

Feasibility Study of New Terminal
Facilities in the Georgian Ports
Phase 3 Report
Annexes to Volume VI
May 1998



Annexes

Section 2

Annexes

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Annex 1:

Time Schedule and Cash flow analysis Poti,
Container Terminal with breakwater



Table 1 (4 pages)

Poti Container Terminal: Time schedule (with breakwater)

year	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	sum
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
Investment berth 6+7	9,134	5,035	0	0	0	0	0	0	0	0	0	0	0	0	0	14,165
Extension berth 6 + 7																
Rehabilitation equipment																
New equipment																
Other equipment																3,796
Investment berth 12-14	0	2,538	1,258	0	0	0	0	0	0	0	0	0	0	0	0	
Extension berth 12-14																
Utilities, site preparation																
New cargo equipment																
Investment New CT-Term.	0	12,333	16,193	38,122	24,144	0	420	0	0	3,954	11,044	3,258	8,233	0	11,500	129,201
Breakwater																
Site preparation																
Utilities, other																
Civil works, buildings																
Warehouse																
EDP																
New cargo equipment	828	2,212	2,429	5,407	225	0	0	0	0	0	0	0	0	0	0	11,101
Incidental expenses																
Total	9,962	22,118	19,880	43,529	24,369	0	420	0	0	3,954	11,044	3,258	8,233	0	11,500	158,267
all in all	9,962	32,080	51,960	95,489	119,858	119,858	120,278	120,278	120,278	124,232	135,276	138,534	146,767	146,767	158,267	
Proceeds	8,550	9,430	11,572	14,203	17,466	19,039	20,751	22,619	24,655	26,955	30,594	34,724	39,412	44,733	51,290	
Total costs	2,847	4,425	5,508	7,436	13,115	13,384	13,585	13,762	13,963	14,957	17,698	18,324	20,835	21,466	24,259	

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Table 1 (4 pages)

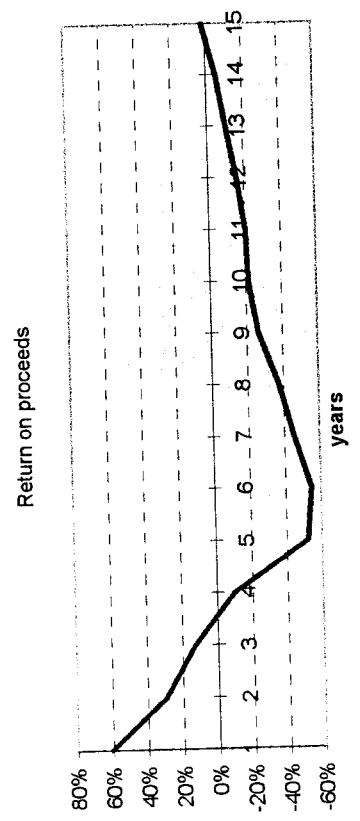
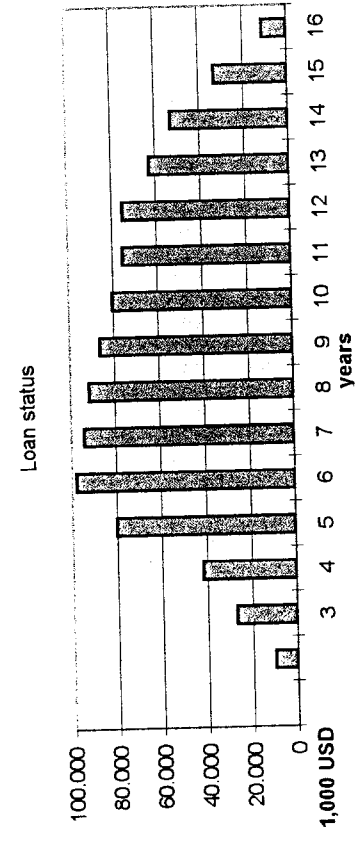
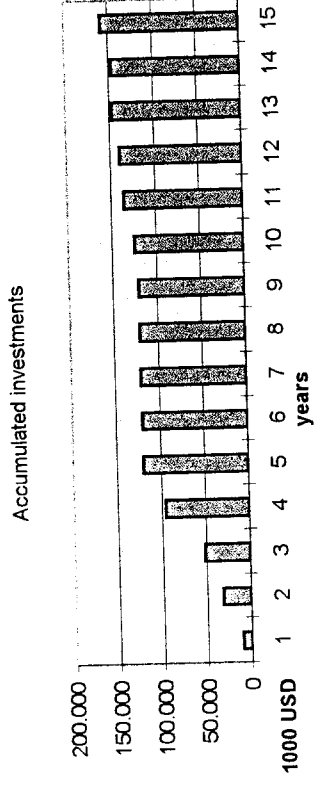
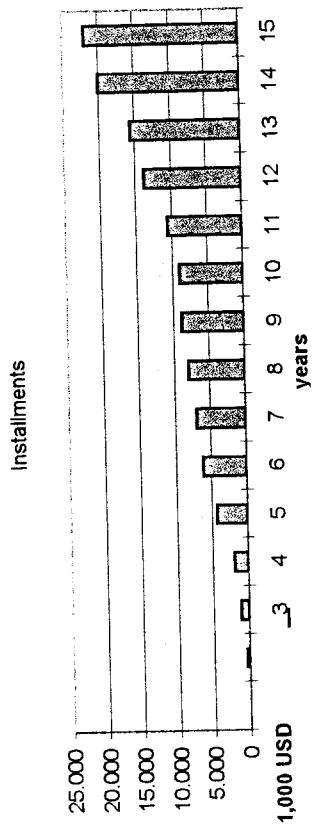
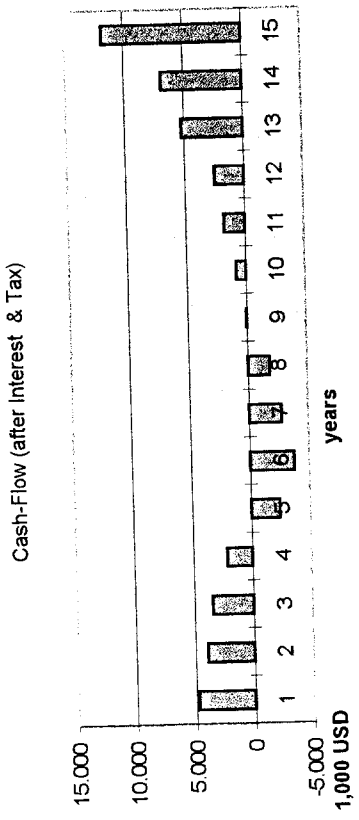
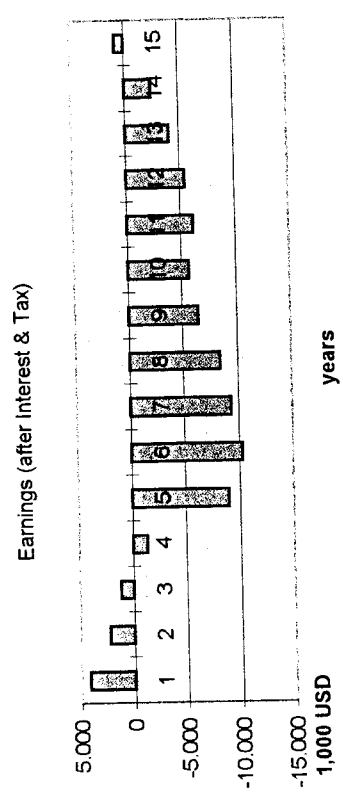
	Year	1	2	3	4	5	6	7	8	9
		1998	1999	2000	2001	2002	2003	2004	2005	2006
	approx.									
Investment	In 1,000 US\$	9.962	22.118	19.880	43.529	24.369	0	420	0	0
Investment berth 6+7	In 1,000 US\$									
Investment berth 12-14	In 1,000 US\$									
Investment New CT-Term.	In 1,000 US\$									
Incidental expenses	In 1,000 US\$									
Investments total (per year)	In 1,000 US\$	9.962	22.118	19.880	43.529	24.369	0	420	0	0
net total accumulated	In 1,000 US\$	9.962	32.080	47.231	86.629	107.739	105.637	108.543	112.361	115.187
financed per Earnings Incl. Deprec.	In 1,000 US\$	0	-4.729	-3.931	-3.459	-2.102	2.487	3.818	2.826	1.858
total accumulated	In 1,000 US\$	9.962	27.351	43.300	83.370	105.637	108.123	112.361	115.187	117.045
Proceeds	In 1,000 US\$	8.550	9.430	11.572	14.203	17.466	19.039	20.751	22.619	24.655
Proceeds total	In 1,000 US\$	8.550	9.430	11.572	14.203	17.466	19.039	20.751	22.619	24.655
Total costs (with depreciation)	In 1,000 US\$	2.847	4.425	5.508	7.436	13.115	13.384	13.585	13.762	13.963
Costs (without depreciation)	In 1,000 US\$	2.282	2.721	3.221	3.956	6.529	6.798	6.999	7.176	7.377
EBITDA (Cash Flow)	In 1,000 US\$	6.268	6.709	8.350	10.247	10.937	12.241	13.752	15.443	17.278
Depreciation	In 1,000 US\$	564	1.704	2.286	3.479	6.586	6.586	6.586	6.586	6.586
EBIT	In 1,000 US\$	5.704	5.005	6.064	6.767	4.351	5.655	7.166	8.858	10.693
Accumulated Capital Requirements	In 1,000 US\$	498	2.222	4.598	8.145	13.424	16.058	16.578	17.302	17.253
Earnings before Tax	In 1,000 US\$	6.205	2.784	1.466	-1.377	-9.073	-10.403	-9.412	-8.444	-6.561
Tax	In 1,000 US\$	1.041	557	293	0	0	0	0	0	0
Earnings (after Interest & Tax)	In 1,000 US\$	4.164	2.227	1.173	-1.377	-9.073	-10.403	-9.412	-8.444	-6.561
Cash-Flow (after Interest & Tax)	In 1,000 US\$	4.164	2.227	1.173	-1.377	-9.073	-10.403	-9.412	-8.444	-6.561
		4729	3931	3459	2102	-2487	-3818	-2826	-1858	25
Loan status	In 1,000 US\$	0	9.962	26.995	41.843	79.956	97.908	94.252	91.549	86.369

Table 1 (4 pages)

	2007	2008	2009	2010	2011	2012
	approx.					
Poti container terminal (with breakwater): Canalysis, real case, interest 10%						
Investment	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)	3.954	11.044	3.258	8.233	0	11.500
net total accumulated	120.999	132.017	134.474	140.955	138.493	144.786
financed per Earnings Incl. Deprec.	-25	-801	-1.753	-2.462	-5.206	-6.859
total accumulated	120.973	131.216	132.722	138.493	133.286	137.926
Proceeds	26.955	30.594	34.724	39.412	44.733	51.290
Proceeds total	26.955	30.594	34.724	39.412	44.733	51.290
Total costs (with depreciation)	14.957	17.698	18.324	20.835	21.466	24.259
Costs (without depreciation)	8.371	9.706	10.331	11.457	12.089	13.266
EBITDA (Cash Flow)	18.584	20.888	24.392	27.955	32.644	38.024
Depreciation	6.586	7.992	7.992	9.377	9.377	10.992
EBIT	11.998	12.896	16.400	18.577	23.266	27.031
Accumulated Capital Requirements	17.763	19.135	21.930	22.748	25.785	26.017
Earnings before Tax	-5.786	-6.240	-5.530	-4.171	-2.519	1.014
Tax	0	0	0	0	0	203
Earnings (after Interest & Tax)	-5.786	-6.240	-5.530	-4.171	-2.519	811
Cash-Flow (after Interest & Tax)	801	1753	2462	5206	6859	11804
Loan status	80.284	75.235	74.958	62.685	52.845	32.925



Table 1 (4 pages)



Annex 2

Cash flow analysis Poti, Container Terminal
and

Cash Flow Analysis Batumi, Mullet-Purpose Terminal

Annex 2.1

Cash Flow Analysis, best case



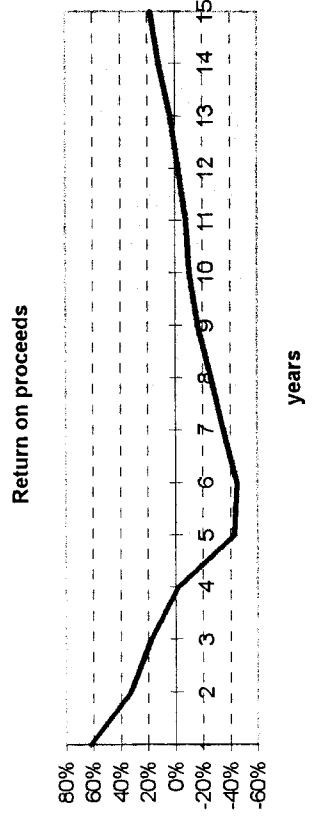
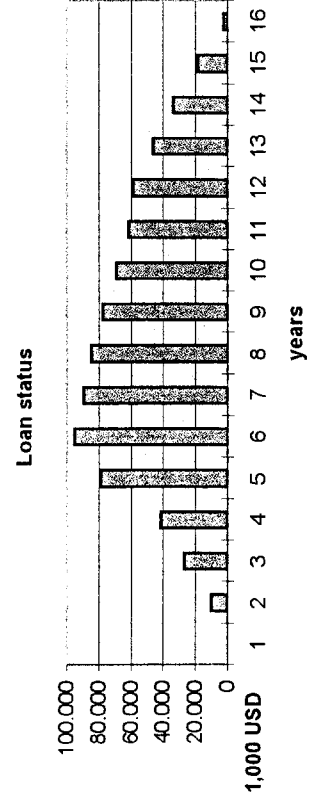
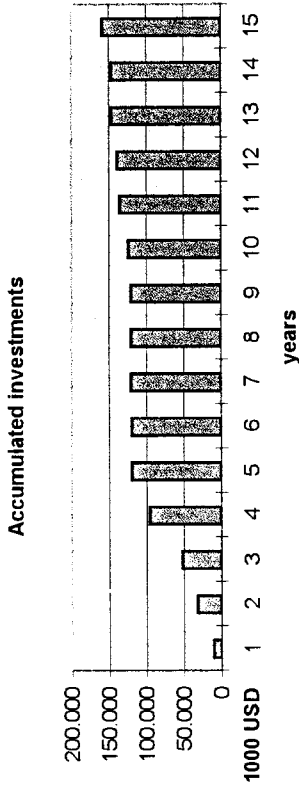
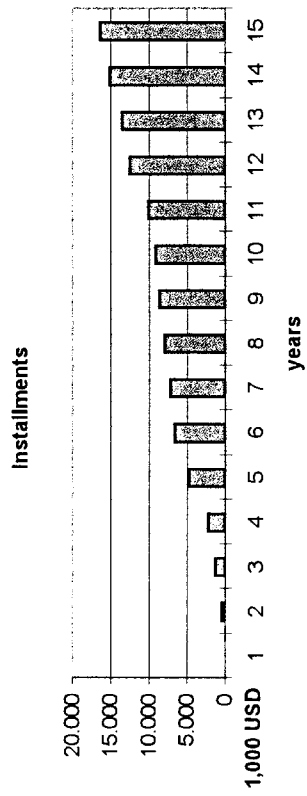
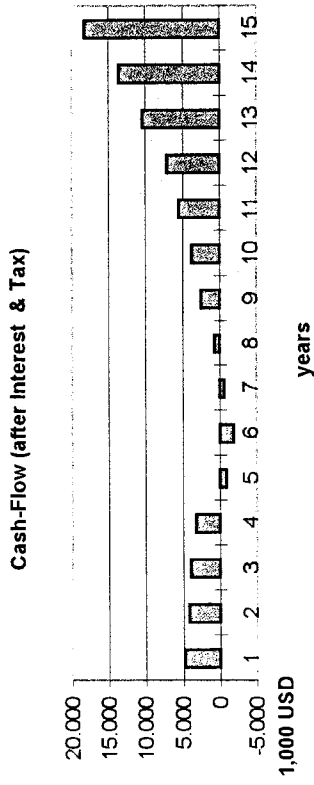
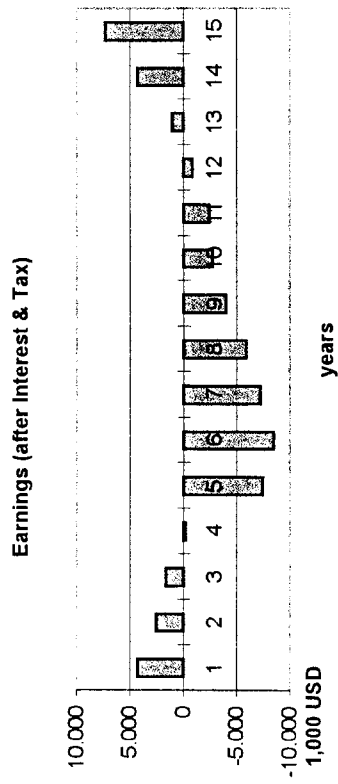
Poti container terminal (with breakeven):									
Year	1	2	3	4	5	6	7	8	9
	1998	1999	2000	2001	2002	2003	2004	2005	2006
Investment	9,962	22,118	19,880	43,529	24,369	0	420	0	0
Investment berth 6+7									
Investment berth 12-14									
Investment New CT-Term.									
Incidental expenses									
Investments total (per year)	9,962	22,118	19,880	43,529	24,369	0	420	0	0
net total accumulated	9,962	32,080	47,151	86,493	106,945	103,763	105,123	107,107	107,788
financed per Earnings incl. Deprec.	0	-4,809	-4,188	-3,917	-3,181	940	1,984	681	-661
total accumulated	9,962	27,271	42,963	82,576	103,763	104,703	107,107	107,788	107,128
Proceeds	8,550	9,430	11,572	14,203	17,466	19,039	20,751	22,619	24,655
Proceeds total	8,550	9,430	11,572	14,203	17,466	19,039	20,751	22,619	24,655
Total costs (with depreciation)	2,847	4,425	5,508	7,436	13,115	13,384	13,585	13,762	13,963
Costs (without depreciation)	2,282	2,721	3,221	3,956	6,529	6,798	6,999	7,176	7,377
EBITDA (Cash Flow)	6,268	6,709	8,350	10,247	10,937	12,241	13,752	15,443	17,278
Depreciation	564	1,704	2,286	3,479	6,586	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	10,693
Accumulated Capital Requirements	398	1,901	4,026	7,065	11,877	14,225	14,434	14,783	14,756
Earnings before Tax	5,306	3,105	2,038	-298	-7,526	-8,570	-7,267	-5,925	-4,063
Tax	1,061	621	408	0	0	0	0	0	0
Earnings (after Interest & Tax)	4,244	2,484	1,630	-298	-7,526	-8,570	-7,267	-5,925	-4,063
Cash-Flow (after Interest & Tax)	4,809	4,188	3,917	3,181	-940	-1,984	-681	661	2,523
Loan status	0	9,962	26,860	41,303	78,738	95,196	89,564	84,796	77,505



Poti container terminal (with breakwater): Cash flow analysis, best case, interest 8%		2007	2008	2009	2010	2011	2012
Year		2007	2008	2009	2010	2011	2012
	approx.						
Investment	in 1,000 US\$	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\$	3.954	11.044	3.258	8.233	0	11.500
net total accumulated	in 1,000 US\$	111.082	119.603	119.090	121.840	114.758	115.904
financed per Earnings incl. Deprec.	in 1,000 US\$	-2.523	-3.771	-5.483	-7.082	-10.354	-13.626
total accumulated	in 1,000 US\$	108.559	115.832	113.607	114.758	104.404	102.277
Proceeds	in 1,000 US\$	26.955	30.594	34.724	39.412	44.733	51.290
Proceeds total	in 1,000 US\$	26.955	30.594	34.724	39.412	44.733	51.290
Total costs (with depreciation)		14.957	17.698	18.324	20.835	21.466	24.259
Costs (without depreciation)	in 1,000 US\$	8.371	9.706	10.331	11.457	12.089	13.266
EBITDA (Cash Flow)	in 1,000 US\$	18.584	20.888	24.392	27.955	32.644	38.024
Depreciation	in 1,000 US\$	6.566	7.992	7.992	9.377	9.377	10.992
EBIT	in 1,000 US\$	11.998	12.896	16.400	18.577	23.266	27.031
Accumulated Capital Requirements	in 1,000 US\$	14.813	15.405	17.310	17.356	17.955	17.955
Earnings before Tax	in 1,000 US\$	-2.815	-2.509	-810	1.221	5.311	9.076
Tax	in 1,000 US\$	0	0	0	244	1.062	1.815
Earnings (after Interest & Tax)	in 1,000 US\$	-2.815	-2.509	-810	977	4.249	7.261
Cash-Flow (after Interest & Tax)	in 1,000 US\$	3771	5483	7082	10354	13626	18253
Loan status	in 1,000 US\$	69.081	61.414	58.616	46.126	33.788	18.667



Feasibility Study of New Terminal Facilities in the Georgian Ports
Phase 3 Report



Annex 2.2

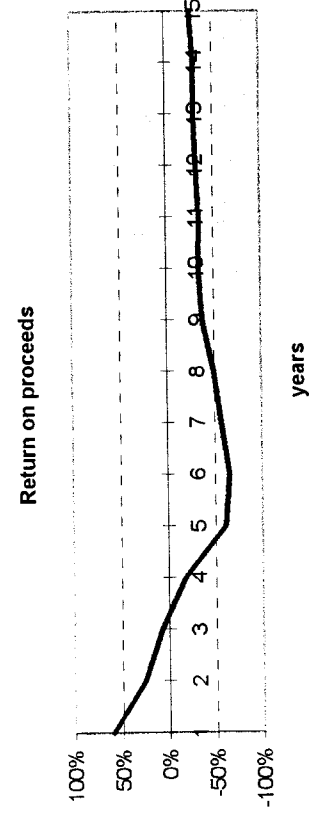
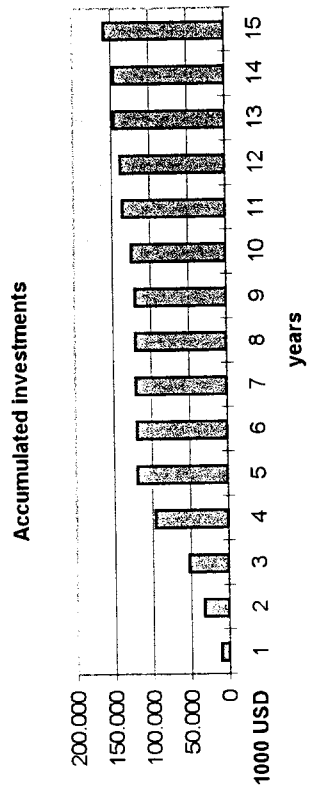
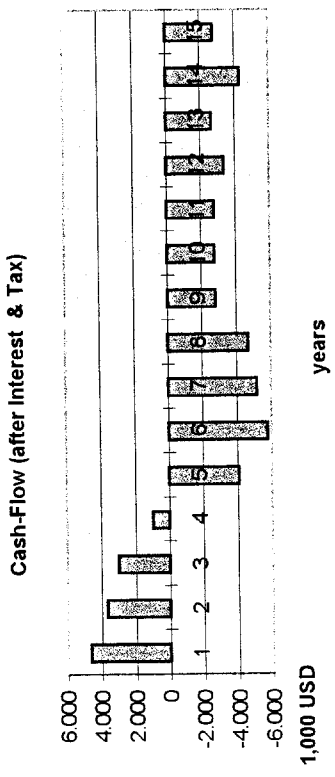
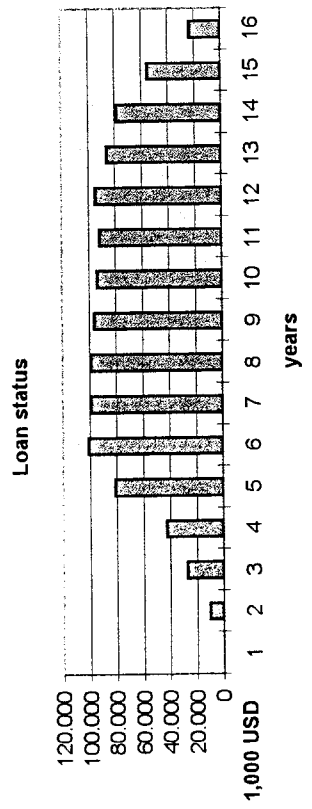
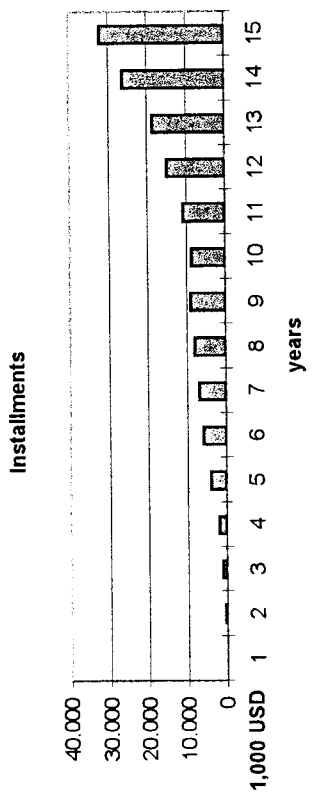
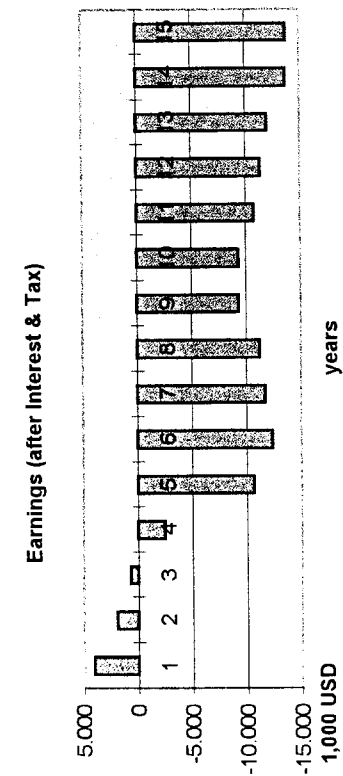
Cash Flow Analysis, worst case



Feasibility Study of New Terminal Facilities in the Georgian Ports
Phase 3 Report

Cash flow analysis, worst case, interest 12%										
Year	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
Poti container terminal (with breakeven):										
	approx.									
Investment										
in 1,000 US\$	9,962	22,118	19,880	43,529	24,369	0	420	0	0	3,954
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)	100%		19,880	43,529	24,369	0	420	0	0	3,954
in 1,000 US\$										
net total accumulated	9,962	32,080	47,311	87,172	108,650	107,686	112,141	117,968	123,166	131,829
in 1,000 US\$										
financed per Earnings Incl. Deprac.	0	-4,649	-3,667	-2,981	-974	4,135	6,816	6,207	4,710	2,845
in 1,000 US\$										
total accumulated	9,962	27,431	43,643	84,191	107,686	111,721	117,968	123,166	127,876	134,673
in 1,000 US\$										
Proceeds	8,650	9,430	11,672	14,203	17,466	19,039	20,761	22,619	24,666	26,966
in 1,000 US\$										
Proceeds total	8,650	9,430	11,672	14,203	17,466	19,039	20,761	22,619	24,666	26,966
in 1,000 US\$										
Total costs (with depreciation)	2,847	4,425	6,608	7,436	13,116	13,384	13,686	13,762	13,963	14,967
in 1,000 US\$										
Costs (without depreciation)	2,282	2,721	3,221	3,966	6,529	6,798	6,999	7,176	7,377	8,371
in 1,000 US\$										
EBITDA (Cash Flow)	6,268	6,709	8,360	10,247	10,937	12,241	13,762	15,443	17,276	18,684
in 1,000 US\$										
Depreciation	664	1,704	2,266	3,479	6,686	6,586	6,686	6,586	6,586	6,586
in 1,000 US\$										
EBIT	5,704	5,006	6,064	6,767	4,351	5,655	7,166	8,858	10,693	11,998
in 1,000 US\$										
Accumulated Capital Requirements	598	2,651	5,196	9,273	16,072	18,057	18,959	20,163	20,123	21,394
in 1,000 US\$										
Earnings before Tax	5,106	2,464	869	-2,506	-10,721	-12,402	-11,793	-11,296	-9,431	0
in 1,000 US\$										
Tax	1,021	491	174	0	0	0	0	0	0	0
in 1,000 US\$										
Earnings (after interest & Tax)	4,086	1,964	696	-2,506	-10,721	-12,402	-11,793	-11,296	-9,431	-9,396
in 1,000 US\$										
Cash-Flow (after interest & Tax)	4649	3667	2981	974	-4135	-5816	-5207	-4710	-2845	0
in 1,000 US\$										
Loan status	0	9,962	27,123	42,368	81,160	100,626	99,027	98,561	95,755	93,256
in 1,000 US\$										

		Cash flow analysis, worst case, interest 12%				
		2008	2009	2010	2011	2012
		approx.				
Investment	in 1,000 US\$	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\$	11,044	3,258	8,233	0	11,500
net total accumulated	in 1,000 US\$	146,717	151,786	152,834	166,239	180,445
financed per Earnings incl. Deprec.	in 1,000 US\$	2,810	2,816	3,406	2,706	4,367
total accumulated	in 1,000 US\$	148,527	154,601	156,239	168,945	184,813
Proceeds	in 1,000 US\$	30,694	34,724	39,412	44,733	61,290
Proceeds total	in 1,000 US\$	30,694	34,724	39,412	44,733	61,290
Total costs (with depreciation)	in 1,000 US\$	17,698	18,324	20,836	21,466	24,269
Costs (without depreciation)	in 1,000 US\$	5,706	10,331	11,487	12,089	13,266
EBITDA (Cash Flow)	in 1,000 US\$	20,888	24,392	27,925	32,644	38,024
Depreciation	in 1,000 US\$	7,992	7,992	9,377	9,377	10,992
EBIT	in 1,000 US\$	12,896	16,400	18,548	23,266	27,031
Accumulated Capital Requirements	in 1,000 US\$	23,703	27,798	30,660	37,011	40,831
Earnings before Tax	in 1,000 US\$	-10,808	-11,398	-12,083	-13,746	-15,800
Tax	in 1,000 US\$	0	0	0	0	0
Earnings (after Interest & Tax)	in 1,000 US\$	-10,808	-11,398	-12,083	-13,746	-15,800
Cash-Flow (after Interest & Tax)	in 1,000 US\$	-2815	-3,406	-2,706	-4,367	-2,808
Loan status	in 1,000 US\$	91,400	94,491	85,611	78,702	55,144



Annex 2.3

Batumi Multi-Purpose Terminal, best case

Batumi Multi Purpose Terminal: Calculation of Cash Flow, Best case, 100% proceeds, 8% interests

Year	1998	1999	2000	2001	2002	2003	2004	2005
	1	2	3	4	5	6	7	8
	approx.							
Investment								
Site Preparation	2,281	161	0	0	0	0	0	0
Environmental	5,348	0	0	0	0	0	0	0
Civil Works	0	7,011	0	0	0	0	0	0
Buildings	0	1,850	0	0	0	0	0	0
Utilities	0	580	0	274	0	0	0	0
Equipment	1,875	1,876	2,178	1,135	58	913	203	0
Other Equipment	0	160	0	0	0	0	0	0
Incidental Expenses	1,144	0	1,440	41	0	0	0	0
Investments total (per year)	10,648	11,638	3,618	1,450	58	913	203	0
net total accumulated	10,648	22,286	25,139	26,115	25,741	25,800	23,576	20,555
financed per Earnings incl. Deprec.	0	-766	-473	-432	-853	-2,428	-3,020	-3,220
total accumulated	10,648	21,520	24,665	25,683	24,887	23,373	20,556	17,336
Proceeds								
Handling	2,021	3,040	4,420	6,094	8,143	9,253	9,924	10,617
Storage								
Interest	0	0	0	0	0	0	0	0
Proceeds total	2,021	3,040	4,420	6,094	8,143	9,253	9,924	10,617
Costs (without depreciation)								
EBITDA (Cash Flow)	854	1,227	1,409	1,729	1,962	2,303	2,603	2,901
Depreciation	1,168	1,814	3,011	4,365	6,181	6,949	7,321	7,716
EBIT	375	1,213	1,608	1,958	1,770	1,658	1,170	844
Accumulated Capital Requirements	793	600	1,403	2,407	4,411	5,291	6,150	6,872
Earnings before Tax	304	1,340	2,579	3,512	3,589	3,589	3,589	3,589
Tax	489	-740	-1,176	-1,105	822	1,703	2,562	3,284
Earnings (after Interest & Tax)	98	0	0	0	164	341	512	657
Cash-Flow (after Interest & Tax)	391	-740	-1,176	-1,105	668	1,362	2,049	2,627
	766	473	432	853	2,428	3,020	3,220	3,471
Dividend								
Loan status	0	0	0	0	0	0	0	0
Return on Proceeds	0	7,603	16,706	24,872	24,080	22,418	20,623	18,684
Repayments	19	-24	-27	-18	8	15	21	25
Accumulated investments	10,648	22,286	25,905	27,355	27,413	28,326	28,529	28,529

Cash Flow Batumi Multi Purpose Terminal

	9	10	11	12	13	14	15	Total
	2006	2007	2008	2009	2010	2011	2012	1998-2012
	0	0	0	0	0	0	0	2,443
	0	0	0	0	0	0	0	5,348
	0	0	0	0	0	0	0	7,011
	0	0	0	0	0	0	0	1,850
	0	0	0	0	0	0	0	854
	0	0	1,646	116	0	0	0	10,000
	0	0	0	0	0	0	0	160
	0	0	0	0	0	0	0	2,626
	0	0	1,646	116	0	0	0	30,290
	17,336	13,865	11,687	7,530	2,888	-2,187	-7,771	
	-3,471	-3,823	-4,273	-4,642	-5,075	-5,584	-6,027	
	13,865	10,041	7,414	2,888	-2,187	-7,771	-13,798	
	11,334	12,277	13,132	14,097	15,081	16,089	17,116	0
	0	0	0	0	0	0	0	0
	11,334	12,277	13,132	14,097	15,081	16,089	17,116	152,638
	3,177	3,559	4,055	4,434	4,763	5,236	5,638	45,369
	8,157	8,719	9,077	9,663	10,298	10,863	11,478	106,769
	844	844	1,258	1,080	1,080	1,080	1,080	17,864
	7,313	7,876	7,818	8,582	9,217	9,772	10,397	88,904
	3,589	3,589	3,589	3,589	3,589	3,589	3,589	47,210
	3,724	4,286	4,230	4,984	5,629	6,184	6,809	41,694
	745	857	846	999	1,126	1,237	1,362	8,943
	2,979	3,429	3,384	3,995	4,503	4,947	5,447	32,751
	3823	4273	4642	5075	5584	6027	6527	50616
	0	0	0	0	0	0	0	0
	16,590	14,328	11,886	9,248	6,399	3,323	0	0
	26	28	26	28	30	31	32	21
	2,261	2,442	2,638	2,849	3,077	3,323	3,589	30,397
	28,529	28,529	30,174	30,290	30,290	30,290	30,290	30,290

