshop equipment	262,500	20%		264,400
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0
Hansepallets	107,500	100%		107,500
3. Operating costs				9,007,241
Personnel costs				2,245,141
Interchange	8	USD p. a.	9,084	72,672
Guard	8	USD p. a.	9,084	72,672
Cargo handling (stevedoring/yard/warehouse operation)	82	USD p. a.	12,112	993,184
Container repair (workshop)	30	USD p. a.	12,112	363,360
Administration	20	USD p. a.	10,598	211,960
Surcharge for social insurance and costs (31% of the a	1,713,848	31%		531,293
Other costs (office, material. etc.) (increase 5% / a)		5.0%		366,501
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	50,283,950	10%		5,028,395
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		179,178
Insurances (0,5 % of investment)	90,434,810	0.5%		452,174
Administration assessment (increase 1% / a)		1.0%		134,764
Total Costs before financing				17,019,559
PROFITS / LOSS before financing / tax				17,703,972

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2010
INVESTMENT				98,667,559
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				80,702,699
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				49,053,699
Replacement equipment				7,785,199
Major overhaul of Ship/Shore, RMGs, RTGs	1	summary	5,000,000	5,000,000
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	1	piece	4,950,000	4,950,000
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	1	piece	1,650,000	1,650,000
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	4	piece	1,540,000	6,160,000
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	5	piece	110,000	550,000
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	10	piece	27,500	275,000
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	1	complect	154,000	154,000
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	1	complect	55,000	55,000
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	2	piece	165,000	330,000
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				104,218,363
PROCEEDS				39,412,000
1. Handling proceeds				36,137,500
Container per move (all included) full	221,250	piece	140.00	30,975,000
Container per move (all included) empty	73,750	piece	70.00	5,162,500
2. Storage proceeds (10 % of Container p. m.)				3,274,500
40 ft Cont. (60 %; during 20 days)	265,500	piece*d	9	2,389,500
20 ft Cont. (40 %; during 20 days)	177,000	piece*d	5	885,000
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				8,277,318
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	1,262,500	10%		126,250
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	14,400,000	10%		1,440,000
RMGs / RTGs	16,840,000	12.50%		2,105,000
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	2,525,000	20%		505,000
Empty Container Handler / Containerstuffer	477,000	20%		95,400
Spareparts	1,322,000	20%		264,400
Workshop equipment	262,500	20%		264,400
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	5,000,000	20%		1,000,000
Hansepallets	107,500	100%		107,500
3. Operating costs				10,133,347
Personnel costs				2,469,622
Interchange	8	USD p. a.	9,992	79,936
Guard	8	USD p. a.	9,992	79,936
Cargo handling (stevedoring/yard/warehouse operation)	82	USD p. a.	13,323	1,092,486
Container repair (workshop)	30	USD p. a.	13,323	399,690
Administration	20	USD p. a.	11,658	233,160
Surcharge for social insurance and costs (31% of the a	1,885,208	31%		584,414
Other costs (office, material, etc.) (increase 5% / a)		5.0%		384,826
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	58,516,699	10%		5,851,670
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		188,137
Insurances (0,5 % of investment)	98,667,559	0.5%		493,338
Administration assessment (increase 1% / a)		1.0%		136,112
Total Costs before financing				19,530,665
PROFITS / LOSS before financing / tax				19,881,335

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2011
INVESTMENT				98,667,559
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				4,290,000
Rehabilitation equipment	23	0	4,290,000	6,545,000
Spareparts	1	summary	3,410,000	3,410,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				80,702,699
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				49,053,699
Replacement equipment				7,785,199
Major overhaul of Ship/Shore, RMGs, RTGs	1	summary	5,000,000	5,000,000
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	1	piece	4,950,000	4,950,000
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	1	piece	1,650,000	1,650,000
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	4	piece	1,540,000	6,160,000
RTG (3rd delivery)	0	piece	1,610,000	0
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	5	piece	110,000	550,000
Terminal tractor (3rd delivery)	0	piece	115,000	0
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	10	piece	27,500	275,000
Containerchassis (3rd delivery)	0	piece	28,750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	1	complect	154,000	154,000
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	1	complect	55,000	55,000
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	2	piece	165,000	330,000
Empty Container Handler (2nd delivery)	0	piece	172,500	0
Forklifts 2.5t	0	piece	40,250	0
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				104,218,363
PROCEEDS				44,732,843
1. Handling proceeds				41,016,267
Container per move (all included) full	251,120	piece	140.00	35,156,800
Container per move (all included) empty	83,707	piece	70.00	5,859,467
2. Storage proceeds (10 % of Container p. m.)				3,716,576
40 ft Cont. (60 %; during 20 days)	301,344	piece*d	9	2,712,096
20 ft Cont. (40 %; during 20 days)	200,896	piece*d	5	1,004,480
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				8,277,318
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	1,262,500	10%		126,250
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	14,400,000	10%		1,440,000
RMGs / RTGs	16,840,000	12.50%		2,105,000
Forklifts	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	2,525,000	20%		505,000
Empty Container Handler / Containerstuffer	477,000	20%		95,400
Spareparts	1,322,000	20%		264,400
Workshop equipment	262,500	20%		264,400
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	5,000,000	20%		1,000,000
Hansepallets	107,500	100%		107,500
3. Operating costs				10,764,960
Personnel costs				3,062,101
Interchange	8	USD p. a.	10,992	87,936
Guard	8	USD p. a.	10,992	87,936
Cargo handling (stevedoring/yard/warehouse operation)	100	USD p. a.	14,655	1,465,500
Container repair (workshop)	30	USD p. a.	14,655	439,650
Administration	20	USD p. a.	12,823	256,460
Surcharge for social insurance and costs (31% of the a	2,337,482	31%		724,619
Other costs (office, material. etc.) (increase 5% / a)		5.0%		404,068
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	58,516,699	10%		5,851,670
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		197,544
Insurances (0,5 % of investment)	98,667,559	0.5%		493,338
Administration assessment (increase 1% / a)		1.0%		137,473
Total Costs before financing				20,162,278
PROFITS / LOSS before financing / tax				24,570,565

Poti-Container-Terminal (without Breakwater)		BUSINESS- FINANCING-PLAN		
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
				2012
INVESTMENT				110,167,559
I. Extension Container Terminal (excl. Berth 12-14)				14,168,860
1. Site preparation				1,945,360
Demolition buildings	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360
2. Environmental				50,000
Removal fuel station	1	piece	50,000	50,000
3. Civil works				3,323,000
Reconstruction of quay walls	500	m	400	200,000
Railtracks	250	m	400	100,000
Switches	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000
4. Buildings				200,000
Workshop	500	qm	400	200,000
5. Utilities				1,910,500
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000
6. Cargo handling equipment				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000
7. Others Equipment				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000
II. Container Terminal berth 12-14				3,796,000
1. Site Preparation				825,000
Preparation of the ground	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000
2. Civil works				1,588,000
Railtracks	800	m	400	320,000
Switches	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000
3. Utilities				125,000
Lighting	25,000	qm	5	125,000
4. Cargo handling equipment				1,258,000
Reachstackers	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000
III. New Container Terminal North				92,202,699
1. Site Preparation				7,720,000
Preparation of the ground	200,000	qm	15	3,000,000
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000
Sewage, drainage	12,000	m	60	720,000
2. Civil works				19,404,000
Construction of quay walls	500	m	20,000	10,000,000
Railtracks	1,000	m	400	400,000
Switches	3	piece	18,000	54,000
New Pavement	179,000	qm	50	8,950,000
3. Buildings				1,950,000
Warehouse	5,000	qm	300	1,500,000
Workshop	500	qm	400	200,000
Office building	500	qm	500	250,000

4. Utilities				2,360,000
Water (fire line, fresh water)	1,000	m	60	60,000
Electricity	1,000	m	100	100,000
Lighting	200,000	qm	5	1,000,000
Reefer points	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000
EDP hardware and software	1	installation	500,000	500,000
5. Cargo handling equipment				60,553,699
Replacement equipment				7,785,199
Major overhaul of Ship/Shore, RMGs, RTGs	1	summary	5,000,000	5,000,000
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (2nd delivery)	1	piece	4,950,000	4,950,000
Ship/Shore Container Gantry Crane (3rd delivery)	1	piece	5,175,000	5,175,000
RMG (1st delivery)	2	piece	1,575,000	3,150,000
RMG (2nd delivery)	1	piece	1,650,000	1,650,000
RTG (1st delivery)	4	piece	1,470,000	5,880,000
RTG (2nd delivery)	4	piece	1,540,000	6,160,000
RTG (3rd delivery)	2	piece	1,610,000	3,220,000
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000
Terminal tractor (2nd delivery)	5	piece	110,000	550,000
Terminal tractor (3rd delivery)	18	piece	115,000	2,070,000
Containerchassis (1st delivery)	30	piece	26,250	787,500
Containerchassis (2nd delivery)	10	piece	27,500	275,000
Containerchassis (3rd delivery)	5	piece	28,750	143,750
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	735,000
Spareparts (2nd delivery of cargo handling equipment)	1	complect	154,000	154,000
Spareparts (3rd delivery of cargo handling equipment)	1	complect	517,500	517,500
Workshop equipment	1	complect	262,500	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	52,500
1,000 Hansepallets (2nd delivery)	1	complect	55,000	55,000
Stevedoring gear	1	piece	105,000	105,000
Containerstuffer	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	2	piece	165,000	330,000
Empty Container Handler (2nd delivery)	1	piece	172,500	172,500
Forklifts 2.5t	5	piece	40,250	201,250
6. Others Equipment				215,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	1,300	m	50	65,000
Incidental expenses (without equipment)	37,005,360	15%		5,550,804
INVESTMENT, total				115,718,363
PROCEEDS				51,289,931
1. Handling proceeds				47,028,567
Container per move (all included) full	287,930	piece	140.00	40,310,200
Container per move (all included) empty	95,977	piece	70.00	6,718,367
2. Storage proceeds (10 % of Container p. m.)				4,261,364
40 ft Cont. (60 %; during 20 days)	345,516	piece*d	9	3,109,644
20 ft Cont. (40 %; during 20 days)	230,344	piece*d	5	1,151,720
COSTS				
1. Real Estate				1,120,000
Lease area	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0
2. Depreciations				9,892,349
Construction of quay walls	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500
Lighting	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500
Workshops	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000
Containerchassis	1,406,250	10%		140,625
Reefer Points	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000

Security equipment	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	19,575,000	10%		1,957,500
RMGs / RTGs	20,060,000	12.50%		2,507,500
Forklifts	201,250	12.50%		25,156
Reachstackers	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125
Terminal tractor	4,595,000	20%		919,000
Empty Container Handler / Containerstuffer	649,500	20%		129,900
Spareparts	1,839,500	20%		367,900
Workshop equipment	262,500	20%		367,900
EDP	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	5,000,000	20%		1,000,000
Hansepallets	107,500	100%		107,500
3. Operating costs				11,942,056
Personnel costs				2,990,505
Interchange	8	USD p. a.	12,091	96,728
Guard	8	USD p. a.	12,091	96,728
Cargo handling (stevedoring/yard/warehouse operation)	82	USD p. a.	16,121	1,321,922
Container repair (workshop)	30	USD p. a.	16,121	483,630
Administration	20	USD p. a.	14,191	283,820
Surcharge for social insurance and costs (31% of the a	2,282,828	31%		707,677
Other costs (office, material. etc.) (increase 5% / a)		5.0%		424,271
Maintenance/repair				
Civil (1 % of the amount of investment)	24,671,360	1%		246,714
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820
Handling equipment (10 % of the amount of investment)	70,016,699	10%		7,001,670
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		207,421
Insurances (0,5 % of investment)	110,167,559	0.5%		550,838
Administration assessment (increase 1% / a)		1.0%		138,847
Total Costs before financing				22,954,405
PROFITS / LOSS before financing / tax				28,335,525

Annex 4 Tariff Lists of the Georgian Ports (dated 30. August 1995)

TARIFFS OF THE GEORGIAN PORTS

as of 30 August 1995

BASIC RATES FOR LOADING AND DISCHARGING IN THE GEORGIAN PORTS

N	Commodity and type of loading/ discharging	Type of packing	Rate	Measure- ment unit	Remarks
1.	Wheat By grab : a) at the berth : b) on the roads Pneumatic machines : a) at the berth b) on the roads	bulk bulk	4.0 6.0 6.0 6.0	USD MT	by contract
2.	Rye	bulk	4.0		
3.	Maize	bulk	4.0		
4.	Rice	bags pallets	6.0 5.0		50 kg
5.	Fresh and frozen fruits	boxes	6.0		
6.	Apples	boxes	6.0		
7.	Citrus	boxes	6.0		
8.	Nuts	bags pallets	9.0 6.0		
9.	Round timber	bundles	10.0		
10.	Round lumber	packets bundles	7.0 7.0		
11.	Paper and cardboard	pallets reels	7.0 10.0		
12.	Iron ore	bulk	5.0		
13.	Manganeze ore	bulk	5.0		
14.	Ferromanganese	bulk	5.0		fraction not more than 50 mm
15.	Silicomanganese	bulk	5.0		fraction not more than 50 mm
16.	Boxits	bulk	5.0		fraction not more than 50 mm
17.	Coal	bulk	5.0		fraction not more than 50 mm
18.	Coal concentrate	bulk	4.5		
19.	Petrol	bulk	1.0		Batumi port , without service rates of oil refinery
20.	Kerosene	bulk	1.0		Batumi port
21.	Oils	bulk	1.0		Batumi port
22.	Oil products discharging /loading ways a) ship-tank through terminal communications b) ship- offshore facilities- tank c) tank- transport ship d) transport ship - tank by client's resources e) tank- offshore facilities-transport ship	bulk 4.5 6.0 6.0 3.0 6.0			for Poti port specifics of Poti terminal are taken into account
23.	Cement	50 kg bags	8.0		
24.	Cast iron	bulk in pigs	12.0		
25.	Unpressed ferrous metal scrap	bulk	8.0		
26.	Rails				
27.	Beams, channels				
28.	Pipelines from ferrous metals				

N	Commodity and type of loading/ discharging	Type of packing	Rate	Measure ment unit	Remarks
29.	Ferrous metal sheets	a) in bundle up to 10 t and length up to 8 m b) bulk c) in bundles up to 10 t and length over 8 m d) in rolls e) in packs f) in stacks and in pallets	7.0 7.5 8.5 6.5 7.0 7.0		
30	Scraps of non-ferrous metal	in bulk	10.0		
31	Rolling units	by weight to 3 t 5 t 30 t 40 t	25,0 30,0 70,0 90,0 180,0	units	
32	Crawler belt facilities	By weight to 10 t 40 t over 40 t	70.0 90.0 180.0		
33.	Heavy-duty vehicles over 20 t and length over 8 m		110.0		
34.	Cargo in boxes by weight over 50 kg and size over 0.5x0.5x0.5 m		65.0		
35.	Loaded containers : a) direct way 20 ft 40 ft b) from terminal to vehicle		45.0 55.0 20.0		
36.	Empty containers 20 ft 40 ft a)from terminal to vehicle		13.0 15.0 20.0		
37.	Mine-chemical raw material for fertilizers production	in bulk	7.0		
38.	Mineral fertilizers	50 kg pallets big bags	6.0 5.0		
39.	Paintwork materials, synthetic dyes (dangerous cargo group)	barrels	9.0		
40.	Substrates and soda products	50 kg bags	6.0		
41.	Macaroni products	in boxes to 50 kg			
42.	Pastry	in boxes up to 50 kg	6.0		
43.	Food concentrates	bags and boxes up to 50 kg	6.0		
44.	Tobacco	boxes to 50 kg	6.0		
45.	Raw sugar	bulk	8.0		
46.	Sugar	bags to 50 kg	6.0		
47.	Animal food	boxes	6.0		
48.	Animal oil	boxes	9.0		
49.	Cheese, curd	barrels	8.0		
50.	Frozen carcasses of cattle	bags	8.0		
51.	Frozen carcasses of sheep and goats	bags	8.0		

N	Commodity and type of loading/ discharging	Type of packing	Rate	Measure ment unit	Remarks
52.	Frozen poultry	boxes to 50 kg	9.0		
53.	Canned food	carton package, boxes to 50 kg	7.0		
54.	Pressed cotton fibre	bales	10.0		
55	Cloth	boxes	8.0		
		bales	9.0		

(port tariff)

TARIFFS FOR CARGO HANDLING OPERATIONS

N	Commodity and type of loading/ discharging	Rate	Measure- ment unit	Remarks
1	Trimming works in holds on bulk cargo	1.0	USD/t	Total volume of works should not exceed 30 % of the B/L weight
2	Storage of general cargo- - in open areas	0.2	USD/t-day	For 2 and 3 items when storage exceeds 1 month the rate increases by 10 %, over 2 months - by 20 % over 3 months - by 50 %
3	Storage of bulk cargo - in open areas	0.4		
4	Storage of loaded and empty containers during 15 days - 20 ft - 40 ft	5.0 6.0	USD/ unit-day	When storage exceeds 15 days the rate increases by 25 %, over 30 days - by 50 %
5.	Transit via port territory of a. motor cars (as cargo) b. freight transport when loading/ discharging by client's resources	1.0 2.0	USD/unit	
6	Tallyman services	0.10	USD/t	
7	Document registration fees : a. export (transit) - a set of documents for the 1 st B/L shipment (B/L, manifest, certificate of quality and quantity, receipt) - preparation of set of invoices - making up of specification b. making up of customs declaration for each enclosing page to declaration c. making up of loading order change of order	50 5.0 8.0 10.0 5.0 2.0 2.0	USD/set USD USD/pc USD/pc USD/ USD/ pc	
8.	Making up of orders for ship discharging and shipment from port change of order	5.0 2.0 2.0	USD/misl. USD/misl. USD/ misl.	
9.	Delivery of documents	3.0	USD/set	The rates increase by 50 % or by agreement with the port
10.	Additional works during loading-discharg. (bad stowage, bulk stowage without separation, cargo caking, dangerous working conditions, etc.)			
11.	Reweighing by scales	1.0	USD/t	RTC - railway tank car
12.	Manoeuvring works performed by port (supply- cleaning of RTC)	0.5	USD/RTC	
13.	Ship supply: a. fuel b. water c. power Remarks : supply cost is tax free			By agreed rates or by rates fixed by port order
14.	For use of port territory for cargo storage in vehicles over one day a. RTC b. motor transport	0.2 0.4	USD/h	
15.	Forced detention of dockers due to client's or vehicle owner's fault	100	USD/shift	For each detention hour of docker's team (14 people)
16.	Telecommunication services			By Telecommunication Ministry rate
17.	For unscheduled handling of all vehicles without preliminary agreement			Loading /Discharging rates increase by 35 %
18.	For long-term handling of RTCs			A client pays to port 100 % premium fixed by Railway dept
19.	For detention of RTC under handling			Port pays to a client 100% premium fixed by Railway dept

N	Commodity and type of loading/ discharging	Rate	Measure- ment unit	Remarks
20.	Cost of fastening material used in RTCs - rods for twisting of doors, hatches and and air vents of covered RTCs - rods for grain-carriers -rods for container fastening - lumber for air-vents and RTC hatch	0.3 0.1 0.7 0.05	USD/RTC	By agreement with port depending on actual volume of works
21.	Cost of materials for fastening cargo on ships, RTCs, etc.			
22.	Cost of seal	2.0	USD/RTC	
23.	Cost of sealing wire	0.05	USD/RTC	
24	Penny for nonpayment to port in due time			
25.	Use of berth for loading by client's resources	2.0	USD/t	

Operations and services connected with handling cargoes

N	Names	Rate	Unit measure	Notes
1.	Trimming works in holds with balk cargoes	1.0	\$/ tons	The whole quantity of work should not exceed 30% of the weight in bill of lading
2.	Keeping general cargoes: -on the open area -in the warehouses	0.2 0.4	\$/tons-days \$/tons-days	For storing for more than 1 month the rate is increased : 10%, more than 2 months - 20%; more than 3 months - 50%
3.	Keeping balk cargoes: -on the open area	0.2	\$/tons-days	For storing for more than 1 month the rate is increased : 10%, more than 2 months - 20%; more than 3 months - 50%
4.	Keeping loaded and empty containers during 15 days: -TEU 20' -FEU 40'	5.0 6.0	\$/units-days	Storage rate for more than 15 days is increased on 25%, more than 30 days - 50%
5.	Transit through the port's territory : a)cars (as cargo) b) trucks during charging and discharging with means of client	1.0 2.0	\$/units	
6.	Tallyman services	0.10	\$/tons	
7.	Costs of document registration : a) export (transit) - sets of documents for the first bill of lading (bill of lading, manifest, quality and quantity certificate, received) -statement on account (set) -design of specification b) filling custom declaration - c) for each sheet of attachment of declaration d) assignments on loading - changes in assignments	50 5.0 8.0 10.0 5.0 2.0 2.0	\$/set \$ \$/units \$/units \$ \$/units	
8.	Schedule of loading and unloading -changes in schedule	2.0 2.0	\$ \$/change	
9.	Documents delivery	3.0	\$/set	
10.	Additional works for loading and unloading works (bad laying, pilling without separation, poisonous and dangerous conditions of work, etc.)			Rates are increased for 50% or according the agreement with the port.
11.	Overweight on cargo scales	1.0	\$/tons	
12.	Port maneuver works	0.5	\$/wagon	
13.	Vessel supplying : a) fuel b) water c) el. Power Note: cost of supplying is free of custom dues			According the agreed rates or according the rates set up by the port.
14.	For using port area for storing cargo on transport means more than per day a) on wagons b) on	0.2 0.4	\$/hour \$/hour	
15.	Forced idling of the dockers because of clients or transport owners	100	\$/shift	For the hours waste of one dockers brigade

				(14 persons)
16.	Representing communication service			According the rates of Ministry of Health
17.	For preliminary nonagreed and extraordinary handling of all transport means			Rates for loading-unloading works are increased for 35%
18.	For handling wagons before the appointed time			Customer pays to the port 100% of the premium fixed by the Railway Department
19.	For demurrage the wagons			Customer pays to the port 100% of the premium fixed by the Railway Department
20.	Cost of rolling units used for wagons - rolls for installing twisfts on the door, hatches and side heads of the closed wagons - rolls for grain wagons - rolls for container fixing - lumber of the side-heads and hatches	0.3 0.1 0.7 0.05	\$/wagon	
21.	Cost of rolling units for fixing cargo on the ships and wagons			In accordance with port in dependence of actual volume of works
22.	Cost of the seal	2.0	\$/wagon	
23.	Cost of the wire used for fixing the seal	0.05	\$/wagon	
24.	Fines for delayed port payment			
25.	To offer berth for handling cargo with the forces and means of the client	2.0	\$/tons	

Annex 5 Development of the operating costs of the Poti Container Terminal 1998-2012

Development of the costs of the Container Terminal, Poti in the period from 1998 - 2002