Annex 2.4

Batumi Multi-Purpose Terminal, worst case

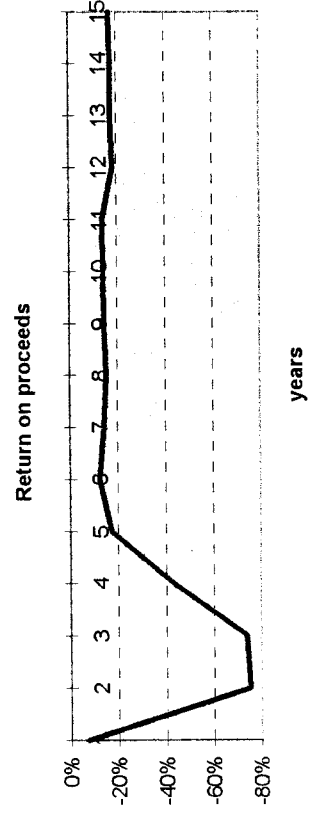
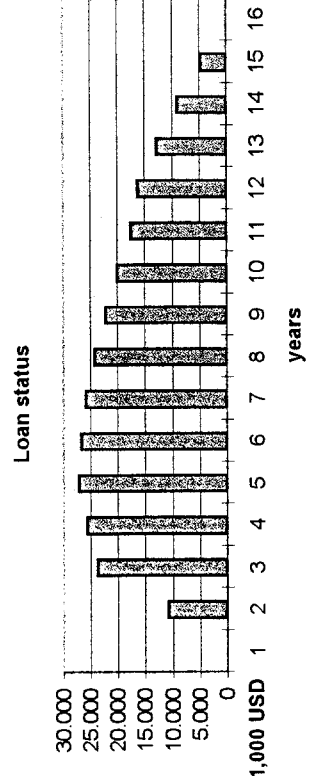
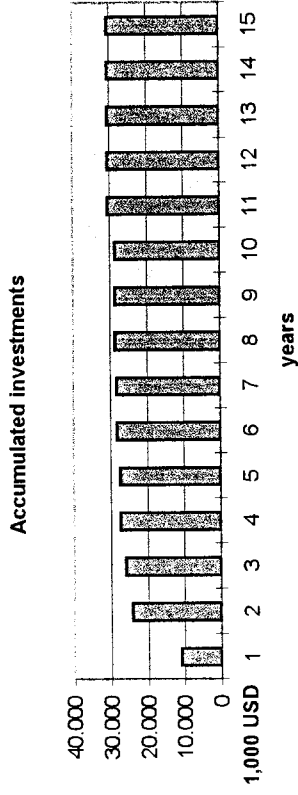
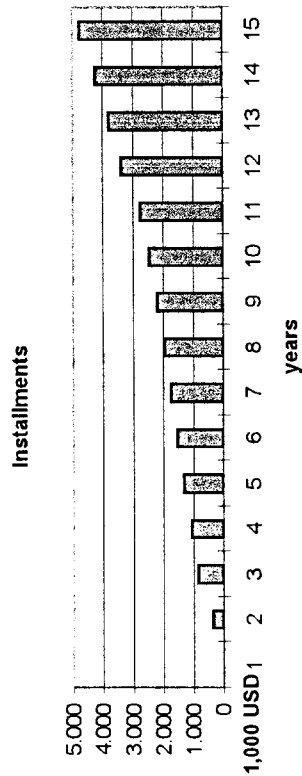
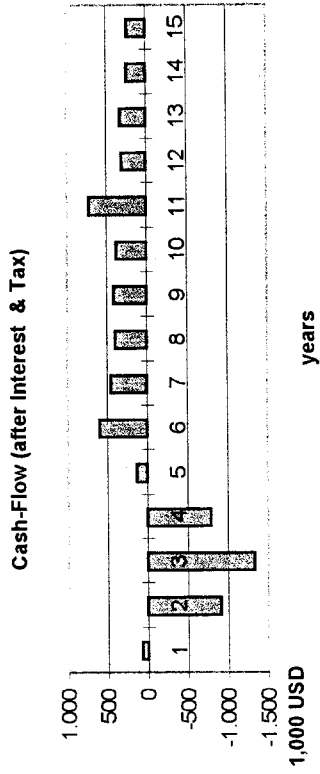
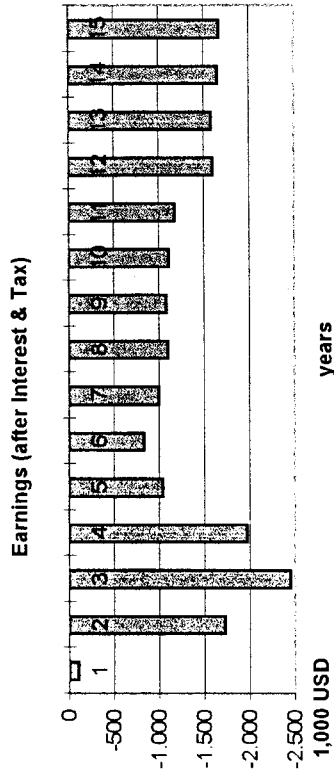
Batumi multi purpose terminal:		Cash flow analysis, worst case, interest 12%, proceeds 100%						
Year		1	2	3	4	5	6	7
	approx.	1998	1999	2000	2001	2002	2003	2004
Investment	in 1,000 US\$	10.843	13.307	1.800	1.304	0	886	110
Site Preparation	in 1,000 US\$	2.398	161					
Environmental	in 1,000 US\$	5.400						
Civil Works	in 1,000 US\$		7.261					
Buildings	in 1,000 US\$		1.250					
Utilities	in 1,000 US\$		867					
Equipment	in 1,000 US\$	1.875	1.976	1.800	1.304		886	110
Other Equipment	in 1,000 US\$	1.170	1.431					
Incidental Expenses	in 1,000 US\$							
Investments total (per year)	in 1,000 US\$	10.843	13.307	1.800	1.304	0	886	110
net total accumulated	in 1,000 US\$	10.843	24.150	25.874	28.098	29.437	31.119	31.097
financed per Earnings incl. Deprec.	in 1,000 US\$	0	-76	920	1.339	796	-132	-697
total accumulated	in 1,000 US\$	10.843	24.074	26.794	29.437	30.233	30.987	30.500
Proceeds	in 1,000 US\$	1.602	2.313	3.337	4.578	6.068	6.747	6.969
Proceeds total	in 1,000 US\$	1.602	2.313	3.337	4.578	6.068	6.747	6.969
Total costs (with depreciation)		1.063	1.621	1.936	2.261	2.488	2.826	3.116
Costs (without depreciation)	in 1,000 US\$	875	804	817	1.081	1.308	1.384	1.853
EBITDA (Cash Flow)	in 1,000 US\$	727	1.510	2.520	3.497	4.760	5.363	5.317
Depreciation	in 1,000 US\$	188	818	1.119	1.180	1.180	1.442	1.464
EBIT	in 1,000 US\$	539	692	1.401	2.317	3.580	3.921	3.853
Accumulated Capital Requirements	in 1,000 US\$	651	2.430	3.859	4.293	4.628	4.766	4.862
Earnings before Tax	in 1,000 US\$	-111	-1.738	-2.458	-1.976	-1.048	-845	-1.009
Tax	in 1,000 US\$	0	0	0	0	0	0	0
Earnings (after Interest & Tax)	in 1,000 US\$	-111	-1.738	-2.458	-1.976	-1.048	-845	-1.009
Cash-Flow (after Interest & Tax)	in 1,000 US\$	76	-920	-1.339	-796	132	597	454
Loan status	in 1,000 US\$	0	10.843	23.739	25.612	27.194	26.673	25.907



Batumi multi purpose terminal:		Cash flow analysis, worst case, interest 12%, proceeds 100%									
Year		2005	2006	2007	2008	2009	2010	2011	2012		
	approx.										
Investment	In 1,000 US\$	360	0	0	1.821	116	0	0	0		
Site Preparation	In 1,000 US\$										
Environmental	In 1,000 US\$										
Civil Works	In 1,000 US\$										
Buildings	In 1,000 US\$										
Utilities	In 1,000 US\$										
Equipment	In 1,000 US\$	360			1.821	116					
Other Equipment	In 1,000 US\$										
Incidental Expenses	In 1,000 US\$	360	0	0	1.821	116	0	0	0		
Investments total (per year)	In 1,000 US\$	30.880	30.406	30.012	31.423	31.158	30.443	30.134	29.814		
net total accumulated	In 1,000 US\$	-454	-394	-409	-381	-715	-309	-320	-246		
financed per Earnings incl. Deprec.	In 1,000 US\$	30.406	30.012	29.602	31.042	30.443	30.134	29.814	29.569		
total accumulated	In 1,000 US\$										
Proceeds	In 1,000 US\$	7.208	7.500	7.853	8.390	8.735	9.095	9.474	9.867		
Proceeds total	In 1,000 US\$	7.208	7.500	7.853	8.390	8.735	9.095	9.474	9.867		
Total costs (with depreciation)	In 1,000 US\$	3.452	3.728	4.109	4.625	5.003	5.362	5.806	6.207		
Costs (without depreciation)	In 1,000 US\$	1.952	2.228	2.610	2.726	3.090	3.439	3.892	4.294		
EBITDA (Cash Flow)	In 1,000 US\$	5.256	5.272	5.243	5.664	5.645	5.656	5.582	5.573		
Depreciation	In 1,000 US\$	1.500	1.500	1.500	1.899	1.913	1.913	1.913	1.913		
EBIT	In 1,000 US\$	3.757	3.772	3.744	3.765	3.732	3.743	3.669	3.659		
Accumulated Capital Requirements	In 1,000 US\$	4.862	4.862	4.862	4.949	5.336	5.336	5.336	5.336		
Earnings before Tax	In 1,000 US\$	-1.106	-1.090	-1.119	-1.183	-1.605	-1.593	-1.668	-1.677		
Tax	In 1,000 US\$	0	0	0	0	0	0	0	0		
Earnings (after Interest & Tax)	In 1,000 US\$	-1.106	-1.090	-1.119	-1.183	-1.605	-1.593	-1.668	-1.677		
Cash-Flow (after Interest & Tax)	In 1,000 US\$	394	409	381	715	309	320	246	236		
Loan status	In 1,000 US\$	24,154	22,190	19,991	17,527	16,208	12,817	9,019	4,765		



Feasibility Study of New Terminal Facilities in the Georgian Ports
Phase 3 Report



Annex 3:

Poti Container Terminal Business Plan with
breakwater (summarised 1998-2012)

Poti-Container-Terminal (with Breakwater) **BUSINESS- FINANCING-PLAN**

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
INVESTMENT				1998				1999		
I. Extension Container Terminal (excl. Berth 12-14)				9,133,860				29,040,193		
1. Site preparation				1,945,360				14,168,860		
Demolition buildings	2,295	qm	40	91,800	2,295	qm	40	91,800	2,295	qm
Demolition rail tracks	1,450	m	10	14,500	1,450	m	10	14,500	1,450	m
Preparation of the ground	60,100	qm	15	901,500	60,100	qm	15	901,500	60,100	qm
Earth works (incl. sand supply)	60,100	cbm	12	721,200	60,100	cbm	12	721,200	60,100	cbm
Sewage and drainage	3,606	m	60	216,360	3,606	m	60	216,360	3,606	m
2. Environmental				50,000				50,000		
Removal fuel station	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece
3. Civil works				3,323,000				3,323,000		
Reconstruction of quay walls	500	m	400	200,000	500	m	400	200,000	500	m
Railtracks	250	m	400	100,000	250	m	400	100,000	250	m
Switches	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece
New pavement	60,100	qm	50	3,005,000	60,100	qm	50	3,005,000	60,100	qm
4. Buildings				200,000				200,000		
Workshop	500	qm	400	200,000	500	qm	400	200,000	500	qm
5. Utilities				1,910,500				1,910,500		
Water (fire line, fresh water)	1,000	m	60	60,000	1,000	m	60	60,000	1,000	m
Electricity	1,000	m	100	100,000	1,000	m	100	100,000	1,000	m
Lighting	60,100	qm	5	300,500	60,100	qm	5	300,500	60,100	qm
Reeler points	20	piece	5,000	100,000	20	piece	5,000	100,000	20	piece
Transformation building	1	piece	600,000	600,000	1	piece	600,000	600,000	1	piece
EDP hardware and software	1	installation	750,000	750,000	1	installation	750,000	750,000	1	installation
6. Cargo handling equipment				1,705,000				6,543,000		
Rehabilitation equipment	1	summary	1,705,000	1,705,000	1	summary	3,410,000	3,410,000	1	summary
Spareparts	0	complect	285,000	0	0	complect	285,000	285,000	1	complect
Reachstackers	0	piece	370,000	0	5	piece	370,000	1,850,000	5	piece
Spreaders	0	piece	100,000	0	4	piece	100,000	400,000	4	piece
Terminal tractor	0	piece	100,000	0	4	piece	100,000	400,000	4	piece
Containerchassis	0	piece	25,000	0	8	piece	25,000	200,000	8	piece
7. Others Equipment				0				195,000		
Alarm system (incl. circuit TV)	0	piece	100,000	0	1	piece	100,000	100,000	1	piece
Gate and barrier	0	piece	50,000	0	1	piece	50,000	50,000	1	piece
Perimeter wall	0	m	50	0	900	m	50	45,000	900	m
II. Container Terminal berth 12-14				0				2,538,000		
1. Site Preparation				0				825,000		
Preparation of the ground	0	qm	15	0	25,000	qm	15	375,000	25,000	qm
Earth works (incl. sand supply)	0	cbm	5	0	25,000	cbm	12	300,000	25,000	cbm
Dredging	0	m	60	0	20,000	cbm	3	60,000	20,000	cbm
Sewage, drainage	0	m	60	0	1,500	m	60	90,000	1,500	m
2. Civil works				0				1,588,000		
Railtracks	0	m	400	0	800	m	400	320,000	800	m
Switches	0	piece	18,000	0	1	piece	18,000	18,000	1	piece
New Pavement	0	qm	50	0	25,000	qm	50	1,250,000	25,000	qm
3. Utilities				0				125,000		
Lighting	0	qm	5	0	25,000	qm	5	125,000	25,000	qm
4. Cargo handling equipment				0				125,000		
Reachstackers	0	piece	370,000	0	0	piece	370,000	370,000	0	piece
Spareparts	0	complect	700,000	0	0	complect	700,000	700,000	0	complect

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$ 1998	Quantity	Quantity-Unit	US-\$ /Unit	US-\$ 1999	Quantity	Quantity-Unit
III. New Container Terminal North										
1. Infrastructure Connections and Breakwater										
Construction of breakwater	0	m	10,000	0	833	m	10,000	8,333,333	1,667	m
Rail Tracks	0	m	400	0	5,333	m	400	2,133,333	10,667	m
Road	0	qm	50	0	37,333	qm	50	1,866,667	74,667	qm
2. Site Preparation										
Preparation of the ground	0	qm	15	0	0	qm	15	0	100,000	qm
Earth works (incl. sand supply)	0	cbm	5	0	0	cbm	5	0	400,000	cbm
Sewage, drainage	0	m	60	0	0	m	60	0	6,000	m
3. Civil works										
Construction of quay walls	0	m	20,000	0	0	m	20,000	0	0	m
Railtracks	0	m	400	0	0	m	400	0	0	m
Switches	0	piece	18,000	0	0	piece	18,000	0	0	piece
New Pavement	0	qm	50	0	0	qm	50	0	0	qm
4. Buildings										
Warehouse	0	qm	300	0	0	qm	300	0	0	qm
Workshop	0	qm	400	0	0	qm	400	0	0	qm
Office building	0	qm	500	0	0	qm	500	0	0	qm
5. Utilities										
Water (fire line, fresh water)	0	m	60	0	0	m	60	0	0	m
Electricity	0	m	100	0	0	m	100	0	0	m
Lighting	0	qm	5	0	0	qm	5	0	0	qm
Reefer points	0	piece	5,000	0	0	piece	5,000	0	0	piece
Transformation building	0	piece	600,000	0	0	piece	600,000	0	0	piece
EDP hardware and software	0	installation	500,000	0	0	installation	500,000	0	0	installation
6. Cargo handling equipment										
Replacement equipment	0			0				0		
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0	0	summary	5,000,000	0	0	summary
Ship/Shore Container Gantry Crane (1st delivery)	0	piece	4,725,000	0	0	piece	4,725,000	0	0	piece
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0	0	piece	4,950,000	0	0	piece
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0	0	piece	5,175,000	0	0	piece
RMG (1st delivery)	0	piece	1,575,000	0	0	piece	1,575,000	0	0	piece
RMG (2nd delivery)	0	piece	1,650,000	0	0	piece	1,650,000	0	0	piece
RTG (1st delivery)	0	piece	1,470,000	0	0	piece	1,470,000	0	0	piece
RTG (2nd delivery)	0	piece	1,540,000	0	0	piece	1,540,000	0	0	piece
RTG (3rd delivery)	0	piece	1,610,000	0	0	piece	1,610,000	0	0	piece
Terminal tractor (1st delivery)	0	piece	105,000	0	0	piece	105,000	0	0	piece
Terminal tractor (2nd delivery)	0	piece	115,000	0	0	piece	115,000	0	0	piece
Terminal tractor (3rd delivery)	0	piece	26,250	0	0	piece	26,250	0	0	piece
Containerchassis (1st delivery)	0	piece	27,500	0	0	piece	27,500	0	0	piece
Containerchassis (2nd delivery)	0	piece	28,750	0	0	piece	28,750	0	0	piece
Containerchassis (3rd delivery)	0	piece	28,750	0	0	piece	28,750	0	0	piece
Spareparts (1st delivery of cargo handling equipment)	0	complete	735,000	0	0	complete	735,000	0	0	complete
Spareparts (2nd delivery of cargo handling equipment)	0	complete	154,000	0	0	complete	154,000	0	0	complete
Spareparts (3rd delivery of cargo handling equipment)	0	complete	517,500	0	0	complete	517,500	0	0	complete
Workshop equipment	0	complete	262,500	0	0	complete	262,500	0	0	complete
1,000 Hansepalettes (1st delivery)	0	complete	52,500	0	0	complete	52,500	0	0	complete
1,000 Hansepalettes (2nd delivery)	0	complete	55,000	0	0	complete	55,000	0	0	complete
Shevding gear	0	piece	105,000	0	0	piece	105,000	0	0	piece
Containerstuffer	0	piece	36,750	0	0	piece	36,750	0	0	piece
Empty Container Handler (1st delivery)	0	piece	165,000	0	0	piece	165,000	0	0	piece
Empty Container Handler (2nd delivery)	0	piece	172,500	0	0	piece	172,500	0	0	piece
Forklifts 2.5t	0	piece	40,250	0	0	piece	40,250	0	0	piece

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$ 1998	Quantity	Quantity-Unit	US-\$ /Unit	US-\$ 1999	Quantity	Quantity-Unit
7. Others Equipment										
Alarm system (incl. circuit TV)	0	piece	100,000	0	0	piece	100,000	0	0	piece
Gate and barrier	0	piece	50,000	0	0	piece	50,000	0	0	piece
Perimeter wall	0	m	50	0	0	m	50	0	0	m
Incidental expenses (without equipment)	5,518,360	0		827,754	20,264,693	0		3,039,704	36,458,027	0
INVESTMENT, total				9,961,614				32,079,897		
PROCEEDS				8,550,400				9,430,379		
1. Handling proceeds				7,840,000				8,646,867		
Container per move (all included) full	48,000.00	piece	140.00	6,720,000	52,940.00	piece	140.00	7,411,600	64,960.00	piece
Container per move (all included) empty	16,000.00	piece	70.00	1,120,000	17,646.67	piece	70.00	1,235,267	21,653.33	piece
2. Storage proceeds (10 % of Container p. m.)				710,400				783,512		
40 ft. Cont. (60 %; during 20 days)	57600	piece*d	9	518,400	63528	piece*d	9	571,752	77952	piece*d
20 ft. Cont. (40 %; during 20 days)	38400	piece*d	5	192,000	42352	piece*d	5	211,760	51968	piece*d
COSTS				1,120,000				1,120,000		
1. Real Estate				1,120,000				1,120,000		
Lease quay wall	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a
2. Depreciations				564,493				1,703,860		
Breakwater	200000	0		4,000	8333333.333	0		166,667	1666666.67	0.02
Construction of quay walls	0	0.02		0	200000	0.02		4,000	200000	0.02
Security equipment / perimeter wall	0%	4%		0	4500000%	4%		1,800	4500000%	4%
Sewage/water/electricity/gas/pipe/cable etc	376360	0.05		18,818	466360	0.05		23,318	826360	0.05
Paved areas and roads	3005000	0.05		150,250	8121666.667	0.05		308,083	7968333.333	0.05
Tracks and switches	118000	0.05		5,900	2589333.333	0.05		129,467	4722666.667	0.05
Lighting	300500	0.05		15,025	425500	0.05		21,275	425500	0.05
Office- and sanitary building	0	0.05		0	0	0.05		0	0	0.05
Workshops	200000	0.05		10,000	200000	0.05		10,000	200000	0.05
Transformation Building	600000	0.05		30,000	600000	0.05		30,000	600000	0.05
Rehabilitation equipment	1705000	0.1		170,500	3410000	0.1		341,000	3410000	0.1
Containerchassis	0%	10%		0	20000000%	10%		20,000	20000000%	10%
Reefer Points	100000	0.1		10,000	100000	0.1		10,000	100000	0.1
Warehouses	0	0.1		0	0	0.1		0	0	0.1
Security equipment	0	10%		0	15000000%	10%		15,000	15000000%	10%
Ship/Shore Container Gantry Cranes	0	0.1		0	0	0.1		0	0	0.1
RMGs / RTGs	0	0.125		0	0	0.125		0	0	0.125
Forklifts	0	0.125		0	0	0.125		0	0	0.125
Reachstackers	0	0.125		0	1650000	0.125		231,250	2960000	0.125
Stevarding gear (e.g. spreader)	0	0.125		0	400000	0.125		50,000	400000	0.125
Terminal tractor	0	20%		0	40000000%	20%		80,000	40000000%	20%
Empty Container Handler / Containerstuffer	0%	20%		0	0%	20%		0	0%	20%
Spareparts	0%	20%		0	28500000%	20%		57,000	43300000%	20%
Workshop equipment	0%	20%		0	0%	20%		57,000	0%	20%
EDP	75000000%	20%		150,000	75000000%	20%		150,000	75000000%	20%
Major overhaul of Ship/Shore RMGs, RTGs	0	0.2		0	0	0.2		0	0	0.2
Hansepallets	0	100%		0	0%	100%		0	0%	100%
3. Operating costs				1,162,357				1,959,077		
Personal costs	5	USD p. a.	1,800	242,874	9,000	5	2,160	291,449	10,800	6
Interchange	5	USD p. a.	1,800	9,000	9,000	5	2,160	10,800	10,800	6
Guard	5	USD p. a.	1,800	9,000	9,000	5	2,160	10,800	10,800	6

Description	Quantity	Quantity-Unit	1998		1999		Quantity	Quantity-Unit
			US-\$ /Unit	US-\$	US-\$ /Unit	US-\$		
Cargo handling (stevedoring/yard/warehouse operatio	38	USD p. a	2,400	91,200	2,880	109,440	52	USD p. a.
Container repair (workshop)	16	USD p. a.	2,400	38,400	2,880	46,080	18	USD p. a.
Administration	18	USD p. a.	2,100	37,800	2,520	45,360	18	USD p. a.
Surcharge for social insurance and costs (31% of the	185,400	0		57,474		68,989	327,456	0
Other costs (office, material, etc.) (increase 5% / a)		0,05		225,000		225,000		0,05
Maintenance/repair								
Civil (1 % of the amount of investment)	3589360	0,01		35,894		176,007	30294026,67	0,01
Mechanical (4 % of the amount of investment)	1360500	0,04		54,420		59,420	1485500	0,04
Handling equipment (10 % of the amount of investme	2455000	0,1		245,500		749,000	8748000	0,1
Energy costs (cargo handling equipment) (increase 5% / a)		0,05		110,000		110,000		0,05
Electric power supply utilities (increase 5% / a)		0,05		70,000		70,000		0,05
Communication (increase 10% / a)		0,1		5,000		5,000		0,1
Water/sewage (increase 10% / a)		0,1		6,000		6,000		0,1
Insurances (0.5 % of investment)	9133860	0,005		45,669		145,201	46491526,67	0,005
Administration assessment (increase 1% / a)		0,01		122,000		122,000		0,01
Total Costs before financing				2,846,850		4,782,936		
PROFITS / LOSS before financing / tax				5,703,550		4,647,442		
TAX								
Corporation tax				1,403,057		1,408,498		
Licence tax				1,140,710		929,488		
Wealth tax				171,008		188,608		
				91,339		290,402		
PROFIT after tax				4,300,493		3,238,944		

Poti-Container-Terminal (with Breakwater)		US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
INVESTMENT			2000				2001				2002
I. Extension Container Terminal (excl. Berth 12-14)			46.491.527				84.613.860				108.758.360
1. Site preparation			14.168.860				14.168.860				14.168.860
Demolition buildings		40	91.800	2.295	qm	40	91.800	2.295	qm	40	91.800
Preparation of the ground		10	14.500	1.450	m	10	14.500	1.450	m	10	14.500
Earth works (incl. sand supply)		15	901.500	60.100	qm	15	901.500	60.100	qm	15	901.500
Sewage and drainage		12	721.200	60.100	cbm	12	721.200	60.100	cbm	12	721.200
2. Environmental		60	216.360	3.606	m	60	216.360	3.606	m	60	216.360
Removal fuel station		50.000	50.000	1	piece	50.000	50.000	1	piece	50.000	50.000
3. Civil works			3.323.000				3.323.000				3.323.000
Reconstruction of quay walls		400	200.000	500	m	400	200.000	500	m	400	200.000
Railtracks		400	100.000	250	m	400	100.000	250	m	400	100.000
Switches		18.000	18.000	1	piece	18.000	18.000	1	piece	18.000	18.000
New pavement		50	3.005.000	60.100	qm	50	3.005.000	60.100	qm	50	3.005.000
4. Buildings			200.000				200.000				200.000
Workshop		400	200.000	500	qm	400	200.000	500	qm	400	200.000
5. Utilities			1.910.500				1.910.500				1.910.500
Water (fire line, fresh water)		60	60.000	1.000	m	60	60.000	1.000	m	60	60.000
Electricity		100	100.000	1.000	m	100	100.000	1.000	m	100	100.000
Lighting		5	300.500	60.100	qm	5	300.500	60.100	qm	5	300.500
Reeler points		5.000	100.000	20	piece	5.000	100.000	20	piece	5.000	100.000
Transformation building		600.000	600.000	1	piece	600.000	600.000	1	piece	600.000	600.000
EDP hardware and software		750.000	750.000	1	installation	750.000	750.000	1	installation	750.000	750.000
6. Cargo handling equipment			6.545.000				6.545.000				6.545.000
Rehabilitation equipment		3.410.000	3.410.000	1	summary	3.410.000	3.410.000	1	summary	3.410.000	3.410.000
Spareparts		285.000	285.000	1	complete	285.000	285.000	1	complete	285.000	285.000
Reachstackers		370.000	1.850.000	5	piece	370.000	1.850.000	5	piece	370.000	1.850.000
Spreaders		100.000	400.000	4	piece	100.000	400.000	4	piece	100.000	400.000
Terminal tractor		100.000	400.000	4	piece	100.000	400.000	4	piece	100.000	400.000
Containerchassis		25.000	200.000	8	piece	25.000	200.000	8	piece	25.000	200.000
7. Others Equipment			195.000				195.000				195.000
Alarm system (incl. circuit TV)		100.000	100.000	1	piece	100.000	100.000	1	piece	100.000	100.000
Gate and barrier		50.000	50.000	1	piece	50.000	50.000	1	piece	50.000	50.000
Perimeter wall		50	45.000	900	m	50	45.000	900	m	50	45.000
8. II. Container Terminal berth 12-14			3.796.000				3.796.000				3.796.000
1. Site Preparation			825.000				825.000				825.000
Preparation of the ground		15	375.000	25.000	qm	15	375.000	25.000	qm	15	375.000
Earth works (incl. sand supply)		12	300.000	25.000	cbm	12	300.000	25.000	cbm	12	300.000
Dredging		3	60.000	20.000	cbm	3	60.000	20.000	cbm	3	60.000
Sewage, drainage		60	90.000	1.500	m	60	90.000	1.500	m	60	90.000
2. Civil works			1.588.000				1.588.000				1.588.000
Railtracks		400	320.000	800	m	400	320.000	800	m	400	320.000
Switches		18.000	18.000	1	piece	18.000	18.000	1	piece	18.000	18.000
New Pavement		50	1.250.000	25.000	qm	50	1.250.000	25.000	qm	50	1.250.000
3. Utilities			125.000				125.000				125.000
Lighting		5	125.000	25.000	qm	5	125.000	25.000	qm	5	125.000
4. Cargo handling equipment			1.258.000				1.258.000				1.258.000
Reachstackers		370.000	1.110.000	3	piece	370.000	1.110.000	3	piece	370.000	1.110.000
Spareparts		148.000	148.000	1	complete	148.000	148.000	1	complete	148.000	148.000

Description	US-\$ /Unit	US-\$ 2000	Quantity	Quantity-Unit	US-\$ /Unit	US-\$ 2001	Quantity	Quantity-Unit	US-\$ /Unit	US-\$ 2002	
III. New Container Terminal North											
1. Infrastructure Connections and Breakwater											
Construction of breakwater	10 000	24 666 667	2 500	m	10 000	37 000 000	2 500	m	10 000	37 000 000	
Rail Tracks	400	16 666 667	16 000	m	400	6 400 000	16 000	m	400	6 400 000	
Road	50	4 266 667	112 000	qm	50	5 600 000	112 000	qm	50	5 600 000	
2. Site Preparation											
Preparation of the ground	15	3 860 000	200 000	qm	15	7 720 000	200 000	qm	15	7 720 000	
Earth works (incl. sand supply)	5	1 500 000	800 000	cbm	5	3 000 000	800 000	cbm	5	3 000 000	
Sewage drainage	80	2 000 000	12 000	m	60	4 000 000	12 000	m	5	4 000 000	
3. Civil works											
Construction of quay walls	20 000	360 000	0	m	20 000	19 404 000	500	m	20 000	19 404 000	
Railtracks	400	16 666 667	1 000	m	400	10 000 000	1 000	m	20 000	10 000 000	
Switches	18 000	0	3	piece	18 000	400 000	3	piece	18 000	400 000	
New Pavement	50	0	179 000	qm	50	54 000	179 000	qm	50	54 000	
4. Buildings											
Warehouse	300	0	0	qm	300	8 950 000	50	qm	300	8 950 000	
Workshop	400	0	500	qm	400	450 000	500	qm	300	1 500 000	
Office building	500	0	500	qm	500	200 000	500	qm	400	200 000	
5. Utilities											
Water (fire line, fresh water)	60	0	1 000	m	60	1 860 000	1 000	m	60	2 360 000	
Electricity	100	0	1 000	m	100	60 000	1 000	m	100	60 000	
Lighting	5	0	200 000	qm	5	100 000	200 000	qm	5	100 000	
Reefers points	5 000	0	20	piece	5 000	1 000 000	20	piece	5 000	1 000 000	
Transformation building	600 000	0	1	piece	600 000	100 000	1	piece	600 000	100 000	
EDP hardware and software	500 000	0	0	installation	500 000	600 000	1	installation	500 000	600 000	
6. Cargo handling equipment											
Replacement equipment	0	0	0	0	0	0	0	0	0	0	
Major overhaul of Ship/Shore, RM/Gs, RTGs	5 000 000	0	0	summary	5 000 000	0	0	summary	5 000 000	0	
Ship/Shore Container Gantry Crane (1st delivery)	4 725 000	0	0	piece	4 725 000	0	2	piece	4 725 000	9 450 000	
Ship/Shore Container Gantry Crane (2nd delivery)	4 950 000	0	0	piece	4 950 000	0	0	piece	4 950 000	0	
Ship/Shore Container Gantry Crane (3rd delivery)	5 175 000	0	0	piece	5 175 000	0	0	piece	5 175 000	0	
RMG (1st delivery)	1 575 000	0	0	piece	1 575 000	0	2	piece	1 575 000	3 150 000	
RMG (2nd delivery)	1 650 000	0	0	piece	1 650 000	0	0	piece	1 650 000	0	
RTG (1st delivery)	1 470 000	0	0	piece	1 470 000	0	4	piece	1 470 000	5 880 000	
RTG (2nd delivery)	1 540 000	0	0	piece	1 540 000	0	0	piece	1 540 000	0	
RTG (3rd delivery)	1 610 000	0	0	piece	1 610 000	0	0	piece	1 610 000	0	
Terminal tractor (1st delivery)	105 000	0	0	piece	105 000	0	15	piece	105 000	1 575 000	
Terminal tractor (2nd delivery)	110 000	0	0	piece	110 000	0	0	piece	110 000	0	
Terminal tractor (3rd delivery)	115 000	0	0	piece	115 000	0	0	piece	115 000	0	
Containerchassis (1st delivery)	26 250	0	0	piece	26 250	0	30	piece	26 250	787 500	
Containerchassis (2nd delivery)	27 500	0	0	piece	27 500	0	0	piece	27 500	0	
Containerchassis (3rd delivery)	28 750	0	0	piece	28 750	0	0	piece	28 750	0	
Spareparts (1st delivery of cargo handling equipment)	735 000	0	0	complect	735 000	0	0	complect	735 000	735 000	
Spareparts (2nd delivery of cargo handling equipment)	154 000	0	0	complect	154 000	0	1	complect	154 000	154 000	
Spareparts (3rd delivery of cargo handling equipment)	517 500	0	0	complect	517 500	0	0	complect	517 500	0	
Workshop equipment	262 500	0	0	complect	262 500	0	1	complect	262 500	262 500	
1 000 Hansepalais (1st delivery)	52 500	0	0	complect	52 500	0	1	complect	52 500	52 500	
1 000 Hansepalais (2nd delivery)	55 000	0	0	complect	55 000	0	0	complect	55 000	0	
Stevedoring gear	105 000	0	0	piece	105 000	0	1	piece	105 000	105 000	
Containerstuffer	36 750	0	0	piece	36 750	0	4	piece	36 750	147 000	
Empty Container Handler (1st delivery)	165 000	0	0	piece	165 000	0	0	piece	165 000	0	
Empty Container Handler (2nd delivery)	172 500	0	0	piece	172 500	0	0	piece	172 500	0	
Forklifts 2 St	40 250	0	0	piece	40 250	0	0	piece	40 250	0	
										90 793 500	

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
7. Others Equipment				2003				2004		
Alarm system (incl. circuit TV)	1	piece	100,000	100,000	1	piece	100,000	100,000	1	piece
Gate and barrier	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece
Perimeter wall	1,300	m	50	65,000	1,300	m	50	65,000	1,300	m
Incidental expenses (without equipment)	74,005,360	0		11,100,804	74,005,360	0		11,100,804	74,005,360	0
INVESTMENT, total				116,449,164				120,279,164		
PROCEEDS				19,038,891				20,750,752		
1. Handling proceeds				17,457,067				19,026,700		
Container per move (all included) full	106,880,00	piece	140,00	14,963,200	116,490,00	piece	140,00	16,308,600	126,980,00	piece
Container per move (all included) empty	35,626,67	piece	70,00	2,493,867	38,830,00	piece	70,00	2,718,100	42,328,67	piece
2. Storage proceeds (10 % of Container p. m.)				1,581,824				1,724,052		
40 ft Cont (60 % during 20 days)	128,256	piece*d	9	1,154,304	139,788	piece*d	9	1,258,082	152,376	piece*d
20 ft Cont (40 % during 20 days)	85,504	piece*d	5	427,520	93,192	piece*d	5	465,960	101,584	piece*d
COSTS				1,120,000				1,120,000		
1. Real Estate				1,120,000				1,120,000		
Lease area	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a
2. Depreciations				6,585,968				6,585,968		
Breakwater	250,000,000	0,02		500,000	250,000,000	0,02		500,000	250,000,000	0,02
Construction of quay walls	102,000,000	0,02		204,000	102,000,000	0,02		204,000	102,000,000	0,02
Security equipment / perimeter wall	11,000,000,00%	4%	4,400	4,400	11,000,000,00%	4%	4,400	4,400	11,000,000,00%	4%
Sewer/water/electricity/gas-pipe/cable etc.	134,6360	0,05		67,318	134,6360	0,05		67,318	134,6360	0,05
Paved areas and roads	188,050,000	0,05		94,025,000	188,050,000	0,05		94,025,000	188,050,000	0,05
Tracks and switches	731,000,000	0,05		365,500	731,000,000	0,05		365,500	731,000,000	0,05
Lighting	142,5500	0,05		71,275	142,5500	0,05		71,275	142,5500	0,05
Office- and sanitary building	250,000	0,05		12,500	250,000	0,05		12,500	250,000	0,05
Workshops	400,000	0,05		20,000	400,000	0,05		20,000	400,000	0,05
Transformation Building	120,000	0,05		6,000	120,000	0,05		6,000	120,000	0,05
Rehabilitation equipment	341,000,000	0,1		341,000	341,000,000	0,1		341,000	341,000,000	0,1
Containerchassis	887,500,000%	10%		88,750	887,500,000%	10%		88,750	887,500,000%	10%
Reeler Points	200,000	0,1		20,000	200,000	0,1		20,000	200,000	0,1
Warehouses	150,000,000%	10%		150,000	150,000,000%	10%		150,000	150,000,000%	10%
Security equipment	3,000,000,000%	10%		300,000	3,000,000,000%	10%		300,000	3,000,000,000%	10%
Ship/Shore Container Gantry Cranes	945,000,000%	0,1		945,000	945,000,000%	0,1		945,000	945,000,000%	0,1
RMGs / RTGs	903,000,000%	0,125		1,128,750	903,000,000%	0,125		1,128,750	903,000,000%	0,125
Forklifts	0	0,125		0	0	0,125		0	0	0,125
Reachstackers	296,000,000	0,125		370,000	296,000,000	0,125		370,000	296,000,000	0,125
Stevedoring gear (e.g. spreader)	505,000	0,125		63,125	505,000	0,125		63,125	505,000	0,125
Terminal tractor	19,750,000,000%	20%		395,000	19,750,000,000%	20%		395,000	19,750,000,000%	20%
Empty Container Handler / Containersluffer	147,000,000%	20%		29,400	147,000,000%	20%		29,400	147,000,000%	20%
Spareparts	1,168,000,000%	20%		233,600	1,168,000,000%	20%		233,600	1,168,000,000%	20%
Workshop equipment	262,500,000%	20%		233,600	262,500,000%	20%		233,600	262,500,000%	20%
EDP	125,000,000,000%	20%		250,000	125,000,000,000%	20%		250,000	125,000,000,000%	20%
Major overhaul of Ship/Shore, RMGs, RTGs	0	0,2		0	0	0,2		0	0	0,2
Hansepallets	525,000,000%	100%		52,500	525,000,000%	100%		52,500	525,000,000%	100%
3. Operating costs				5,677,932				6,236,632		
Personal costs	6	USD p. a.	4,292	860,368	6	USD p. a.	4,936	989,423	6	USD p. a.
Interchange	6	USD p. a.	4,292	25,751	6	USD p. a.	4,936	29,613	6	USD p. a.
Guard	6	USD p. a.	4,292	25,751	6	USD p. a.	4,936	29,613	6	USD p. a.

Description	US-\$ /Unit			US-\$ /Unit			US-\$ /Unit		
	2000	Quantity	Quantity-Unit	2001	Quantity	Quantity-Unit	2002	Quantity	Quantity-Unit
Cargo handling (stevedoring/yard/warehouse operatio	3.456	52	USD p. a.	215.644	52	USD p. a.	4.977	52	USD p. a.
Container repair (workshop)	3.456	18	USD p. a.	74.846	18	USD p. a.	4.977	18	USD p. a.
Administration	3.024	18	USD p. a.	65.322	18	USD p. a.	4.355	18	USD p. a.
Surcharge for social insurance and costs (31% of the	101.511	392.932	0	121.809	471.564	0		471.564	0
Other costs (office, material, etc.) (increase 5% / a)	236.250		0.05	248.063		0.05			0.05
Maintenance/repair									
Civil (1 % of the amount of investment)	302.940	62391360	0.01	623.914	62391360	0.01		62391360	0.01
Mechanical (4 % of the amount of investment)	59.420	3795500	0.04	151.820	5295500	0.04		5295500	0.04
Handling equipment (10 % of the amount of investme	874.800	8963000	0.1	896.300	31607500	0.1		31607500	0.1
Energy costs (cargo handling equipment) (increase 5% / a)	115.500		0.05	121.275		0.05			0.05
Electric power supply utilities (increase 5% / a)	73.500		0.1	77.175		0.1			0.1
Communication (increase 10% / a)	5.500		0.1	6.050		0.1			0.1
Water/sewage (increase 10% / a)	6.600		0.1	7.260		0.1			0.1
Insurances (0.5 % of investment)	232.458	84613860	0.005	423.069	108758360	0.005		108758360	0.005
Administration assessment (increase 1% / a)	123.220		0.01	124.452		0.01			0.01
Total Costs before financing	5.865.632			7.793.562					
PROFITS / LOSS before financing / tax	5.705.910			6.409.009					
TAX									
Corporation tax	1.837.528			2.411.992					
Licence tax	1.141.182			1.281.802					
Wealth tax	231.431			284.051					
	464.915			846.139					
PROFIT after tax	3.868.382			3.997.017					1.757.341
									2002
									258.804
									89.586
									78.390
									148.185
									260.466
									623.914
									211.820
									3.160.750
									127.339
									81.034
									6.655
									7.986
									543.792
									125.697
									13.473.168
									3.992.805
									2.235.464
									798.561
									349.319
									1.087.584

Poti-Container-Terminal (with Breakwater)		Quantity	Quantity_Unit	US-\$ /Unit	US-\$	Quantity	Quantity_Unit	US-\$ /Unit	US-\$	Quantity	Quantity_Unit
INVESTMENT											
I. Extension Container Terminal (excl. Berth 12-14)											
1. Site preparation											
Demolition buildings	2,295	qm	40	91,800	2,295	qm	40	91,800	2,295	qm	40
Demolition rail tracks	1,450	m	10	14,500	1,450	m	10	14,500	1,450	m	10
Preparation of the ground	60,100	qm	15	901,500	60,100	qm	15	901,500	60,100	qm	15
Earth works (incl. sand supply)	60,100	cbm	12	721,200	60,100	cbm	12	721,200	60,100	cbm	12
Sewage and drainage	3,606	m	60	216,360	3,606	m	60	216,360	3,606	m	60
2. Environmental											
Removal fuel station	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000
3. Civil works											
Reconstruction of quay walls	500	m	400	200,000	500	m	400	200,000	500	m	400
Railtracks	250	m	400	100,000	250	m	400	100,000	250	m	400
Switches	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece	18,000
New pavement	60,100	qm	50	3,005,000	60,100	qm	50	3,005,000	60,100	qm	50
4. Buildings											
Workshop	500	qm	400	200,000	500	qm	400	200,000	500	qm	400
5. Utilities											
Water (fire line, fresh water)	1,000	m	60	60,000	1,000	m	60	60,000	1,000	m	60
Electricity	1,000	m	100	100,000	1,000	m	100	100,000	1,000	m	100
Lighting	60,100	qm	5	300,500	60,100	qm	5	300,500	60,100	qm	5
Reefer points	20	piece	5,000	100,000	20	piece	5,000	100,000	20	piece	5,000
Transformation building	1	piece	600,000	600,000	1	piece	600,000	600,000	1	piece	600,000
EDP hardware and software	1	installation	750,000	750,000	1	installation	750,000	750,000	1	installation	750,000
6. Cargo handling equipment											
Rehabilitation equipment	1	summary	3,410,000	3,410,000	1	summary	3,410,000	3,410,000	1	summary	3,410,000
Spareparts	1	complete	285,000	285,000	1	complete	285,000	285,000	1	complete	285,000
Reachstackers	5	piece	370,000	1,850,000	5	piece	370,000	1,850,000	5	piece	370,000
Spreaders	4	piece	100,000	400,000	4	piece	100,000	400,000	4	piece	400,000
Terminal tractor	4	piece	100,000	400,000	4	piece	100,000	400,000	4	piece	400,000
Containerchassis	8	piece	25,000	200,000	8	piece	25,000	200,000	8	piece	200,000
7. Others Equipment											
Alarm system (incl. circuit TV)	1	piece	100,000	100,000	1	piece	100,000	100,000	1	piece	100,000
Gate and barrier	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000
Perimeter wall	900	m	50	45,000	900	m	50	45,000	900	m	50
II. Container Terminal berth 12-14											
1. Site Preparation											
Preparation of the ground	25,000	qm	15	375,000	25,000	qm	15	375,000	25,000	qm	15
Earth works (incl. sand supply)	25,000	cbm	12	300,000	25,000	cbm	12	300,000	25,000	cbm	12
Dredging	20,000	cbm	3	60,000	20,000	cbm	3	60,000	20,000	cbm	3
Sewage, drainage	1,500	m	60	90,000	1,500	m	60	90,000	1,500	m	60
2. Civil works											
Railtracks	800	m	400	320,000	800	m	400	320,000	800	m	400
Switches	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece	18,000
New Pavement	25,000	qm	50	1,250,000	25,000	qm	50	1,250,000	25,000	qm	50
3. Utilities											
Lighting	25,000	qm	5	125,000	25,000	qm	5	125,000	25,000	qm	5
4. Cargo handling equipment											
Reachstackers	3	piece	370,000	1,110,000	3	piece	370,000	1,110,000	3	piece	370,000
Spareparts	1	complete	148,000	148,000	1	complete	148,000	148,000	1	complete	148,000
Summary											
				2003	2004					2004	
				105,348,360	109,178,360					109,178,360	
				10,758,860	14,168,860					14,168,860	
				1,945,360	1,945,360					1,945,360	

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
III. New Container Terminal North				2003				2004		
1. Infrastructure Connections and Breakwater				90,793,500				91,213,500		
Construction of breakwater	2,500	m	10,000	37,000,000	2,500	m	10,000	37,000,000	2,500	m
Rail Tracks	16,000	m	400	6,400,000	16,000	m	400	6,400,000	16,000	m
Road	112,000	qm	50	5,600,000	112,000	qm	50	5,600,000	112,000	qm
2. Site Preparation				7,720,000				7,720,000		
Preparation of the ground	200,000	qm	15	3,000,000	200,000	qm	15	3,000,000	200,000	qm
Earth works (incl. sand supply)	800,000	cbm	5	4,000,000	800,000	cbm	5	4,000,000	800,000	cbm
Sewage drainage	12,000	m	60	720,000	12,000	m	60	720,000	12,000	m
3. Civil Works				19,404,000				19,404,000		
Construction of quay walls	500	m	20,000	10,000,000	500	m	20,000	10,000,000	500	m
Railtracks	1,000	m	400	400,000	1,000	m	400	400,000	1,000	m
Switches	3	piece	18,000	54,000	3	piece	18,000	54,000	3	piece
New Pavement	179,000	qm	50	8,950,000	179,000	qm	50	8,950,000	179,000	qm
4. Buildings				1,950,000				1,950,000		
Warehouse	5,000	qm	300	1,500,000	5,000	qm	300	1,500,000	5,000	qm
Workshop	500	qm	400	200,000	500	qm	400	200,000	500	qm
Office building	500	qm	500	250,000	500	qm	500	250,000	500	qm
5. Utilities				2,360,000				2,360,000		
Water (fire line, fresh water)	1,000	m	60	60,000	1,000	m	60	60,000	1,000	m
Electricity	1,000	m	100	100,000	1,000	m	100	100,000	1,000	m
Lighting	200,000	qm	5	1,000,000	200,000	qm	5	1,000,000	200,000	qm
Reefers points	20	piece	5,000	100,000	20	piece	5,000	100,000	20	piece
Transformation building	1	piece	600,000	600,000	1	piece	600,000	600,000	1	piece
EDP hardware and software	1	installation	500,000	500,000	1	installation	500,000	500,000	1	installation
6. Cargo handling equipment				22,144,500				22,564,500		
Replacement equipment				0				420,000		
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0	0	summary	5,000,000	0	0	summary
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4,725,000	9,450,000	2	piece	4,725,000	9,450,000	2	piece
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0	0	piece	4,950,000	0	0	piece
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0	0	piece	5,175,000	0	0	piece
RMG (1st delivery)	2	piece	1,575,000	3,150,000	2	piece	1,575,000	3,150,000	2	piece
RMG (2nd delivery)	0	piece	1,650,000	0	0	piece	1,650,000	0	0	piece
RTG (1st delivery)	4	piece	1,470,000	5,880,000	4	piece	1,470,000	5,880,000	4	piece
RTG (2nd delivery)	0	piece	1,540,000	0	0	piece	1,540,000	0	0	piece
RTG (3rd delivery)	0	piece	1,610,000	0	0	piece	1,610,000	0	0	piece
Terminal tractor (1st delivery)	15	piece	105,000	1,575,000	15	piece	105,000	1,575,000	15	piece
Terminal tractor (2nd delivery)	0	piece	110,000	0	0	piece	110,000	0	0	piece
Terminal tractor (3rd delivery)	0	piece	115,000	0	0	piece	115,000	0	0	piece
Containerchassis (1st delivery)	30	piece	26,250	787,500	30	piece	26,250	787,500	30	piece
Containerchassis (2nd delivery)	0	piece	27,500	0	0	piece	27,500	0	0	piece
Containerchassis (3rd delivery)	0	piece	28,750	0	0	piece	28,750	0	0	piece
Spareparts (1st delivery of cargo handling equipment)	1	complete	735,000	735,000	1	complete	735,000	735,000	1	complete
Spareparts (2nd delivery of cargo handling equipment)	0	complete	154,000	0	0	complete	154,000	0	0	complete
Spareparts (3rd delivery of cargo handling equipment)	0	complete	517,500	0	0	complete	517,500	0	0	complete
Workshop equipment	1	complete	262,500	262,500	1	complete	262,500	262,500	1	complete
1,000 Hansapallets (1st delivery)	1	complete	52,500	52,500	1	complete	52,500	52,500	1	complete
1,000 Hansapallets (2nd delivery)	0	complete	55,000	0	0	complete	55,000	0	0	complete
Stevedoring gear	1	piece	105,000	105,000	1	piece	105,000	105,000	1	piece
Containerstuffer	4	piece	36,750	147,000	4	piece	36,750	147,000	4	piece
Empty Container Handler (1st delivery)	0	piece	165,000	0	0	piece	165,000	0	0	piece
Empty Container Handler (2nd delivery)	0	piece	172,500	0	0	piece	172,500	0	0	piece
Forklifts 2.5t	0	piece	40,250	0	0	piece	40,250	0	0	piece

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
7. Others Equipment				2003				2004		
Alarm system (incl. circuit TV)	1	piece	100,000	100,000	1	piece	100,000	100,000	1	piece
Gate and barrier	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece
Perimeter wall	1,300	m	50	65,000	1,300	m	50	65,000	1,300	m
Incidental expenses (without equipment)	74,005,360	0		11,100,804	74,005,360	0		11,100,804	74,005,360	0
INVESTMENT, total				116,449,164				120,279,164		
PROCEEDS										
1. Handling proceeds				19,038,891				20,750,752		
Container per move (all included) full	106,880,00	piece	140,00	17,457,067	116,490,00	piece	140,00	16,308,600	126,980,00	piece
Container per move (all included) empty	35,626,67	piece	70,00	2,493,867	38,830,00	piece	70,00	2,718,100	42,328,67	piece
2. Storage proceeds (10 % of Container p. m.)				1,581,824				1,724,052		
40 ft Cont (60 % during 20 days)	128,256	piece*d	9	1,154,304	139,788	piece*d	9	1,258,082	152,376	piece*d
20 ft Cont (40 % during 20 days)	85,504	piece*d	5	427,520	93,192	piece*d	5	465,960	101,584	piece*d
COSTS										
1. Real Estate				1,120,000				1,120,000		
Lease area	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a
2. Depreciations				6,585,968				6,585,968		
Breakwater	250,000,000	0,02		500,000	250,000,000	0,02		500,000	250,000,000	0,02
Construction of quay walls	102,000,000	0,02		204,000	102,000,000	0,02		204,000	102,000,000	0,02
Security equipment / perimeter wall	11,000,000,00%	4%	4,400	4,400	11,000,000,00%	4%	4,400	4,400	11,000,000,00%	4%
Sewer/water/electricity/gas-pipe/cable etc.	134,6360	0,05		67,318	134,6360	0,05		67,318	134,6360	0,05
Paved areas and roads	188,050,000	0,05		940,250	188,050,000	0,05		940,250	188,050,000	0,05
Tracks and switches	731,000,000	0,05		365,500	731,000,000	0,05		365,500	731,000,000	0,05
Lighting	142,5500	0,05		71,275	142,5500	0,05		71,275	142,5500	0,05
Office- and sanitary building	250,000	0,05		12,500	250,000	0,05		12,500	250,000	0,05
Workshops	400,000	0,05		20,000	400,000	0,05		20,000	400,000	0,05
Transformation Building	120,000	0,05		60,000	120,000	0,05		60,000	120,000	0,05
Rehabilitation equipment	341,000,000	0,1		341,000	341,000,000	0,1		341,000	341,000,000	0,1
Containerchassis	887,500,000%	10%		88,750	887,500,000%	10%		88,750	887,500,000%	10%
Reeler Points	200,000	0,1		20,000	200,000	0,1		20,000	200,000	0,1
Warehouses	150,000,000%	10%		150,000	150,000,000%	10%		150,000	150,000,000%	10%
Security equipment	3,000,000,000%	10%		300,000	3,000,000,000%	10%		300,000	3,000,000,000%	10%
Ship/Shore Container Gantry Cranes	945,000,000%	0,1		945,000	945,000,000%	0,1		945,000	945,000,000%	0,1
RMGs / RTGs	903,000,000%	0,125		1,128,750	903,000,000%	0,125		1,128,750	903,000,000%	0,125
Forklifts	0	0,125		0	0	0,125		0	0	0,125
Reachstackers	296,000,000	0,125		370,000	296,000,000	0,125		370,000	296,000,000	0,125
Stevedoring gear (e.g. spreader)	505,000	0,125		63,125	505,000	0,125		63,125	505,000	0,125
Terminal tractor	19,750,000,000%	20%		395,000	19,750,000,000%	20%		395,000	19,750,000,000%	20%
Empty Container Handler / Containersluffer	147,000,000%	20%		29,400	147,000,000%	20%		29,400	147,000,000%	20%
Spareparts	1,168,000,000%	20%		233,600	1,168,000,000%	20%		233,600	1,168,000,000%	20%
Workshop equipment	262,500,000%	20%		233,600	262,500,000%	20%		233,600	262,500,000%	20%
EDP	125,000,000,000%	20%		250,000	125,000,000,000%	20%		250,000	125,000,000,000%	20%
Major overhaul of Ship/Shore, RMGs, RTGs	0	0,2		0	0	0,2		0	0	0,2
Hansepallets	525,000,000%	100%		52,500	525,000,000%	100%		52,500	525,000,000%	100%
3. Operating costs				5,677,932				6,236,632		
Personal costs	6	USD p. a.	4,292	860,368	6	USD p. a.	4,936	989,423	6	USD p. a.
Interchange	6	USD p. a.	4,292	25,751	6	USD p. a.	4,936	29,613	6	USD p. a.
Guard	6	USD p. a.	4,292	25,751	6	USD p. a.	4,936	29,613	6	USD p. a.

Description	Quantity	Quantity-Unit	2003		2004	
			US-\$/Unit	Quantity	US-\$/Unit	Quantity
Cargo handling (stevedoring/yard/warehouse operatio	68	USD p. a	5,724	389,201	6,582	447,582
Container repair (workshop)	22	USD p. a	5,724	125,918	6,582	144,806
Administration	18	USD p. a	5,008	90,149	5,759	103,671
Surcharge for social insurance and costs (31% of the	656,770	0		203,599		234,138
Other costs (office, material, etc.) (increase 5% / a)		0,05		273,469		287,163
Maintenance/repair						
Civil (1 % of the amount of investment)	62391360	0,01		623,914		623,914
Mechanical (4 % of the amount of investment)	5295500	0,04		211,820		211,820
Handling equipment (10 % of the amount of investme	28197500	0,1		2,819,750		3,202,750
Energy costs (cargo handling equipment) (increase 5% / a)		0,05		133,706		140,391
Electric power supply utilities (increase 5% / a)		0,05		85,085		89,340
Communication (increase 10% / a)		0,1		7,321		8,053
Water/sewage (increase 10% / a)		0,1		8,785		9,663
Insurances (0,5 % of investment)	105348360	0,005		526,742		545,892
Administration assessment (increase 1% / a)		0,01		126,954		128,223
Total Costs before financing				13,383,900		13,942,600
PROFITS / LOSS before financing / tax				5,654,990		6,808,152
TAX						
Corporation tax				2,565,259		2,868,429
Licence tax				1,130,998		1,361,630
Wealth tax				380,778		415,015
				1,053,484		1,091,784
PROFIT after tax				3,089,731		3,939,723

Poti-Container-Terminal (with Breakwater)										
Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
INVESTMENT										
I. Extension Container Terminal (excl. Berth 12-14)										
1. Site preparation										
Demolition buildings	40	1,945,360	2,295	qm	40	91,800	2,295	qm	40	1,945,360
Demolition rail tracks	10	14,500	1,450	m	10	14,500	1,450	m	10	14,500
Preparation of the ground	15	901,500	60,100	qm	15	901,500	60,100	qm	15	901,500
Earth works (incl. sand supply)	12	721,200	60,100	cbm	12	721,200	60,100	cbm	12	721,200
Sewage and drainage	60	216,360	3,606	m	60	216,360	3,606	m	60	216,360
2. Environmental										
Removal fuel station	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000	50,000
3. Civil works										
Reconstruction of quay walls	400	200,000	500	m	400	200,000	500	m	400	200,000
Railtracks	400	100,000	250	m	400	100,000	250	m	400	100,000
Switches	18,000	18,000	1	piece	18,000	18,000	1	piece	18,000	18,000
New pavement	3,005,000	3,005,000	60,100	qm	50	3,005,000	60,100	qm	50	3,005,000
4. Buildings										
Workshop	400	200,000	500	qm	400	200,000	500	qm	400	200,000
5. Utilities										
Water (fire line, fresh water)	60	60,000	1,000	m	60	60,000	1,000	m	60	60,000
Electricity	100	100,000	1,000	m	100	100,000	1,000	m	100	100,000
Lighting	5	300,500	60,100	qm	5	300,500	60,100	qm	5	300,500
Reeler points	5,000	100,000	20	piece	5,000	100,000	20	piece	5,000	100,000
Transformation building	600,000	600,000	1	piece	600,000	600,000	1	piece	600,000	600,000
EDP hardware and software	750,000	750,000	1	installation	750,000	750,000	1	installation	750,000	750,000
6. Cargo handling equipment										
Rehabilitation equipment	3,410,000	3,410,000	1	summary	3,410,000	3,410,000	1	summary	3,410,000	3,410,000
Spareparts	285,000	285,000	1	complect	285,000	285,000	1	complect	285,000	285,000
Reachstackers	370,000	1,850,000	5	piece	370,000	1,850,000	5	piece	370,000	1,850,000
Spreaders	100,000	400,000	4	piece	100,000	400,000	4	piece	100,000	400,000
Terminal tractor	100,000	400,000	4	piece	100,000	400,000	4	piece	100,000	400,000
Containerchassis	25,000	200,000	8	piece	25,000	200,000	8	piece	25,000	200,000
7. Others Equipment										
Alarm system (incl. circuit TV)	100,000	100,000	1	piece	100,000	100,000	1	piece	100,000	100,000
Gate and barrier	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000	50,000
Perimeter wall	50	45,000	900	m	50	45,000	900	m	50	45,000
II. Container Terminal berth 12-14										
1. Site Preparation										
Preparation of the ground	15	825,000	25,000	qm	15	375,000	25,000	qm	15	375,000
Earth works (incl. sand supply)	12	300,000	25,000	cbm	12	300,000	25,000	cbm	12	300,000
Dredging	3	60,000	20,000	cbm	3	60,000	20,000	cbm	3	60,000
Sewage, drainage	60	90,000	1,500	m	60	90,000	1,500	m	60	90,000
2. Civil works										
Railtracks	400	320,000	800	m	400	320,000	800	m	400	320,000
Switches	18,000	18,000	1	piece	18,000	18,000	1	piece	18,000	18,000
New Pavement	50	1,250,000	25,000	qm	50	1,250,000	25,000	qm	50	1,250,000
3. Utilities										
Lighting	5	125,000	25,000	qm	5	125,000	25,000	qm	5	125,000
4. Cargo handling equipment										
Reachstackers	370,000	1,110,000	3	piece	370,000	1,110,000	3	piece	370,000	1,110,000
Spareparts	148,000	148,000	1	complect	148,000	148,000	1	complect	148,000	148,000
3,796,000										
113,132,310										
14,168,860										
1,945,360										
105,768,360										
10,758,860										
207										
14,168,860										

Description	US-\$ /Unit	US-\$ 2005	Quantity	Quantity_Unit	US-\$ /Unit	US-\$ 2006	Quantity	Quantity_Unit	US-\$ /Unit	US-\$ 2007	
III. New Container Terminal North											
1. Infrastructure Connections and Breakwater											
Construction of breakwater	10,000	37,000,000	2,500	m	10,000	37,000,000	2,500	m	10,000	37,000,000	
Rail Tracks	400	6,400,000	16,000	m	400	6,400,000	16,000	m	400	6,400,000	
Road	50	5,600,000	112,000	qm	50	5,600,000	112,000	qm	50	5,600,000	
2. Site Preparation											
Preparation of the ground	15	3,000,000	200,000	qm	15	3,000,000	200,000	qm	15	3,000,000	
Earth works (incl. sand supply)	5	4,000,000	800,000	cbm	5	4,000,000	800,000	cbm	5	4,000,000	
Sewage drainage	60	720,000	12,000	m	60	720,000	12,000	m	60	720,000	
3. CIVIL Works											
Construction of quay walls	20,000	10,000,000	500	m	20,000	10,000,000	500	m	20,000	10,000,000	
Railtracks	400	400,000	1,000	m	400	400,000	1,000	m	400	400,000	
Switches	18,000	54,000	3	piece	18,000	54,000	3	piece	18,000	54,000	
New Pavement	50	8,950,000	179,000	qm	50	8,950,000	179,000	qm	50	8,950,000	
4. Buildings											
Warehouse	300	1,500,000	5,000	qm	300	1,500,000	5,000	qm	300	1,500,000	
Workshop	400	200,000	500	qm	400	200,000	500	qm	400	200,000	
Office building	500	250,000	500	qm	500	250,000	500	qm	500	250,000	
5. Utilities											
Water (fire line, fresh water)	60	60,000	1,000	m	60	60,000	1,000	m	60	60,000	
Electricity	100	100,000	1,000	m	100	100,000	1,000	m	100	100,000	
Lighting	5	1,000,000	200,000	qm	5	1,000,000	200,000	qm	5	1,000,000	
Reefer points	5,000	100,000	20	piece	5,000	100,000	20	piece	5,000	100,000	
Transformation building	600,000	600,000	1	piece	600,000	600,000	1	piece	600,000	600,000	
EDP hardware and software	500,000	500,000	1	installation	500,000	500,000	1	installation	500,000	500,000	
6. Cargo handling equipment											
Replacement equipment	22,564,500	22,564,500	1	installation	22,564,500	22,564,500	1	installation	22,564,500	22,564,500	
Major overhaul of Ship/Shore, RMGs, RTGs	5,000,000	0	0	summary	5,000,000	0	0	summary	5,000,000	0	
Ship/Shore Container Gantry Crane (1st delivery)	4,725,000	9,450,000	2	piece	4,725,000	9,450,000	2	piece	4,725,000	9,450,000	
Ship/Shore Container Gantry Crane (2nd delivery)	4,950,000	0	0	piece	4,950,000	0	0	piece	4,950,000	0	
Ship/Shore Container Gantry Crane (3rd delivery)	5,175,000	0	0	piece	5,175,000	0	0	piece	5,175,000	0	
RMG (1st delivery)	1,575,000	3,150,000	2	piece	1,575,000	3,150,000	2	piece	1,575,000	3,150,000	
RMG (2nd delivery)	1,650,000	0	0	piece	1,650,000	0	0	piece	1,650,000	0	
RTG (1st delivery)	1,470,000	5,880,000	4	piece	1,470,000	5,880,000	4	piece	1,470,000	5,880,000	
RTG (2nd delivery)	1,540,000	0	0	piece	1,540,000	0	0	piece	1,540,000	0	
RTG (3rd delivery)	1,610,000	0	0	piece	1,610,000	0	0	piece	1,610,000	0	
Terminal tractor (1st delivery)	105,000	1,575,000	15	piece	105,000	1,575,000	15	piece	105,000	1,575,000	
Terminal tractor (2nd delivery)	110,000	0	0	piece	110,000	0	0	piece	110,000	0	
Terminal tractor (3rd delivery)	115,000	0	0	piece	115,000	0	0	piece	115,000	0	
Containerchassis (1st delivery)	26,250	787,500	30	piece	26,250	787,500	30	piece	26,250	787,500	
Containerchassis (2nd delivery)	27,500	0	0	piece	27,500	0	0	piece	27,500	0	
Containerchassis (3rd delivery)	28,750	0	0	piece	28,750	0	0	piece	28,750	0	
Spareparts (1st delivery of cargo handling equipment)	735,000	735,000	1	complete	735,000	735,000	1	complete	735,000	735,000	
Spareparts (2nd delivery of cargo handling equipment)	154,000	0	0	complete	154,000	0	0	complete	154,000	0	
Spareparts (3rd delivery of cargo handling equipment)	517,500	0	0	complete	517,500	0	0	complete	517,500	0	
Workshop equipment	262,500	262,500	1	complete	262,500	262,500	1	complete	262,500	262,500	
1,000 Hanse pallets (1st delivery)	52,500	52,500	1	complete	52,500	52,500	1	complete	52,500	52,500	
1,000 Hanse pallets (2nd delivery)	55,000	0	0	complete	55,000	0	0	complete	55,000	0	
Stevedoring gear	105,000	105,000	1	piece	105,000	105,000	1	piece	105,000	105,000	
Containerstuffer	165,000	147,000	4	piece	165,000	147,000	4	piece	165,000	147,000	
Empty Container Handler (1st delivery)	172,500	0	0	piece	172,500	0	0	piece	172,500	0	
Empty Container Handler (2nd delivery)	40,250	0	0	piece	40,250	0	0	piece	40,250	0	
Forklifts 2.5t	40,250	0	0	piece	40,250	0	0	piece	40,250	0	
										26,518,450	
										4,373,950	

Description	US-\$ /Unit	US-\$ 2005	Quantity	Quantity/Unit	US-\$ /Unit	US-\$ 2006	Quantity	Quantity/Unit	US-\$ /Unit	US-\$ 2007
7. Others Equipment		215,000				215,000				215,000
Alarm system (incl. circuit TV)	100,000	100,000	1	piece	100,000	100,000	1	piece	100,000	100,000
Gate and barrier	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000	50,000
Perimeter wall	50	65,000	1,300	m	50	65,000	1,300	m	50	65,000
Incidental expenses (without equipment)		11,100,804	74,005,360	0		11,100,804	74,005,360	0		11,100,804
INVESTMENT, total		120,279,164				116,869,164				124,233,114
PROCEEDS		22,619,371				22,655,435				26,955,136
1. Handling proceeds		20,740,067				22,606,967				24,715,600
Container per move (all included) full	140,00	17,777,200	138,410,00	piece	140,00	19,377,400	151,320,00	piece	140,00	21,184,800
Container per move (all included) empty	70,00	2,962,867	46,136,67	piece	70,00	3,229,567	50,440,00	piece	70,00	3,530,800
2. Storage proceeds (10 % of Container P. m.)		1,879,304				2,048,468				2,239,536
40 ft Cont. (60 % during 20 days)	9	1,371,384	166,992	piece*d	9	1,494,828	181,584	piece*d	9	1,634,256
20 ft Cont. (40 % during 20 days)	5	507,920	110,728	piece*d	5	553,640	121,056	piece*d	5	605,280
COSTS		1,120,000				1,120,000				1,120,000
1. Real Estate		1,120,000	280,000	4	4	1,120,000	280,000	4	4	1,120,000
Lease area	800	0	0	m*a	800	0	0	m*a	800	0
Lease quay wall										
2. Depreciations		6,585,968	250,000,000	0,02	0,02	6,585,968	250,000,000	0,02	0,02	6,585,968
Breakwater		500,000	250,000,000	0,02	0,02	500,000	250,000,000	0,02	0,02	500,000
Construction of quay walls		204,000	102,000,000	0,02	0,02	204,000	102,000,000	0,02	0,02	204,000
Security equipment / perimeter wall		4,400	110,000,000%	4%	4,400	110,000,000%	4%	4%	4,400	4,400
Sewage/water/electricity/gas-pipe/cable etc.		67,318	1346360	0,05	67,318	1346360	0,05	67,318	67,318	67,318
Paved areas and roads		940,250	18805000	0,05	940,250	18805000	0,05	940,250	940,250	940,250
Tracks and switches		365,500	7310000	0,05	365,500	7310000	0,05	365,500	365,500	365,500
Lighting		71,275	1425500	0,05	71,275	1425500	0,05	71,275	71,275	71,275
Office, and sanitary building		12,500	250000	0,05	12,500	250000	0,05	12,500	12,500	12,500
Workshops		20,000	400000	0,05	20,000	400000	0,05	20,000	20,000	20,000
Transformation Building		60,000	1200000	0,05	60,000	1200000	0,05	60,000	60,000	60,000
Rehabilitation equipment		341,000	3410000	0,1	341,000	3410000	0,1	341,000	341,000	341,000
Containerchassis		98,750	98750000%	10%	98,750	98750000%	10%	98,750	98,750	98,750
Reefers Points		20,000	200000	0,1	20,000	200000	0,1	20,000	20,000	20,000
Warehouses		150,000	1500000	0,1	150,000	1500000	0,1	150,000	150,000	150,000
Security equipment		30,000	30000000%	10%	30,000	30000000%	10%	30,000	30,000	30,000
Ship/Shore Container Gantry Cranes		945,000	9450000	0,1	945,000	9450000	0,1	945,000	945,000	945,000
RMGs / RTGs		1,128,750	9030000	0,125	1,128,750	9030000	0,125	1,128,750	1,128,750	1,128,750
Forklifts		0,0	0,0	0,125	0,0	0,0	0,125	0,0	0,0	0,0
Reachstackers		370,000	2960000	0,125	370,000	2960000	0,125	370,000	370,000	370,000
Stevedoring gear (e.g. spreader)		63,125	505000	0,125	63,125	505000	0,125	63,125	63,125	63,125
Terminal tractor		395,000	197500000%	20%	395,000	197500000%	20%	395,000	395,000	395,000
Empty Container Handler / Containerstuffer		29,400	147000000%	20%	29,400	147000000%	20%	29,400	29,400	29,400
Spareparts		233,600	116800000%	20%	233,600	116800000%	20%	233,600	233,600	233,600
Workshop equipment		233,600	262500000%	20%	233,600	262500000%	20%	233,600	233,600	233,600
EDP		250,000	125000000%	20%	250,000	125000000%	20%	250,000	250,000	250,000
Major overhaul of Ship/Shore RMGs, RTGs		0,0	0,0	0,2	0,0	0,0	0,2	0,0	0,0	0,0
Hansepallets		52,500	52500000%	100%	52,500	52500000%	100%	52,500	52,500	52,500
3. Operating costs		6,413,944				6,256,950				7,609,097
Personal costs		1,137,837				1,308,512				1,855,500
Interchange	5,676	34,055	6	USD p. a.	6,527	39,164	8	USD p. a.	7,507	60,056
Guard	5,676	34,055	6	USD p. a.	6,527	39,164	8	USD p. a.	7,507	60,056