Description	Unit	Increase (%/a)	1998	1999	2000	2001	2002
Operating costs, here			780.874	852.019	1.013.242	1.123.937	1.253.052
Personnel costs			242.874	291.449	428.967	514.761	617.713
Interchange	US\$		9.000	10.800	15.552	18.662	22.395
	Pers.		5	5	6	6	6
	US\$/Pers	20,0%	1.800	2.160	2.592	3.110	3.732
Guard	US\$		9.000	10.800	15.552	18.662	22.395
	Pers.		5	5	6	6	6
	US\$/Pers	20,0%	1.800	2.160	2.592	3.110	3.732
Cargo handling	US\$		91.200	109.440	179.712	215.654	258.785
	Pers.		38	38	52	52	52
	US\$/Pers	20,0%	2.400	2.880	3.456	4.147	4.977
repair (workshop)	US\$		38.400	46.080	62.208	74.650	89.580
	Pers.		16	16	18	18	18
	US\$/Pers	20,0%	2.400	2.880	3.456	4.147	4.977
Administration	US\$		37.800	45.360	54.432	65.318	78.382
	Pers.		18	18	18	18	18
	US\$/Pers	20,0%	2.100	2.520	3.024	3.629	4.355
Surcharge for social insurance	US\$		57.474	68.969	101.511	121.814	146.176
Other costs (office, material etc.)	US\$	5,0%	225.000	236.250	248.063	260.466	273.489
Energy costs (cargo handling equipment)	US\$	5,0%	110.000	115.500	121.275	127.339	133.706
Electric power supply utilities	US\$	5,0%	70.000	73.500	77.175	81.034	85.085
Communication	US\$	10,0%	5.000	5.500	6.050	6.655	7.321
Water / sewage	US\$	10,0%	6.000	6.600	7.260	7.986	8.785
Administration assessment	US\$	1,0%	122.000	123.220	124.452	125.697	126.954



Development of the costs of the Container Terminal, Poti in the period from 2003 - 2007

Description	Unit	Increase (%/a)	2003	2004	2005	2006	2007
Operating costs, here			1.523.149	1.681.095	1.859.880	2.062.491	2.643.122
Personnel costs			860.316	989.364	1.137.768	1.308.433	1.855.467
Interchange	US\$		25.754	29.617	34.060	39.169	60.059
	Pers.		6	6	6	6	8
	US\$/Pers	15,0%	4.292	4.936	5.677	6.528	7.507
Guard	US\$		25.754	29.617	34.060	39.169	60.059
	Pers.		6	6	6	6	8
	US\$/Pers	15,0%	4.292	4.936	5.677	6.528	7.507
Cargo handling	US\$		389.173	447.549	514.682	591.884	820.804
	Pers.		68	68	68	68	82
	US\$/Pers	15,0%	5.723	6.582	7.569	8.704	10.010
repair (workshop)	US\$		125.909	144.795	166.515	191.492	300.294
	Pers.		22	22	22	22	30
	US\$/Pers	15,0%	5.723	6.582	7.569	8.704	10.010
Administration	US\$		90.139	103.660	119.209	137.091	175.172
	Pers.		18	18	18	18	20
	US\$/Pers	15,0%	5.008	5.759	6.623	7.616	8.759
Surcharge for social insurance	US\$		203.586	234.124	269.243	309.629	439.080
Other costs (office, material etc.)	US\$	5,0%	287.163	301.522	316.598	332.427	349.049
Energy costs (cargo handling equipment)	US\$	5,0%	140.391	147.411	154.781	162.520	170.646
Electric power supply utilities	US\$	5,0%	89.340	93.807	98.497	103.422	108.593
Communication	US\$	10,0%	8.053	8.858	9.744	10.718	11.790
Water / sewage	US\$	10,0%	9.663	10.629	11.692	12.862	14.148
Administration assessment	US\$	1,0%	128.223	129.505	130.801	132.109	133.430



Development of the costs of the Container Terminal, Poti in the period from 2008 - 2012

Description	Unit	Increase (%/a)	2008	2009	2010	2011	2012
Operating costs, here			2.864.011	3.105.298	3.368.943	4.002.672	4.352.259
Personnel costs			2.041.013	2.245.115	2.469.626	3.062.162	3.368.378
Interchange	US\$		66.065	72.671	79.938	87.932	96.725
	Pers.		8	8	8	8	8
	US\$/Pers	10,0%	8.258	9.084	9.992	10.992	12.091
Guard	US\$		66.065	72.671	79.938	87.932	96.725
	Pers.		8	8	8	8	8
	US\$/Pers	10,0%	8.258	9.084	9.992	10.992	12.091
Cargo handling	US\$		902.884	993.172	1.092.490	1.465.535	1.612.088
	Pers.		82	82	82	100	100
	US\$/Pers	10,0%	11.011	12.112	13.323	14.655	16.121
repair (workshop)	US\$		330.323	363.356	399.691	439.660	483.627
	Pers.		30	30	30	30	30
	US\$/Pers	10,0%	11.011	12.112	13.323	14.655	16.121
Administration	US\$		192.689	211.958	233.153	256.469	282.115
	Pers.		20	20	20	20	20
	US\$/Pers	10,0%	9.634	10.598	11.658	12.823	14.106
Surcharge for social insurance	US\$		482.988	531.287	584.415	724.634	797.097
Other costs (office, material etc.)	US\$	5,0%	366.501	384.826	404.068	424.271	445.485
Energy costs (cargo handling equipment)	US\$	5,0%	179.178	188.137	197.544	207.421	217.792
Electric power supply utilities	US\$	5,0%	114.023	119.724	125.710	131.995	138.595
Communication	US\$	10,0%	12.969	14.266	15.692	17.261	18.987
Water / sewage	US\$	10,0%	15.562	17.119	18.831	20.714	22.785
Administration assessment	US\$	1,0%	134.764	136.112	137.473	138.847	140.236

Annex 6 Business Plan Batumi,
multipurpose terminal

Annex 6.1 Summarized 1998-2012

Annex 6.2 Separately for the years 1998-2012,
investments summed up over the years

Annex 6.1 Summarized 1998-2012

A		E	I	M	Q	U
Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN				
1	2	3	4	5	6	7
Description		1998	1999	2000	2001	2002
		Costs (USD)	Costs (USD)	Costs (USD)	Costs (USD)	Costs (USD)
6	INVESTMENT	9,673,450	21,550,300	23,350,550	24,654,300	24,654,300
7	Site Preparation	2,398,450	2,559,550	2,559,550	2,559,550	2,559,550
8	Demolition sheds	126,000	126,000	126,000	126,000	126,000
9	Demolition buildings	80,000	80,000	80,000	80,000	80,000
10	Demolition foundations and pavement	90,200	90,200	90,200	90,200	90,200
11	Preparation of the ground	716,250	716,250	716,250	716,250	716,250
12	Earth works (incl. sand supply)	1,026,000	1,026,000	1,026,000	1,026,000	1,026,000
13	Land reclamation	210,000	210,000	210,000	210,000	210,000
14	Dredging	150,000	150,000	150,000	150,000	150,000
15	Sewage and drainage	0	161,100	161,100	161,100	161,100
16	Environmental	5,400,000	5,400,000	5,400,000	5,400,000	5,400,000
17	Cleaning of the soil	5,250,000	5,250,000	5,250,000	5,250,000	5,250,000
18	Removal Oil Separator	150,000	150,000	150,000	150,000	150,000
19	Civil Works	0	7,261,000	7,261,000	7,261,000	7,261,000
20	Construction of quay wall	0	5,000,000	5,000,000	5,000,000	5,000,000
21	Construction Ro-Ro ramp	0	200,000	200,000	200,000	200,000
22	Rail tracks	0	200,000	200,000	200,000	200,000
23	Railway switches	0	36,000	36,000	36,000	36,000
24	New Pavement	0	1,825,000	1,825,000	1,825,000	1,825,000
25	Buildings	0	1,250,000	1,250,000	1,250,000	1,250,000
26	Warehouse	0	900,000	900,000	900,000	900,000
27	Workshop	0	100,000	100,000	100,000	100,000
28	Office building	0	250,000	250,000	250,000	250,000
29	Utilities	0	868,750	868,750	868,750	868,750
30	Water (fire line, fresh water)	0	30,000	30,000	30,000	30,000
31	Electricity	0	50,000	50,000	50,000	50,000
32	Lighting	0	238,750	238,750	238,750	238,750
33	Reefer points	0	50,000	50,000	50,000	50,000
34	Transformation building	0	500,000	500,000	500,000	500,000

	A	E	I	M	Q	U
35	Equipment	1,875,000	3,851,000	5,651,250	6,955,000	6,955,000
36	Rehabilitation, phase 1	1,875,000	1,875,000	1,875,000	1,875,000	1,875,000
37	Rehabilitation, phase 1	0	1,876,000	1,876,000	1,876,000	1,876,000
38	Rehabilitation, phase 2	0	0	816,750	1,633,500	1,633,500
39	Replacement	0	0	0	0	0
40	Reachstackers (1st/2nd delivery)	0	0	407,000	814,000	814,000
41	Reachstackers (3rd delivery)	0	0	0	0	0
42	Forklifts, 2.5t (1st delivery)	0	0	80,000	160,000	160,000
43	Forklifts, 2.5t (2nd delivery)	0	0	0	0	0
44	Forklifts, 2.5t (3rd delivery)	0	0	0	0	0
45	Terminal Tractor (1st delivery)	0	0	105,000	105,000	105,000
46	Terminal Tractor (2nd delivery)	0	0	0	0	0
47	Terminal Tractor (3rd delivery)	0	0	0	0	0
48	Rolltrailer 40' - 60 mt	0	0	80,000	80,000	80,000
49	Containerchassis 40' - 38 mt (1st delivery)	0	0	100,000	100,000	100,000
50	Containerchassis 40' - 38 mt (2nd delivery)	0	0	0	0	0
51	Gooseneck / Stand	0	0	10,000	10,000	10,000
52	Spareparts (10% from the 1st delivery)	0	0	126,500	126,500	126,500
53	Spareparts (10% from the 2nd delivery)	0	0	0	0	0
54	Spareparts (10% from the 3rd delivery)	0	0	0	0	0
55	Workshop equipment	0	100,000	100,000	100,000	100,000
56	Hansepallets (1st delivery)	0	0	75,000	75,000	75,000
57	Hansepallets (2nd delivery)	0	0	0	0	0
58	Hansepallets (3rd delivery)	0	0	0	0	0
59	Others Equipment	0	360,000	360,000	360,000	360,000
60	Alarm system	0	100,000	100,000	100,000	100,000
61	Gate and barrier	0	50,000	50,000	50,000	50,000
62	Perimeter wall	0	10,000	10,000	10,000	10,000
63	EDP hardware and software	0	200,000	200,000	200,000	200,000
64						
65	Incidental expenses (without equipment)	1,169,768	2,600,895	2,600,895	2,600,895	2,600,895
66	Investment, total	10,843,218	24,151,195	25,951,445	27,255,195	27,255,195
67						
68	PROCEEDS	1,602,107	2,313,405	3,336,693	4,578,356	6,067,984
69	HANDLING PROCEEDS	1,602,107	2,274,573	3,234,382	4,382,452	5,756,216
70	General cargo handling, total	552,120	750,200	1,195,572	1,786,005	2,557,683
71	Handling of bulk	969,300	1,363,000	1,796,750	2,273,700	2,795,100
72	Container handling	80,687	161,373	242,060	322,747	403,433