Description	US-\$ /Unit		US-\$		Quantity		US-\$ /Unit		US-\$		Quantity		US-\$ /Unit		US-\$	
	2005	2007	2005	2007	2005	2007	2005	2007	2005	2007	2005	2007	2005	2007	2005	2007
Cargo handling (stevedoring/yard/warehouse operatic	7.589		514.719		88	USD p. a.	8.705		591.927		82	USD p. a.	10.010		820.820	
Container repair (workshop)	7.589		166.527		22	USD p. a.	8.705		191.506		30	USD p. a.	10.010		300.300	
Administration	6.623		119.221		18	USD p. a.	7.617		137.105		20	USD p. a.	8.759		175.180	
Surcharge for social insurance and costs (31% of the			269.259		998.884	0			309.848		1.416.412	0			439.088	
Other costs (office, material, etc.) (increase 5% / a)			301.522			0.05			316.598			0.05			332.427	
Maintenance/repair																
Civil (1 % of the amount of investment)			623.914		62391360	0.01			623.914		62391360	0.01			623.914	
Mechanical (4 % of the amount of investment)			211.820		5295500	0.04			211.820		5295500	0.04			211.820	
Handling equipment (10 % of the amount of investme			3.202.750		28617500	0.1			2.861.750		35981450	0.1			3.598.145	
Energy costs (cargo handling equipment) (increase 5% / a)			147.411			0.05			154.781			0.05			162.520	
Electric power supply utilities (increase 5% / a)			93.807			0.05			98.497			0.05			103.422	
Communication (increase 10% / a)			8.888			0.1			9.744			0.1			10.718	
Water/sewage (increase 10% / a)			10.629			0.1			11.692			0.1			12.862	
Insurances (0.5 % of investment)			545.892		105768360	0.005			528.842		113132310	0.005			565.662	
Administration assessment (increase 1% / a)			129.505			0.01			130.801			0.01			132.109	
Total Costs before financing			14.119.912						13.962.918						15.315.065	
PROFITS / LOSS before financing / tax			8.499.459						10.692.517						11.640.071	
TAX																
Corporation tax			3.244.063						3.689.296						3.998.440	
Licence tax			1.699.892						2.138.503						2.328.014	
Wealth tax			452.387						493.109						539.103	
			1.091.784						1.057.884						1.131.323	
PROFIT after tax			5.255.396						7.003.221						7.641.631	

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	
Poti-Container-Terminal (with Breakwater)											
INVESTMENT											
I. Extension Container Terminal (excl. Berth 12-14)											
1. Site preparation											
Demolition buildings	2,295	qm	40	91,800	2,295	qm	40	91,800	2,295	qm	
Demolition rail tracks	1,450	m	10	14,500	1,450	m	10	14,500	1,450	m	
Preparation of the ground	60,100	qm	15	901,500	60,100	qm	15	901,500	60,100	qm	
Earth works (incl. sand supply)	60,100	cbm	12	721,200	60,100	cbm	12	721,200	60,100	cbm	
Sewage and drainage	3,606	m	60	216,360	3,606	m	60	216,360	3,606	m	
2. Environmental											
Removal fuel station	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece	
3. Civil works											
Reconstruction of quay walls	500	m	400	200,000	500	m	400	200,000	500	m	
Railtracks	250	m	400	100,000	250	m	400	100,000	250	m	
Switches	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece	
New pavement	60,100	qm	50	3,005,000	60,100	qm	50	3,005,000	60,100	qm	
4. Buildings											
Workshop	500	qm	400	200,000	500	qm	400	200,000	500	qm	
5. Utilities											
Water (fire line, fresh water)	1,000	m	60	60,000	1,000	m	60	60,000	1,000	m	
Electricity	1,000	m	100	100,000	1,000	m	100	100,000	1,000	m	
Lighting	60,100	qm	5	300,500	60,100	qm	5	300,500	60,100	qm	
Reeler points	20	piece	5,000	100,000	20	piece	5,000	100,000	20	piece	
Transformation building	1	piece	600,000	600,000	1	piece	600,000	600,000	1	piece	
EDP hardware and software	1	installation	750,000	750,000	1	installation	750,000	750,000	1	installation	
6. Cargo handling equipment											
Rehabilitation equipment	1	summary	3,410,000	3,410,000	1	summary	3,410,000	3,410,000	1	summary	
Spareparts	1	complete	285,000	285,000	1	complete	285,000	285,000	1	complete	
Reachstackers	5	piece	370,000	1,850,000	5	piece	370,000	1,850,000	5	piece	
Spreaders	4	piece	100,000	400,000	4	piece	100,000	400,000	4	piece	
Terminal tractor	4	piece	100,000	400,000	4	piece	100,000	400,000	4	piece	
Containerchassis	8	piece	25,000	200,000	8	piece	25,000	200,000	8	piece	
7. Others Equipment											
Alarm system (incl. circuit TV)	1	piece	100,000	100,000	1	piece	100,000	100,000	1	piece	
Gate and barrier	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece	
Perimeter wall	900	m	50	45,000	900	m	50	45,000	900	m	
II. Container Terminal berth 12-14											
1. Site Preparation											
Preparation of the ground	25,000	qm	15	375,000	25,000	qm	15	375,000	25,000	qm	
Earth works (incl. sand supply)	25,000	cbm	12	300,000	25,000	cbm	12	300,000	25,000	cbm	
Dredging	20,000	cbm	3	60,000	20,000	cbm	3	60,000	20,000	cbm	
Sewage drainage	1,500	m	60	90,000	1,500	m	60	90,000	1,500	m	
2. Civil works											
Railtracks	800	m	400	320,000	800	m	400	320,000	800	m	
Switches	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece	
New Pavement	25,000	qm	50	1,250,000	25,000	qm	50	1,250,000	25,000	qm	
3. Utilities											
Lighting	25,000	qm	5	125,000	25,000	qm	5	125,000	25,000	qm	
4. Cargo handling equipment											
Reachstackers	3	piece	370,000	1,110,000	3	piece	370,000	1,110,000	3	piece	
Spareparts	1	complete	148,000	148,000	1	complete	148,000	148,000	1	complete	
				2008					2009		
				124,176,310					127,434,810		
				14,168,860					14,168,860		
				1,945,360					1,945,360		
				3,323,000					3,323,000		
				1,910,500					1,910,500		
				6,545,000					6,545,000		
				3,410,000					3,410,000		
				1,850,000					1,850,000		
				400,000					400,000		
				400,000					400,000		
				200,000					200,000		
				195,000					195,000		
				100,000					100,000		
				50,000					50,000		
				45,000					45,000		
				3,796,000					3,796,000		
				825,000					825,000		
				375,000					375,000		
				300,000					300,000		
				60,000					60,000		
				90,000					90,000		
				1,588,000					1,588,000		
				320,000					320,000		
				18,000					18,000		
				1,250,000					1,250,000		
				125,000					125,000		
				125,000					125,000		
				1,110,000					1,110,000		
				148,000					148,000		

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
III. New Container Terminal North										
1. Infrastructure Connections and Breakwater										
Construction of breakwater	2 500	m	10 000	37 000 000	2 500	m	10 000	37 000 000	2 500	m
Rail Tracks	16 000	m	400	25 000 000	16 000	m	400	25 000 000	16 000	m
Road	112 000	qm	50	6 400 000	112 000	qm	50	6 400 000	112 000	qm
2. Site Preparation										
Preparation of the ground	200 000	qm	15	3 000 000	200 000	qm	15	3 000 000	200 000	qm
Earth works (incl. sand supply)	800 000	cbm	5	4 000 000	800 000	cbm	5	4 000 000	800 000	cbm
Sewage, drainage	12 000	m	60	720 000	12 000	m	60	720 000	12 000	m
3. Civil works										
Construction of quay walls	500	m	20 000	10 000 000	500	m	20 000	10 000 000	500	m
Railtracks	1 000	m	400	400 000	1 000	m	400	400 000	1 000	m
Switches	3	piece	18 000	54 000	3	piece	18 000	54 000	3	piece
New Pavement	179 000	qm	50	8 950 000	179 000	qm	50	8 950 000	179 000	qm
4. Buildings										
Warehouse	5 000	qm	300	1 500 000	5 000	qm	300	1 500 000	5 000	qm
Workshop	500	qm	400	200 000	500	qm	400	200 000	500	qm
Office building	500	qm	500	250 000	500	qm	500	250 000	500	qm
5. Utilities										
Water (fire line, fresh water)	1 000	m	60 000	60 000	1 000	m	60 000	60 000	1 000	m
Electricity	1 000	m	100	100 000	1 000	m	100	100 000	1 000	m
Lighting	200 000	qm	5	1 000 000	200 000	qm	5	1 000 000	200 000	qm
Reefers points	20	piece	5 000	100 000	20	piece	5 000	100 000	20	piece
Transformation building	1	piece	600 000	600 000	1	piece	600 000	600 000	1	piece
EDP hardware and software	500 000	installation	500 000	500 000	1	installation	500 000	500 000	1	installation
6. Cargo handling equipment										
Replacement equipment				37 562 450				40 820 950		
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5 000 000	0	0	summary	5 000 000	0	1	summary
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	4 725 000	9 450 000	2	piece	4 725 000	9 450 000	2	piece
Ship/Shore Container Gantry Crane (2nd delivery)	1	piece	4 950 000	4 950 000	1	piece	4 950 000	4 950 000	1	piece
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5 175 000	0	0	piece	5 175 000	0	0	piece
RMG (1st delivery)	2	piece	1 575 000	3 150 000	2	piece	1 575 000	3 150 000	2	piece
RMG (2nd delivery)	1	piece	1 650 000	1 650 000	1	piece	1 650 000	1 650 000	1	piece
RTG (1st delivery)	4	piece	1 470 000	5 880 000	4	piece	1 470 000	5 880 000	4	piece
RTG (2nd delivery)	2	piece	1 540 000	3 080 000	2	piece	1 540 000	3 080 000	2	piece
RTG (3rd delivery)	0	piece	1 610 000	0	0	piece	1 610 000	0	0	piece
Terminal tractor (1st delivery)	15	piece	105 000	1 575 000	15	piece	105 000	1 575 000	15	piece
Terminal tractor (2nd delivery)	5	piece	110 000	550 000	5	piece	110 000	550 000	5	piece
Terminal tractor (3rd delivery)	0	piece	115 000	0	0	piece	115 000	0	0	piece
Containerchassis (1st delivery)	30	piece	26 250	787 500	30	piece	26 250	787 500	30	piece
Containerchassis (2nd delivery)	10	piece	27 500	275 000	10	piece	27 500	275 000	10	piece
Containerchassis (3rd delivery)	0	piece	28 750	0	0	piece	28 750	0	0	piece
Spareparts (1st delivery of cargo handling equipment)	1	complect	735 000	735 000	1	complect	735 000	735 000	1	complect
Spareparts (2nd delivery of cargo handling equipment)	1	complect	154 000	154 000	1	complect	154 000	154 000	1	complect
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517 500	0	0	complect	517 500	0	0	complect
Workshop equipment	1	complect	262 500	262 500	1	complect	262 500	262 500	1	complect
1 000 Hansepaletts (1st delivery)	1	complect	52 500	52 500	1	complect	52 500	52 500	1	complect
1 000 Hansepaletts (2nd delivery)	1	complect	55 000	55 000	1	complect	55 000	55 000	1	complect
Stevedoring gear	1	piece	105 000	105 000	1	piece	105 000	105 000	1	piece
Containerstuffer	4	piece	36 750	147 000	4	piece	36 750	147 000	4	piece
Empty Container Handler (1st delivery)	2	piece	165 000	330 000	2	piece	165 000	330 000	2	piece
Empty Container Handler (2nd delivery)	0	piece	172 500	0	0	piece	172 500	0	0	piece
Forklifts 2.5t	0	piece	40 250	0	0	piece	40 250	0	0	piece

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
				2008				2009				2009		
7. Others Equipment														
Alarm system (incl. circuit TV)	1	piece	100,000	215,000				215,000				215,000	1	piece
Gate and barrier	1	piece	50,000	100,000				100,000				100,000	1	piece
Perimeter wall	1,300	m	50	65,000				65,000				65,000	1,300	m
Incidental expenses (without equipment)	74,005,360	0		11,100,804	74,005,360	0		11,100,804	74,005,360	0		11,100,804	74,005,360	0
INVESTMENT, total				135,277,114				138,535,614				138,535,614		
PROCEEDS														
1. Handling proceeds														
Container, per move (all included) full	151,320.00	piece	140.00	21,184,800	194,930.00	piece	140.00	27,290,200	221,250.00	piece	140.00	31,838,867	221,250.00	piece
Container, per move (all included) empty	50,440.00	piece	70.00	3,530,800	64,976.67	piece	70.00	4,548,367	73,750.00	piece	70.00	5,884,964	73,750.00	piece
2. Storage proceeds (10 % of Container P. m.)				2,239,536				2,884,964				2,884,964		
40 ft. Cont (60 %, during 20 days)	181584	piece*d	9	1,634,256	233916	piece*d	9	2,105,244	265500	piece*d	9	2,105,244	265500	piece*d
20 ft. Cont (40 %, during 20 days)	121056	piece*d	5	605,280	155944	piece*d	5	779,720	177000	piece*d	5	779,720	177000	piece*d
COSTS														
1. Real Estate														
Lease area	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a	800	0	0	m*a
2. Depreciations														
Breakwater	25000000	0.02		500,000	25000000	0.02		7,992,318	25000000	0.02		7,992,318	25000000	0.02
Construction of quay walls	10200000	0.02		204,000	10200000	0.02		204,000	10200000	0.02		204,000	10200000	0.02
Security equipment / perimeter wall	110000000%	4%		4,400	110000000%	4%		4,400	110000000%	4%		4,400	110000000%	4%
Sewage/water/electricity/gas-pipe/cable etc	1346360	0.05		67,318	1346360	0.05		67,318	1346360	0.05		67,318	1346360	0.05
Paved areas and roads	18805000	0.05		940,250	18805000	0.05		940,250	18805000	0.05		940,250	18805000	0.05
Tracks and switches	7310800	0.05		365,500	7310800	0.05		365,500	7310800	0.05		365,500	7310800	0.05
Lighting	1425500	0.05		71,275	1425500	0.05		71,275	1425500	0.05		71,275	1425500	0.05
Office- and sanitary building	250000	0.05		12,500	250000	0.05		12,500	250000	0.05		12,500	250000	0.05
Workshops	400000	0.05		20,000	400000	0.05		20,000	400000	0.05		20,000	400000	0.05
Transformation Building	1200000	0.05		60,000	1200000	0.05		60,000	1200000	0.05		60,000	1200000	0.05
Rehabilitation equipment	3410000	0.1		341,000	3410000	0.1		341,000	3410000	0.1		341,000	3410000	0.1
Containerchassis	126250000%	10%		126,250	126250000%	10%		126,250	126250000%	10%		126,250	126250000%	10%
Reefer Points	200000	0.1		20,000	200000	0.1		20,000	200000	0.1		20,000	200000	0.1
Warehouses	1500000	0.1		150,000	1500000	0.1		150,000	1500000	0.1		150,000	1500000	0.1
Security equipment	300000000%	10%		30,000	300000000%	10%		30,000	300000000%	10%		30,000	300000000%	10%
Ship/Shore Container Gantry Cranes	14400000	0.1		1,440,000	14400000	0.1		1,440,000	14400000	0.1		1,440,000	14400000	0.1
RMGs / RTGs	13760000	0.125		1,720,000	13760000	0.125		1,720,000	13760000	0.125		1,720,000	13760000	0.125
Forklifts	0	0.125		0	0	0.125		0	0	0.125		0	0	0.125
Reachstackers	2960000	0.125		370,000	2960000	0.125		370,000	2960000	0.125		370,000	2960000	0.125
Stevedoring gear (e.g. spreader)	505000	0.125		63,125	505000	0.125		63,125	505000	0.125		63,125	505000	0.125
Terminal tractor	252500000%	20%		505,000	252500000%	20%		505,000	252500000%	20%		505,000	252500000%	20%
Empty Container Handler / Containerstuffer	477000000%	20%		95,400	477000000%	20%		95,400	477000000%	20%		95,400	477000000%	20%
Spareparts	1322000000%	20%		264,400	1322000000%	20%		264,400	1322000000%	20%		264,400	1322000000%	20%
Workshop equipment	262500000%	20%		262,500	262500000%	20%		262,500	262500000%	20%		262,500	262500000%	20%
EDP	125000000%	20%		250,000	125000000%	20%		250,000	125000000%	20%		250,000	125000000%	20%
Major overhaul of Shipper/Shore, RMGs, RTGs	0	0.2		0	0	0.2		0	0	0.2		0	0	0.2
Hansepalleis	107500000%	100%		107,500	107500000%	100%		107,500	107500000%	100%		107,500	107500000%	100%
3. Operating costs				8,943,943				9,569,441				9,569,441		
Personal costs	0			1,997,126				2,245,141				2,245,141		
Interchange	8	USD p. a.	8,256	66,064	8	USD p. a.	8,256	72,672	8	USD p. a.	9,084	72,672	8	USD p. a.
Guard	8	USD p. a.	8,256	66,064	8	USD p. a.	8,256	72,672	8	USD p. a.	9,084	72,672	8	USD p. a.

Description	2008		2009		Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
	Quantity	Quantity-Unit	US-\$ /Unit	US-\$										
Cargo handling (stevedoring/yard/warehouse operatio	82	USD p. a.	11 011	902 902	82	USD p. a.	12.112	993 184	82	USD p. a.	12.112	993 184	82	USD p. a.
Container repair (workshop)	30	USD p. a.	11 011	330 330	30	USD p. a.	12.112	363 360	30	USD p. a.	12.112	363 360	30	USD p. a.
Administration	20	USD p. a.	9 634	192 660	20	USD p. a.	10.598	211 960	20	USD p. a.	10.598	211 960	20	USD p. a.
Surcharge for social insurance and costs (31% of the	1 416.412	0		439 088	1 713.848	0		531 293	1 885.208	0		366 501	1 885.208	0
Other costs (office, material, etc.) (increase 5% / a)	0	0.05		349 049		0.05		366 501		0.05				0.05
Maintenance/repair	0													
Civil (1 % of the amount of investment)	62391360	0.01		623 914	62391360	0.01		623 914	62391360	0.01		623 914	62391360	0.01
Mechanical (4 % of the amount of investment)	5295500	0.04		211 820	5295500	0.04		211 820	5295500	0.04		211 820	5295500	0.04
Handling equipment (10 % of the amount of investme	47025450	0.1		4 702 545	50283950	0.1		5 028 395	5857689,75	0.1		5 028 395	5857689,75	0.1
Energy costs (cargo handling equipment) (increase 5% / a)		0.05		170 646		0.05		179 178		0.05		179 178		0.05
Electric power supply utilities (increase 5% / a)		0.05		108 593		0.05		114 023		0.05		114 023		0.05
Communication (increase 10% / a)		0.1		11 790		0.1		12 969		0.1		12 969		0.1
Water/sewage (increase 10% / a)		0.1		14 148		0.1		15 562		0.1		15 562		0.1
Insurances (0.5 % of investment)	124176310	0.005		620 882	127454810	0.005		637 174	135667558,8	0.005		637 174	135667558,8	0.005
Administration, assessment (increase 1% / a)		0.01		133 430		0.01		134 764		0.01		134 764		0.01
Total Costs before financing				18 056 261				18 681 759				18 681 759		
PROFITS / LOSS before financing / tax				8 898 875				16 041 772				16 041 772		
TAX				3 560 641				5 177 173				5 177 173		
Corporation tax				1 779 775				3 208 354				3 208 354		
Licence tax				539 103				694 471				694 471		
Wealth tax				1 241 763				1 274 348				1 274 348		
PROFIT after tax				5 338 234				10 864 599				10 864 599		

Potti-Container-Terminal (with Breakwater)		US-\$ /Unit		US-\$		Quantity		Quantity-Unit		US-\$ /Unit		US-\$	
Description	2010	2011	2012	Quantity	Quantity-Unit	Quantity	Quantity-Unit	Quantity	Quantity-Unit	Quantity	Quantity-Unit	Quantity	Quantity-Unit
INVESTMENT	135,667,559	135,667,559	147,167,559										
I. Extension Container Terminal (excl. Berth 12-14)	14,168,860	14,168,860	14,168,860										
1. Site preparation	91,800	91,800	91,800	2,295	qm	2,295	qm	2,295	qm	2,295	qm	2,295	qm
Demolition buildings	14,500	14,500	14,500	1,450	m	1,450	m	1,450	m	1,450	m	1,450	m
Preparation of the ground	901,500	901,500	901,500	60,100	qm	60,100	qm	60,100	qm	60,100	qm	60,100	qm
Earth works (incl. sand supply)	721,200	721,200	721,200	60,100	cbm	60,100	cbm	60,100	cbm	60,100	cbm	60,100	cbm
Sewage and drainage	216,360	216,360	216,360	3,606	m	3,606	m	3,606	m	3,606	m	3,606	m
2. Environmental	50,000	50,000	50,000	1	piece	1	piece	1	piece	1	piece	1	piece
Removal fuel station	50,000	50,000	50,000	1	piece	1	piece	1	piece	1	piece	1	piece
3. Civil works	3,323,000	3,323,000	3,323,000	500	m	500	m	500	m	500	m	500	m
Reconstruction of quay walls	200,000	200,000	200,000	400	m	400	m	400	m	400	m	400	m
Railtracks	100,000	100,000	100,000	400	m	400	m	400	m	400	m	400	m
Switches	18,000	18,000	18,000	250	piece	250	piece	250	piece	250	piece	250	piece
4. Buildings	3,005,000	3,005,000	3,005,000	1	qm	1	qm	1	qm	1	qm	1	qm
New pavement	200,000	200,000	200,000	60,100	qm	60,100	qm	60,100	qm	60,100	qm	60,100	qm
Workshop	200,000	200,000	200,000	50	qm	50	qm	50	qm	50	qm	50	qm
5. Utilities	1,910,500	1,910,500	1,910,500	500	qm	500	qm	500	qm	500	qm	500	qm
Water (fire line, fresh water)	60,000	60,000	60,000	1,000	m	1,000	m	1,000	m	1,000	m	1,000	m
Electricity	100,000	100,000	100,000	1,000	m	1,000	m	1,000	m	1,000	m	1,000	m
Lighting	300,500	300,500	300,500	60,100	qm	60,100	qm	60,100	qm	60,100	qm	60,100	qm
Reefers points	100,000	100,000	100,000	20	piece	20	piece	20	piece	20	piece	20	piece
Transformation building	600,000	600,000	600,000	1	piece	1	piece	1	piece	1	piece	1	piece
EDP hardware and software	750,000	750,000	750,000	1	installation	1	installation	1	installation	1	installation	1	installation
6. Cargo handling equipment	6,545,000	6,545,000	6,545,000	1	summary	1	summary	1	summary	1	summary	1	summary
Rehabilitation equipment	3,410,000	3,410,000	3,410,000	1	complete	1	complete	1	complete	1	complete	1	complete
Spareparts	285,000	285,000	285,000	5	piece	5	piece	5	piece	5	piece	5	piece
Reachstackers	370,000	370,000	370,000	4	piece	4	piece	4	piece	4	piece	4	piece
Spreaders	100,000	100,000	100,000	4	piece	4	piece	4	piece	4	piece	4	piece
Terminal tractor	100,000	100,000	100,000	4	piece	4	piece	4	piece	4	piece	4	piece
Containerchassis	25,000	200,000	200,000	8	piece	8	piece	8	piece	8	piece	8	piece
7. Others Equipment	195,000	195,000	195,000	1	piece	1	piece	1	piece	1	piece	1	piece
Alarm system (incl. circuit TV)	100,000	100,000	100,000	1	piece	1	piece	1	piece	1	piece	1	piece
Gate and barrier	50,000	50,000	50,000	1	piece	1	piece	1	piece	1	piece	1	piece
Perimeter wall	45,000	45,000	45,000	900	m	900	m	900	m	900	m	900	m
II. Container Terminal berth 12-14	3,796,000	3,796,000	3,796,000										
1. Site Preparation	825,000	825,000	825,000	25,000	qm	25,000	qm	25,000	qm	25,000	qm	25,000	qm
Preparation of the ground	375,000	375,000	375,000	25,000	qm	25,000	qm	25,000	qm	25,000	qm	25,000	qm
Earth works (incl. sand supply)	300,000	300,000	300,000	20,000	cbm	20,000	cbm	20,000	cbm	20,000	cbm	20,000	cbm
Dredging	60,000	60,000	60,000	1,500	m	1,500	m	1,500	m	1,500	m	1,500	m
Sewage, drainage	90,000	90,000	90,000	3	cbm	3	cbm	3	cbm	3	cbm	3	cbm
2. Civil works	1,588,000	1,588,000	1,588,000	800	m	800	m	800	m	800	m	800	m
Railtracks	320,000	320,000	320,000	400	m	400	m	400	m	400	m	400	m
Switches	18,000	18,000	18,000	1	piece	1	piece	1	piece	1	piece	1	piece
New Pavement	1,250,000	1,250,000	1,250,000	50	qm	50	qm	50	qm	50	qm	50	qm
3. Utilities	125,000	125,000	125,000	25,000	qm	25,000	qm	25,000	qm	25,000	qm	25,000	qm
Lighting	125,000	125,000	125,000	25,000	qm	25,000	qm	25,000	qm	25,000	qm	25,000	qm
4. Cargo handling equipment	1,258,000	1,258,000	1,258,000	3	piece	3	piece	3	piece	3	piece	3	piece
Reachstackers	1,110,000	1,110,000	1,110,000	3	piece	3	piece	3	piece	3	piece	3	piece
Spareparts	148,000	148,000	148,000	1	complete	1	complete	1	complete	1	complete	1	complete

Description	US-\$ /Unit	US-\$ 2010	Quantity	Quantity-Unit	US-\$ /Unit	US-\$ 2011	Quantity	Quantity-Unit	US-\$ /Unit	US-\$ 2012
III. New Container Terminal North										
1. Infrastructure Connections and Breakwater										
Construction of breakwater	10,000	37,000,000	2,500	m	10,000	117,702,699	2,500	m	10,000	37,000,000
Rail Tracks	400	25,000,000	18,000	m	400	35,000,000	16,000	m	400	25,000,000
Road	50	6,400,000	112,000	qm	50	6,400,000	112,000	qm	50	6,400,000
2. Site Preparation										
Preparation of the ground	15	3,000,000	200,000	qm	15	7,720,000	200,000	qm	15	7,720,000
Earth works (incl. sand supply)	5	4,000,000	800,000	cbm	5	3,000,000	800,000	cbm	5	3,000,000
Sewage drainage	60	720,000	12,000	m	60	4,000,000	12,000	m	60	4,000,000
3. Civil works										
Construction of quay walls	20,000	19,404,000	500	m	20,000	19,404,000	500	m	20,000	19,404,000
Railtracks	400	10,000,000	1,000	m	400	10,000,000	1,000	m	400	10,000,000
Switches	18,000	400,000	3	piece	18,000	400,000	3	piece	18,000	400,000
New Pavement	50	54,000	179,000	qm	50	8,950,000	179,000	qm	50	8,950,000
4. Buildings										
Warehouse	300	1,500,000	5,000	qm	300	1,950,000	5,000	qm	300	1,950,000
Workshop	400	200,000	500	qm	400	1,500,000	500	qm	400	1,500,000
Office building	500	250,000	500	qm	500	250,000	500	qm	500	250,000
5. Utilities										
Water (fire line, fresh water)	60	60,000	1,000	m	60	2,360,000	1,000	m	60	2,360,000
Electricity	100	100,000	1,000	m	100	60,000	1,000	m	100	60,000
Lighting	5	1,000,000	200,000	qm	5	1,000,000	200,000	qm	5	1,000,000
Reefer points	5,000	100,000	20	piece	5,000	100,000	20	piece	5,000	100,000
Transformation building	600,000	600,000	1	piece	600,000	600,000	1	piece	600,000	600,000
EDP hardware and software	500,000	500,000	1	installation	500,000	500,000	1	installation	500,000	500,000
6. Cargo handling equipment										
Replacement equipment		49,053,699				49,053,699				60,553,699
Major overhaul of Ship/Shore, RMGs, RTGs	7,785,199	7,785,199	1	summary	7,785,199	7,785,199	1	summary	7,785,199	7,785,199
Ship/Shore Container Gantry Crane (1st delivery)	5,000,000	5,000,000	1	summary	5,000,000	5,000,000	1	summary	5,000,000	5,000,000
Ship/Shore Container Gantry Crane (2nd delivery)	4,725,000	9,450,000	2	piece	4,725,000	9,450,000	2	piece	4,725,000	9,450,000
Ship/Shore Container Gantry Crane (3rd delivery)	4,950,000	4,950,000	1	piece	4,950,000	4,950,000	1	piece	4,950,000	4,950,000
RMG (1st delivery)	5,175,000	0	0	piece	5,175,000	0	0	piece	5,175,000	0
RMG (2nd delivery)	1,575,000	3,150,000	2	piece	1,575,000	3,150,000	2	piece	1,575,000	3,150,000
RTG (1st delivery)	1,650,000	1,650,000	1	piece	1,650,000	1,650,000	1	piece	1,650,000	1,650,000
RTG (2nd delivery)	1,470,000	5,880,000	4	piece	1,470,000	5,880,000	4	piece	1,470,000	5,880,000
RTG (3rd delivery)	1,540,000	6,160,000	4	piece	1,540,000	6,160,000	4	piece	1,540,000	6,160,000
Terminal tractor (1st delivery)	1,610,000	0	0	piece	1,610,000	0	0	piece	1,610,000	0
Terminal tractor (2nd delivery)	105,000	1,575,000	15	piece	105,000	1,575,000	15	piece	105,000	1,575,000
Terminal tractor (3rd delivery)	110,000	550,000	5	piece	110,000	550,000	5	piece	110,000	550,000
Containerchassis (1st delivery)	115,000	0	0	piece	115,000	0	0	piece	115,000	0
Containerchassis (2nd delivery)	26,250	787,500	30	piece	26,250	787,500	30	piece	26,250	787,500
Containerchassis (3rd delivery)	27,500	275,000	10	piece	27,500	275,000	10	piece	27,500	275,000
Spareparts (1st delivery of cargo handling equipment)	28,750	0	0	piece	28,750	0	0	piece	28,750	0
Spareparts (2nd delivery of cargo handling equipment)	735,000	735,000	1	complect	735,000	735,000	1	complect	735,000	735,000
Spareparts (3rd delivery of cargo handling equipment)	154,000	154,000	1	complect	154,000	154,000	1	complect	154,000	154,000
Workshop equipment	517,500	0	0	complect	517,500	0	0	complect	517,500	0
1,000 Hansepallets (1st delivery)	262,500	262,500	1	complect	262,500	262,500	1	complect	262,500	262,500
1,000 Hansepallets (2nd delivery)	52,500	52,500	1	complect	52,500	52,500	1	complect	52,500	52,500
1,000 Hansepallets (3rd delivery)	55,000	55,000	1	complect	55,000	55,000	1	complect	55,000	55,000
Stevedoring gear	105,000	105,000	1	piece	105,000	105,000	1	piece	105,000	105,000
Containerstuffer	36,750	147,000	4	piece	36,750	147,000	4	piece	36,750	147,000
Empty Container Handler (1st delivery)	165,000	330,000	2	piece	165,000	330,000	2	piece	165,000	330,000
Empty Container Handler (2nd delivery)	172,500	0	0	piece	172,500	0	0	piece	172,500	0
Forklifts 2.5t	40,250	0	0	piece	40,250	0	0	piece	40,250	0

Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2010				2011				2012				2012
7. Others Equipment														
Alarm system (incl. circuit TV)	100,000	215,000	1	piece	100,000	100,000	1	piece	100,000	215,000	1	piece	100,000	215,000
Gate and barrier	50,000	100,000	1	piece	50,000	50,000	1	piece	50,000	100,000	1	piece	50,000	100,000
Perimeter wall	50	65,000	1,300	m	50	65,000	1,300	m	50	65,000	1,300	m	50	65,000
Incidental expenses (without equipment)		11,100,804	74,005,360	0		11,100,804	74,005,360	0		11,100,804	74,005,360	0		11,100,804
INVESTMENT, total		146,768,363				146,768,363				158,268,363				158,268,363
PROCEEDS														
1. Handling proceeds														
Container per move (all included) full	140,000	39,412,000	251,120,000	piece	140,000	41,016,267	287,930,000	piece	140,000	39,412,000	251,120,000	piece	140,000	41,016,267
Container per move (all included) empty	70,000	30,975,000	83,706,67	piece	70,000	35,156,800	95,976,67	piece	70,000	30,975,000	83,706,67	piece	70,000	35,156,800
2. Storage proceeds (10 % of Container p. m.)														
40 ft Cont. (60 %, during 20 days)	9	3,274,500	301,344	piece*d	9	3,716,576	345,516	piece*d	9	3,274,500	301,344	piece*d	9	3,716,576
20 ft Cont. (40 %, during 20 days)	5	885,000	200,886	piece*d	5	1,004,480	230,344	piece*d	5	885,000	200,886	piece*d	5	1,004,480
COSTS														
1. Real Estate														
Lease area	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000
Lease quay wall	800	0	0	m*a	800	0	0	m*a	800	0	0	m*a	800	0
2. Depreciations														
Breakwater		500,000	250,000,000			9,377,318	250,000,000			500,000	250,000,000			10,992,349
Construction of quay walls		204,000	10,200,000			204,000	10,200,000			204,000	10,200,000			204,000
Security equipment / perimeter wall		4,400	11,000,000%			4,400	11,000,000%			4,400	11,000,000%			4,400
Sewage/water/electricity/gas-pipe/cable etc.		67,318	13,463,60			67,318	13,463,60			67,318	13,463,60			67,318
Paved areas and roads		940,250	1,880,500			940,250	1,880,500			940,250	1,880,500			940,250
Tracks and switches		365,500	7,310,000			365,500	7,310,000			365,500	7,310,000			365,500
Lighting		71,275	1,425,500			71,275	1,425,500			71,275	1,425,500			71,275
Office- and sanitary building		12,500	250,000			12,500	250,000			12,500	250,000			12,500
Workshops		20,000	400,000			20,000	400,000			20,000	400,000			20,000
Transformation Building		60,000	1,200,000			60,000	1,200,000			60,000	1,200,000			60,000
Rehabilitation equipment		341,000	3,410,000			341,000	3,410,000			341,000	3,410,000			341,000
Containerchassis		126,250	1,262,500%			126,250	1,262,500%			126,250	1,262,500%			126,250
Reeler Points		20,000	200,000			20,000	200,000			20,000	200,000			20,000
Warehouses		150,000	1,500,000			150,000	1,500,000			150,000	1,500,000			150,000
Security equipment		30,000	300,000%			30,000	300,000%			30,000	300,000%			30,000
Ship/Shore Container Gantry Cranes		1,440,000	14,400,000			1,440,000	14,400,000			1,440,000	14,400,000			1,440,000
RMGs / RTGs		2,105,000	16,840,000			2,105,000	16,840,000			2,105,000	16,840,000			2,105,000
Forklifts		0	0			0	0			0	0			0
Reachstackers		370,000	2,960,000			370,000	2,960,000			370,000	2,960,000			370,000
Stevedoring gear (e.g. spreader)		63,125	505,000			63,125	505,000			63,125	505,000			63,125
Terminal tractor		505,000	2,525,000%			505,000	2,525,000%			505,000	2,525,000%			505,000
Empty Container Handler / Containerstuffer		95,400	4,770,000%			95,400	4,770,000%			95,400	4,770,000%			95,400
Spareparts		264,400	13,220,000%			264,400	13,220,000%			264,400	13,220,000%			264,400
Workshop equipment		250,000	12,500,000%			250,000	12,500,000%			250,000	12,500,000%			250,000
EDP		1,000,000	5,000,000%			1,000,000	5,000,000%			1,000,000	5,000,000%			1,000,000
Major overhaul of Ship/Shore, RMGs, RTGs		107,500	1,075,000%			107,500	1,075,000%			107,500	1,075,000%			107,500
Hansepatients		10,695,547				10,695,547				10,695,547				10,695,547
3. Operating costs														
Personal costs		2,469,622				3,062,101				2,469,622				3,062,101
Interchange	9,992	79,936	8	USD p. a.	10,992	87,936	8	USD p. a.	10,992	79,936	8	USD p. a.	12,091	96,728
Guard	9,992	79,936	8	USD p. a.	10,992	87,936	8	USD p. a.	10,992	79,936	8	USD p. a.	12,091	96,728

Description	US-\$ /Unit		US-\$		Quantity		Quantity-Unit		US-\$ /Unit		US-\$		Quantity		Quantity-Unit		US-\$ /Unit		US-\$	
	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011
Cargo handling (stevedoring)/yard/warehouse operatio	13.323	1.092.486	100	14.655	82	1.465.500	USD p. a	16.121	1.321.922											
Container repair (workshop)	13.323	399.690	30	14.655	30	439.660	USD p. a	16.121	483.630											
Administration	11.658	233.180	20	12.823	20	256.460	USD p. a	14.191	283.820											
Surcharge for social insurance and costs (31% of the		564.414	2.337.482			724.619	0		707.677											
Other costs (office, material, etc.) (increase 5% / a)		384.826				404.068	0.05		424.271											
Maintenance/repair																				
Civil (1 % of the amount of investment)		623.914	62391360			62391360	0.01		623.914											
Mechanical (4 % of the amount of investment)		211.820	5295500			211.820	0.04		211.820											
Handling equipment (10 % of the amount of investme		5.851.670	58516698,75			5.851.670	0.1		7.001.670											
Energy costs (cargo handling equipment) (increase 5% / a)		188.137				197.544	0.05		207.421											
Electric power supply utilities (increase 5% / a)		119.724				125.710	0.05		131.995											
Communication (increase 10% / a)		14.266				15.692	0.1		17.261											
Water/sewage (increase 10% / a)		17.119				18.831	0.1		20.714											
Insurances (0,5 % of investment)		678.338	135667558,8			678.338	0.005		735.838											
Administration assessment (increase 1% / a)		136.112				137.473	0.01		138.847											
Total Costs before financing		21.192.865				21.824.478			24.616.605											
PROFITS / LOSS before financing / tax		18.219.135				22.908.365			26.673.325											
TAX																				
Corporation tax		5.788.743				6.833.005			7.832.139											
Licence tax		3.643.827				4.581.673			5.334.665											
Wealth tax		788.240				894.657			1.025.799											
		1.356.676				1.356.676			1.471.676											
PROFIT after tax		12.430.392				16.075.359			18.841.186											

Annex 3.1

Poti Container Terminal Business Plan without
breakwater (summarised 1998-2012)

Poti-Container-Terminal (without Breakwater) BUSINESS-FINANCING-PLAN

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	1998	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	1999	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	2000
INVESTMENT															
I. Extension Container Terminal (excl. Berth 12-14)															
1. Site preparation															
Demolition buildings	2,295	qm	40	91,800	2,295	qm	40	91,800	2,295	qm	40	91,800	2,295	qm	40
Demolition rail tracks	1,450	m	10	14,500	1,450	m	10	14,500	1,450	m	10	14,500	1,450	m	10
Preparation of the ground	60,100	qm	15	901,500	60,100	qm	15	901,500	60,100	qm	15	901,500	60,100	qm	15
Earth works (incl. sand supply)	60,100	cbm	12	721,200	60,100	cbm	12	721,200	60,100	cbm	12	721,200	60,100	cbm	12
Sewage and drainage	3,606	m	60	216,360	3,606	m	60	216,360	3,606	m	60	216,360	3,606	m	60
2. Environmental															
Removal fuel station	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000
3. Civil works															
Reconstruction of quay walls	500	m	400	200,000	500	m	400	200,000	500	m	400	200,000	500	m	400
Railtracks	250	m	400	100,000	250	m	400	100,000	250	m	400	100,000	250	m	400
Switches	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece	18,000
New pavement	60,100	qm	50	3,005,000	60,100	qm	50	3,005,000	60,100	qm	50	3,005,000	60,100	qm	50
4. Buildings															
Workshop	500	qm	400	200,000	500	qm	400	200,000	500	qm	400	200,000	500	qm	400
5. Utilities															
Water (fire line, fresh water)	1,000	m	60	60,000	1,000	m	60	60,000	1,000	m	60	60,000	1,000	m	60
Electricity	1,000	m	100	100,000	1,000	m	100	100,000	1,000	m	100	100,000	1,000	m	100
Lighting	60,100	qm	5	300,500	60,100	qm	5	300,500	60,100	qm	5	300,500	60,100	qm	5
Reeler points	20	piece	5,000	100,000	20	piece	5,000	100,000	20	piece	5,000	100,000	20	piece	5,000
Transformation building	1	piece	600,000	600,000	1	piece	600,000	600,000	1	piece	600,000	600,000	1	piece	600,000
EDP hardware and software	1	installation	750,000	750,000	1	installation	750,000	750,000	1	installation	750,000	750,000	1	installation	750,000
6. Cargo handling equipment															
Rehabilitation equipment	1	summary	1,705,000	1,705,000	1	summary	1,705,000	1,705,000	1	summary	1,705,000	1,705,000	1	summary	1,705,000
Spareparts	0	complect	285,000	0	0	complect	285,000	0	0	complect	285,000	0	0	complect	285,000
Reachstackers	0	piece	370,000	0	5	piece	370,000	0	1,850,000	5	piece	370,000	0	1,850,000	
Spreaders	0	piece	100,000	0	4	piece	100,000	0	400,000	4	piece	100,000	0	400,000	
Terminal tractor	0	piece	100,000	0	4	piece	100,000	0	400,000	4	piece	100,000	0	400,000	
Containerchassis	0	piece	25,000	0	8	piece	25,000	0	200,000	8	piece	25,000	0	200,000	
7. Others Equipment															
Alarm system (incl. circuit TV)	0	piece	100,000	0	1	piece	100,000	0	100,000	1	piece	100,000	0	100,000	
Gate and barrier	0	piece	50,000	0	1	piece	50,000	0	50,000	1	piece	50,000	0	50,000	
Perimeter wall	0	m	50	0	900	m	50	45,000	45,000	900	m	50	45,000		
II. Container Terminal berth 12-14															
1. Site Preparation															
Preparation of the ground	0	qm	15	285,000	25,000	qm	15	375,000	825,000	25,000	qm	15	375,000		
Earth works (incl. sand supply)	0	cbm	5	25,000	20,000	cbm	12	300,000	300,000	25,000	cbm	12	300,000		
Dredging	0	m	60	20,000	20,000	cbm	3	60,000	60,000	20,000	cbm	3	60,000		
Sewage, drainage	0	m	60	1,500	1,500	m	60	90,000	90,000	1,500	m	60	90,000		
2. Civil works															
Railtracks	0	m	400	0	800	m	400	320,000	1,588,000	800	m	400	320,000		
Switches	0	piece	18,000	0	1	piece	18,000	18,000	18,000	1	piece	18,000	18,000		
New Pavement	0	qm	50	0	25,000	qm	50	1,250,000	1,250,000	25,000	qm	50	1,250,000		
3. Utilities															
Lighting	0	qm	5	0	25,000	qm	5	125,000	125,000	25,000	qm	5	125,000		
4. Cargo handling equipment															
Reachstackers	0	piece	370,000	0	0	piece	370,000	0	0	0	piece	370,000	0	1,298,000	
Spareparts	0	complect	700,000	0	0	complect	700,000	0	0	0	complect	700,000	0	1,110,000	
III. New Container Terminal North															
0															
3,860,000															

Poti-Container-Terminal (without Breakwater) BUSINESS-FINANCING-PLAN

Description	1998		1999		2000	
	Quantity	US-\$/Unit	Quantity	US-\$/Unit	Quantity	US-\$/Unit
1. Site Preparation						
Preparation of the ground	0	15	0	15	0	3,860,000
Earth works (incl. sand supply)	0	5	0	5	0	1,500,000
Sewage, drainage	0	60	0	60	0	2,000,000
2. Civil works						
Construction of quay walls	0	20,000	0	20,000	0	360,000
Railtracks	0	400	0	400	0	0
Switches	0	18,000	0	18,000	0	0
New Pavement	0	50	0	50	0	0
3. Buildings						
Warehouse	0	300	0	300	0	0
Workshop	0	400	0	400	0	0
Office building	0	500	0	500	0	0
4. Utilities						
Water (fire line, fresh water)	0	60	0	60	0	0
Electricity	0	100	0	100	0	0
Lighting	0	5	0	5	0	0
Reeler points	0	5,000	0	5,000	0	0
Transformation building	0	600,000	0	600,000	0	0
EDP hardware and software	0	500,000	0	500,000	0	0
5. Cargo handling equipment						
Replacement equipment	0	0	0	0	0	0
Major overhaul of Ship/Shore, RMGs, RTGs	0	5,000,000	0	5,000,000	0	0
Ship/Shore Container Gantry Crane (1st delivery)	0	4,725,000	0	4,725,000	0	0
Ship/Shore Container Gantry Crane (2nd delivery)	0	4,950,000	0	4,950,000	0	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	5,175,000	0	5,175,000	0	0
RMG (1st delivery)	0	1,575,000	0	1,575,000	0	0
RMG (2nd delivery)	0	1,650,000	0	1,650,000	0	0
RTG (1st delivery)	0	1,470,000	0	1,470,000	0	0
RTG (2nd delivery)	0	1,540,000	0	1,540,000	0	0
RTG (3rd delivery)	0	1,610,000	0	1,610,000	0	0
Terminal tractor (1st delivery)	0	105,000	0	105,000	0	0
Terminal tractor (2nd delivery)	0	110,000	0	110,000	0	0
Terminal tractor (3rd delivery)	0	115,000	0	115,000	0	0
Containerchassis (1st delivery)	0	26,250	0	26,250	0	0
Containerchassis (2nd delivery)	0	27,500	0	27,500	0	0
Containerchassis (3rd delivery)	0	28,750	0	28,750	0	0
Spareparts (1st delivery of cargo handling equipment)	0	735,000	0	735,000	0	0
Spareparts (2nd delivery of cargo handling equipment)	0	154,000	0	154,000	0	0
Spareparts (3rd delivery of cargo handling equipment)	0	517,500	0	517,500	0	0
Workshop equipment	0	262,500	0	262,500	0	0
1,000 Hansepallets (1st delivery)	0	52,500	0	52,500	0	0
1,000 Hansepallets (2nd delivery)	0	55,000	0	55,000	0	0
Stevoring gear	0	105,000	0	105,000	0	0
Containerstuffer	0	36,750	0	36,750	0	0
Empty Container Handler (1st delivery)	0	165,000	0	165,000	0	0
Empty Container Handler (2nd delivery)	0	172,500	0	172,500	0	0
Forklifts 2.5t	0	40,250	0	40,250	0	0
6. Others Equipment						
Alarm system (incl. circuit TV)	0	100,000	0	100,000	0	0
Gate and barrier	0	50,000	0	50,000	0	0
Perimeter wall	0	50	0	50	0	0

Poti-Container-Terminal (without Breakwater) BUSINESS- FINANCING-PLAN

Description	1998		1999		2000	
	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit
INCIDENTAL EXPENSES (without equipment)	5,518,360		7,931,360	15%	11,791,360	15%
Lease area		827,754				1,189,704
INVESTMENT, total		9,961,614				17,996,564
PROCEEDS		8,550,400				11,571,518
1. Handling proceeds		7,840,000				10,610,110
Container per move (all included) full	48,000	140.00	52,940	piece	64,980	140.00
Container per move (all included) empty	16,000	70.00	17,647	piece	21,653	70.00
2. Storage proceeds (10 % of Container p. m.)		710,400				961,408
40 ft Cont. (60 % during 20 days)	57,600	9	63,528	piece*d	77,952	9
20 ft Cont. (40 % during 20 days)	38,400	5	42,352	piece*d	51,968	5
PROCEEDS		8,550,400				11,571,518
1. Handling proceeds		7,840,000				10,610,110
Container per move (all included) full	48,000	140	52,940	piece	64,980	140
Container per move (all included) empty	16,000	70.00	17,647	piece	21,653	70.00
2. Storage proceeds (10 % of Container p. m.)		710,400				961,408
40 ft Cont. (60 % during 20 days)	57,600	9	63,528	piece*d	77,952	9
20 ft Cont. (40 % during 20 days)	38,400	5	42,352	piece*d	51,968	5
COSTS						
1. Real Estate		1,120,000				1,120,000
Lease area	280,000	4	280,000	qm*a	280,000	4
Security equipment / perimeter wall	0	800	0	m*a	0	800
2. Depreciations		564,493				1,553,143
Construction of quay walls	200,000	4,000	200,000	2%	200,000	2%
Security equipment / perimeter wall	0	4%	45,000	4%	45,000	4%
Sewage/water/electricity/gas-pipe/cable etc.	376,360	5%	466,360	5%	826,360	5%
Paved areas and roads	3,005,000	5%	4,255,000	5%	4,255,000	5%
Tracks and switches	118,000	5%	5,900	5%	22,800	5%
Lighting	300,500	5%	425,500	5%	425,500	5%
Office- and sanitary building	0	5%	0	5%	0	5%
Workshops	200,000	5%	200,000	5%	200,000	5%
Transformation Building	600,000	5%	30,000	5%	600,000	5%
Rehabilitation equipment	1,705,000	10%	3,410,000	10%	3,410,000	10%
Containerchassis	0	10%	200,000	10%	200,000	10%
Reefer Points	100,000	10%	100,000	10%	100,000	10%
Warehouses	0	10%	0	10%	0	10%
Security equipment	0	10%	150,000	10%	150,000	10%
Ship/Shore Container Gantry Cranes	0	10%	0	10%	0	10%
RMGs / RTGs	0	12,50%	0	12,50%	0	12,50%
Forklifts	0	12,50%	0	12,50%	0	12,50%
Reachstackers	0	12,50%	1,650,000	12,50%	2,960,000	12,50%
Stevedoring gear (e.g. spreader)	0	12,50%	400,000	12,50%	400,000	12,50%
Terminal tractor	0	20%	400,000	20%	400,000	20%
Empty Container Handler / Containerstuffer	0	20%	0	20%	0	20%
Spareparts	0	20%	285,000	20%	433,000	20%
Workshop equipment	0	20%	0	20%	0	20%
EDP	750,000	20%	750,000	20%	750,000	20%
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%	0	20%	0	20%

Poti-Container-Terminal (without Breakwater) BUSINESS-FINANCING-PLAN

Description	1998		1999		2000	
	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit
Hansepallets	0	0	0	0	0	0
3. Operating costs						
Personnel costs		1,162,357		1,774,077		2,085,555
Interchange		242,874		291,449		428,967
Guard	5	9,000	5	10,800	6	15,552
Cargo handling (stevedoring/yard/warehouse operatio	5	1,800	5	2,160	6	2,592
Container repair (workshop)	38	2,400	38	2,880	52	2,592
Administration	18	2,400	18	2,880	18	3,456
Surcharge for social insurance and costs (31% of the	18	37,800	18	46,080	18	62,208
Other costs (office, material, etc.) (increase 5% / a)	165,400	57,474	222,480	45,360	18	3,024
Maintenance/repair		225,000		68,968	327,456	101,511
Civil (1 % of the amount of investment)	3,589,360	35,894	5,267,360	52,674	5,267,360	52,674
Mechanical (4 % of the amount of investment)	1,360,500	54,420	1,485,500	59,420	1,485,500	59,420
Handling equipment (10 % of the amount of investme	2,455,000	245,500	7,490,000	749,000	8,748,000	874,800
Electric power supply utilities (increase 5% / a)		110,000		110,000		115,500
Communication (increase 10% / a)		70,000		70,000		73,500
Water/sewage (increase 10% / a)		5,000		5,000		5,500
Insurances (0.5 % of investment)		6,000		6,000		6,600
Administration assessment (increase 1% / a)	9,133,860	45,669	16,706,860	83,534	21,824,860	109,124
Total Costs before financing		2,846,850		4,231,270		4,756,698
PROFITS / LOSS before financing / tax		5,703,550		5,199,132		6,812,820

Description	2001		2002		2003	
	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit
Feasibility Study of New Terminal Facilities in the Ge						
Phase 3 Report						
Poti-Container-Terminal (without Breakwa						
INVESTMENT		2001		2002		2003
1. Extension Container Terminal (excl. Berth 12-14)		47,613,860		71,758,360		71,758,360
		14,168,860		14,168,860		14,168,860
Demolition buildings	2,295	91,800	2,295	91,800	40	91,800
Demolition rail tracks	1,450	14,500	1,450	14,500	10	14,500
Preparation of the ground	60,100	901,500	60,100	901,500	15	901,500
Earth works (incl. sand supply)	60,100	721,200	60,100	721,200	12	721,200
Sewage and drainage	3,606	216,360	3,606	216,360	60	216,360
2. Environmental		50,000		50,000		50,000
Removal fuel station	1	50,000	1	50,000	1	50,000
3. Civil works		3,323,000		3,323,000		3,323,000
Reconstruction of quay walls	500	200,000	500	200,000	400	200,000
Railtracks	250	100,000	250	100,000	250	100,000
Switches	1	18,000	1	18,000	1	18,000
New pavement	60,100	3,005,000	60,100	3,005,000	50	3,005,000
4. Buildings		200,000		200,000		200,000
Workshop	500	200,000	500	200,000	400	200,000
5. Utilities		1,910,500		1,910,500		1,910,500
Water (fire line, fresh water)	1,000	60,000	1,000	60,000	60	60,000
Electricity	1,000	100,000	1,000	100,000	100	100,000
Lighting	60,100	300,500	60,100	300,500	5	300,500
Reeler points	20	100,000	20	100,000	20	100,000
Transformation building	1	600,000	1	600,000	1	600,000
EDP hardware and software	1	750,000	1	750,000	1	750,000
6. Cargo handling equipment		6,545,000		6,545,000		6,545,000
Rehabilitation equipment	1	3,410,000	1	3,410,000	1	3,410,000
Spareparts	5	285,000	5	285,000	5	285,000
Reachstackers	4	370,000	4	370,000	4	370,000
Spreaders	4	100,000	4	100,000	4	100,000
Terminal tractor	4	400,000	4	400,000	4	400,000
Containerchassis	8	200,000	8	200,000	8	200,000
7. Others Equipment		195,000		195,000		195,000
Alarm system (incl. circuit TV)	1	100,000	1	100,000	1	100,000
Gate and barrier	1	50,000	1	50,000	1	50,000
Perimeter wall	900	45,000	900	45,000	900	45,000
II. Container Terminal berth 12-14		3,796,000		3,796,000		3,796,000
1. Site Preparation		825,000		825,000		825,000
Preparation of the ground	25,000	375,000	25,000	375,000	15	375,000
Earth works (incl. sand supply)	25,000	300,000	25,000	300,000	12	300,000
Dredging	20,000	60,000	20,000	60,000	3	60,000
Sewage, drainage	1,500	90,000	1,500	90,000	60	90,000
2. Civil works		1,588,000		1,588,000		1,588,000
Railtracks	800	320,000	800	320,000	400	320,000
Switches	1	18,000	1	18,000	1	18,000
New Pavement	25,000	1,250,000	25,000	1,250,000	50	1,250,000
3. Utilities		125,000		125,000		125,000
Lighting	25,000	125,000	25,000	125,000	5	125,000
4. Cargo handling equipment		1,258,000		1,258,000		1,258,000
Reachstackers	3	1,110,000	3	1,110,000	3	1,110,000
Spareparts	1	148,000	1	148,000	1	148,000
III. New Container Terminal North	3,860,000	29,649,000	25,789,000	53,793,500	24,144,500	53,793,500

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
Poti-Container-Terminal (without Breakwa																
Incidental expenses (without equipment)	35,505,360	15%		5,325,804	37,005,360	15%		5,550,804	37,005,360	15%		5,550,804				5,550,804
INVESTMENT, total				52,939,664				77,309,164				77,309,164				77,309,164
PROCEEDS																
1. Handling proceeds				14,202,571				17,465,973				19,038,891				19,038,891
Container per move (all included) full	79,730	piece	140.00	11,162,200	98,050	piece	140.00	13,727,000	106,880	piece	140.00	14,963,200				14,963,200
Container per move (all included) empty	26,577	piece	70.00	1,860,367	32,683	piece	70.00	2,287,833	35,627	piece	70.00	2,493,867				2,493,867
2. Storage proceeds (10% of Container p. m.)				1,180,004				1,451,140				1,581,824				1,581,824
40 ft Cont. (60 %, during 20 days)	95,676	piece*d	9	861,084	117,660	piece*d	9	1,058,940	128,256	piece*d	9	1,154,304				1,154,304
20 ft Cont. (40 %, during 20 days)	63,784	piece*d	5	318,920	78,440	piece*d	5	392,200	85,504	piece*d	5	427,520				427,520
PROCEEDS				14,202,594				17,465,950				19,038,914				19,038,914
1. Handling proceeds				13,022,590				16,014,810				17,465,090				17,465,090
Container per move (all included) full	79,730	piece	140	11,162,200	98,050	piece	140	13,727,000	106,880	piece	140	14,963,200				14,963,200
Container per move (all included) empty	26,577	piece	70.00	1,860,390	32,683	piece	70.00	2,287,810	35,627	piece	70.00	2,493,890				2,493,890
2. Storage proceeds (10% of Container p. m.)				1,180,004				1,451,140				1,581,824				1,581,824
40 ft Cont. (60 %, during 20 days)	95,676	piece*d	9	861,084	117,660	piece*d	9	1,058,940	128,256	piece*d	9	1,154,304				1,154,304
20 ft Cont. (40 %, during 20 days)	63,784	piece*d	5	318,920	78,440	piece*d	5	392,200	85,504	piece*d	5	427,520				427,520
COSTS																
1. Real Estate				1,120,000				1,120,000				1,120,000				1,120,000
Lease area	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000				1,120,000
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a	800	0				0
2. Depreciations				2,379,443				5,485,968				5,485,968				5,485,968
Construction of quay walls	10,200,000	2%		204,000	10,200,000	2%		204,000	10,200,000	2%		204,000				204,000
Security equipment / perimeter wall	110,000	4%		4,400	110,000	4%		4,400	110,000	4%		4,400				4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%		67,318	1,346,360	5%		67,318	1,346,360	5%		67,318				67,318
Paved areas and roads	13,205,000	5%		660,250	13,205,000	5%		660,250	13,205,000	5%		660,250				660,250
Tracks and switches	910,000	5%		45,500	910,000	5%		45,500	910,000	5%		45,500				45,500
Lighting	1,425,500	5%		71,275	1,425,500	5%		71,275	1,425,500	5%		71,275				71,275
Office- and sanitary building	250,000	5%		12,500	250,000	5%		12,500	250,000	5%		12,500				12,500
Workshops	400,000	5%		20,000	400,000	5%		20,000	400,000	5%		20,000				20,000
Transformation Building	1,200,000	5%		60,000	1,200,000	5%		60,000	1,200,000	5%		60,000				60,000
Rehabilitation equipment	3,410,000	10%		341,000	3,410,000	10%		341,000	3,410,000	10%		341,000				341,000
Containerchassis	200,000	10%		20,000	987,500	10%		98,750	987,500	10%		98,750				98,750
Reefer Points	200,000	10%		20,000	200,000	10%		20,000	200,000	10%		20,000				20,000
Warehouses	0	10%		0	1,500,000	10%		150,000	1,500,000	10%		150,000				150,000
Security equipment	300,000	10%		30,000	300,000	10%		30,000	300,000	10%		30,000				30,000
Ship/Shore Container Gantry Cranes	0	10%		0	9,450,000	10%		945,000	9,450,000	10%		945,000				945,000
RMGs / RTGs	0	12.50%		0	9,030,000	12.50%		1,128,750	9,030,000	12.50%		1,128,750				1,128,750
Forklifts	0	12.50%		0	0	12.50%		0	0	12.50%		0				0
Reachstackers	2,960,000	12.50%		370,000	2,960,000	12.50%		370,000	2,960,000	12.50%		370,000				370,000
Stevedoring gear (e.g. spreader)	400,000	12.50%		50,000	505,000	12.50%		63,125	505,000	12.50%		63,125				63,125
Terminal tractor	400,000	20%		80,000	1,975,000	20%		395,000	1,975,000	20%		395,000				395,000
Empty Container Handler / Containerstuffer	0	20%		0	147,000	20%		29,400	147,000	20%		29,400				29,400
Spareparts	433,000	20%		86,600	1,168,000	20%		233,600	1,168,000	20%		233,600				233,600
Workshop equipment	0	20%		86,600	282,500	20%		282,500	282,500	20%		282,500				282,500
EDP	750,000	20%		150,000	1,250,000	20%		250,000	1,250,000	20%		250,000				250,000
Major overhaul of Ships/Store, RMGs, RTGs	0	20%		0	0	20%		0	0	20%		0				0

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	
																	2001
3. Operating costs																	
Hansepallets	0	100%		2 631 919	52 500	100%		52 500	52 500	100%		52 500	52 500	100%		52 500	52 500
Personnel costs				514 741				514 741				514 741				514 741	514 741
Interchange	6	USD p. a.	3 110	18 660	6	USD p. a.	3 732	22 392	6	USD p. a.	4 292	25 751	6	USD p. a.	4 292	25 751	25 751
Guard	6	USD p. a.	3 110	18 660	6	USD p. a.	3 732	22 392	6	USD p. a.	4 292	25 751	6	USD p. a.	4 292	25 751	25 751
Cargo handling (stevedoring/yard/warehouse operatio	52	USD p. a.	4 147	215 644	52	USD p. a.	4 977	258 804	68	USD p. a.	5 724	389 201	68	USD p. a.	5 724	389 201	389 201
Container repair (workshop)	18	USD p. a.	4 147	74 646	18	USD p. a.	4 977	89 586	22	USD p. a.	5 724	125 918	22	USD p. a.	5 724	125 918	125 918
Administration	18	USD p. a.	3 629	65 322	18	USD p. a.	4 355	78 390	18	USD p. a.	5 008	90 149	18	USD p. a.	5 008	90 149	90 149
Surcharge for social insurance and costs (31% of the	392 932	31%		121 809	471 564	31%		146 185	656 770	31%		203 589	656 770	31%		203 589	203 589
Other costs (office, material, etc.) (increase 5% / a)		5,0%		248 063		5,0%		260 466		5,0%		273 489		5,0%		273 489	273 489
Maintenance/repair																	
Civil (1 % of the amount of investment)	24 671 360	1%		246 714	24 671 360	1%		246 714	24 671 360	1%		246 714	24 671 360	1%		246 714	246 714
Mechanical (4 % of the amount of investment)	3 795 500	4%		151 820	5 295 500	4%		211 820	5 295 500	4%		211 820	5 295 500	4%		211 820	211 820
Handling equipment (10 % of the amount of investme	8 963 000	10%		896 300	31 607 500	10%		3 160 750	31 607 500	10%		3 160 750	31 607 500	10%		3 160 750	3 160 750
Energy costs (cargo handling equipment) (increase 5% / a)		5,0%		121 275		5,0%		127 339		5,0%		133 706		5,0%		133 706	133 706
Electric power, supply utilities (increase 5% / a)		5,0%		77 175		5,0%		81 034		5,0%		85 085		5,0%		85 085	85 085
Communication (increase 10% / a)		10,0%		6 050		10,0%		6 655		10,0%		7 321		10,0%		7 321	7 321
Water/sewage (increase 10% / a)		10,0%		7 260		10,0%		7 986		10,0%		8 785		10,0%		8 785	8 785
Insurances (0.5 % of investment)	47 613 860	0.5%		238 089	71 758 360	0.5%		358 792	71 758 360	0.5%		358 792	71 758 360	0.5%		358 792	358 792
Administration, assessment (increase 1% / a)		1,0%		124 452		1,0%		125 697		1,0%		126 954		1,0%		126 954	126 954
Total Costs before financing				6 131 362				11 810 968				12 079 750				12 079 750	12 079 750
PROFITS / LOSS before financing / tax				8 071 232				5 654 982				6 959 164				6 959 164	6 959 164

Description	2004		2005		2006	
	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit
Feasibility Study of New Terminal Facilities in the Ge Phase 3 Report						
Poti-Container-Terminal (without Breakwa						
INVESTMENT		65,533,360		72,178,360		72,178,360
I. Extension Container Terminal (excl. Berth 12-14)		7,623,860		14,168,860		14,168,860
1. Site preparation		1,945,360		1,945,360		1,945,360
Demolition buildings	2,295	qm	2,295	qm	2,295	qm
Demolition rail tracks	1,450	m	1,450	m	1,450	m
Preparation of the ground	60,100	qm	60,100	qm	60,100	qm
Earth works (incl. sand supply)	60,100	cbm	60,100	cbm	60,100	cbm
Sewage and drainage	3,608	m	3,608	m	3,608	m
2. Environmental		50,000		50,000		50,000
Removal fuel station	1	piece	1	piece	1	piece
3. Civil works		3,323,000		3,323,000		3,323,000
Reconstruction of quay walls	500	m	500	m	500	m
Railtracks	250	m	250	m	250	m
Switches	1	piece	1	piece	1	piece
New pavement	60,100	qm	60,100	qm	60,100	qm
4. Buildings		200,000		200,000		200,000
Workshop	500	qm	500	qm	500	qm
5. Utilities		1,910,500		1,910,500		1,910,500
Water (fire line, fresh water)	1,000	m	1,000	m	1,000	m
Electricity	1,000	m	1,000	m	1,000	m
Lighting	60,100	qm	60,100	qm	60,100	qm
Reefer points	20	piece	20	piece	20	piece
Transformation building	1	piece	1	piece	1	piece
EDP hardware and software	1	installation	1	installation	1	installation
6. Cargo handling equipment		750,000		750,000		750,000
Rehabilitation equipment	1	summary	1	summary	1	summary
Spareparts	1	complect	1	complect	1	complect
Reachstackers	5	piece	5	piece	5	piece
Spreaders	4	piece	4	piece	4	piece
Terminal tractor	4	piece	4	piece	4	piece
Containerchassis	8	piece	8	piece	8	piece
7. Others Equipment		195,000		195,000		195,000
Alarm system (incl. circuit TV)	1	piece	1	piece	1	piece
Gate and barrier	1	piece	1	piece	1	piece
Perimeter wall	900	m	900	m	900	m
II. Container Terminal berth 12-14		3,796,000		3,796,000		3,796,000
1. Site Preparation		825,000		825,000		825,000
Preparation of the ground	25,000	qm	25,000	qm	25,000	qm
Earth works (incl. sand supply)	25,000	cbm	25,000	cbm	25,000	cbm
Dredging	20,000	cbm	20,000	cbm	20,000	cbm
Sewage, drainage	1,500	m	1,500	m	1,500	m
2. Civil works		1,588,000		1,588,000		1,588,000
Railtracks	800	m	800	m	800	m
Switches	1	piece	1	piece	1	piece
New Pavement	25,000	qm	25,000	qm	25,000	qm
3. Utilities		125,000		125,000		125,000
Lighting	25,000	qm	25,000	qm	25,000	qm
4. Cargo handling equipment		1,258,000		1,258,000		1,258,000
Reachstackers	3	piece	3	piece	3	piece
Spareparts	1	complect	1	complect	1	complect
III. New Container Terminal North		54,213,500		54,213,500		54,213,500
	0		420,000		0	

Description	2004			2005			2006		
	Quantity	US-\$ /Unit	US-\$	Quantity	US-\$ /Unit	US-\$	Quantity	US-\$ /Unit	US-\$
1. Site Preparation			7,720,000			7,720,000			7,720,000
Preparation of the ground	200,000	qm	3,000,000	15	200,000	3,000,000	200,000	qm	15
Earth works (incl. sand supply)	800,000	cbm	4,000,000	5	800,000	4,000,000	800,000	cbm	5
Sewage, drainage	12,000	m	720,000	60	12,000	720,000	12,000	m	60
2. Civil works			19,404,000			19,404,000			19,404,000
Construction of quay walls	500	m	10,000,000	20,000	500	10,000,000	500	m	20,000
Railtracks	1,000	m	400,000	400	1,000	400,000	1,000	m	400
Switches	3	piece	54,000	18,000	3	54,000	3	piece	18,000
New Pavement			8,950,000			8,950,000			8,950,000
Warehouse	5,000	qm	1,950,000	50	179,000	1,950,000	179,000	qm	50
Workshop	500	qm	1,500,000	300	500	1,500,000	500	qm	300
Office building	500	qm	250,000	500	500	250,000	500	qm	500
4. Utilities			2,360,000			2,360,000			2,360,000
Water (fire line, fresh water)	1,000	m	60,000	60	1,000	60,000	1,000	m	60
Electricity	200,000	qm	1,000,000	5	200,000	1,000,000	200,000	qm	5
Reefer points	20	piece	100,000	20	20	100,000	20	piece	20
Transformation building	1	piece	600,000	600,000	1	600,000	1	piece	600,000
EDP hardware and software	500,000	installation	500,000	500,000	1	500,000	1	installation	500,000
5. Cargo handling equipment			22,564,500			22,564,500			22,564,500
Replacement equipment	0	summary	420,000	0	0	420,000	0	summary	420,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5,000,000	0	0	5,000,000	0	summary	5,000,000
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	9,450,000	2	2	9,450,000	2	piece	2
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4,950,000	0	0	4,950,000	0	piece	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5,175,000	0	0	5,175,000	0	piece	0
RMG (1st delivery)	2	piece	3,150,000	2	2	3,150,000	2	piece	2
RMG (2nd delivery)	0	piece	1,650,000	0	0	1,650,000	0	piece	0
RTG (1st delivery)	4	piece	1,470,000	4	4	5,880,000	4	piece	1,470,000
RTG (2nd delivery)	0	piece	1,540,000	0	0	1,540,000	0	piece	0
RTG (3rd delivery)	0	piece	1,610,000	0	0	1,610,000	0	piece	0
Terminal tractor (1st delivery)	15	piece	1,575,000	15	15	1,575,000	15	piece	1,575,000
Terminal tractor (2nd delivery)	0	piece	110,000	0	0	110,000	0	piece	0
Terminal tractor (3rd delivery)	0	piece	115,000	0	0	115,000	0	piece	0
Containerchassis (1st delivery)	30	piece	26,250	30	30	787,500	30	piece	26,250
Containerchassis (2nd delivery)	0	piece	27,500	0	0	27,500	0	piece	0
Containerchassis (3rd delivery)	0	piece	28,750	0	0	28,750	0	piece	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735,000	1	1	735,000	1	complect	735,000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154,000	0	0	154,000	0	complect	154,000
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517,500	0	0	517,500	0	complect	517,500
Workshop equipment	1	complect	262,500	1	1	262,500	1	complect	262,500
1,000 Hansepallets (1st delivery)	1	complect	52,500	1	1	52,500	1	complect	52,500
1,000 Hansepallets (2nd delivery)	0	complect	105,000	0	0	105,000	0	complect	105,000
Stevedoring gear	4	piece	147,000	4	4	147,000	4	piece	36,750
Containerstuffer	0	piece	165,000	0	0	165,000	0	piece	165,000
Empty Container Handler (1st delivery)	0	piece	172,500	0	0	172,500	0	piece	172,500
Empty Container Handler (2nd delivery)	0	piece	40,250	0	0	40,250	0	piece	40,250
Forklifts 2.5t	0	piece	215,000	0	0	215,000	0	piece	40,250
6. Others Equipment			100,000			100,000			100,000
Alarm system (incl. circuit TV)	1	piece	50,000	1	1	50,000	1	piece	50,000
Gate and barrier	1,300	m	65,000	1,300	1,300	65,000	1,300	m	50
Perimeter wall									

Description	2004		2005		2006	
	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit
Incidental expenses (without equipment)	37,005,360	15%	37,005,360	15%	37,005,360	15%
INVESTMENT, total			71,184,164		77,729,164	
PROCEEDS						
1. Handling proceeds			20,750,752		22,619,371	
Container per move (all included) full	116,490	piece	19,026,700		20,740,067	
Container per move (all included) empty	38,830	piece	16,308,600	140.00	17,777,200	140.00
2. Storage proceeds (10 % of container p. m.)			2,718,052	70.00	2,962,867	70.00
40 ft Cont. (60 %; during 20 days)	139,788	piece*d	1,724,052	9	1,879,304	9
20 ft Cont. (40 %; during 20 days)	93,192	piece*d	1,258,092	5	1,371,384	5
			465,960		507,920	
PROCEEDS			20,750,752		22,619,371	
1. Handling proceeds			19,026,700		20,740,067	
Container per move (all included) full	116,490	piece	16,308,600	140	17,777,200	140
Container per move (all included) empty	38,830	piece	2,718,100	70.00	2,962,890	70.00
2. Storage proceeds (10 % of container p. m.)			1,724,052		1,879,304	
40 ft Cont. (60 %; during 20 days)	139,788	piece*d	1,258,092	9	1,371,384	9
20 ft Cont. (40 %; during 20 days)	93,192	piece*d	465,960	5	507,920	5
COSTS						
1. Real Estate			1,120,000		1,120,000	
Lease area	280,000	qm*a	1,120,000	4	1,120,000	4
Lease quay wall	0	m*a	0	800	0	800
2. Depreciations			5,485,968		5,485,968	
Construction of quay walls	10,200,000	2%	204,000		204,000	
Security equipment / perimeter wall	110,000	4%	4,400		4,400	
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%	67,318		67,318	
Paved areas and roads	13,205,000	5%	660,250		660,250	
Tracks and switches	910,000	5%	45,500		45,500	
Lighting	1,425,500	5%	71,275		71,275	
Office- and sanitary building	250,000	5%	12,500		12,500	
Workshops	400,000	5%	20,000		20,000	
Transformation Building	1,200,000	5%	60,000		60,000	
Rehabilitation equipment	3,410,000	10%	341,000		341,000	
Containerchassis	987,500	10%	98,750		98,750	
Reefer Points	200,000	10%	20,000		20,000	
Warehouses	1,500,000	10%	150,000		150,000	
Security equipment	300,000	10%	30,000		30,000	
Ship/Shore Container Gantry Cranes	9,450,000	10%	945,000		945,000	
RMGs / RTGs	9,030,000	12.50%	1,128,750		1,128,750	
Forklifts	0	12.50%	0		0	
Reachstackers	2,960,000	12.50%	370,000		370,000	
Stevedoring gear (e.g. spreader)	505,000	12.50%	63,125		63,125	
Terminal tractor	1,975,000	20%	395,000		395,000	
Empty Container Handler / Containerstuffer	147,000	20%	29,400		29,400	
Spareparts	1,168,000	20%	233,600		233,600	
Workshop equipment	282,500	20%	56,500		56,500	
EDP	1,250,000	20%	250,000		250,000	
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%	0		0	

Description	2004		2005		2006	
	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit
3. Operating costs						
Hansepallets	52,500	52,500	52,500	52,500	52,500	52,500
Personnel costs		4,987,207		5,851,744		6,052,800
Interchange	6	29,613	6	1,137,837	6	1,308,512
Guard	6	4,936	6	5,676	6	39,164
Cargo handling (stevedoring/yard/warehouse operation)	68	6,582	68	7,569	68	39,164
Container repair (workshop)	22	144,606	22	166,527	22	991,927
Administration	18	103,671	18	119,221	18	191,506
Surcharge for social insurance and costs (31% of the		234,138		269,259		309,848
Other costs (office, material, etc.) (increase 5% / a)	755,285	5,759	868,576	6,623	998,864	7,617
Maintenance/repair		287,163		301,522		316,598
Civil (1% of the amount of investment)	24,671,360	1%	24,671,360	1%	24,671,360	1%
Mechanical (4% of the amount of investment)	5,295,500	4%	5,295,500	4%	5,295,500	4%
Handling equipment (10% of the amount of investment)	25,482,500	10%	32,027,500	10%	32,027,500	10%
Energy costs (cargo handling equipment) (increase 5% / a)		140,391		147,411		154,781
Electric power supply utilities (increase 5% / a)		89,340		93,807		98,487
Communication (increase 10% / a)		8,053		8,858		9,744
Water/sewage (increase 10% / a)		9,663		10,629		11,682
Insurances (0.5% of investment)	65,633,360	0.5%	72,178,360	0.5%	72,178,360	0.5%
Administration assessment (increase 1% / a)		128,223		129,505		130,801
Total Costs before financing		11,593,175		12,457,712		12,658,768
PROFITS / LOSS before financing / tax		9,157,577		10,161,682		11,996,690



Feasibility Study of New Terminal Facilities in the Ge
Phase 3 Report

Poti-Container-Terminal (without Breakwa

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
INVESTMENT			2007	76,132,310				2008				2009
I. Extension Container Terminal (excl. Berth 12-14)			14,168,860	14,168,860				87,176,310				90,434,810
1. Site preparation			1,945,360	1,945,360				1,945,360				14,168,860
Demolition buildings	2,295	qm	91,800	210,780	2,295	qm	40	91,800	2,295	qm	50,000	114,600
Demolition rail tracks	1,450	m	14,500	20,925	1,450	m	10	14,500	1,450	m	15	21,750
Preparation of the ground	60,100	qm	901,500	54,150,000	60,100	qm	15	901,500	60,100	qm	10	541,500
Earth works (incl. sand supply)	60,100	cbm	721,200	43,308,000	60,100	cbm	12	721,200	60,100	cbm	12	432,120
Sewage and drainage	3,606	m	216,360	781,956	3,606	m	60	216,360	3,606	m	60	216,360
2. Environmental			50,000	50,000				50,000				50,000
Removal fuel station	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000	50,000
3. Civil works			3,323,000	3,323,000				3,323,000				3,323,000
Reconstruction of quay walls	500	m	200,000	100,000	500	m	400	200,000	500	m	400	200,000
Railtracks	250	m	100,000	25,000	250	m	400	100,000	250	m	400	100,000
Switches	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece	18,000	18,000
4. Buildings			3,005,000	3,005,000				3,005,000				3,005,000
New pavement	60,100	qm	50	3,005,000	60,100	qm	50	3,005,000	60,100	qm	50	3,005,000
5. Utilities			200,000	200,000				200,000				200,000
Workshop	500	qm	200,000	100,000	500	qm	400	200,000	500	qm	400	200,000
6. Water (fire line, fresh water)			1,910,500	1,910,500				1,910,500				1,910,500
Water	1,000	m	60,000	60,000	1,000	m	60	60,000	1,000	m	60	60,000
Electricity	1,000	m	100,000	100,000	1,000	m	100	100,000	1,000	m	100	100,000
Lighting	60,100	qm	300,500	18,060,500	60,100	qm	5	300,500	60,100	qm	5	300,500
Reeler points	20	piece	5,000	100,000	20	piece	5,000	100,000	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000	1	piece	600,000	600,000	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000	1	installation	750,000	750,000	1	installation	750,000	750,000
6. Cargo handling equipment			6,545,000	6,545,000				6,545,000				6,545,000
Rehabilitation equipment	1	summary	3,410,000	3,410,000	1	summary	3,410,000	3,410,000	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000	1	complect	285,000	285,000	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000	5	piece	370,000	1,850,000	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000	4	piece	100,000	400,000	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000	4	piece	100,000	400,000	4	piece	100,000	400,000
Containerchassis	8	piece	25,000	200,000	8	piece	25,000	200,000	8	piece	25,000	200,000
7. Others Equipment			195,000	195,000				195,000				195,000
Alarm system (incl. circuit TV)	1	piece	100,000	100,000	1	piece	100,000	100,000	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000	1	piece	50,000	50,000	1	piece	50,000	50,000
Perimeter wall	900	m	45,000	40,500	900	m	50	45,000	900	m	50	40,500
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	25,000	qm	375,000	9,375,000	25,000	qm	15	375,000	25,000	qm	15	9,375,000
Earth works (incl. sand supply)	20,000	cbm	300,000	6,000,000	20,000	cbm	12	300,000	20,000	cbm	12	2,400,000
Drainage	20,000	cbm	60,000	1,200,000	20,000	cbm	3	60,000	20,000	cbm	3	120,000
Sewage, drainage	1,500	m	90,000	135,000	1,500	m	60	90,000	1,500	m	60	90,000
2. Civil works			1,588,000	1,588,000				1,588,000				1,588,000
Railtracks	800	m	320,000	256,000	800	m	400	320,000	800	m	400	320,000
Switches	1	piece	18,000	18,000	1	piece	18,000	18,000	1	piece	18,000	18,000
New Pavement	25,000	qm	1,250,000	31,250,000	25,000	qm	50	1,250,000	25,000	qm	50	31,250,000
3. Utilities			125,000	125,000				125,000				125,000
Lighting	25,000	qm	125,000	3,125,000	25,000	qm	5	125,000	25,000	qm	5	625,000
4. Cargo handling equipment			1,258,000	1,258,000				1,258,000				1,258,000
Reachstackers	3	piece	370,000	1,110,000	3	piece	370,000	1,110,000	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000	1	complect	148,000	148,000	1	complect	148,000	148,000
III. New Container Terminal North			58,167,450	58,167,450				69,211,450				72,469,950
	0		3,953,950	3,953,950				69,211,450				72,469,950

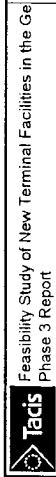


Feasibility Study of New Terminal Facilities in the Ge
Phase 3 Report

Poti-Container-Terminal (without Breakwa

Description	Quantity	Quantity_Unit	US-\$ /Unit	US-\$	Quantity	Quantity_Unit	US-\$ /Unit	US-\$	Quantity	Quantity_Unit	US-\$ /Unit	US-\$
				2007				2008				2009
Incidental expenses (without equipment)	37,005,360	15%		5,550,804	37,005,360	15%		5,550,804	37,005,360	15%		5,550,804
INVESTMENT_total				81,683,114				92,727,114				95,985,614
PROCEEDS				26,955,136				30,594,400				34,723,531
1. Handling proceeds				24,715,600				28,052,500				31,838,567
Container per move (all included) full	151,320	piece	140.00	21,184,800	171,750	piece	140.00	24,045,000	194,930	piece	140.00	27,290,200
Container per move (all included) empty	50,440	piece	70.00	3,530,800	57,250	piece	70.00	4,007,500	64,977	piece	70.00	4,548,367
2. Storage proceeds (10 % of Container p. m.)				2,239,536				2,541,900				2,884,964
40 ft Cont. (60 %, during 20 days)	181,584	piece*d	9	1,634,256	206,100	piece*d	9	1,854,900	233,916	piece*d	9	2,105,244
20 ft Cont. (40 %, during 20 days)	121,056	piece*d	5	605,280	137,400	piece*d	5	687,000	155,944	piece*d	5	779,720
PROCEEDS				26,955,136				26,955,136				34,723,531
1. Handling proceeds				24,715,600				24,715,600				31,838,590
Container per move (all included) full	151,320	piece	140	21,184,800	151,320	piece	140	21,184,800	194,930	piece	140	27,290,200
Container per move (all included) empty	50,440	piece	70.00	3,530,800	50,440	piece	70.00	3,530,800	64,977	piece	70.00	4,548,390
2. Storage proceeds (10 % of Container p. m.)				2,239,536				2,239,536				2,884,964
40 ft Cont. (60 %, during 20 days)	181,584	piece*d	9	1,634,256	181,584	piece*d	9	1,634,256	233,916	piece*d	9	2,105,244
20 ft Cont. (40 %, during 20 days)	121,056	piece*d	5	605,280	121,056	piece*d	5	605,280	155,944	piece*d	5	779,720
COSTS												
1. Real Estate				1,120,000				1,120,000				1,120,000
Lease area	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000	280,000	qm*a	4	1,120,000
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a	800	0
2. Depreciations				5,485,968				6,892,318				6,892,318
Construction of quay walls	10,200,000	2%		204,000	10,200,000	2%		204,000	10,200,000	2%		204,000
Security equipment / perimeter wall	110,000	4%		4,400	110,000	4%		4,400	110,000	4%		4,400
Sewage/water/electricity/gas-pipe/cable etc	1,346,360	5%		67,318	1,346,360	5%		67,318	1,346,360	5%		67,318
Paved areas and roads	13,205,000	5%		660,250	13,205,000	5%		660,250	13,205,000	5%		660,250
Tracks and switches	910,000	5%		45,500	910,000	5%		45,500	910,000	5%		45,500
Lighting	1,425,500	5%		71,275	1,425,500	5%		71,275	1,425,500	5%		71,275
Office- and sanitary building	250,000	5%		12,500	250,000	5%		12,500	250,000	5%		12,500
Workshops	400,000	5%		20,000	400,000	5%		20,000	400,000	5%		20,000
Transformation Building	1,200,000	5%		60,000	1,200,000	5%		60,000	1,200,000	5%		60,000
Rehabilitation equipment	3,410,000	10%		341,000	3,410,000	10%		341,000	3,410,000	10%		341,000
Containerchassis	987,500	10%		98,750	987,500	10%		98,750	987,500	10%		98,750
Reefer Points	200,000	10%		20,000	200,000	10%		20,000	200,000	10%		20,000
Warehouses	1,500,000	10%		150,000	1,500,000	10%		150,000	1,500,000	10%		150,000
Security equipment	300,000	10%		30,000	300,000	10%		30,000	300,000	10%		30,000
Ship/Shore Container Gantry Cranes	9,450,000	10%		945,000	9,450,000	10%		945,000	9,450,000	10%		945,000
RMGs / RTGs	9,030,000	12.50%		1,128,750	9,030,000	12.50%		1,128,750	9,030,000	12.50%		1,128,750
Forklifts	0	12.50%		0	0	12.50%		0	0	12.50%		0
Reachstackers	2,960,000	12.50%		370,000	2,960,000	12.50%		370,000	2,960,000	12.50%		370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%		63,125	505,000	12.50%		63,125	505,000	12.50%		63,125
Terminal tractor	1,975,000	20%		395,000	1,975,000	20%		395,000	1,975,000	20%		395,000
Empty Container Handler / Containerbuffer	147,000	20%		29,400	147,000	20%		29,400	147,000	20%		29,400
Spareparts	1,168,000	20%		233,600	1,168,000	20%		233,600	1,168,000	20%		233,600
Workshop equipment	262,500	20%		52,500	262,500	20%		52,500	262,500	20%		52,500
EDP	1,250,000	20%		250,000	1,250,000	20%		250,000	1,250,000	20%		250,000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0	0	20%		0	0	20%		0

Description	2007		2008		2009	
	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit
3. Operating costs						
Hansepallets	52,500		107,500		107,500	
Personnel costs		7,045,897		8,381,743		9,007,241
Interchange	8	60,056	8	66,064	8	72,672
Guard	8	7,507	8	8,258	8	9,084
Cargo handling (stevedoring/yard/warehouse operatio	82	10,010	82	11,011	82	12,112
Container repair (workshop)	30	10,010	30	11,011	30	12,112
Administration	20	8,759	20	9,634	20	10,598
Surcharge for social insurance and costs (31% of the	1,416,412		1,416,412		1,713,848	
Other costs (office, material, etc.) (increase 5% / a)		439,088		439,088		531,293
Maintenance/repair		332,427		349,049		366,501
Civil (1 % of the amount of investment)	24,671,360		24,671,360		24,671,360	
Mechanical (4 % of the amount of investment)	5,295,500		5,295,500		5,295,500	
Handling equipment (10 % of the amount of investme	35,981,450		47,025,450		50,283,950	
Electric power supply utilities (increase 5% / a)		3,598,145		4,702,545		5,028,995
Communication (increase 10% / a)		162,520		170,646		179,178
Water/sewage (increase 10% / a)		103,422		108,593		114,023
Insurances (0.5 % of investment)		10,718		11,790		12,969
Administration assessment (increase 1% / a)		12,862		14,148		15,562
	76,132,310		87,176,310		90,434,810	
		380,662		435,882		452,174
		132,109		133,430		134,764
Total Costs before financing		13,652,865		16,394,061		17,019,559
PROFITS / LOSS before financing / tax		13,302,271		10,561,075		17,703,995



Poti-Container-Terminal (without Breakwa

Description	Quantity	Quantity_Unit	2010		2011		2012			
			US-\$ /Unit	US-\$	US-\$ /Unit	US-\$	US-\$ /Unit	US-\$		
INVESTMENT										
I. Extension Container Terminal (excl. Berth 12-14)										
1. Site preparation										
Demolition buildings	2,295	qm	40	91,800	40	91,800	2,295	qm	40	91,800
Demolition rail tracks	1,450	m	10	14,500	10	14,500	1,450	m	10	14,500
Preparation of the ground	60,100	qm	15	901,500	15	901,500	60,100	qm	15	901,500
Earth works (incl. sand supply)	60,100	cbm	12	721,200	12	721,200	60,100	cbm	12	721,200
Sewage and drainage	3,606	m	60	216,360	60	216,360	3,606	m	60	216,360
2. Environmental										
Removal fuel station	1	piece	50,000	50,000	50,000	50,000	1	piece	50,000	50,000
3. Civil works										
Reconstruction of quay walls	500	m	400	200,000	400	200,000	500	m	400	200,000
Railtracks	250	m	400	100,000	400	100,000	250	m	400	100,000
Switches	1	piece	18,000	18,000	18,000	18,000	1	piece	18,000	18,000
New pavement	60,100	qm	50	3,005,000	50	3,005,000	60,100	qm	50	3,005,000
4. Buildings										
Workshop	500	qm	400	200,000	400	200,000	500	qm	400	200,000
5. Utilities										
Water (fire line, fresh water)	1,000	m	60	60,000	60	60,000	1,000	m	60	60,000
Electricity	1,000	m	100	100,000	100	100,000	1,000	m	100	100,000
Lighting	60,100	qm	5	300,500	5	300,500	60,100	qm	5	300,500
Reefer points	20	piece	5,000	100,000	5,000	100,000	20	piece	5,000	100,000
Transformation building	1	piece	600,000	600,000	600,000	600,000	1	piece	600,000	600,000
EDP hardware and software	1	installation	750,000	750,000	750,000	750,000	1	installation	750,000	750,000
6. Cargo handling equipment										
Rehabilitation equipment	1	summary	3,410,000	3,410,000	3,410,000	3,410,000	1	summary	3,410,000	3,410,000
Spareparts	1	complect	285,000	285,000	285,000	285,000	1	complect	285,000	285,000
Reachstackers	5	piece	370,000	1,850,000	370,000	1,850,000	5	piece	370,000	1,850,000
Spreaders	4	piece	100,000	400,000	100,000	400,000	4	piece	100,000	400,000
Terminal tractor	4	piece	100,000	400,000	100,000	400,000	4	piece	100,000	400,000
Containerchassis	6	piece	25,000	200,000	25,000	200,000	6	piece	25,000	200,000
7. Others Equipment										
Alarm system (incl. circuit TV)	1	piece	100,000	100,000	100,000	100,000	1	piece	100,000	100,000
Gate and barrier	1	piece	50,000	50,000	50,000	50,000	1	piece	50,000	50,000
Perimeter wall	900	m	50	45,000	50	45,000	900	m	50	45,000
II. Container Terminal berth 12-14										
1. Site Preparation										
Preparation of the ground	25,000	qm	15	375,000	15	375,000	25,000	qm	15	375,000
Earth works (incl. sand supply)	25,000	cbm	12	300,000	12	300,000	25,000	cbm	12	300,000
Dredging	20,000	cbm	3	60,000	3	60,000	20,000	cbm	3	60,000
Sewage, drainage	1,500	m	60	90,000	60	90,000	1,500	m	60	90,000
2. Civil works										
Railtracks	800	m	400	320,000	400	320,000	800	m	400	320,000
Switches	1	piece	18,000	18,000	18,000	18,000	1	piece	18,000	18,000
New Pavement	25,000	qm	50	1,250,000	50	1,250,000	25,000	qm	50	1,250,000
3. Utilities										
Lighting	25,000	qm	5	125,000	5	125,000	25,000	qm	5	125,000
4. Cargo handling equipment										
Reachstackers	3	piece	370,000	1,110,000	370,000	1,110,000	3	piece	370,000	1,110,000
Spareparts	1	complect	148,000	148,000	148,000	148,000	1	complect	148,000	148,000
III. New Container Terminal North										
	3,258,500			80,702,699		80,702,699				92,202,699
				80,702,699		80,702,699				92,202,699
				825,000		825,000				825,000
				3,796,000		3,796,000				3,796,000
				98,667,559		98,667,559				110,167,559
				14,168,860		14,168,860				14,168,860
				1,945,360		1,945,360				1,945,360

Description	2010		2011		2012	
	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit	Quantity	US-\$ /Unit
Poti-Container-Terminal (without Breakwa						
1. Site Preparation						
Preparation of the ground	200.000	qm	200.000	qm	200.000	qm
Earth works (incl. sand supply)	800.000	cbm	800.000	cbm	800.000	cbm
Sewage drainage	12.000	m	12.000	m	12.000	m
2. Civil works						
Construction of quay walls	500	m	500	m	500	m
Railtracks	1.000	m	1.000	m	1.000	m
Switches	3	piece	3	piece	3	piece
New Pavement	179.000	qm	179.000	qm	179.000	qm
3. Buildings						
Warehouse	5.000	qm	5.000	qm	5.000	qm
Workshop	500	qm	500	qm	500	qm
Office building	500	qm	500	qm	500	qm
4. Utilities						
Water (fire line, fresh water)	1.000	m	1.000	m	1.000	m
Electricity	100	m	100	m	100	m
Lighting	200.000	qm	200.000	qm	200.000	qm
Reefer points	20	piece	20	piece	20	piece
Transformation building	1	piece	1	piece	1	piece
EDP hardware and software	1	installation	1	installation	1	installation
5. Cargo handling equipment						
Replacement equipment	1	summary	1	summary	1	summary
Major overhaul of Ship/Shore RMGs, RTGs	1	summary	1	summary	1	summary
Ship/Shore Container Gantry Crane (1st delivery)	2	piece	2	piece	2	piece
Ship/Shore Container Gantry Crane (2nd delivery)	1	piece	1	piece	1	piece
Ship/Shore Container Gantry Crane (3rd delivery)	1	piece	1	piece	1	piece
RMG (1st delivery)	2	piece	2	piece	2	piece
RMG (2nd delivery)	1	piece	1	piece	1	piece
RTG (1st delivery)	4	piece	4	piece	4	piece
RTG (2nd delivery)	4	piece	4	piece	4	piece
RTG (3rd delivery)	0	piece	0	piece	0	piece
Terminal tractor (1st delivery)	15	piece	15	piece	15	piece
Terminal tractor (2nd delivery)	5	piece	5	piece	5	piece
Terminal tractor (3rd delivery)	0	piece	0	piece	0	piece
Containerchassis (1st delivery)	30	piece	30	piece	30	piece
Containerchassis (2nd delivery)	10	piece	10	piece	10	piece
Containerchassis (3rd delivery)	0	piece	0	piece	0	piece
Spareparts (1st delivery of cargo handling equipment)	1	complect	1	complect	1	complect
Spareparts (2nd delivery of cargo handling equipment)	1	complect	1	complect	1	complect
Spareparts (3rd delivery of cargo handling equipment)	1	complect	1	complect	1	complect
Workshop equipment	1	complect	1	complect	1	complect
1.000 Hansepallets (1st delivery)	1	piece	1	piece	1	piece
1.000 Hansepallets (2nd delivery)	1	piece	1	piece	1	piece
Staveording gear	4	piece	4	piece	4	piece
Containerstuffer	4	piece	4	piece	4	piece
Empty Container Handler (1st delivery)	2	piece	2	piece	2	piece
Empty Container Handler (2nd delivery)	0	piece	0	piece	0	piece
Forklifts 2.5t	0	piece	0	piece	0	piece
6. Others Equipment						
Alarm system (incl. circuit TV)	1	piece	1	piece	1	piece
Gate and barrier	1	piece	1	piece	1	piece
Perimeter wall	1.300	m	1.300	m	1.300	m
US-\$			2010	2011	2012	
			7.720.000	7.720.000	7.720.000	
			3.000.000	3.000.000	3.000.000	
			4.000.000	4.000.000	4.000.000	
			720.000	720.000	720.000	
			19.404.000	19.404.000	19.404.000	
			10.000.000	10.000.000	10.000.000	
			400.000	400.000	400.000	
			54.000	54.000	54.000	
			8.950.000	8.950.000	8.950.000	
			1.950.000	1.950.000	1.950.000	
			1.500.000	1.500.000	1.500.000	
			200.000	200.000	200.000	
			250.000	250.000	250.000	
			2.360.000	2.360.000	2.360.000	
			60.000	60.000	60.000	
			100.000	100.000	100.000	
			1.000.000	1.000.000	1.000.000	
			100.000	100.000	100.000	
			5.000	5.000	5.000	
			600.000	600.000	600.000	
			500.000	500.000	500.000	
			49.053.699	49.053.699	49.053.699	
			7.785.199	7.785.199	7.785.199	
			5.000.000	5.000.000	5.000.000	
			4.725.000	4.725.000	4.725.000	
			4.950.000	4.950.000	4.950.000	
			5.175.000	5.175.000	5.175.000	
			3.150.000	3.150.000	3.150.000	
			1.650.000	1.650.000	1.650.000	
			1.470.000	1.470.000	1.470.000	
			1.540.000	1.540.000	1.540.000	
			1.610.000	1.610.000	1.610.000	
			105.000	105.000	105.000	
			110.000	110.000	110.000	
			115.000	115.000	115.000	
			26.250	26.250	26.250	
			787.500	787.500	787.500	
			275.000	275.000	275.000	
			28.750	28.750	28.750	
			735.000	735.000	735.000	
			154.000	154.000	154.000	
			517.500	517.500	517.500	
			262.500	262.500	262.500	
			52.500	52.500	52.500	
			55.000	55.000	55.000	
			105.000	105.000	105.000	
			147.000	147.000	147.000	
			36.750	36.750	36.750	
			165.000	165.000	165.000	
			172.500	172.500	172.500	
			40.250	40.250	40.250	
			215.000	215.000	215.000	
			100.000	100.000	100.000	
			50.000	50.000	50.000	
			65.000	65.000	65.000	

Description	2010		2011		2012	
	Quantity	US-\$/Unit	Quantity	US-\$/Unit	Quantity	US-\$/Unit
Feasibility Study of New Terminal Facilities in the Ge Phase 3 Report						
Poti-Container-Terminal (without Breakwa						
Incidental expenses (without equipment)	37,005.360	15%	37,005.360	15%	37,005.360	15%
INVESTMENT, total			104,218,363		104,218,363	
PROCEEDS						
1. Handling proceeds			39,412,000		44,732,843	
Container per move (all included) full	221,250	piece	36,137,500	140.00	41,016,267	140.00
Container per move (all included) empty	73,750	piece	30,975,000	70.00	35,158,800	70.00
Storage proceeds (10 % of Container p. m.)			3,274,500		3,716,576	
40 ft Cont. (60 %, during 20 days)	265,500	piece*d	2,389,500	9	2,712,096	9
20 ft Cont. (40 %, during 20 days)	177,000	piece*d	885,000	5	1,004,480	5
PROCEEDS			39,412,000		44,732,866	
1. Handling proceeds			36,137,500		41,016,290	
Container per move (all included) full	221,250	piece	30,975,000	140	35,156,800	140
Container per move (all included) empty	73,750	piece	5,162,500	70.00	5,859,490	70.00
Storage proceeds (10 % of Container p. m.)			3,274,500		3,716,576	
40 ft Cont. (60 %, during 20 days)	265,500	piece*d	2,389,500	9	2,712,096	9
20 ft Cont. (40 %, during 20 days)	177,000	piece*d	885,000	5	1,004,480	5
COSTS						
1. Real Estate			1,120,000		1,120,000	
Lease area	280,000	qm*a	1,120,000	4	1,120,000	4
Lease quay wall	0	m*a	0	800	0	800
2. Depreciations			8,277,318		8,277,318	
Construction of quay walls	10,200,000	2%	204,000	10,200,000	2%	204,000
Security equipment / perimeter wall	110,000	4%	4,400	110,000	4%	4,400
Sewage/water/electricity/gas-pipe/cable etc.	1,346,360	5%	67,318	1,346,360	5%	67,318
Paved areas and roads	13,205,000	5%	660,250	13,205,000	5%	660,250
Tracks and switches	910,000	5%	45,500	910,000	5%	45,500
Lighting	1,425,500	5%	71,275	1,425,500	5%	71,275
Office- and sanitary building	250,000	5%	12,500	250,000	5%	12,500
Workshops	400,000	5%	20,000	400,000	5%	20,000
Transformation Building	1,200,000	5%	60,000	1,200,000	5%	60,000
Rehabilitation equipment	3,410,000	10%	341,000	3,410,000	10%	341,000
Containerchassis	1,262,500	10%	126,250	1,262,500	10%	126,250
Reefer Points	200,000	10%	20,000	200,000	10%	20,000
Warehouses	1,500,000	10%	150,000	1,500,000	10%	150,000
Security equipment	300,000	10%	30,000	300,000	10%	30,000
Ship/Shore Container Gantry Cranes	14,400,000	10%	1,440,000	14,400,000	10%	1,440,000
RMGs / RTGs	16,840,000	12.50%	2,105,000	16,840,000	12.50%	2,105,000
Forklifts	0	12.50%	0	0	12.50%	0
Reachstackers	2,960,000	12.50%	370,000	2,960,000	12.50%	370,000
Stevedoring gear (e.g. spreader)	505,000	12.50%	63,125	505,000	12.50%	63,125
Terminal tractor	2,525,000	20%	505,000	2,525,000	20%	505,000
Empty Container Handler / Containerstuffer	477,000	20%	95,400	477,000	20%	95,400
Spareparts	1,322,000	20%	264,400	1,322,000	20%	264,400
Workshop equipment	262,500	20%	52,500	262,500	20%	52,500
EDP	1,250,000	20%	250,000	1,250,000	20%	250,000
Major overhaul of Shipbe/Shore, RMGs, RTGs	5,000,000	20%	1,000,000	5,000,000	20%	1,000,000

Description	Quantity	Quantity-Unit	US-\$ /Unit	2010		2011		2012	
				US-\$	Quantity	US-\$	Quantity	US-\$	Quantity
Poti-Container-Terminal (without Breakwa									
Hansepallets	107,500	100%	107,500	107,500	107,500	107,500	107,500	107,500	107,500
3. Operating costs				10,133,347		10,764,960		12,322,189	
Personnel costs				2,469,622		3,062,101		3,370,638	
Interchange	8	USD p. a.	9,992	79,936	8	87,936	8	96,728	
Guard	8	USD p. a.	9,992	79,936	8	87,936	8	96,728	
Cargo handling (stevedoring/yard/warehouse operatio	82	USD p. a.	13,323	1,092,486	100	1,485,500	100	1,612,100	
Container repair (workshop)	30	USD p. a.	13,323	399,690	30	439,650	30	483,620	
Administration	20	USD p. a.	11,658	233,160	20	256,460	20	283,620	
Surcharge for social insurance and costs (31% of the	1,885,208	31%		584,414	2,337,482	724,619	2,573,006	797,632	
Other costs (office, material, etc) (increase 5% / a)		5.0%		384,826		404,068		424,271	
Maintenance/repair									
Civil (1 % of the amount of investment)	24,671,360	1%		246,714	24,671,360	246,714	24,671,360	246,714	
Mechanical (4 % of the amount of investment)	5,295,500	4%		211,820	5,295,500	211,820	5,295,500	211,820	
Handling equipment (10 % of the amount of investme	58,516,699	10%		5,851,670	58,516,699	5,851,670	70,016,699	7,001,670	
Energy costs (cargo handling equipment) (increase 5% / a)		5.0%		188,137		197,544		207,421	
Electric power supply utilities (increase 5% / a)		5.0%		119,724		125,710		131,995	
Communication (increase 10% / a)		10.0%		14,266		15,692		17,261	
Water/sewage (increase 10% / a)		10.0%		17,119		18,831		20,714	
Insurances (0.5 % of investment)	98,667,559	0.5%		493,338	98,667,559	493,338	110,167,559	550,838	
Administration assessment (increase 1% / a)		1.0%		136,112		137,473		138,847	
Total Costs before financing				19,530,665		20,162,279		23,334,539	
PROFITS / LOSS before financing / tax				19,881,335		24,570,588		27,955,415	