	A	E	I	M	Q	U
73	STORAGE PROCEEDS	0	38,832	102,311	195,905	311,768
74	Storage of general cargo	0	33,497	88,973	172,786	279,164
75	Container storage	0	5,335	13,338	23,119	32,604
76						
77	COSTS					
78	1. Real Estate	191,000	179,000	179,000	179,000	179,000
79	Lease area	191,000	179,000	179,000	179,000	179,000
80	Lease quay wall	0	0	0	0	0
81	2. Depreciations	187,500	817,543	1,118,918	1,179,793	1,179,793
82	Quay wall	0	100,000	100,000	100,000	100,000
83	Security equipment-fence/perimeter wall	0	400	400	400	400
84	Ro-Ro ramp	0	10,000	10,000	10,000	10,000
85	Sewage/water/electricity/gas-pipe/cable etc.	0	12,055	12,055	12,055	12,055
86	Paved areas and roads	0	91,250	91,250	91,250	91,250
87	Tracks and switches	0	11,800	11,800	11,800	11,800
88	Lighting	0	11,938	11,938	11,938	11,938
89	Office building	0	12,500	12,500	12,500	12,500
90	Workshops	0	5,000	5,000	5,000	5,000
91	Transformation Building	0	25,000	25,000	25,000	25,000
92	Rehabilitation equipment	187,500	375,100	375,100	375,100	375,100
93	Warehouse	0	90,000	90,000	90,000	90,000
94	Trailers/Chassis/Gooseneck	0	0	18,000	18,000	18,000
95	Reefer Points	0	5,000	5,000	5,000	5,000
96	Security equipment	0	15,000	15,000	15,000	15,000
97	Reachstackers	0	0	50,875	101,750	101,750
98	Forklifts	0	0	10,000	20,000	20,000
99	Workshop equipment	0	12,500	12,500	12,500	12,500
100	Trucks	0	0	21,000	21,000	21,000
101	EDP	0	40,000	40,000	40,000	40,000
102	Spareparts	0	0	126,500	126,500	126,500
103	Hansepallets	0	0	75,000	75,000	75,000
104						
105	3. Operating costs	871,973	1,442,275	1,756,576	2,081,930	2,309,022
106	Personnel costs	352,128	460,282	574,975	752,447	968,131
107	Interchange	19,800	23,760	28,512	37,325	44,790
108	guard	19,800	23,760	28,512	37,325	44,790
109	cargo handling (stevedoring/yard/warehouse op	180,000	230,400	293,760	373,248	497,664
110	repair (workshop)	24,000	43,200	51,840	82,944	99,533

	A	E	I	M	Q	U
111	administration	25,200	30,240	36,288	43,546	52,255
112	Surcharge for social insurance and costs	83,328	108,922	136,063	178,060	229,100
113	Material	47,665	50,048	52,551	55,178	57,937
114	Maintenance/repair / civil	0	74,221	74,221	74,221	74,221
115	Maintenance/repair / mechanical	0	84,750	84,750	84,750	84,750
116	Maintenance/repair / handling equipment	187,500	421,100	601,125	731,500	731,500
117	Energy costs (cargo handling equipment)	35,987	37,787	39,676	41,660	43,743
118	Insurances	48,367	107,752	116,753	123,272	123,272
119	Administration assessment	200,326	206,336	212,526	218,902	225,469
120	Total Costs	1,250,473	2,438,818	3,054,494	3,440,722	3,667,815
121						
122	PROFITS / LOSS before tax	351,633	-125,412	282,199	1,137,634	2,400,170

A		Y	AC	AG	AK	AO
Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN				
	Description	Costs (USD)	Costs (USD)	Costs (USD)	Costs (USD)	Costs (USD)
		2003	2004	2005	2006	2007
1						
2						
3						
4						
5						
6	INVESTMENT	25,539,800	25,649,800	26,009,800	26,009,800	26,009,800
7	Site Preparation	2,559,550	2,559,550	2,559,550	2,559,550	2,559,550
8	Demolition sheds	126,000	126,000	126,000	126,000	126,000
9	Demolition buildings	80,000	80,000	80,000	80,000	80,000
10	Demolition foundations and pavement	90,200	90,200	90,200	90,200	90,200
11	Preparation of the ground	716,250	716,250	716,250	716,250	716,250
12	Earth works (incl. sand supply)	1,026,000	1,026,000	1,026,000	1,026,000	1,026,000
13	Land reclamation	210,000	210,000	210,000	210,000	210,000
14	Dredging	150,000	150,000	150,000	150,000	150,000
15	Sewage and drainage	161,100	161,100	161,100	161,100	161,100
16	Environmental	5,400,000	5,400,000	5,400,000	5,400,000	5,400,000
17	Cleaning of the soil	5,250,000	5,250,000	5,250,000	5,250,000	5,250,000
18	Removal Oil Separator	150,000	150,000	150,000	150,000	150,000
19	Civil Works	7,261,000	7,261,000	7,261,000	7,261,000	7,261,000
20	Construction of quay wall	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
21	Construction Ro-Ro ramp	200,000	200,000	200,000	200,000	200,000
22	Rail tracks	200,000	200,000	200,000	200,000	200,000
23	Railway switches	36,000	36,000	36,000	36,000	36,000
24	New Pavement	1,825,000	1,825,000	1,825,000	1,825,000	1,825,000
25	Buildings	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000
26	Warehouse	900,000	900,000	900,000	900,000	900,000
27	Workshop	100,000	100,000	100,000	100,000	100,000
28	Office building	250,000	250,000	250,000	250,000	250,000
29	Utilities	868,750	868,750	868,750	868,750	868,750
30	Water (fire line, fresh water)	30,000	30,000	30,000	30,000	30,000
31	Electricity	50,000	50,000	50,000	50,000	50,000
32	Lighting	238,750	238,750	238,750	238,750	238,750
33	Reefer points	50,000	50,000	50,000	50,000	50,000
34	Transformation building	500,000	500,000	500,000	500,000	500,000

	A	Y	AC	AG	AK	AO
35	Equipment	7,840,500	7,950,500	8,310,500	8,310,500	8,310,500
36	Rehabilitation, phase 1	1,875,000	1,875,000	1,875,000	1,875,000	1,875,000
37	Rehabilitation, phase 1	1,876,000	1,876,000	1,876,000	1,876,000	1,876,000
38	Rehabilitation, phase 2	1,633,500	1,633,500	1,633,500	1,633,500	1,633,500
39	Replacement	0	0	250,000	250,000	250,000
40	Reachstackers (1st/2nd delivery)	1,221,000	1,221,000	1,221,000	1,221,000	1,221,000
41	Reachstackers (3rd delivery)	0	0	0	0	0
42	Forklifts; 2,5t (1st delivery)	160,000	160,000	160,000	160,000	160,000
43	Forklifts; 2,5t (2nd delivery)	92,000	92,000	92,000	92,000	92,000
44	Forklifts; 2,5t (3rd delivery)	0	0	0	0	0
45	Terminal Tractor (1st delivery)	105,000	105,000	105,000	105,000	105,000
46	Terminal Tractor (2nd delivery)	110,000	220,000	220,000	220,000	220,000
47	Terminal Tractor (3rd delivery)	0	0	0	0	0
48	Rolltrailer 40' - 60 mt	80,000	80,000	80,000	80,000	80,000
49	Containerchassis 40' - 38 mt (1st delivery)	100,000	100,000	100,000	100,000	100,000
50	Containerchassis 40' - 38 mt (2nd delivery)	110,000	110,000	220,000	220,000	220,000
51	Gooseneck / Stand	10,000	10,000	10,000	10,000	10,000
52	Spareparts (10% from the 1st delivery)	126,500	126,500	126,500	126,500	126,500
53	Spareparts (10% from the 2nd delivery)	84,000	84,000	84,000	84,000	84,000
54	Spareparts (10% from the 3rd delivery)	0	0	0	0	0
55	Workshop equipment	100,000	100,000	100,000	100,000	100,000
56	Hansepallets (1st delivery)	75,000	75,000	75,000	75,000	75,000
57	Hansepallets (2nd delivery)	82,500	82,500	82,500	82,500	82,500
58	Hansepallets (3rd delivery)	0	0	0	0	0
59	Others Equipment	360,000	360,000	360,000	360,000	360,000
60	Alarm system	100,000	100,000	100,000	100,000	100,000
61	Gate and barrier	50,000	50,000	50,000	50,000	50,000
62	Perimeter wall	10,000	10,000	10,000	10,000	10,000
63	EDP hardware and software	200,000	200,000	200,000	200,000	200,000
64						
65	Incidental expenses (without equipment)	2,600,895	2,600,895	2,600,895	2,600,895	2,600,895
66	Investment, total	28,140,695	28,250,695	28,610,695	28,610,695	28,610,695
67						
68	PROCEEDS	6,747,206	6,969,351	7,208,278	7,499,728	7,853,060
69	HANDLING PROCEEDS	6,450,864	6,736,381	7,040,098	7,363,766	7,715,590
70	General cargo handling, total	2,978,094	2,972,225	2,966,355	2,960,486	2,956,874
71	Handling of bulk	3,013,150	3,248,350	3,501,750	3,775,100	4,074,350
72	Container handling	459,620	515,807	571,993	628,180	684,367

	A	Y	AC	AG	AK	AO
73	STORAGE PROCEEDS	296,342	232,970	168,180	135,962	137,470
74	Storage of general cargo	265,951	206,443	147,168	117,501	117,358
75	Container storage	30,391	26,527	21,012	18,461	20,112
76						
77	COSTS					
78	1. Real Estate	179,000	179,000	179,000	179,000	179,000
79	Lease area	179,000	179,000	179,000	179,000	179,000
80	Lease quay wall	0	0	0	0	0
81	2. Depreciations	1,441,668	1,463,668	1,499,668	1,499,668	1,499,668
82	Quay wall	100,000	100,000	100,000	100,000	100,000
83	Security equipment-fence/perimeter wall	400	400	400	400	400
84	Ro-Ro ramp	10,000	10,000	10,000	10,000	10,000
85	Sewage/water/electricity/gas-pipe/cable etc.	12,055	12,055	12,055	12,055	12,055
86	Paved areas and roads	91,250	91,250	91,250	91,250	91,250
87	Tracks and switches	11,800	11,800	11,800	11,800	11,800
88	Lighting	11,938	11,938	11,938	11,938	11,938
89	Office building	12,500	12,500	12,500	12,500	12,500
90	Workshops	5,000	5,000	5,000	5,000	5,000
91	Transformation Building	25,000	25,000	25,000	25,000	25,000
92	Rehabilitation equipment	375,100	375,100	400,100	400,100	400,100
93	Warehouse	90,000	90,000	90,000	90,000	90,000
94	Trailers/Chassis/Gooseneck	29,000	29,000	40,000	40,000	40,000
95	Reefer Points	5,000	5,000	5,000	5,000	5,000
96	Security equipment	15,000	15,000	15,000	15,000	15,000
97	Reachstackers	152,625	152,625	152,625	152,625	152,625
98	Forklifts	31,500	31,500	31,500	31,500	31,500
99	Workshop equipment	12,500	12,500	12,500	12,500	12,500
100	Trucks	43,000	65,000	65,000	65,000	65,000
101	EDP	40,000	40,000	40,000	40,000	40,000
102	Spareparts	210,500	210,500	210,500	210,500	210,500
103	Hansepallets	157,500	157,500	157,500	157,500	157,500
104						
105	3. Operating costs	2,647,161	2,937,451	3,272,664	3,548,816	3,930,480
106	Personnel costs	1,201,444	1,467,879	1,752,510	2,015,386	2,383,258
107	Interchange	51,508	59,234	73,796	84,866	97,596
108	guard	51,508	59,234	73,796	84,866	97,596
109	cargo handling (stevedoring/yard/warehouse op	629,545	723,977	870,417	1,000,980	1,151,127
110	repair (workshop)	114,463	197,448	227,065	261,125	350,343

	A	Y	AC	AG	AK	AO
111	administration	70,108	80,625	92,718	106,626	122,620
112	Surcharge for social insurance and costs	284,311	347,361	414,716	476,923	563,977
113	Material	60,834	63,876	67,070	70,423	73,944
114	Maintenance/repair / civil	74,221	74,221	74,221	74,221	74,221
115	Maintenance/repair / mechanical	84,750	84,750	84,750	84,750	84,750
116	Maintenance/repair / handling equipment	820,050	831,050	867,050	867,050	867,050
117	Energy costs (cargo handling equipment)	45,930	48,226	50,638	53,170	55,828
118	Insurances	127,699	128,249	130,049	130,049	130,049
119	Administration assessment	232,233	239,200	246,376	253,767	261,380
120	Total Costs	4,267,828	4,580,119	4,951,331	5,227,484	5,609,148
121						
122	PROFITS / LOSS before tax	2,479,378	2,389,233	2,256,947	2,272,244	2,243,912

A		AS	AW	BA	BE	BI
Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN				
	Description	2008	2009	2010	2011	2012
		Costs (USD)	Costs (USD)	Costs (USD)	Costs (USD)	Costs (USD)
1						
2						
3						
4						
5						
6	INVESTMENT	27,830,550	27,946,550	27,946,550	27,946,550	27,946,550
7	Site Preparation	2,559,550	2,559,550	2,559,550	2,559,550	2,559,550
8	Demolition sheds	126,000	126,000	126,000	126,000	126,000
9	Demolition buildings	80,000	80,000	80,000	80,000	80,000
10	Demolition foundations and pavement	90,200	90,200	90,200	90,200	90,200
11	Preparation of the ground	716,250	716,250	716,250	716,250	716,250
12	Earth works (incl. sand supply)	1,026,000	1,026,000	1,026,000	1,026,000	1,026,000
13	Land reclamation	210,000	210,000	210,000	210,000	210,000
14	Dredging	150,000	150,000	150,000	150,000	150,000
15	Sewage and drainage	161,100	161,100	161,100	161,100	161,100
16	Environmental	5,400,000	5,400,000	5,400,000	5,400,000	5,400,000
17	Cleaning of the soil	5,250,000	5,250,000	5,250,000	5,250,000	5,250,000
18	Removal Oil Separator	150,000	150,000	150,000	150,000	150,000
19	Civil Works	7,261,000	7,261,000	7,261,000	7,261,000	7,261,000
20	Construction of quay wall	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
21	Construction Ro-Ro ramp	200,000	200,000	200,000	200,000	200,000
22	Rail tracks	200,000	200,000	200,000	200,000	200,000
23	Railway switches	36,000	36,000	36,000	36,000	36,000
24	New Pavement	1,825,000	1,825,000	1,825,000	1,825,000	1,825,000
25	Buildings	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000
26	Warehouse	900,000	900,000	900,000	900,000	900,000
27	Workshop	100,000	100,000	100,000	100,000	100,000
28	Office building	250,000	250,000	250,000	250,000	250,000
29	Utilities	868,750	868,750	868,750	868,750	868,750
30	Water (fire line, fresh water)	30,000	30,000	30,000	30,000	30,000
31	Electricity	50,000	50,000	50,000	50,000	50,000
32	Lighting	238,750	238,750	238,750	238,750	238,750
33	Reefer points	50,000	50,000	50,000	50,000	50,000
34	Transformation building	500,000	500,000	500,000	500,000	500,000

	A	AS	AW	BA	BE	BI
35	Equipment	10,131,250	10,247,250	10,247,250	10,247,250	10,247,250
36	Rehabilitation, phase 1	1,875,000	1,875,000	1,875,000	1,875,000	1,875,000
37	Rehabilitation, phase 1	1,876,000	1,876,000	1,876,000	1,876,000	1,876,000
38	Rehabilitation, phase 2	1,633,500	1,633,500	1,633,500	1,633,500	1,633,500
39	Replacement	800,000	800,000	800,000	800,000	800,000
40	Reachstackers (1st/2nd delivery)	1,221,000	1,221,000	1,221,000	1,221,000	1,221,000
41	Reachstackers (3rd delivery)	851,000	851,000	851,000	851,000	851,000
42	Forklifts; 2.5t (1st delivery)	160,000	160,000	160,000	160,000	160,000
43	Forklifts; 2.5t (2nd delivery)	92,000	92,000	92,000	92,000	92,000
44	Forklifts; 2.5t (3rd delivery)	116,000	232,000	232,000	232,000	232,000
45	Terminal Tractor (1st delivery)	105,000	105,000	105,000	105,000	105,000
46	Terminal Tractor (2nd delivery)	220,000	220,000	220,000	220,000	220,000
47	Terminal Tractor (3rd delivery)	115,000	115,000	115,000	115,000	115,000
48	Rolltrailer 40' - 60 mt	80,000	80,000	80,000	80,000	80,000
49	Containerchassis 40' - 38 mt (1st delivery)	100,000	100,000	100,000	100,000	100,000
50	Containerchassis 40' - 38 mt (2nd delivery)	220,000	220,000	220,000	220,000	220,000
51	Gooseneck / Stand	10,000	10,000	10,000	10,000	10,000
52	Spareparts (10% from the 1st delivery)	126,500	126,500	126,500	126,500	126,500
53	Spareparts (10% from the 2nd delivery)	84,000	84,000	84,000	84,000	84,000
54	Spareparts (10% from the 3rd delivery)	98,000	98,000	98,000	98,000	98,000
55	Workshop equipment	100,000	100,000	100,000	100,000	100,000
56	Hansepallets (1st delivery)	75,000	75,000	75,000	75,000	75,000
57	Hansepallets (2nd delivery)	82,500	82,500	82,500	82,500	82,500
58	Hansepallets (3rd delivery)	90,750	90,750	90,750	90,750	90,750
59	Others Equipment	360,000	360,000	360,000	360,000	360,000
60	Alarm system	100,000	100,000	100,000	100,000	100,000
61	Gate and barrier	50,000	50,000	50,000	50,000	50,000
62	Perimeter wall	10,000	10,000	10,000	10,000	10,000
63	EDP hardware and software	200,000	200,000	200,000	200,000	200,000
64						
65	Incidental expenses (without equipment)	2,600,895	2,600,895	2,600,895	2,600,895	2,600,895
66	Investment, total	30,431,445	30,547,445	30,547,445	30,547,445	30,547,445
67						
68	PROCEEDS	8,389,946	8,734,976	9,095,407	9,474,387	9,866,553
69	HANDLING PROCEEDS	8,040,152	8,379,064	8,733,376	9,106,238	9,492,106
70	General cargo handling, total	2,960,486	2,964,098	2,967,710	2,971,322	2,976,740
71	Handling of bulk	4,316,900	4,573,800	4,846,100	5,136,950	5,439,000
72	Container handling	762,767	841,167	919,567	997,967	1,076,367

	A	AS	AW	BA	BE	BI
73	STORAGE PROCEEDS	349,794	355,912	362,030	368,149	374,446
74	Storage of general cargo	293,754	294,112	294,470	294,829	295,366
75	Container storage	56,040	61,800	67,560	73,320	79,080
76						
77	COSTS					
78	1. Real Estate	179,000	179,000	179,000	179,000	179,000
79	Lease area	179,000	179,000	179,000	179,000	179,000
80	Lease quay wall	0	0	0	0	0
81	2. Depreciations	1,898,793	1,913,293	1,913,293	1,913,293	1,913,293
82	Quay wall	100,000	100,000	100,000	100,000	100,000
83	Security equipment-fence/perimeter wall	400	400	400	400	400
84	Ro-Ro ramp	10,000	10,000	10,000	10,000	10,000
85	Sewage/water/electricity/gas-pipe/cable etc.	12,055	12,055	12,055	12,055	12,055
86	Paved areas and roads	91,250	91,250	91,250	91,250	91,250
87	Tracks and switches	11,800	11,800	11,800	11,800	11,800
88	Lighting	11,938	11,938	11,938	11,938	11,938
89	Office building	12,500	12,500	12,500	12,500	12,500
90	Workshops	5,000	5,000	5,000	5,000	5,000
91	Transformation Building	25,000	25,000	25,000	25,000	25,000
92	Rehabilitation equipment	455,100	455,100	455,100	455,100	455,100
93	Warehouse	90,000	90,000	90,000	90,000	90,000
94	Trailers/Chassis/Gooseneck	51,500	51,500	51,500	51,500	51,500
95	Reefer Points	5,000	5,000	5,000	5,000	5,000
96	Security equipment	15,000	15,000	15,000	15,000	15,000
97	Reachstackers	259,000	259,000	259,000	259,000	259,000
98	Forklifts	46,000	60,500	60,500	60,500	60,500
99	Workshop equipment	12,500	12,500	12,500	12,500	12,500
100	Trucks	88,000	88,000	88,000	88,000	88,000
101	EDP	40,000	40,000	40,000	40,000	40,000
102	Spareparts	308,500	308,500	308,500	308,500	308,500
103	Hansepallets	248,250	248,250	248,250	248,250	248,250
104						
105	3. Operating costs	4,445,623	4,824,244	5,173,418	5,626,537	6,028,161
106	Personnel costs	2,690,099	3,038,441	3,368,465	3,801,304	4,181,435
107	Interchange	123,871	136,258	159,877	175,864	193,451
108	guard	123,871	136,258	159,877	175,864	193,451
109	cargo handling (stevedoring/yard/warehouse op	1,266,240	1,453,423	1,598,765	1,831,919	2,015,111
110	repair (workshop)	385,377	423,915	466,307	512,937	564,231

	A	AS	AW	BA	BE	BI
111	administration	154,151	169,566	186,523	205,175	225,692
112	Surcharge for social insurance and costs	636,588	719,020	797,118	899,545	989,500
113	Material	77,642	81,524	85,600	89,880	94,374
114	Maintenance/repair / civil	74,221	74,221	74,221	74,221	74,221
115	Maintenance/repair / mechanical	84,750	84,750	84,750	84,750	84,750
116	Maintenance/repair / handling equipment	1,049,125	1,060,725	1,060,725	1,060,725	1,060,725
117	Energy costs (cargo handling equipment)	61,411	67,552	74,307	81,738	89,912
118	Insurances	139,153	139,733	139,733	139,733	139,733
119	Administration assessment	269,222	277,298	285,617	294,186	303,011
120	Total Costs	6,523,415	6,916,537	7,265,711	7,718,830	8,120,453
121						
122	PROFITS / LOSS before tax	1,866,531	1,818,439	1,829,696	1,755,557	1,746,099

Annex 6.2 Separately for the years 1998-2012,
investments summed up over the years

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				1998
INVESTMENT				9,673,450
Site Preparation				2,398,450
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	0	m	60	0
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				0
Construction of quay wall	0	m	20,000	0
Construction Ro-Ro ramp	0	piece	200,000	0
Rail tracks	0	m	400	0
Railway switches	0	oiece	18,000	0
New Pavement	0	qm	50	0
Buildings				0
Warehouse	0	qm	300	0
Workshop	0	qm	400	0
Office building	0	qm	500	0
Utilities				0
Water (fire line, fresh water)	0	m	60	0
Electricity	0	m	100	0
Lighting	0	qm	5	0
Reefer points	0	piece	5,000	0
Transformation building	0	piece	500,000	0
Equipment				1,875,000
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	0	summary	1,876,000	0
Rehabilitation, phase 2	0	summary	1,633,000	0
Replacement	0	summary	0	0
Reachstackers (1st/2nd delivery)	0	piece	407,000	0
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	0	piece	40,000	0
Forklifts; 2,5t (2nd delivery)	0	piece	46,000	0
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	0	piece	105,000	0
Terminal Tractor (2nd delivery)	0	piece	110,000	0
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	0	piece	20,000	0
Containerchassis 40' - 38 mt (1st delivery)	0	piece	25,000	0
Containerchassis 40' - 38 mt (2nd delivery)	0	piece	27,500	0
Gooseneck / Stand	0	piece	10,000	0
Spareparts (10% from the 1st delivery)	0	piece	126,500	0
Spareparts (10% from the 2nd delivery)	0	piece	84,000	0
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	0	piece	100,000	0
Hansepallets (1st delivery)	0	1.500 piece	75,000	0
Hansepallets (2nd delivery)	0	1.500 piece	82,500	0
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				0
Alarm system	0	piece	100,000	0