Annex 4:

Tariff List of the Georgian Ports (dated 30. August 1995)

Annex 4

Tariffs of the Georgian Ports

30 August 1995

BASIC RATES FOR LOADING AND DISCHARGING IN THE GEORGIAN PORTS

No	Commodity and type of loading/ discharging	Type of packing	Rate USD	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	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		grades not more than 50 mm
15.	Silicomanganese	bulk	5.0		grades not more than 50 mm
16.	Bauxite	bulk	5.0		grades not more than 50 mm
17.	Coal	bulk	5.0		grades 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				

No	Commodity and type of loading/ discharging	Type of packing	Rate USD	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	Earth moving equipment	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 v.v.		45.0 55.0 20.0		
36.	Empty containers 20 ft 40 ft a)from terminal to vehicle v.v.		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		

No	Commodity and type of loading/ discharging	Type of packing	Rate USD	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		

TARIFFS FOR CARGO HANDLING OPERATIONS

No	Commodity and type of loading/ discharging	Rate USD	Measure- ment unit	Remarks
1	Trimming works in holds on bulk cargo	1.0	t	Total volume of works should not exceed 30 % of the B/L weight
2	Storage of general cargo- - in open areas	0.2	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 0.2	t-day	
4	Storage of loaded and empty containers during 15 days - 20 ft - 40 ft	5.0 6.0	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	unit	
6	Tallyman services	0.10	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	set pc pc pc pc	
8.	Making up of orders for ship discharging and shipment from port change of order	5.0 2.0 2.0	misc. misc. misc.	
9.	Delivery of documents	3.0	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.	Reweighting by scales	1.0	t	RTC - railway tank car
12.	Manoeuvring works performed by port (supply- cleaning of RTC)	0.5	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	h	
15.	Forced detention of dockers due to client's or vehicle owner's fault	100	gang 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

No	Commodity and type of loading/ discharging	Rate USD	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	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	RTC	
23.	Cost of sealing wire	0.05	RTC	
24	Penalty for nonpayment to port in due time			
25.	Use of berth for loading by client's resources	2.0	t	

Annex 5:

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

Development of the operating 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 operating 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 operating 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
Guard	US\$/Pers	10,0%	8.258	9.084	9.992	10.992	12.091
	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
repair (workshop)	US\$/Pers	10,0%	11.011	12.112	13.323	14.655	16.121
	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, multi purpose terminal

Batumi, Multi Purpose Terminal BUSINESS-FINANCING-PLAN

Description	Qty	Unit	1998		1999		2000	
			Costs (USD)	Unit costs (USD / unit)	Costs (USD)	Unit costs (USD / unit)	Costs (USD)	Unit costs (USD / unit)
INVESTMENT								
Site Preparation			9,673,450		21,550,300			23,350,000
Demolition sheds	4,200	qrm	126,000	30	2,559,550	161,100		2,559,000
Demolition buildings	2,000	qrm	80,000	40				126,000
Demolition foundations and pavement	4,510	qrm	90,200	20				80,000
Preparation of the ground	47,750	qrm	716,250	15	90,200	4,510		90,200
Earth works (incl. sand supply)	85,500	cbm	1,026,000	12	716,250	47,750		716,250
Land reclamation	35,000	cbm	210,000	6	1,026,000	85,500		1,026,000
Dredging	50,000	cbm	150,000	3	210,000	35,000		210,000
Sewage and drainage	0	m	0	60	150,000	50,000		150,000
Environmental			5,400,000		161,100	2,685		161,000
Cleaning of the soil	52,500	qrm	5,250,000	100	5,400,000	0		5,400,000
Removal Oil Separator	1	piece	150,000	150,000	5,250,000	52,500		5,250,000
Civil Works			0		150,000	1		150,000
Construction of quay wall	0	m	0	20,000	0	250		20,000
Construction Ro-Ro ramp	0	piece	0	200,000	5,000,000	25		5,000,000
Rail tracks	0	m	0	400	200,000	500		200,000
Railway switches	0	olece	0	18,000	200,000	500		200,000
New Pavement	0	qrm	0	50	36,000	2		36,000
Buildings			0		1,825,000	36,500		1,825,000
Warehouse	0	qrm	0	300	1,250,000	0		1,250,000
Workshop	0	qrm	0	400	900,000	3,000		900,000
Office building	0	qrm	0	500	100,000	250		100,000
Utilities			0		250,000	500		250,000
Water (fire line, fresh water)	0	m	0	60	868,750	500		868,000
Electricity	0	m	0	100	30,000	500		30,000
Lighting	0	qrm	0	5	50,000	500		50,000
Reefers points	0	piece	0	5,000	238,750	47,750		238,000
Transformation building	0	piece	0	500,000	50,000	10		50,000
Equipment			1,875,000		500,000	1		500,000
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000	3,851,000	1,976,000		5,651,000
Rehabilitation, phase 1	0	summary	0	1,876,000	1,875,000	1	summary	1,875,000
Rehabilitation, phase 2	0	summary	0	1,633,000	1,876,000	1	summary	1,876,000
Replacement	0	summary	0	0	0	0	summary	816,750
Reachstackers (1st/2nd delivery)	0	piece	0	407,000	0	0	summary	0
Reachstackers (3rd delivery)	0	piece	0	425,500	0	0	piece	407,000
Forklifts: 2,5t (1st delivery)	0	piece	0	40,000	0	0	piece	425,500
					0	2	piece	40,000

Description	Qty	Unit	Unit costs (USD / unit)	1998		1999		Unit costs (USD / unit)	Unit	Qty	Costs (USD)	Unit costs (USD / unit)	Costs (%)
				Costs (USD)	Qty	Unit	Costs (USD)						
Forklifts: 2.5t (2nd delivery)	0	piece	46.000	0	0	0	0	46.000	piece	0	0	46.000	200%
Forklifts: 2.5t (3rd delivery)	0	piece	58.000	0	0	0	0	58.000	piece	0	0	58.000	
Terminal Tractor (1st delivery)	0	piece	105.000	0	0	0	0	105.000	piece	0	0	105.000	1%
Terminal Tractor (2nd delivery)	0	piece	110.000	0	0	0	0	110.000	piece	0	0	110.000	
Terminal Tractor (3rd delivery)	0	piece	115.000	0	0	0	0	115.000	piece	0	0	115.000	
Rolltrailer 40' - 60 mt	0	piece	20.000	0	0	0	0	20.000	piece	0	0	20.000	
Containerchassis 40' - 38 mt (1st delivery)	0	piece	25.000	0	0	0	0	25.000	piece	0	0	25.000	
Containerchassis 40' - 38 mt (2nd delivery)	0	piece	27.500	0	0	0	0	27.500	piece	0	0	27.500	
Gooseneck / Stand	0	piece	10.000	0	0	0	0	10.000	piece	0	0	10.000	
Spareparts (10% from the 1st delivery)	0	piece	126.500	0	0	0	0	126.500	piece	0	0	126.500	
Spareparts (10% from the 2nd delivery)	0	piece	84.000	0	0	0	0	84.000	piece	0	0	84.000	
Spareparts (10% from the 3rd delivery)	0	piece	98.000	0	0	0	0	98.000	piece	0	0	98.000	
Workshop equipment	0	piece	100.000	0	0	0	0	100.000	piece	0	0	100.000	
Hansepallets (1st delivery)	0	1.500 piece	75.000	0	0	0	0	75.000	1.500 piece	0	0	75.000	
Hansepallets (2nd delivery)	0	1.500 piece	82.500	0	0	0	0	82.500	1.500 piece	0	0	82.500	
Hansepallets (3rd delivery)	0	1.500 piece	90.750	0	0	0	0	90.750	1.500 piece	0	0	90.750	
Others Equipment													
Alarm system	0	piece	100.000	0	0	0	0	100.000	piece	0	0	100.000	
Gate and barrier	0	piece	50.000	0	0	0	0	50.000	piece	0	0	50.000	
Perimeter wall	0	m	50	0	200	0	0	50	m	200	10.000	50	
EDP hardware and software	0	installation	200.000	0	1	0	0	200.000	installation	1	200.000	200.000	
Incidental expenses (without equipment)	7.798.450	15%		1.169.768	17.339.300	17.339.300	15%	1.431.128	15%	17.339.300	2.600.895	17.339.300	15%
Investment, total				10.843.218							24.151.195		25.951
PROCEEDS													
HANDLING PROCEEDS													
General cargo handling, total				1.602.107							2.313.405		3.33
Handling of bulk				552.120							2.274.573		3.23
Container handling				969.300							750.200		1.15
STORAGE PROCEEDS													
Storage of general cargo				80.687							1.363.000		1.70
Container storage				0							161.373		24
				0							38.832		10
				0							33.497		8
				0							5.335		1
COSTS													
1. Real Estate													
Lease area	47.750	qm²a	4	191.000							179.000		17
Lease quay wall	0	m²a	800	191.000	44.750	44.750	qm²a	4	179.000	44.750	179.000	qm²a	4
2. Depreciations													
Quay wall	0	2%		187.500	0	0	m²a	800	817.543	0	817.543	m²a	800
Security equipment/fence/perimeter wall	0	4%		0	5.000.000	5.000.000	2%		100.000	5.000.000	100.000	5.000.000	2%
Ro-Ro ramp	0	5%		0	10.000	10.000	4%		400	10.000	400	10.000	4%
Sewage/water/electricity/gas-pipe/cable etc.	0	5%		0	200.000	200.000	5%		10.000	200.000	10.000	200.000	5%
	0	5%		0	241.100	241.100	5%		12.055	241.100	12.055	241.100	5%

Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				1998				1999				2000
Paved areas and roads	0	5%		0	1,825,000	5%		91,250	1,825,000	5%		91
Tracks and switches	0	5%		0	236,000	5%		11,800	236,000	5%		11
Lighting	0	5%		0	238,750	5%		11,938	238,750	5%		11
Office building	0	5%		0	250,000	5%		12,500	250,000	5%		12
Workshops	0	5%		0	100,000	5%		5,000	100,000	5%		5
Rehabilitation Building	0	5%		0	500,000	5%		25,000	500,000	5%		25
Rehabilitation equipment	1,875,000	10%		187,500	3,751,000	10%		375,100	3,751,000	10%		375
Warehouse	0	10%		0	900,000	10%		90,000	900,000	10%		90
Trailers/Chassis/Gooseneck	0	10%		0	0	10%		0	180,000	10%		18
Reefer Points	0	10%		0	50,000	10%		5,000	50,000	10%		5
Security equipment	0	10%		0	150,000	10%		15,000	150,000	10%		15
Reachstackers	0	12,50%		0	0	12,50%		0	407,000	12,50%		50
Forklifts	0	12,50%		0	0	12,50%		0	80,000	12,50%		10
Workshop equipment	0	12,50%		0	100,000	12,50%		12,500	100,000	12,50%		12
Trucks	0	20%		0	200,000	20%		40,000	200,000	20%		21
EDP	0	20%		0	0	20%		0	126,500	20%		40
Spareparts	0	100%		0	0	100%		0	0	100%		126
Hansepallets	0	100%		0	0	100%		0	75,000	100%		75
3. Operating costs				871,973				1,442,275				1,756
Personnel costs				352,128				460,282				574
Interchange guard	11	USD p. a.	1,800	19,800	11	USD p. a.	2,160	23,760	11	USD p. a.	2,160	23,760
cargo handling (stevedoring/yard/warehouse repair (workshop) administration	75	USD p. a.	1,800	19,800	11	USD p. a.	2,160	23,760	11	USD p. a.	2,160	23,760
	10	USD p. a.	2,400	24,000	80	USD p. a.	2,880	230,400	85	USD p. a.	2,880	243,600
	12	USD p. a.	2,100	25,200	15	USD p. a.	2,880	43,200	15	USD p. a.	2,880	43,200
Surcharge for social insurance and costs	268,800	31%		83,328	351,360	31%		108,922	438,912	31%		136
Material	0	lumpsum		47,665		lumpsum		50,048		lumpsum		52
Maintenance/repair / civil	0	1%		0	7,422,100	1%		74,221	7,422,100	1%		74
Maintenance/repair / mechanical	0	4%		0	2,118,750	4%		84,750	2,118,750	4%		84
Maintenance/repair / handling equipment	1,875,000	10%		187,500	4,211,000	10%		421,100	6,011,250	10%		601
Energy costs (cargo handling equipment)	9,673,450	lumpsum		35,987		lumpsum		37,787		lumpsum		39
Insurances	0	0,5%		48,367	21,550,300	0,5%		107,752	23,350,550	0,5%		116
Administration assessment	0	lumpsum		200,326		lumpsum		206,336		lumpsum		212
Total Costs				1,250,473				2,438,818				3,054
PROFITS / LOSS before tax				351,633				-125,412				282
TAX				199,103				46,268				123
Corporation tax				70,327				0				56
Licence tax				32,042				46,268				66
Wealth tax				96,735				0				66
PROFIT after tax				152,530				-171,680				159

Batumi, Multi Purpose Terminal		2001		2002		2003		
Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
INVESTMENT				24,654,300				25,539,800
Site Preparation	0			2,559,550				2,559,550
Demolition sheds	4,200	qm	30	126,000	4,200	qm	30	126,000
Demolition buildings	2,000	qm	40	80,000	2,000	qm	40	80,000
Demolition foundations and pavement	4,510	qm	20	90,200	4,510	qm	20	90,200
Preparation of the ground	47,750	qm	15	716,250	47,750	qm	15	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000	85,500	cbm	12	1,026,000
Land reclamation	35,000	cbm	6	210,000	35,000	cbm	6	210,000
Dredging	50,000	cbm	3	150,000	50,000	cbm	3	150,000
Sewage and drainage	2,685	m	60	161,100	2,685	m	60	161,100
Environmental				5,400,000				5,400,000
Cleaning of the soil	52,500	qm	100	5,250,000	52,500	qm	100	5,250,000
Removal Oil Separator	1	piece	150,000	150,000	1	piece	150,000	150,000
Civil Works				7,261,000				7,261,000
Construction of quay wall	250	m	20,000	5,000,000	250	m	20,000	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000	1	piece	200,000	200,000
Rail tracks	500	m	400	200,000	500	m	400	200,000
Railway switches	2	oiece	18,000	36,000	2	oiece	18,000	36,000
New Pavement	36,500	qm	50	1,825,000	36,500	qm	50	1,825,000
Buildings				1,250,000				1,250,000
Warehouse	3,000	qm	300	900,000	3,000	qm	300	900,000
Workshop	250	qm	400	100,000	250	qm	400	100,000
Office building	500	qm	500	250,000	500	qm	500	250,000
Utilities				868,750				868,750
Water (fire line, fresh water)	500	m	60	30,000	500	m	60	30,000
Electricity	500	m	100	50,000	500	m	100	50,000
Lighting	47,750	qm	5	238,750	47,750	qm	5	238,750
Reefer points	10	piece	5,000	50,000	10	piece	5,000	50,000
Transformation building	1	piece	500,000	500,000	1	piece	500,000	500,000
Equipment	1,800,250			6,955,000	1,303,750			6,955,000
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000	1	summary	1,875,000	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000	1	summary	1,876,000	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500	1	summary	1,633,500	1,633,500
Replacement	0	summary	0	0	0	summary	0	0
Reachstackers (1st/2nd delivery)	2	piece	407,000	814,000	2	piece	407,000	814,000
Reachstackers (3rd delivery)	0	piece	425,500	0	0	piece	425,500	0
Forklifts: 2t (1st delivery)	4	piece	40,000	160,000	4	piece	40,000	160,000

Description	Qty	Unit	Unit costs (USD / unit)	2001			2002			2003		
				Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
Forklifts: 2.5t (2nd delivery)	0	piece	46.000	0	0	piece	46.000	0	2	piece	46.000	92.000
Forklifts: 2.5t (3rd delivery)	0	piece	58.000	0	0	piece	58.000	0	0	piece	58.000	0
Terminal Tractor (1st delivery)	1	piece	105.000	105.000	1	piece	105.000	105.000	1	piece	105.000	105.000
Terminal Tractor (2nd delivery)	0	piece	110.000	0	0	piece	110.000	0	1	piece	110.000	110.000
Terminal Tractor (3rd delivery)	0	piece	115.000	0	0	piece	115.000	0	0	piece	115.000	0
Rolltrailer 40' - 60 mt	4	piece	20.000	80.000	4	piece	20.000	80.000	4	piece	20.000	80.000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25.000	100.000	4	piece	25.000	100.000	4	piece	25.000	100.000
Containerchassis 40' - 38 mt (2nd delivery)	0	piece	27.500	0	0	piece	27.500	0	4	piece	27.500	110.000
Gooseneck / Stand	1	piece	10.000	10.000	1	piece	10.000	10.000	1	piece	10.000	10.000
Spareparts (10% from the 1st delivery)	1	piece	126.500	126.500	1	piece	126.500	126.500	1	piece	126.500	126.500
Spareparts (10% from the 2nd delivery)	0	piece	84.000	0	0	piece	84.000	0	1	piece	84.000	84.000
Spareparts (10% from the 3rd delivery)	0	piece	98.000	0	0	piece	98.000	0	0	piece	98.000	0
Workshop equipment	1	piece	100.000	100.000	1	piece	100.000	100.000	1	piece	100.000	100.000
Hansepallets (1st delivery)	1	1.500 piece	75.000	75.000	1	1.500 piece	75.000	75.000	1	1.500 piece	75.000	75.000
Hansepallets (2nd delivery)	0	1.500 piece	82.500	0	0	1.500 piece	82.500	0	1	1.500 piece	82.500	82.500
Hansepallets (3rd delivery)	0	1.500 piece	90.750	0	0	1.500 piece	90.750	0	0	1.500 piece	90.750	0
Others Equipment			360.000	360.000			360.000	360.000			360.000	360.000
Alarm system	1	piece	100.000	100.000	1	piece	100.000	100.000	1	piece	100.000	100.000
Gate and barrier	1	piece	50.000	50.000	1	piece	50.000	50.000	1	piece	50.000	50.000
Perimeter wall	200	m	50	10.000	200	m	50	10.000	200	m	50	10.000
EDP hardware and software	1	installation	200.000	200.000	1	installation	200.000	200.000	1	installation	200.000	200.000
Incidental expenses (without equipment)	17.339.300	15%		2.600.895	17.339.300	15%		2.600.895	17.339.300	15%		2.600.895
Investment, total				27.255.195				27.255.195				28.140.695
PROCEEDS												
HANDLING PROCEEDS												
General cargo handling, total				4.578.356				6.067.984				6.747.206
Handling of bulk				4.382.452				5.756.216				6.450.864
Container handling				1.786.005				2.557.683				2.978.094
Storage of general cargo				2.273.700				2.795.100				3.013.150
Container storage				322.747				403.433				459.620
STORAGE PROCEEDS				195.905				311.768				296.342
Storage of general cargo				172.786				279.164				265.951
Container storage				23.119				32.604				30.391
COSTS												
1. Real Estate												
Lease area	44.750	qm²a	4	179.000	44.750	qm²a	4	179.000	44.750	qm²a	4	179.000
Lease quay wall	0	m²a	800	0	0	m²a	800	0	0	m²a	800	0
2. Depreciations												
Quay wall	5.000.000	2%		1.179.793	5.000.000	2%		1.179.793	5.000.000	2%		1.441.668
Security equipment-fence/perimeter wall	10.000	4%		400	10.000	4%		400	10.000	4%		400
Ro-Ro ramp	200.000	5%		10.000	200.000	5%		10.000	200.000	5%		10.000
Sewage/water/electricity/gas-pipe/cable etc.	241.100	5%		12.055	241.100	5%		12.055	241.100	5%		12.055

Description	Qty	Unit	Unit costs (USD / unit)	2001			2002			2003								
				Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit				
Paved areas and roads	1,825,000	5%		1,825,000	1,825,000	5%		91,250	1,825,000	5%		91,250	1,825,000	5%		91,250	1,825,000	5%
Tracks and switches	236,000	5%		11,800	236,000	5%		11,800	236,000	5%		11,800	236,000	5%		11,800	236,000	5%
Lighting	238,750	5%		11,938	238,750	5%		11,938	238,750	5%		11,938	238,750	5%		11,938	238,750	5%
Office building	250,000	5%		12,500	250,000	5%		12,500	250,000	5%		12,500	250,000	5%		12,500	250,000	5%
Workshops	100,000	5%		5,000	100,000	5%		5,000	100,000	5%		5,000	100,000	5%		5,000	100,000	5%
Transformation Building	500,000	5%		25,000	500,000	5%		25,000	500,000	5%		25,000	500,000	5%		25,000	500,000	5%
Rehabilitation equipment	3,751,000	10%		375,100	3,751,000	10%		375,100	3,751,000	10%		375,100	3,751,000	10%		375,100	3,751,000	10%
Warehouse	900,000	10%		90,000	900,000	10%		90,000	900,000	10%		90,000	900,000	10%		90,000	900,000	10%
Trailers/Chassis/Gooseneck	180,000	10%		18,000	180,000	10%		18,000	180,000	10%		18,000	180,000	10%		18,000	180,000	10%
Reefer Points	50,000	10%		5,000	50,000	10%		5,000	50,000	10%		5,000	50,000	10%		5,000	50,000	10%
Security equipment	150,000	10%		15,000	150,000	10%		15,000	150,000	10%		15,000	150,000	10%		15,000	150,000	10%
Reachstackers	814,000	12.50%		101,750	814,000	12.50%		101,750	814,000	12.50%		101,750	814,000	12.50%		101,750	814,000	12.50%
Forklifts	160,000	12.50%		20,000	160,000	12.50%		20,000	160,000	12.50%		20,000	160,000	12.50%		20,000	160,000	12.50%
Workshop equipment	100,000	12.50%		12,500	100,000	12.50%		12,500	100,000	12.50%		12,500	100,000	12.50%		12,500	100,000	12.50%
Trucks	105,000	20%		21,000	105,000	20%		21,000	105,000	20%		21,000	105,000	20%		21,000	105,000	20%
EDP	200,000	20%		40,000	200,000	20%		40,000	200,000	20%		40,000	200,000	20%		40,000	200,000	20%
Spareparts	126,500	100%		126,500	126,500	100%		126,500	126,500	100%		126,500	126,500	100%		126,500	126,500	100%
Hansepallets	75,000	100%		75,000	75,000	100%		75,000	75,000	100%		75,000	75,000	100%		75,000	75,000	100%
3. Operating costs				2,081,930				2,081,930				2,081,930				2,081,930		
Personnel costs				752,447				752,447				752,447				752,447		
Interchange guard	12	USD p. a.	3,110	37,325	12	USD p. a.	3,732	44,790	12	USD p. a.	4,292	44,790	12	USD p. a.	4,292	44,790	12	USD p. a.
cargo handling (stevedoring/yard/warehouse repair (workshop) administration	90	USD p. a.	4,147	373,248	100	USD p. a.	4,977	497,664	110	USD p. a.	5,723	497,664	110	USD p. a.	5,723	497,664	110	USD p. a.
Surcharge for social insurance and costs	12	USD p. a.	3,629	43,546	12	USD p. a.	4,355	52,255	14	USD p. a.	5,008	52,255	14	USD p. a.	5,008	52,255	14	USD p. a.
Material	574,387	31%		178,060	739,031	31%		57,937	917,133	31%		57,937	917,133	31%		57,937	917,133	31%
Maintenance/repair / civil	7,422,100	lumpsum		55,178		lumpsum		74,221		lumpsum		74,221		lumpsum		74,221		lumpsum
Maintenance/repair / mechanical	2,118,750	1%		74,221	7,422,100	1%		84,750	2,118,750	4%		84,750	2,118,750	4%		84,750	2,118,750	4%
Maintenance/repair / handling equipment	7,315,000	10%		84,750	7,315,000	10%		731,500	8,200,500	10%		731,500	8,200,500	10%		731,500	8,200,500	10%
Energy costs (cargo handling equipment)		lumpsum		41,660		lumpsum		43,743		lumpsum		43,743		lumpsum		43,743		lumpsum
Insurances	24,654,300	0.5%		123,272	24,654,300	0.5%		123,272	25,539,800	0.5%		123,272	25,539,800	0.5%		123,272	25,539,800	0.5%
Administration assessment		lumpsum		218,902		lumpsum		225,469		lumpsum		225,469		lumpsum		225,469		lumpsum
Total Costs				3,440,722				3,667,815				3,667,815				4,267,828		
PROFITS / LOSS before tax				1,137,634				2,400,170				2,400,170				2,479,378		
TAX																		
Corporation tax				319,094				601,394				601,394				630,820		
Licence tax				227,527				480,034				480,034				495,876		
Wealth tax				91,567				121,360				121,360				134,944		
PROFIT after tax				818,540				1,798,776				1,798,776				1,948,558		

Description	Qty	Unit	Unit costs (USD / unit)	2004		2005		2006	
				Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty
INVESTMENT				25,649,800		26,009,800		26,009,800	
Site Preparation				2,559,550		2,559,550		2,559,550	
Demolition sheds	4,200	qm	30	126,000	4,200	126,000	30	4,200	126,000
Demolition buildings	2,000	qm	40	80,000	2,000	80,000	40	2,000	80,000
Demolition foundations and pavement	4,510	qm	20	90,200	4,510	90,200	20	4,510	90,200
Preparation of the ground	47,750	qm	15	716,250	47,750	716,250	15	47,750	716,250
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000	85,500	1,026,000	12	85,500	1,026,000
Land reclamation	35,000	cbm	6	210,000	35,000	210,000	6	35,000	210,000
Dredging	50,000	cbm	3	150,000	50,000	150,000	3	50,000	150,000
Sewage and drainage	2,685	m	60	161,100	2,685	161,100	60	2,685	161,100
Environmental				5,400,000		5,400,000		5,400,000	
Cleaning of the soil	52,500	qm	100	5,250,000	52,500	5,250,000	100	52,500	5,250,000
Removal Oil Separator	1	piece	150,000	150,000	1	150,000	150,000	1	150,000
Civil Works				7,261,000		7,261,000		7,261,000	
Construction of quay wall	250	m	20,000	5,000,000	250	5,000,000	20,000	250	5,000,000
Construction Ro-Ro ramp	1	piece	200,000	200,000	1	200,000	200,000	1	200,000
Rail tracks	500	m	400	200,000	500	200,000	400	500	200,000
Railway switches	2	olece	18,000	36,000	2	36,000	18,000	2	36,000
New Pavement	36,500	qm	50	1,825,000	36,500	1,825,000	50	36,500	1,825,000
Buildings				1,250,000		1,250,000		1,250,000	
Warehouse	3,000	qm	300	900,000	3,000	900,000	300	3,000	900,000
Workshop	250	qm	400	100,000	250	100,000	400	250	100,000
Office building	500	qm	500	250,000	500	250,000	500	500	250,000
Utilities				868,750		868,750		868,750	
Water (fire line, fresh water)	500	m	60	30,000	500	30,000	60	500	30,000
Electricity	500	m	100	50,000	500	50,000	100	500	50,000
Lighting	47,750	qm	5	238,750	47,750	238,750	5	47,750	238,750
Reefer points	10	piece	5,000	50,000	10	50,000	5,000	10	50,000
Transformation building	1	piece	500,000	500,000	1	500,000	500,000	1	500,000
Equipment	885,500			7,950,500	110,000	8,310,500		360,000	8,310,500
Rehabilitation, phase 1	1	summary	1,875,000	1,875,000	1	1,875,000	1,875,000	1	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000	1	1,876,000	1,876,000	1	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500	1	1,633,500	1,633,500	1	1,633,500
Replacement	0	summary	0	0	1	250,000	250,000	1	250,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000	3	1,221,000	407,000	3	1,221,000
Reachstackers (3rd delivery)	0	piece	425,500	0	0	425,500	425,500	0	0
Forklifts; 2.5t (1st delivery)	4	piece	40,000	160,000	4	160,000	40,000	4	160,000

Description	Qty	Unit	Unit costs (USD / unit)	2004			2005			2006		
				Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
Forklifts; 2.5t (2nd delivery)	2	piece	46.000	92.000	2	piece	46.000	92.000	2	piece	46.000	92.000
Forklifts; 2.5t (3rd delivery)	0	piece	58.000	0	0	piece	58.000	0	0	piece	58.000	0
Terminal Tractor (1st delivery)	1	piece	105.000	105.000	1	piece	105.000	105.000	1	piece	105.000	105.000
Terminal Tractor (2nd delivery)	2	piece	110.000	220.000	2	piece	110.000	220.000	2	piece	110.000	220.000
Terminal Tractor (3rd delivery)	0	piece	115.000	0	0	piece	115.000	0	0	piece	115.000	0
Rolltrailer 40' - 60 mt	4	piece	20.000	80.000	4	piece	20.000	80.000	4	piece	20.000	80.000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25.000	100.000	4	piece	25.000	100.000	4	piece	25.000	100.000
Containerchassis 40' - 38 mt (2nd delivery)	4	piece	27.500	110.000	8	piece	27.500	220.000	8	piece	27.500	220.000
Gooseneck / Stand	1	piece	10.000	10.000	1	piece	10.000	10.000	1	piece	10.000	10.000
Spareparts (10% from the 1st delivery)	1	piece	126.500	126.500	1	piece	126.500	126.500	1	piece	126.500	126.500
Spareparts (10% from the 2nd delivery)	1	piece	84.000	84.000	1	piece	84.000	84.000	1	piece	84.000	84.000
Spareparts (10% from the 3rd delivery)	0	piece	98.000	0	0	piece	98.000	0	0	piece	98.000	0
Workshop equipment	1	piece	100.000	100.000	1	piece	100.000	100.000	1	piece	100.000	100.000
Hansepallets (1st delivery)	1	1.500 piece	75.000	75.000	1	1.500 piece	75.000	75.000	1	1.500 piece	75.000	75.000
Hansepallets (2nd delivery)	1	1.500 piece	82.500	82.500	1	1.500 piece	82.500	82.500	1	1.500 piece	82.500	82.500
Hansepallets (3rd delivery)	0	1.500 piece	90.750	0	0	1.500 piece	90.750	0	0	1.500 piece	90.750	0
Others Equipment			360.000	360.000			360.000	360.000			360.000	360.000
Alarm system	1	piece	100.000	100.000	1	piece	100.000	100.000	1	piece	100.000	100.000
Gate and barrier	1	piece	50.000	50.000	1	piece	50.000	50.000	1	piece	50.000	50.000
Perimeter wall	200	m	50	10.000	200	m	50	10.000	200	m	50	10.000
EDP hardware and software	1	installation	200.000	200.000	1	installation	200.000	200.000	1	installation	200.000	200.000
Incidental expenses (without equipment)	17.339.300	15%		2.600.895	17.339.300	15%		2.600.895	17.339.300	15%		2.600.895
Investment, total				28.250.695				28.610.695				28.610.695
PROCEEDS												
HANDLING PROCEEDS												
General cargo handling, total			6.969.351	6.969.351				7.208.278				7.499.728
Handling of bulk			6.736.381	6.736.381				7.040.098				7.363.766
Container handling			2.972.225	2.972.225				2.966.355				2.960.486
Storage of general cargo			3.248.350	3.248.350				3.501.750				3.775.100
Container storage			515.807	515.807				571.993				628.180
Storage of general cargo			232.970	232.970				168.180				135.962
Container storage			206.443	206.443				147.168				117.501
Container storage			26.527	26.527				21.012				18.461
COSTS												
1. Real Estate												
Lease area	44.750	qm*a	4	179.000	44.750	qm*a	4	179.000	44.750	qm*a	4	179.000
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a	800	0
2. Depreciations				1.463.668				1.499.668				1.499.668
Quay wall	5.000.000	2%		100.000	5.000.000	2%		100.000	5.000.000	2%		100.000
Security equipment-fence/perimeter wall	10.000	4%		400	10.000	4%		400	10.000	4%		400
Ro-Ro ramp	200.000	5%		10.000	200.000	5%		10.000	200.000	5%		10.000
Sewage/water/electricity/gas-pipe/cable etc.	241.100	5%		12.055	241.100	5%		12.055	241.100	5%		12.055

Description	Qty	Unit	2004			2005			2006			
			Costs (USD)	Qty	Unit costs (USD / unit)	Costs (USD)	Qty	Unit costs (USD / unit)	Costs (USD)	Qty	Unit costs (USD / unit)	
Paved areas and roads	1,825,000	5%	91,250	1,825,000	5%	91,250	1,825,000	5%	91,250	1,825,000	5%	91,250
Tracks and switches	236,000	5%	11,800	236,000	5%	11,800	236,000	5%	11,800	236,000	5%	11,800
Lighting	238,750	5%	11,938	238,750	5%	11,938	238,750	5%	11,938	238,750	5%	11,938
Office building	250,000	5%	12,500	250,000	5%	12,500	250,000	5%	12,500	250,000	5%	12,500
Workshops	100,000	5%	5,000	100,000	5%	5,000	100,000	5%	5,000	100,000	5%	5,000
Transformation Building	500,000	5%	25,000	500,000	5%	25,000	500,000	5%	25,000	500,000	5%	25,000
Rehabilitation equipment	3,751,000	10%	375,100	4,001,000	10%	400,100	4,001,000	10%	400,100	4,001,000	10%	400,100
Warehouse	900,000	10%	90,000	900,000	10%	90,000	900,000	10%	90,000	900,000	10%	90,000
Trailers/Chassis/Gooseneck	290,000	10%	29,000	400,000	10%	40,000	400,000	10%	40,000	400,000	10%	40,000
Reef Points	50,000	10%	5,000	50,000	10%	5,000	50,000	10%	5,000	50,000	10%	5,000
Security equipment	150,000	10%	15,000	150,000	10%	15,000	150,000	10%	15,000	150,000	10%	15,000
Reachstackers	1,221,000	12,50%	152,625	1,221,000	12,50%	152,625	1,221,000	12,50%	152,625	1,221,000	12,50%	152,625
Forklifts	252,000	12,50%	31,500	252,000	12,50%	31,500	252,000	12,50%	31,500	252,000	12,50%	31,500
Workshop equipment	100,000	12,50%	12,500	100,000	12,50%	12,500	100,000	12,50%	12,500	100,000	12,50%	12,500
Trucks	325,000	20%	65,000	325,000	20%	65,000	325,000	20%	65,000	325,000	20%	65,000
EDP	200,000	20%	40,000	200,000	20%	40,000	200,000	20%	40,000	200,000	20%	40,000
Spareparts	210,500	100%	210,500	210,500	100%	210,500	210,500	100%	210,500	210,500	100%	210,500
Hansepallets	157,500	100%	157,500	157,500	100%	157,500	157,500	100%	157,500	157,500	100%	157,500
3. Operating costs			2,937,451			3,272,664			3,548,816			3,548,816
Personnel costs			1,467,879			1,752,510			2,015,386			2,015,386
Interchange guard	12	USD p. a.	4,936	13	USD p. a.	73,796	13	USD p. a.	6,528			6,528
cargo handling (stevedoring/yard/warehouse repair (workshop)	12	USD p. a.	4,936	13	USD p. a.	73,796	13	USD p. a.	6,528			6,528
administration	110	USD p. a.	723,977	115	USD p. a.	870,417	115	USD p. a.	8,704			8,704
Surcharge for social insurance and costs	30	USD p. a.	197,448	30	USD p. a.	227,065	30	USD p. a.	8,704			8,704
Material	14	USD p. a.	80,625	14	USD p. a.	92,718	14	USD p. a.	7,616			7,616
Maintenance/repair / civil	1,120,518	31%	347,361	1,337,794	31%	414,716	1,538,463	31%	476,923			476,923
Maintenance/repair / mechanical	7,422,100	lumpsum	63,876	7,422,100	lumpsum	67,070	7,422,100	lumpsum	70,423			70,423
Maintenance/repair / handling equipment	2,118,750	1%	74,221	7,422,100	1%	74,221	7,422,100	1%	74,221			74,221
Energy costs (cargo handling equipment)	8,310,500	4%	84,750	2,118,750	4%	84,750	2,118,750	4%	84,750			84,750
Insurances	25,649,800	10%	831,050	8,670,500	10%	867,050	8,670,500	10%	867,050			867,050
Administration assessment	48,226	lumpsum	48,226	26,009,800	lumpsum	50,638	26,009,800	lumpsum	53,170			53,170
Total Costs			128,249			130,049			130,049			130,049
			239,200			246,376			253,767			253,767
PROFITS / LOSS before tax			4,580,119			4,951,331			5,227,484			5,227,484
TAX			2,389,233			2,256,947			2,272,244			2,272,244
Corporation tax			617,234			595,555			604,443			604,443
Licence tax			477,847			451,389			454,449			454,449
Wealth tax			139,387			144,166			149,995			149,995
PROFIT after tax			0			0			0			0
			1,771,999			1,661,392			1,667,801			1,667,801