Gate and barrier	0	piece	50,000	0
Perimeter wall	0	m	50	0
EDP hardware and software	0	installation	200,000	0
Incidental expenses (without equipment)	7,798,450	15%		1,169,768
Investment, total				10,843,218
PROCEEDS				1,602,107
HANDLING PROCEEDS				1,602,107
General cargo handling, total				552,120
Handling of bulk				969,300
Container handling				80,687
STORAGE PROCEEDS				0
Storage of general cargo				0
Container storage				0
COSTS				
1. Real Estate				191,000
Lease area	47,750	qm*a	4	191,000
Lease quay wall	0	m*a	800	0
2. Depreciations				187,500
Quay wall	0	2%		0
Security equipment-fence/perimeter wall	0	4%		0
Ro-Ro ramp	0	5%		0
Sewage/water/electricity/gas-pipe/cable etc.	0	5%		0
Paved areas and roads	0	5%		0
Tracks and switches	0	5%		0
Lighting	0	5%		0
Office building	0	5%		0
Workshops	0	5%		0
Transformation Building	0	5%		0
Rehabilitation equipment	1,875,000	10%		187,500
Warehouse	0	10%		0
Trailers/Chassis/Gooseneck	0	10%		0
Reefer Points	0	10%		0
Security equipment	0	10%		0
Reachstackers	0	12.50%		0
Forklifts	0	12.50%		0
Workshop equipment	0	12.50%		0
Trucks	0	20%		0
EDP	0	20%		0
Spareparts	0	100%		0
Hansepallets	0	100%		0
3. Operating costs				871,973
Personnel costs				352,128
Interchange	11	USD p. a.	1,800	19,800
guard	11	USD p. a.	1,800	19,800
cargo handling (stevedoring/yard/warehouse ope	75	USD p. a.	2,400	180,000
repair (workshop)	10	USD p. a.	2,400	24,000
administration	12	USD p. a.	2,100	25,200
Surcharge for social insurance and costs	268,800	31%		83,328
Material		lumpsum		47,665
Maintenance/repair / civil	0	1%		0
Maintenance/repair / mechanical	0	4%		0
Maintenance/repair / handling equipment	1,875,000	10%		187,500
Energy costs (cargo handling equipment)		lumpsum		35,987
Insurances	9,673,450	0.5%		48,367
Administration assessment		lumpsum		200,326
Total Costs				1,250,473
PROFITS / LOSS before tax				351,633

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				1999
INVESTMENT				21,550,300
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				3,851,000
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	0	summary	1,633,000	0
Replacement	0	summary	0	0
Reachstackers (1st/2nd delivery)	0	piece	407,000	0
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	0	piece	40,000	0
Forklifts; 2,5t (2nd delivery)	0	piece	46,000	0
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	0	piece	105,000	0
Terminal Tractor (2nd delivery)	0	piece	110,000	0
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	0	piece	20,000	0
Containerchassis 40' - 38 mt (1st delivery)	0	piece	25,000	0
Containerchassis 40' - 38 mt (2nd delivery)	0	piece	27,500	0
Gooseneck / Stand	0	piece	10,000	0
Spareparts (10% from the 1st delivery)	0	piece	126,500	0
Spareparts (10% from the 2nd delivery)	0	piece	84,000	0
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	0	1.500 piece	75,000	0
Hansepallets (2nd delivery)	0	1.500 piece	82,500	0
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				24,151,195
PROCEEDS				2,313,405
HANDLING PROCEEDS				2,274,573
General cargo handling, total				750,200
Handling of bulk				1,363,000
Container handling				161,373
STORAGE PROCEEDS				38,832
Storage of general cargo				33,497
Container storage				5,335
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				817,543
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	3,751,000	10%		375,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	0	10%		0
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	0	12.50%		0
Forklifts	0	12.50%		0
Workshop equipment	100,000	12.50%		12,500
Trucks	0	20%		0
EDP	200,000	20%		40,000
Spareparts	0	100%		0
Hansepallets	0	100%		0
3. Operating costs				1,442,275
Personnel costs				460,282
Interchange guard	11	USD p. a.	2,160	23,760
cargo handling (stevedoring/yard/warehouse open repair (workshop) administration	80	USD p. a.	2,880	230,400
administration	15	USD p. a.	2,880	43,200
administration	12	USD p. a.	2,520	30,240
Surcharge for social insurance and costs	351,360	31%		108,922
Material		lumpsum		50,048
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	4,211,000	10%		421,100
Energy costs (cargo handling equipment)		lumpsum		37,787
Insurances	21,550,300	0.5%		107,752
Administration assessment		lumpsum		206,336
Total Costs				2,438,818
PROFITS / LOSS before tax				-125,412

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2000
INVESTMENT				23,350,550
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				5,651,250
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	816,750	816,750
Replacement	0	summary	0	0
Reachstackers (1st/2nd delivery)	1	piece	407,000	407,000
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	2	piece	40,000	80,000
Forklifts; 2,5t (2nd delivery)	0	piece	46,000	0
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	0	piece	110,000	0
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	0	piece	27,500	0
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	0	piece	84,000	0
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	0	1.500 piece	82,500	0
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				25,951,445
PROCEEDS				3,336,693
HANDLING PROCEEDS				3,234,382
General cargo handling, total				1,195,572
Handling of bulk				1,796,750
Container handling				242,060
STORAGE PROCEEDS				102,311
Storage of general cargo				88,973
Container storage				13,338
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,118,918
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	3,751,000	10%		375,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	180,000	10%		18,000
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	407,000	12.50%		50,875
Forklifts	80,000	12.50%		10,000
Workshop equipment	100,000	12.50%		12,500
Trucks	105,000	20%		21,000
EDP	200,000	20%		40,000
Spareparts	126,500	100%		126,500
Hansepallets	75,000	100%		75,000
3. Operating costs				1,756,576
Personnel costs				574,975
Interchange	11	USD p. a.	2,592	28,512
guard	11	USD p. a.	2,592	28,512
cargo handling (stevedoring/yard/warehouse ope	85	USD p. a.	3,456	293,760
repair (workshop)	15	USD p. a.	3,456	51,840
administration	12	USD p. a.	3,024	36,288
Surcharge for social insurance and costs	438,912	31%		136,063
Material		lumpsum		52,551
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	6,011,250	10%		601,125
Energy costs (cargo handling equipment)		lumpsum		39,676
Insurances	23,350,550	0.5%		116,753
Administration assessment		lumpsum		212,526
Total Costs				3,054,494
PROFITS / LOSS before tax				282,199

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2001
INVESTMENT				24,654,300
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	piece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				6,955,000
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	0	summary	0	0
Reachstackers (1st/2nd delivery)	2	piece	407,000	814,000
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	0	piece	46,000	0
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	0	piece	110,000	0
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	0	piece	27,500	0
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	0	piece	84,000	0
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	0	1.500 piece	82,500	0
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				27,255,195
PROCEEDS				4,578,356
HANDLING PROCEEDS				4,382,452
General cargo handling, total				1,786,005
Handling of bulk				2,273,700
Container handling				322,747
STORAGE PROCEEDS				195,905
Storage of general cargo				172,786
Container storage				23,119
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,179,793
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	3,751,000	10%		375,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	180,000	10%		18,000
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	814,000	12.50%		101,750
Forklifts	160,000	12.50%		20,000
Workshop equipment	100,000	12.50%		12,500
Trucks	105,000	20%		21,000
EDP	200,000	20%		40,000
Spareparts	126,500	100%		126,500
Hansepallets	75,000	100%		75,000
3. Operating costs				2,081,930
Personnel costs				752,447
Interchange	12	USD p. a.	3,110	37,325
guard	12	USD p. a.	3,110	37,325
cargo handling (stevedoring/yard/warehouse ope	90	USD p. a.	4,147	373,248
repair (workshop)	20	USD p. a.	4,147	82,944
administration	12	USD p. a.	3,629	43,546
Surcharge for social insurance and costs	574,387	31%		178,060
Material		lumpsum		55,178
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	7,315,000	10%		731,500
Energy costs (cargo handling equipment)		lumpsum		41,660
Insurances	24,654,300	0.5%		123,272
Administration assessment		lumpsum		218,902
Total Costs				3,440,722
PROFITS / LOSS before tax				1,137,634

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2002
INVESTMENT				24,654,300
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Seperator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				6,955,000
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	0	summary	0	0
Reachstackers (1st/2nd delivery)	2	piece	407,000	814,000
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	0	piece	46,000	0
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	0	piece	110,000	0
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	0	piece	27,500	0
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	0	piece	84,000	0
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	0	1.500 piece	82,500	0
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				27,255,195
PROCEEDS				6,067,984
HANDLING PROCEEDS				5,756,216
General cargo handling, total				2,557,683
Handling of bulk				2,795,100
Container handling				403,433
STORAGE PROCEEDS				311,768
Storage of general cargo				279,164
Container storage				32,604
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,179,793
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	3,751,000	10%		375,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	180,000	10%		18,000
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	814,000	12.50%		101,750
Forklifts	160,000	12.50%		20,000
Workshop equipment	100,000	12.50%		12,500
Trucks	105,000	20%		21,000
EDP	200,000	20%		40,000
Spareparts	126,500	100%		126,500
Hansepallets	75,000	100%		75,000
3. Operating costs				2,309,022
Personnel costs				968,131
Interchange	12	USD p. a.	3,732	44,790
guard	12	USD p. a.	3,732	44,790
cargo handling (stevedoring/yard/warehouse ope	100	USD p. a.	4,977	497,664
repair (workshop)	20	USD p. a.	4,977	99,533
administration	12	USD p. a.	4,355	52,255
Surcharge for social insurance and costs	739,031	31%		229,100
Material		lumpsum		57,937
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	7,315,000	10%		731,500
Energy costs (cargo handling equipment)		lumpsum		43,743
Insurances	24,654,300	0.5%		123,272
Administration assessment		lumpsum		225,469
Total Costs				3,667,815
PROFITS / LOSS before tax				2,400,170

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2003
INVESTMENT				25,539,800
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Seperator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				7,840,500
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	0	summary	0	0
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	1	piece	110,000	110,000
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	4	piece	27,500	110,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				28,140,695
PROCEEDS				6,747,206
HANDLING PROCEEDS				6,450,864
General cargo handling, total				2,978,094
Handling of bulk				3,013,150
Container handling				459,620
STORAGE PROCEEDS				296,342
Storage of general cargo				265,951
Container storage				30,391
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,441,668
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	3,751,000	10%		375,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	290,000	10%		29,000
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	1,221,000	12.50%		152,625
Forklifts	252,000	12.50%		31,500
Workshop equipment	100,000	12.50%		12,500
Trucks	215,000	20%		43,000
EDP	200,000	20%		40,000
Spareparts	210,500	100%		210,500
Hansepallets	157,500	100%		157,500
3. Operating costs				2,647,161
Personnel costs				1,201,444
Interchange	12	USD p. a.	4,292	51,508
guard	12	USD p. a.	4,292	51,508
cargo handling (stevedoring/yard/warehouse ope	110	USD p. a.	5,723	629,545
repair (workshop)	20	USD p. a.	5,723	114,463
administration	14	USD p. a.	5,008	70,108
Surcharge for social insurance and costs	917,133	31%		284,311
Material		lumpsum		60,834
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	8,200,500	10%		820,050
Energy costs (cargo handling equipment)		lumpsum		45,930
Insurances	25,539,800	0.5%		127,699
Administration assessment		lumpsum		232,233
Total Costs				4,267,828
PROFITS / LOSS before tax				2,479,378

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2004
INVESTMENT				25,649,800
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				7,950,500
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	0	summary	0	0
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	4	piece	27,500	110,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				28,250,695
PROCEEDS				6,969,351
HANDLING PROCEEDS				6,736,381
General cargo handling, total				2,972,225
Handling of bulk				3,248,350
Container handling				515,807
STORAGE PROCEEDS				232,970
Storage of general cargo				206,443
Container storage				26,527
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,463,668
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	3,751,000	10%		375,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	290,000	10%		29,000
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	1,221,000	12.50%		152,625
Forklifts	252,000	12.50%		31,500
Workshop equipment	100,000	12.50%		12,500
Trucks	325,000	20%		65,000
EDP	200,000	20%		40,000
Spareparts	210,500	100%		210,500
Hansepallets	157,500	100%		157,500
3. Operating costs				2,937,451
Personnel costs				1,467,879
Interchange	12	USD p. a.	4,936	59,234
guard	12	USD p. a.	4,936	59,234
cargo handling (stevedoring/yard/warehouse ope	110	USD p. a.	6,582	723,977
repair (workshop)	30	USD p. a.	6,582	197,448
administration	14	USD p. a.	5,759	80,625
Surcharge for social insurance and costs	1,120,518	31%		347,361
Material		lumpsum		63,876
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	8,310,500	10%		831,050
Energy costs (cargo handling equipment)		lumpsum		48,226
Insurances	25,649,800	0.5%		128,249
Administration assessment		lumpsum		239,200
Total Costs				4,580,119
PROFITS / LOSS before tax				2,389,233

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2005
INVESTMENT				26,009,800
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Seperator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				8,310,500
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	1	summary	250,000	250,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27,500	220,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				28,610,695
PROCEEDS				7,208,278
HANDLING PROCEEDS				7,040,098
General cargo handling, total				2,966,355
Handling of bulk				3,501,750
Container handling				571,993
STORAGE PROCEEDS				168,180
Storage of general cargo				147,168
Container storage				21,012
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,499,668
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	4,001,000	10%		400,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	400,000	10%		40,000
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	1,221,000	12.50%		152,625
Forklifts	252,000	12.50%		31,500
Workshop equipment	100,000	12.50%		12,500
Trucks	325,000	20%		65,000
EDP	200,000	20%		40,000
Spareparts	210,500	100%		210,500
Hansepallets	157,500	100%		157,500
3. Operating costs				3,272,664
Personnel costs				1,752,510
Interchange	13	USD p. a.	5,677	73,796
guard	13	USD p. a.	5,677	73,796
cargo handling (stevedoring/yard/warehouse ope	115	USD p. a.	7,569	870,417
repair (workshop)	30	USD p. a.	7,569	227,065
administration	14	USD p. a.	6,623	92,718
Surcharge for social insurance and costs	1,337,794	31%		414,716
Material		lumpsum		67,070
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	8,670,500	10%		867,050
Energy costs (cargo handling equipment)		lumpsum		50,638
Insurances	26,009,800	0.5%		130,049
Administration assessment		lumpsum		246,376
Total Costs				4,951,331
PROFITS / LOSS before tax				2,256,947

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2006
INVESTMENT				26,009,800
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				8,310,500
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	1	summary	250,000	250,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27,500	220,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				28,610,695
PROCEEDS				7,499,728
HANDLING PROCEEDS				7,363,766
General cargo handling, total				2,960,486
Handling of bulk				3,775,100
Container handling				628,180
STORAGE PROCEEDS				135,962
Storage of general cargo				117,501
Container storage				18,461
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,499,668
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	4,001,000	10%		400,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	400,000	10%		40,000
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	1,221,000	12.50%		152,625
Forklifts	252,000	12.50%		31,500
Workshop equipment	100,000	12.50%		12,500
Trucks	325,000	20%		65,000
EDP	200,000	20%		40,000
Spareparts	210,500	100%		210,500
Hansepallets	157,500	100%		157,500
3. Operating costs				3,548,816
Personnel costs				2,015,386
Interchange	13	USD p. a.	6,528	84,866
guard	13	USD p. a.	6,528	84,866
cargo handling (stevedoring/yard/warehouse ope	115	USD p. a.	8,704	1,000,980
repair (workshop)	30	USD p. a.	8,704	261,125
administration	14	USD p. a.	7,616	106,626
Surcharge for social insurance and costs	1,538,463	31%		476,923
Material		lumpsum		70,423
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	8,670,500	10%		867,050
Energy costs (cargo handling equipment)		lumpsum		53,170
Insurances	26,009,800	0.5%		130,049
Administration assessment		lumpsum		253,767
Total Costs				5,227,484
PROFITS / LOSS before tax				2,272,244

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2007
INVESTMENT				26,009,800
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				8,310,500
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	1	summary	250,000	250,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	0	piece	425,500	0
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	0	piece	58,000	0
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	0	piece	115,000	0
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27,500	220,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	0	piece	98,000	0
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	0	1.500 piece	90,750	0
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				28,610,695
PROCEEDS				7,853,060
HANDLING PROCEEDS				7,715,590
General cargo handling, total				2,956,874
Handling of bulk				4,074,350
Container handling				684,367
STORAGE PROCEEDS				137,470
Storage of general cargo				117,358
Container storage				20,112
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,499,668
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	4,001,000	10%		400,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	400,000	10%		40,000
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	1,221,000	12.50%		152,625
Forklifts	252,000	12.50%		31,500
Workshop equipment	100,000	12.50%		12,500
Trucks	325,000	20%		65,000
EDP	200,000	20%		40,000
Spareparts	210,500	100%		210,500
Hansepallets	157,500	100%		157,500
3. Operating costs				3,930,480
Personnel costs				2,383,258
Interchange	13	USD p. a.	7,507	97,596
guard	13	USD p. a.	7,507	97,596
cargo handling (stevedoring/yard/warehouse ope	115	USD p. a.	10,010	1,151,127
repair (workshop)	35	USD p. a.	10,010	350,343
administration	14	USD p. a.	8,759	122,620
Surcharge for social insurance and costs	1,819,281	31%		563,977
Material		lumpsum		73,944
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	8,670,500	10%		867,050
Energy costs (cargo handling equipment)		lumpsum		55,828
Insurances	26,009,800	0.5%		130,049
Administration assessment		lumpsum		261,380
Total Costs				5,609,148
PROFITS / LOSS before tax				2,243,912

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2008
INVESTMENT				27,830,550
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				10,131,250
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	1	summary	800,000	800,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	2	piece	425,500	851,000
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	2	piece	58,000	116,000
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	1	piece	115,000	115,000
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27,500	220,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	1	piece	98,000	98,000
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	1	1.500 piece	90,750	90,750
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				30,431,445
PROCEEDS				8,389,946
HANDLING PROCEEDS				8,040,152
General cargo handling, total				2,960,486
Handling of bulk				4,316,900
Container handling				762,767
STORAGE PROCEEDS				349,794
Storage of general cargo				293,754
Container storage				56,040
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,898,793
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	4,551,000	10%		455,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	515,000	10%		51,500
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	2,072,000	12.50%		259,000
Forklifts	368,000	12.50%		46,000
Workshop equipment	100,000	12.50%		12,500
Trucks	440,000	20%		88,000
EDP	200,000	20%		40,000
Spareparts	308,500	100%		308,500
Hansepallets	248,250	100%		248,250
3. Operating costs				4,445,623
Personnel costs				2,690,099
Interchange	15	USD p. a.	8,258	123,871
guard	15	USD p. a.	8,258	123,871
cargo handling (stevedoring/yard/warehouse ope	115	USD p. a.	11,011	1,266,240
repair (workshop)	35	USD p. a.	11,011	385,377
administration	16	USD p. a.	9,634	154,151
Surcharge for social insurance and costs	2,053,511	31%		636,588
Material		lumpsum		77,642
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	10,491,250	10%		1,049,125
Energy costs (cargo handling equipment)		lumpsum		61,411
Insurances	27,830,550	0.5%		139,153
Administration assessment		lumpsum		269,222
Total Costs				6,523,415
PROFITS / LOSS before tax				1,866,531

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2009
INVESTMENT				27,946,550
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Seperator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				10,247,250
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	1	summary	800,000	800,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	2	piece	425,500	851,000
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	4	piece	58,000	232,000
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	1	piece	115,000	115,000
Roiltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27,500	220,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	1	piece	98,000	98,000
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	1	1.500 piece	90,750	90,750
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				30,547,445
PROCEEDS				8,734,976
HANDLING PROCEEDS				8,379,064
General cargo handling, total				2,964,098
Handling of bulk				4,573,800
Container handling				841,167
STORAGE PROCEEDS				355,912
Storage of general cargo				294,112
Container storage				61,800
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,913,293
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	4,551,000	10%		455,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	515,000	10%		51,500
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	2,072,000	12.50%		259,000
Forklifts	484,000	12.50%		60,500
Workshop equipment	100,000	12.50%		12,500
Trucks	440,000	20%		88,000
EDP	200,000	20%		40,000
Spareparts	308,500	100%		308,500
Hansepallets	248,250	100%		248,250
3. Operating costs				4,824,244
Personnel costs				3,038,441
Interchange	15	USD p. a.	9,084	136,258
guard	15	USD p. a.	9,084	136,258
cargo handling (stevedoring/yard/warehouse ope	120	USD p. a.	12,112	1,453,423
repair (workshop)	35	USD p. a.	12,112	423,915
administration	16	USD p. a.	10,598	169,566
Surcharge for social insurance and costs	2,319,421	31%		719,020
Material		lumpsum		81,524
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	10,607,250	10%		1,060,725
Energy costs (cargo handling equipment)		lumpsum		67,552
Insurances	27,946,550	0.5%		139,733
Administration assessment		lumpsum		277,298
Total Costs				6,916,537
PROFITS / LOSS before tax				1,818,439

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2010
INVESTMENT				27,946,550
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Seperator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				10,247,250
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	1	summary	800,000	800,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	2	piece	425,500	851,000
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	4	piece	58,000	232,000
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	1	piece	115,000	115,000
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27,500	220,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	1	piece	98,000	98,000
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	1	1.500 piece	90,750	90,750
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				30,547,445
PROCEEDS				9,095,407
HANDLING PROCEEDS				8,733,376
General cargo handling, total				2,967,710
Handling of bulk				4,846,100
Container handling				919,567
STORAGE PROCEEDS				362,030
Storage of general cargo				294,470
Container storage				67,560
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,913,293
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	4,551,000	10%		455,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	515,000	10%		51,500
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	2,072,000	12.50%		259,000
Forklifts	484,000	12.50%		60,500
Workshop equipment	100,000	12.50%		12,500
Trucks	440,000	20%		88,000
EDP	200,000	20%		40,000
Spareparts	308,500	100%		308,500
Hansepallets	248,250	100%		248,250
3. Operating costs				5,173,418
Personnel costs				3,368,465
Interchange	16	USD p. a.	9,992	159,877
guard	16	USD p. a.	9,992	159,877
cargo handling (stevedoring/yard/warehouse ope	120	USD p. a.	13,323	1,598,765
repair (workshop)	35	USD p. a.	13,323	466,307
administration	16	USD p. a.	11,658	186,523
Surcharge for social insurance and costs	2,571,348	31%		797,118
Material		lumpsum		85,600
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	10,607,250	10%		1,060,725
Energy costs (cargo handling equipment)		lumpsum		74,307
Insurances	27,946,550	0.5%		139,733
Administration assessment		lumpsum		285,617
Total Costs				7,265,711
PROFITS / LOSS before tax				1,829,696

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2011
INVESTMENT				27,946,550
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				10,247,250
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	1	summary	800,000	800,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	2	piece	425,500	851,000
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	4	piece	58,000	232,000
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	1	piece	115,000	115,000
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27,500	220,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	1	piece	98,000	98,000
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	1	1.500 piece	90,750	90,750
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				30,547,445
PROCEEDS				9,474,387
HANDLING PROCEEDS				9,106,238
General cargo handling, total				2,971,322
Handling of bulk				5,136,950
Container handling				997,967
STORAGE PROCEEDS				368,149
Storage of general cargo				294,829
Container storage				73,320
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,913,293
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	4,551,000	10%		455,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	515,000	10%		51,500
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	2,072,000	12.50%		259,000
Forklifts	484,000	12.50%		60,500
Workshop equipment	100,000	12.50%		12,500
Trucks	440,000	20%		88,000
EDP	200,000	20%		40,000
Spareparts	308,500	100%		308,500
Hansepallets	248,250	100%		248,250
3. Operating costs				5,626,537
Personnel costs				3,801,304
Interchange	16	USD p. a.	10,992	175,864
guard	16	USD p. a.	10,992	175,864
cargo handling (stevedoring/yard/warehouse ope	125	USD p. a.	14,655	1,831,919
repair (workshop)	35	USD p. a.	14,655	512,937
administration	16	USD p. a.	12,823	205,175
Surcharge for social insurance and costs	2,901,759	31%		899,545
Material		lumpsum		89,880
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	10,607,250	10%		1,060,725
Energy costs (cargo handling equipment)		lumpsum		81,738
Insurances	27,946,550	0.5%		139,733
Administration assessment		lumpsum		294,186
Total Costs				7,718,830
PROFITS / LOSS before tax				1,755,557

Batumi, Multi Purpose Terminal		BUSINESS- FINANCING-PLAN		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2012
INVESTMENT				27,946,550
Site Preparation				2,559,550
Demolition sheds	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100
Environmental				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000
Civil Works				7,261,000
Construction of quay wall	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000
Buildings				1,250,000
Warehouse	3,000	qm	300	900,000
Workshop	250	qm	400	100,000
Office building	500	qm	500	250,000
Utilities				868,750
Water (fire line, fresh water)	500	m	60	30,000
Electricity	500	m	100	50,000
Lighting	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000
Equipment				10,247,250
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500
Replacement	1	summary	800,000	800,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000
Reachstackers (3rd delivery)	2	piece	425,500	851,000
Forklifts; 2,5t (1st delivery)	4	piece	40,000	160,000
Forklifts; 2,5t (2nd delivery)	2	piece	46,000	92,000
Forklifts; 2,5t (3rd delivery)	4	piece	58,000	232,000
Terminal Tractor (1st delivery)	1	piece	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	110,000	220,000
Terminal Tractor (3rd delivery)	1	piece	115,000	115,000
Rolltrailer 40' - 60 mt	4	piece	20,000	80,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25,000	100,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27,500	220,000
Gooseneck / Stand	1	piece	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000
Spareparts (10% from the 3rd delivery)	1	piece	98,000	98,000
Workshop equipment	1	piece	100,000	100,000
Hansepallets (1st delivery)	1	1.500 piece	75,000	75,000
Hansepallets (2nd delivery)	1	1.500 piece	82,500	82,500
Hansepallets (3rd delivery)	1	1.500 piece	90,750	90,750
Others Equipment				360,000
Alarm system	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000
Perimeter wall	200	m	50	10,000

EDP hardware and software	1	installation	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%		2,600,895
Investment, total				30,547,445
PROCEEDS				9,866,553
HANDLING PROCEEDS				9,492,106
General cargo handling, total				2,976,740
Handling of bulk				5,439,000
Container handling				1,076,367
STORAGE PROCEEDS				374,446
Storage of general cargo				295,366
Container storage				79,080
COSTS				
1. Real Estate				179,000
Lease area	44,750	qm*a	4	179,000
Lease quay wall	0	m*a	800	0
2. Depreciations				1,913,293
Quay wall	5,000,000	2%		100,000
Security equipment-fence/perimeter wall	10,000	4%		400
Ro-Ro ramp	200,000	5%		10,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%		12,055
Paved areas and roads	1,825,000	5%		91,250
Tracks and switches	236,000	5%		11,800
Lighting	238,750	5%		11,938
Office building	250,000	5%		12,500
Workshops	100,000	5%		5,000
Transformation Building	500,000	5%		25,000
Rehabilitation equipment	4,551,000	10%		455,100
Warehouse	900,000	10%		90,000
Trailers/Chassis/Gooseneck	515,000	10%		51,500
Reefer Points	50,000	10%		5,000
Security equipment	150,000	10%		15,000
Reachstackers	2,072,000	12.50%		259,000
Forklifts	484,000	12.50%		60,500
Workshop equipment	100,000	12.50%		12,500
Trucks	440,000	20%		88,000
EDP	200,000	20%		40,000
Spareparts	308,500	100%		308,500
Hansepallets	248,250	100%		248,250
3. Operating costs				6,028,161
Personnel costs				4,181,435
Interchange	16	USD p. a.	12,091	193,451
guard	16	USD p. a.	12,091	193,451
cargo handling (stevedoring/yard/warehouse ope	125	USD p. a.	16,121	2,015,111
repair (workshop)	35	USD p. a.	16,121	564,231
administration	16	USD p. a.	14,106	225,692
Surcharge for social insurance and costs	3,191,935	31%		989,500
Material		lumpsum		94,374
Maintenance/repair / civil	7,422,100	1%		74,221
Maintenance/repair / mechanical	2,118,750	4%		84,750
Maintenance/repair / handling equipment	10,607,250	10%		1,060,725
Energy costs (cargo handling equipment)		lumpsum		89,912
Insurances	27,946,550	0.5%		139,733
Administration assessment		lumpsum		303,011
Total Costs				8,120,453
PROFITS / LOSS before tax				1,746,099

Annex 7 Development of the operating costs of the Batumi multi purpose terminal 1998-2012

Development of the costs of the Multi Purpose Terminal, Batumi, in the period from 1998 - 2003 (3 pages)

Description	Unit	Increase (%/a)	1998	1999	2000	2001	2002
Operating costs			636,107	754,453	879,728	1,068,187	1,295,280
Personnel costs			352,128	460,282	574,975	752,447	968,131
Interchange	US\$		19,800	23,760	28,512	37,325	44,790
	Pers.		11	11	11	12	11
	US\$/Pers*a	20,0%	1,800	2,160	2,592	3,110	3,730
Guard	US\$		19,800	23,760	28,512	37,325	44,790
	Pers.		11	11	11	12	12
	US\$/Pers*a	20,0%	1,800	2,160	2,592	3,110	3,730
Cargo handling	US\$		180,000	230,400	293,760	373,248	497,664
	Pers.		75	80	85	90	100
	US\$/Pers*a	20,0%	2,400	2,880	3,456	4,147	4,977
repair (workshop)	US\$		24,000	43,200	51,840	82,944	99,533
	Pers.		10	15	15	20	20
	US\$/Pers*a	20,0%	2,400	2,880	3,456	4,147	4,977
administration	US\$		25,200	30,240	36,288	43,546	52,255
	Pers.		12	12	12	12	12
	US\$/Pers*a	20,0%	2,100	2,520	3,024	3,629	4,355
Surcharge for social insurance	US\$		83,328	108,922	136,063	178,060	229,100
Material	US\$	5,0%	47,665	50,048	52,551	55,178	57,937
Energy costs (cargo handling equipment)	US\$	5,0%	35,987	37,787	39,676	41,660	43,743
Administration assessment	US\$	3,0%	200,326	206,336	212,526	218,902	225,469



Development of the costs of the Multi Purpose Terminal, Batumi, in the period from 1998 - 2003 (3 pages)

Description	Unit	Increase (%/a)	2003	2004	2005	2006	2007
Operating costs			1.540.441	1.819.181	2.116.593	2.392.746	2.774.41
Personnel costs			1.201.444	1.467.879	1.752.510	2.015.386	2.383.25
Interchange	US\$		51.508	59.234	73.796	84.866	97.59
	Pers.		12	12	13	13	1
	US\$/Pers*a	15,0%	4.292	4.936	5.677	6.528	7.50
Guard	US\$		51.508	59.234	73.796	84.866	97.59
	Pers.		12	12	13	13	1
	US\$/Pers*a	15,0%	4.292	4.936	5.677	6.528	7.50
Cargo handling	US\$		629.545	723.977	870.417	1.000.980	1.151.12
	Pers.		110	110	115	115	11
	US\$/Pers*a	15,0%	5.723	6.582	7.569	8.704	10.01
repair (workshop)	US\$		114.463	197.448	227.065	261.125	350.34
	Pers.		20	30	30	30	3
	US\$/Pers*a	15,0%	5.723	6.582	7.569	8.704	10.01
administration	US\$		70.108	80.625	92.718	106.626	122.62
	Pers.		14	14	14	14	1
	US\$/Pers*a	15,0%	5.008	5.759	6.623	7.616	8.75
Surcharge for social insurance	US\$		284.311	347.361	414.716	476.923	563.97
Material	US\$	5,0%	60.834	63.876	67.070	70.423	73.91
Energy costs (cargo handling equipment)	US\$	5,0%	45.930	48.226	50.638	53.170	55.82
Administration assessment	US\$	3,0%	232.233	239.200	246.376	253.767	261.38



Development of the costs of the Multi Purpose Terminal, Batumi, in the period from 1998 - 2003 (3 pages)

Description	Unit	Increase (%/a)	2008	2009	2010	2011	2012
Operating costs			3.098.373	3.464.815	3.813.990	4.267.108	4.668.732
Personnel costs			2.690.099	3.038.441	3.368.465	3.801.304	4.181.435
Interchange	US\$		123.871	136.258	159.877	175.864	193.451
	Pers.		15	15	16	16	16
Guard	US\$/Pers*a	10,0%	8.258	9.084	9.992	10.992	12.091
	US\$		123.871	136.258	159.877	175.864	193.451
	Pers.		15	15	16	16	16
Cargo handling	US\$/Pers*a	10,0%	8.258	9.084	9.992	10.992	12.091
	US\$		1.266.240	1.453.423	1.598.765	1.831.919	2.015.111
	Pers.		115	120	120	125	125
repair (workshop)	US\$/Pers*a	10,0%	11.011	12.112	13.323	14.655	16.121
	US\$		385.377	423.915	466.307	512.937	564.231
	Pers.		35	35	35	35	35
administration	US\$/Pers*a	10,0%	11.011	12.112	13.323	14.655	16.121
	US\$		154.151	169.566	186.523	205.175	225.692
	Pers.		16	16	16	16	16
Surcharge for social insurance	US\$/Pers*a	10,0%	9.634	10.598	11.658	12.823	14.106
	US\$		636.588	719.020	797.118	899.545	989.500
Material	US\$	5,0%	77.642	81.524	86.600	89.880	94.374
Energy costs (cargo handling equipment)	US\$	10,0%	61.411	67.552	74.307	81.738	89.912
Administration assessment	US\$	3,0%	269.222	277.298	285.617	294.186	303.011