Description	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Unit costs (USD / unit)	Costs (USD)	Unit	Unit costs (USD / unit)	Costs (USD)	
																		2007
Forklifts; 2.5t (2nd delivery)	2	piece	46.000	92.000	2	piece	46.000	92.000	2	piece	46.000	92.000						2009
Forklifts; 2.5t (3rd delivery)	0	piece	58.000	0	2	piece	58.000	116.000	4	piece	58.000	232.000						
Terminal Tractor (1st delivery)	1	piece	105.000	105.000	1	piece	105.000	105.000	1	piece	105.000	105.000						
Terminal Tractor (2nd delivery)	2	piece	110.000	220.000	2	piece	110.000	220.000	2	piece	110.000	220.000						
Terminal Tractor (3rd delivery)	0	piece	115.000	0	1	piece	115.000	115.000	1	piece	115.000	115.000						
Rolltrailer 40' - 60 mt	4	piece	20.000	80.000	4	piece	20.000	80.000	4	piece	20.000	80.000						
Containerchassis 40' - 38 mt (1st delivery)	4	piece	25.000	100.000	4	piece	25.000	100.000	4	piece	25.000	100.000						
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	27.500	220.000	8	piece	27.500	220.000	8	piece	27.500	220.000						
Gooseneck / Stand	1	piece	10.000	10.000	1	piece	10.000	10.000	1	piece	10.000	10.000						
Spareparts (10% from the 1st delivery)	1	piece	126.500	126.500	1	piece	126.500	126.500	1	piece	126.500	126.500						
Spareparts (10% from the 2nd delivery)	1	piece	84.000	84.000	1	piece	84.000	84.000	1	piece	84.000	84.000						
Spareparts (10% from the 3rd delivery)	0	piece	98.000	0	1	piece	98.000	98.000	1	piece	98.000	98.000						
Workshop equipment	1	piece	100.000	100.000	1	piece	100.000	100.000	1	piece	100.000	100.000						
Hansepallets (1st delivery)	1	1.500 piece	75.000	75.000	1	1.500 piece	75.000	75.000	1	1.500 piece	75.000	75.000						
Hansepallets (2nd delivery)	1	1.500 piece	82.500	82.500	1	1.500 piece	82.500	82.500	1	1.500 piece	82.500	82.500						
Hansepallets (3rd delivery)	0	1.500 piece	90.750	0	1	1.500 piece	90.750	90.750	1	1.500 piece	90.750	90.750						
Others Equipment				360.000				360.000				360.000						
Alarm system	1	piece	100.000	100.000	1	piece	100.000	100.000	1	piece	100.000	100.000						
Gate and barrier	1	piece	50.000	50.000	1	piece	50.000	50.000	1	piece	50.000	50.000						
Perimeter wall	200	m	50	10.000	200	m	50	10.000	200	m	50	10.000						
EDP hardware and software	1	installation	200.000	200.000	1	installation	200.000	200.000	1	installation	200.000	200.000						
Incidental expenses (without equipment)	17.339.300	15%		2.600.895	17.339.300	15%		2.600.895	17.339.300	15%		2.600.895						
Investment, total				28.610.695				30.431.445				30.547.445						
PROCEEDS				7.853.060				8.389.946				8.734.976						
HANDLING PROCEEDS				7.715.590				8.040.152				8.379.064						
General cargo handling, total				2.956.874				2.960.486				2.964.098						
Handling of bulk				4.074.350				4.316.900				4.573.800						
Container handling				684.367				762.767				841.167						
STORAGE PROCEEDS				137.470				349.794				355.912						
Storage of general cargo				117.358				293.754				294.112						
Container storage				20.112				56.040				61.800						
COSTS																		
1. Real Estate				179.000				179.000				179.000						
Lease area	44.750	qm*a	4	179.000	44.750	qm*a	4	179.000	44.750	qm*a	4	179.000						
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a	800	0						
2. Depreciations				1.499.668				1.898.793				1.913.293						
Quay wall	5.000.000	2%		100.000	5.000.000	2%		100.000	5.000.000	2%		100.000						
Security equipment-fence/perimeter wall	10.000	4%		400	10.000	4%		400	10.000	4%		400						
Ro-Ro ramp	200.000	5%		10.000	200.000	5%		10.000	200.000	5%		10.000						
Sewage/water/electricity/gas-pipe/cable etc.	241.100	5%		12.055	241.100	5%		12.055	241.100	5%		12.055						

Description	Qty	Unit	Unit costs (USD / unit)	2007			2008			2009					
				Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	
Paved areas and roads	1,825,000	5%		91,250	1,825,000	5%		91,250	1,825,000	5%		91,250	1,825,000	5%	
Tracks and switches	236,000	5%		11,800	236,000	5%		11,800	236,000	5%		11,800	236,000	5%	
Lighting	238,750	5%		11,938	238,750	5%		11,938	238,750	5%		11,938	238,750	5%	
Office building	250,000	5%		12,500	250,000	5%		12,500	250,000	5%		12,500	250,000	5%	
Workshops	100,000	5%		5,000	100,000	5%		5,000	100,000	5%		5,000	100,000	5%	
Transformation Building	500,000	5%		25,000	500,000	5%		25,000	500,000	5%		25,000	500,000	5%	
Rehabilitation equipment	4,001,000	10%		400,100	4,001,000	10%		400,100	4,001,000	10%		400,100	4,001,000	10%	
Warehouse	900,000	10%		90,000	900,000	10%		90,000	900,000	10%		90,000	900,000	10%	
Trailers/Chassis/Gooseneck	400,000	10%		40,000	400,000	10%		40,000	400,000	10%		40,000	400,000	10%	
Reefer Points	50,000	10%		5,000	50,000	10%		5,000	50,000	10%		5,000	50,000	10%	
Security equipment	150,000	10%		15,000	150,000	10%		15,000	150,000	10%		15,000	150,000	10%	
Reachstackers	1,221,000	12.50%		152,625	2,072,000	12.50%		152,625	2,072,000	12.50%		152,625	2,072,000	12.50%	
Forklifts	252,000	12.50%		31,500	368,000	12.50%		31,500	368,000	12.50%		31,500	368,000	12.50%	
Workshop equipment	100,000	12.50%		12,500	100,000	12.50%		12,500	100,000	12.50%		12,500	100,000	12.50%	
Trucks	325,000	20%		65,000	440,000	20%		65,000	440,000	20%		65,000	440,000	20%	
EDP	200,000	20%		40,000	200,000	20%		40,000	200,000	20%		40,000	200,000	20%	
Spareparts	210,500	100%		210,500	308,500	100%		210,500	308,500	100%		210,500	308,500	100%	
Hansepallets	157,500	100%		157,500	248,250	100%		157,500	248,250	100%		157,500	248,250	100%	
3.Operating costs				3,930,480				3,930,480				3,930,480			
Personnel costs				2,383,258				2,383,258				2,383,258			
Interchange	13	USD p. a.	7,507	97,596	15	USD p. a.	8,258	123,871	15	USD p. a.	9,084	136,251	15	USD p. a.	9,084
guard	13	USD p. a.	7,507	97,596	15	USD p. a.	8,258	123,871	15	USD p. a.	9,084	136,251	15	USD p. a.	9,084
cargo handling (stevedoring/yard/warehouse repair (workshop) administration	115	USD p. a.	10,010	1,151,127	115	USD p. a.	11,011	1,266,240	120	USD p. a.	12,112	1,453,421	120	USD p. a.	12,112
	35	USD p. a.	10,010	350,343	35	USD p. a.	11,011	385,377	35	USD p. a.	12,112	423,911	35	USD p. a.	12,112
	14	USD p. a.	8,759	122,620	16	USD p. a.	9,634	154,151	16	USD p. a.	10,598	169,501	16	USD p. a.	10,598
Surcharge for social insurance and costs	1,819,281	31%		563,977	2,053,511	31%		636,588	2,319,421	31%		719,021	2,319,421	31%	
Material		lumpsum		73,944		lumpsum		77,642		lumpsum		81,52		lumpsum	
Maintenance/repair / civil	7,422,100	1%		74,221	7,422,100	1%		74,221	7,422,100	1%		74,221	7,422,100	1%	
Maintenance/repair / mechanical	2,118,750	4%		84,750	2,118,750	4%		84,750	2,118,750	4%		84,750	2,118,750	4%	
Maintenance/repair / handling equipment	8,670,500	10%		867,050	10,491,250	10%		1,049,125	10,607,250	10%		1,060,721	10,607,250	10%	
Energy costs (cargo handling equipment)		lumpsum		55,828		lumpsum		61,411		lumpsum		67,55		lumpsum	
Insurances	26,009,800	0.5%		130,049	27,830,550	0.5%		139,153	27,946,550	0.5%		139,73	27,946,550	0.5%	
Administration assessment		lumpsum		261,380		lumpsum		269,222		lumpsum		277,291		lumpsum	
Total Costs				5,609,148				6,523,415				6,916,531			
PROFITS / LOSS before tax				2,243,912				1,866,531				1,818,431			
TAX															
Corporation tax				605,844				541,105				538,381			
Licence tax				448,782				373,306				363,681			
Wealth tax				157,061				167,799				174,701			
PROFIT after tax				0				0				0			
				1,638,069				1,325,426				1,280,051			

Batumi, Multi Purpose Terminal

Description	Qty	Unit	Unit costs (USD / unit)	2010			2011			2012		
				Costs (USD)	Qty	Unit (USD / unit)	Costs (USD)	Qty	Unit (USD / unit)	Costs (USD)	Qty	Unit (USD / unit)
INVESTMENT				27,946,550			27,946,550			27,946,550		
Site Preparation				2,559,550			2,559,550			2,559,550		
Demolition sheds	4,200	qm	30	126,000	4,200	30	126,000	4,200	30	126,000	4,200	30
Demolition buildings	2,000	qm	40	80,000	2,000	40	80,000	2,000	40	80,000	2,000	40
Demolition foundations and pavement	4,510	qm	20	90,200	4,510	20	90,200	4,510	20	90,200	4,510	20
Preparation of the ground	47,750	qm	15	716,250	47,750	15	716,250	47,750	15	716,250	47,750	15
Earth works (incl. sand supply)	85,500	cbm	12	1,026,000	85,500	12	1,026,000	85,500	12	1,026,000	85,500	12
Land reclamation	35,000	cbm	6	210,000	35,000	6	210,000	35,000	6	210,000	35,000	6
Dredging	50,000	cbm	3	150,000	50,000	3	150,000	50,000	3	150,000	50,000	3
Sewage and drainage	2,685	m	60	161,100	2,685	60	161,100	2,685	60	161,100	2,685	60
Environmental				5,400,000			5,400,000			5,400,000		
Cleaning of the soil	52,500	qm	100	5,250,000	52,500	100	5,250,000	52,500	100	5,250,000	52,500	100
Removal Oil Separator	1	piece	150,000	150,000	1	150,000	150,000	1	150,000	150,000	1	150,000
Civil Works				7,261,000			7,261,000			7,261,000		
Construction of quay wall	250	m	20,000	5,000,000	250	20,000	5,000,000	250	20,000	5,000,000	250	20,000
Construction Ro-Ro ramp	1	piece	200,000	200,000	1	200,000	200,000	1	200,000	200,000	1	200,000
Rail tracks	500	m	400	200,000	500	400	200,000	500	400	200,000	500	400
Railway switches	2	olece	18,000	36,000	2	18,000	36,000	2	18,000	36,000	2	18,000
New Pavement	36,500	qm	50	1,825,000	36,500	50	1,825,000	36,500	50	1,825,000	36,500	50
Buildings				1,250,000			1,250,000			1,250,000		
Warehouse	3,000	qm	300	900,000	3,000	300	900,000	3,000	300	900,000	3,000	300
Workshop	250	qm	400	100,000	250	400	100,000	250	400	100,000	250	400
Office building	500	qm	500	250,000	500	500	250,000	500	500	250,000	500	500
Utilities				888,750			888,750			888,750		
Water (fire line, fresh water)	500	m	60	30,000	500	60	30,000	500	60	30,000	500	60
Electricity	500	m	100	50,000	500	100	50,000	500	100	50,000	500	100
Lighting	47,750	qm	5	238,750	47,750	5	238,750	47,750	5	238,750	47,750	5
Reefer points	10	piece	5,000	50,000	10	5,000	50,000	10	5,000	50,000	10	5,000
Transformation building	1	piece	500,000	500,000	1	500,000	500,000	1	500,000	500,000	1	500,000
Equipment				10,247,250			10,247,250			10,247,250		
Rehabilitation, phase 1	116,000	summary	1,875,000	1,875,000	0	1,875,000	1,875,000	0	1,875,000	1,875,000	0	1,875,000
Rehabilitation, phase 1	1	summary	1,876,000	1,876,000	1	1,876,000	1,876,000	1	1,876,000	1,876,000	1	1,876,000
Rehabilitation, phase 2	1	summary	1,633,500	1,633,500	1	1,633,500	1,633,500	1	1,633,500	1,633,500	1	1,633,500
Replacement	1	summary	800,000	800,000	1	800,000	800,000	1	800,000	800,000	1	800,000
Reachstackers (1st/2nd delivery)	3	piece	407,000	1,221,000	3	407,000	1,221,000	3	407,000	1,221,000	3	407,000
Reachstackers (3rd delivery)	2	piece	425,500	851,000	2	425,500	851,000	2	425,500	851,000	2	425,500
Forklifts; 2.5t (1st delivery)	4	piece	40,000	160,000	4	40,000	160,000	4	40,000	160,000	4	40,000

Description	Qty	Unit	2010		2011		2012	
			Costs (USD)	Unit costs (USD / unit)	Costs (USD)	Unit costs (USD / unit)	Costs (USD)	Unit costs (USD / unit)
Forklifts; 2.5t (2nd delivery)	2	piece	92,000	46,000	92,000	46,000	92,000	46,000
Forklifts; 2.5t (3rd delivery)	4	piece	232,000	58,000	232,000	58,000	232,000	58,000
Terminal Tractor (1st delivery)	1	piece	105,000	105,000	105,000	105,000	105,000	105,000
Terminal Tractor (2nd delivery)	2	piece	220,000	110,000	220,000	110,000	220,000	110,000
Terminal Tractor (3rd delivery)	1	piece	115,000	115,000	115,000	115,000	115,000	115,000
Rolltrailer 40' - 60 mt	4	piece	80,000	20,000	80,000	20,000	80,000	20,000
Containerchassis 40' - 38 mt (1st delivery)	4	piece	100,000	25,000	100,000	25,000	100,000	25,000
Containerchassis 40' - 38 mt (2nd delivery)	8	piece	220,000	27,500	220,000	27,500	220,000	27,500
Gooseneck / Stand	1	piece	10,000	10,000	10,000	10,000	10,000	10,000
Spareparts (10% from the 1st delivery)	1	piece	126,500	126,500	126,500	126,500	126,500	126,500
Spareparts (10% from the 2nd delivery)	1	piece	84,000	84,000	84,000	84,000	84,000	84,000
Spareparts (10% from the 3rd delivery)	1	piece	98,000	98,000	98,000	98,000	98,000	98,000
Workshop equipment	1	piece	100,000	100,000	100,000	100,000	100,000	100,000
Hansepallets (1st delivery)	1	1,500 piece	75,000	75,000	75,000	75,000	75,000	75,000
Hansepallets (2nd delivery)	1	1,500 piece	82,500	82,500	82,500	82,500	82,500	82,500
Hansepallets (3rd delivery)	1	1,500 piece	90,750	90,750	90,750	90,750	90,750	90,750
Others Equipment			360,000		360,000		360,000	
Alarm system	1	piece	100,000	100,000	100,000	100,000	100,000	100,000
Gate and barrier	1	piece	50,000	50,000	50,000	50,000	50,000	50,000
Perimeter wall	200	m	10,000	50	10,000	50	10,000	50
EDP hardware and software	1	installation	200,000	200,000	200,000	200,000	200,000	200,000
Incidental expenses (without equipment)	17,339,300	15%	2,600,895		2,600,895		2,600,895	
Investment, total			30,547,445		30,547,445		30,547,445	
PROCEEDS								
HANDLING PROCEEDS								
General cargo handling, total			9,095,407		9,474,387		9,866,553	
Handling of bulk			8,733,376		9,106,238		9,492,106	
Container handling			2,967,710		2,971,322		2,976,740	
STORAGE PROCEEDS			4,846,100		5,136,950		5,439,000	
Storage of general cargo			919,567		997,967		1,076,367	
Container storage			362,030		368,149		374,446	
			294,470		294,829		295,366	
			67,560		73,320		79,080	
COSTS								
1. Real Estate								
Lease area	44,750	qm*a	179,000	4	179,000	4	179,000	4
Lease quay wall	0	m*a	0	800	0	800	0	800
2. Depreciations			1,913,293		1,913,293		1,913,293	
Quay wall	5,000,000	2%	100,000	5,000,000	100,000	5,000,000	100,000	5,000,000
Security equipment-fence/perimeter wall	10,000	4%	400	10,000	400	10,000	400	10,000
Ro-Ro ramp	200,000	5%	10,000	200,000	10,000	200,000	10,000	200,000
Sewage/water/electricity/gas-pipe/cable etc.	241,100	5%	12,055	241,100	12,055	241,100	12,055	241,100

Description	Qty	Unit	Unit costs (USD / unit)	2010			2011			2012					
				Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	
Paved areas and roads	1,825,000	5%		91,250	1,825,000	5%		91,250	1,825,000	5%		91,250	1,825,000	5%	
Tracks and switches	236,000	5%		11,800	236,000	5%		11,800	236,000	5%		11,800	236,000	5%	
Lighting	238,750	5%		11,938	238,750	5%		11,938	238,750	5%		11,938	238,750	5%	
Office building	250,000	5%		12,500	250,000	5%		12,500	250,000	5%		12,500	250,000	5%	
Workshops	100,000	5%		5,000	100,000	5%		5,000	100,000	5%		5,000	100,000	5%	
Transformation Building	500,000	5%		25,000	500,000	5%		25,000	500,000	5%		25,000	500,000	5%	
Rehabilitation equipment	4,551,000	10%		455,100	4,551,000	10%		455,100	4,551,000	10%		455,100	4,551,000	10%	
Warehouse	900,000	10%		90,000	900,000	10%		90,000	900,000	10%		90,000	900,000	10%	
Trailers/Chassis/Gooseneck	515,000	10%		51,500	515,000	10%		51,500	515,000	10%		51,500	515,000	10%	
Reefer Points	50,000	10%		5,000	50,000	10%		5,000	50,000	10%		5,000	50,000	10%	
Security equipment	150,000	10%		15,000	150,000	10%		15,000	150,000	10%		15,000	150,000	10%	
Reachstackers	2,072,000	12.50%		259,000	2,072,000	12.50%		259,000	2,072,000	12.50%		259,000	2,072,000	12.50%	
Forklifts	484,000	12.50%		60,500	484,000	12.50%		60,500	484,000	12.50%		60,500	484,000	12.50%	
Workshop equipment	100,000	12.50%		12,500	100,000	12.50%		12,500	100,000	12.50%		12,500	100,000	12.50%	
Trucks	440,000	20%		88,000	440,000	20%		88,000	440,000	20%		88,000	440,000	20%	
EDP	200,000	20%		40,000	200,000	20%		40,000	200,000	20%		40,000	200,000	20%	
Spareparts	308,500	100%		308,500	308,500	100%		308,500	308,500	100%		308,500	308,500	100%	
Hansepallets	248,250	100%		248,250	248,250	100%		248,250	248,250	100%		248,250	248,250	100%	
3. Operating costs				5,173,418				5,626,537				6,028,161			
Personnel costs				3,368,465				3,801,304				4,181,435			
Interchange guard	16	USD p. a.	9,992	159,877	16	USD p. a.	10,992	175,884	16	USD p. a.	12,091	193,451	16	USD p. a.	12,091
cargo handling (stevedoring/yard/warehouse repair (workshop) administration	120	USD p. a.	9,992	1,598,765	125	USD p. a.	14,655	1,831,919	125	USD p. a.	16,121	2,015,111	125	USD p. a.	16,121
Surcharge for social insurance and costs	16	USD p. a.	13,323	466,307	35	USD p. a.	14,655	512,937	35	USD p. a.	16,121	564,231	35	USD p. a.	16,121
Material	2,571,348	31%	11,658	797,118	2,901,759	31%	12,823	899,545	3,191,935	31%	14,106	989,500	3,191,935	31%	14,106
Maintenance/repair / civil	7,422,100	lumpsum		85,600		lumpsum		89,880		lumpsum		94,374		lumpsum	
Maintenance/repair / mechanical	2,118,750	1%		74,221	7,422,100	1%		74,221	7,422,100	1%		74,221	7,422,100	1%	
Maintenance/repair / handling equipment	10,607,250	4%		84,750	2,118,750	4%		84,750	2,118,750	4%		84,750	2,118,750	4%	
Energy costs (cargo handling equipment)	27,946,550	10%		1,060,725	10,607,250	10%		1,060,725	10,607,250	10%		1,060,725	10,607,250	10%	
Insurances	27,946,550	lumpsum		74,307		lumpsum		81,738		lumpsum		89,912		lumpsum	
Administration assessment		0.5%		139,733	27,946,550	0.5%		139,733	27,946,550	0.5%		139,733	27,946,550	0.5%	
Total Costs		lumpsum		285,617		lumpsum		294,186		lumpsum		303,011		lumpsum	
				7,265,711				7,718,830				8,120,453			
PROFITS / LOSS before tax				1,829,696				1,755,557				1,746,099			
TAX															
Corporation tax				547,847				540,599				546,551			
Licence tax				365,939				351,111				349,220			
Wealth tax				181,908				189,488				197,331			
				0				0				0			
PROFIT after tax				1,281,849				1,214,958				1,199,548			

Batumi, Multi Purpose Terminal	
Description	
INVESTMENT	
Site Preparation	
Demolition sheds	
Demolition buildings	
Demolition foundations and pavement	
Preparation of the ground	
Earth works (incl. sand supply)	
Land reclamation	
Dredging	
Sewage and drainage	
Environmental	
Cleaning of the soil	
Removal Oil Separator	
Civil Works	
Construction of quay wall	
Construction Ro-Ro ramp	
Rail tracks	
Railway switches	
New Pavement	
Buildings	
Warehouse	
Workshop	
Office building	
Utilities	
Water (fire line, fresh water)	
Electricity	
Lighting	
Reefer points	
Transformation building	
Equipment	0
Rehabilitation, phase 1	
Rehabilitation, phase 1	
Rehabilitation, phase 2	
Replacement	
Reachstackers (1st/2nd delivery)	
Reachstackers (3rd delivery)	
Forklifts; 2,5t (1st delivery)	

Description
Forklifts; 2.5t (2nd delivery)
Forklifts; 2.5t (3rd delivery)
Terminal Tractor (1st delivery)
Terminal Tractor (2nd delivery)
Terminal Tractor (3rd delivery)
Rolltrailer 40' - 60 mt
Containerchassis 40' - 38 mt (1st delivery)
Containerchassis 40' - 38 mt (2nd delivery)
Gooseneck / Stand
Spareparts (10% from the 1st delivery)
Spareparts (10% from the 2nd delivery)
Spareparts (10% from the 3rd delivery)
Workshop equipment
Hansepallets (1st delivery)
Hansepallets (2nd delivery)
Hansepallets (3rd delivery)
Others Equipment
Alarm system
Gate and barrier
Perimeter wall
EDP hardware and software
Incidental expenses (without equipment)
Investment, total
PROCEEDS
HANDLING PROCEEDS
General cargo handling, total
Handling of bulk
Container handling
STORAGE PROCEEDS
Storage of general cargo
Container storage
COSTS
1. Real Estate
Lease area
Lease quay wall
2. Depreciations
Quay wall
Security equipment-fence/perimeter wall
Ro-Ro ramp
Sewage/water/electricity/gas-pipe/cable etc.

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

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	12
	US\$/Pers*a	20,0%	1.800	2.160	2.592	3.110	3.732
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	3.732
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			47.665	50.048	52.551	55.178	57.937
Energy costs (cargo handling equipment)			35.987	37.787	39.676	41.660	43.743
Administration assessment			200.326	206.336	212.526	218.902	225.469

Description	Unit	Increase (%/a)	2003	2004	2005	2006	2007
Operating costs			1,540.441	1,819.181	2,116.593	2,392.746	2,774.411
Personnel costs			1,201.444	1,467.879	1,752.510	2,015.386	2,383.258
Interchange	US\$		51.508	59.234	73.796	84.866	97.596
	Pers.		12	12	13	13	13
	US\$/Pers*a	15,0%	4.292	4.936	5.677	6.528	7.507
Guard	US\$		51.508	59.234	73.796	84.866	97.596
	Pers.		12	12	13	13	13
	US\$/Pers*a	15,0%	4.292	4.936	5.677	6.528	7.507
Cargo handling	US\$		629.545	723.977	870.417	1,000.980	1,151.127
	Pers.		110	110	115	115	115
	US\$/Pers*a	15,0%	5.723	6.582	7.569	8.704	10.010
repair (workshop)	US\$		114.463	197.448	227.065	261.125	350.343
	Pers.		20	30	30	30	35
	US\$/Pers*a	15,0%	5.723	6.582	7.569	8.704	10.010
administration	US\$		70.108	80.625	92.718	106.626	122.620
	Pers.		14	14	14	14	14
	US\$/Pers*a	15,0%	5.008	5.759	6.623	7.616	8.759
Surcharge for social insurance	US\$		284.311	347.361	414.716	476.923	563.977
Material	US\$	5,0%	60.834	63.876	67.070	70.423	73.944
Energy costs (cargo handling equipment)	US\$	5,0%	45.930	48.226	50.638	53.170	55.828
Administration assessment	US\$	3,0%	232.233	239.200	246.376	253.767	261.380

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
	US\$/Pers*a	10,0%	8.258	9.084	9.992	10.992	12.091
Guard	US\$		123.871	136.258	159.877	175.864	193.451
	Pers.		15	15	16	16	16
	US\$/Pers*a	10,0%	8.258	9.084	9.992	10.992	12.091
Cargo handling	US\$		1.266.240	1.453.423	1.598.765	1.831.919	2.015.111
	Pers.		115	120	120	125	125
	US\$/Pers*a	10,0%	11.011	12.112	13.323	14.655	16.121
repair (workshop)	US\$		385.377	423.915	466.307	512.937	564.231
	Pers.		35	35	35	35	35
	US\$/Pers*a	10,0%	11.011	12.112	13.323	14.655	16.121
administration	US\$		154.151	169.566	186.523	205.175	225.692
	Pers.		16	16	16	16	16
	US\$/Pers*a	10,0%	9.634	10.598	11.658	12.823	14.106
Surcharge for social insurance	US\$		636.588	719.020	797.118	899.545	989.500
Material	US\$	5,0%	77.642	81.524	85.600	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

Annex 8:

Development of Proceeds of the Multi-purpose
Terminal in Batumi

Timetable for the Development of the Proceeds of the Multi Purpose Terminal of the Port of Batumi

	Unit	Unit costs (USD / unit)	1998	1999	2000	2001	2002	2003	2004	2005	2006
General cargo, total	t		342,400	387,700	483,400	553,800	660,900	659,600	658,300	657,000	655,700
General cargo, MP-Terminal	%		25%	30%	40%	50%	60%	70%	70%	70%	70%
of it. storage	t		85,600	116,310	185,360	276,900	396,540	461,720	460,810	459,900	458,990
of it. storage	%		0%	5%	10%	15%	20%	20%	20%	20%	20%
Bulk, total	t		646,200	681,500	718,700	757,900	798,600	860,900	928,100	1,000,500	1,078,600
Bulk, MP-Terminal	%		30%	40%	50%	60%	70%	70%	70%	70%	70%
Container, total	t		193,860	272,600	359,350	454,740	559,020	602,630	649,670	700,350	755,020
of it. storage	TEU		494	988	1,482	1,976	2,470	2,814	3,158	3,502	3,846
of it. storage	%		0%	5%	10%	15%	20%	20%	20%	20%	20%
	TEU		0	49	148	296	494	563	632	700	769
HANDLING PROCEEDS; total			1,602,107	2,274,573	3,234,382	4,382,452	5,756,216	6,450,864	6,736,381	7,040,098	7,363,766
General cargo handling			552,120	750,200	1,195,572	1,786,005	2,557,683	2,978,094	2,972,225	2,966,355	2,960,486
of it. 50-kg-bags (40%)	t		34,240	46,524	74,144	110,760	158,616	184,688	184,324	183,960	183,596
of it. 100-kg-barrels (15%)	USD/t	6,00	205,440	279,144	444,864	664,560	951,696	1,108,128	1,105,944	1,103,760	1,101,576
of it. 50-kg-boxes (45 %)	t		12,840	17,447	27,804	41,535	59,481	69,258	69,122	68,985	68,849
	USD/t	9,00	115,560	157,019	250,236	373,815	535,329	623,322	622,084	620,865	619,637
Kontrollziffer	t		38,520	52,340	83,412	124,605	178,443	207,774	207,365	206,955	206,546
	USD/t	6,00	231,120	314,037	500,472	747,630	1,070,658	1,244,187	1,244,187	1,241,730	1,239,273
			0	0	0	0	0	0	0	0	0
Bulk handling	USD	5,00	959,300	1,363,000	1,796,750	2,273,700	2,795,100	3,013,150	3,248,350	3,504,750	3,775,100
	t		193,860	272,600	359,350	454,740	559,020	602,630	649,670	700,350	755,020
Container handling	TEU		80,687	161,373	242,060	322,747	403,433	459,620	515,807	571,993	628,180
Container per move (all included), full	TEU		494	988	1,482	1,976	2,470	2,814	3,158	3,502	3,846
Container per move (all included), 1/3 empty	TEU	140,00	69,160	138,320	207,480	276,640	345,800	393,960	442,120	490,280	538,440
	TEU		165	329	494	659	823	938	1,053	1,167	1,282
	USD	70,00	11,527	23,053	34,560	46,107	57,633	65,660	73,687	81,713	89,740
STORAGE PROCEEDS; total			0	38,832	102,311	195,905	311,768	296,342	232,970	168,180	135,962
Storage of general cargo (20d)			0	33,497	88,973	172,786	279,164	265,951	206,443	147,168	117,501
in open areas (40%)	%	40%	0	40%	40%	40%	40%	40%	40%	40%	40%
	t		0	2,326	7,414	16,614	31,723	36,938	36,865	36,792	36,719
	days	20	0	18	15	13	11	9	7	5	4
	USD	0,20	0	8,374	22,243	43,196	69,791	66,488	51,611	36,792	29,375
in covered areas (60%)	%	60%	0	60%	60%	60%	60%	60%	60%	60%	60%
	t		0	3,489	11,122	24,921	47,585	55,406	55,297	55,188	55,079
	days	20	0	18	15	13	11	9	7	5	4
	USD	0,40	0	25,123	66,730	129,589	209,373	199,463	154,832	110,376	88,126
Container Storage			0	5,335	13,338	23,119	32,604	30,391	26,527	21,012	18,461
	piece		0	49	148	296	494	563	632	700	769
	days	20	0	18	15	13	11	9	7	5	4
	USD	6,00	0	5,335	13,338	23,119	32,604	30,391	26,527	21,012	18,461

Timetable for the Development of the Pr

	2007	2008	2009	2010	2011	2012
General cargo, total	654.900	655.700	656.500	657.300	658.100	659.300
General cargo, MP-Terminal	70%	70%	70%	70%	70%	70%
	458.430	458.990	459.550	460.110	460.670	461.510
of it: storage	20%	50%	50%	50%	50%	50%
	91.686	229.495	229.775	230.055	230.335	230.755
Bulk, total	1.164.100	1.233.400	1.306.800	1.384.600	1.467.700	1.554.000
Bulk, MP-Terminal	70%	70%	70%	70%	70%	70%
	814.870	863.380	914.760	969.220	1.027.390	1.087.800
Container, total	4.190	4.670	5.150	5.630	6.110	6.590
of it: storage	20%	50%	50%	50%	50%	50%
	838	2.335	2.575	2.815	3.055	3.295
HANDLING PROCEEDS; total	7.715.590	8.040.152	8.379.064	8.733.376	9.106.238	9.492.106
General cargo handling	2.956.874	2.960.486	2.964.098	2.967.710	2.971.322	2.976.740
of it: 50-kg-bags (40%)	183.372	183.596	183.820	184.044	184.268	184.604
	1.100.232	1.101.576	1.102.920	1.104.264	1.105.608	1.107.624
of it: 100-kg-barrels (15%)	68.765	68.849	68.933	69.017	69.101	69.227
	618.881	619.637	620.393	621.149	621.905	623.039
of it: 50-kg-boxes (45 %)	206.294	206.546	206.798	207.050	207.302	207.680
	1.237.761	1.239.273	1.240.785	1.242.297	1.243.809	1.246.077
Kontrollziffer	0	0	0	0	0	0
Bulk handling	4.074.350	4.316.900	4.573.800	4.846.100	5.136.950	5.439.000
	814.870	863.380	914.760	969.220	1.027.390	1.087.800
Container handling	684.367	762.767	841.167	919.567	997.967	1.076.367
Container per move (all included), full	4.190	4.670	5.150	5.630	6.110	6.590
	586.600	653.800	721.000	788.200	855.400	922.600
Container per move (all included), 1/3 empty	1.397	1.557	1.717	1.877	2.037	2.197
	97.767	108.967	120.167	131.367	142.567	153.767
STORAGE PROCEEDS; total	137.470	349.794	355.912	362.030	368.149	374.446
Storage of general cargo (20d)	117.358	293.754	294.112	294.470	294.829	295.366
in open areas (40%)	40%	40%	40%	40%	40%	40%
	36.674	91.798	91.910	92.022	92.134	92.302
	4	4	4	4	4	4
	29.340	73.438	73.528	73.618	73.707	73.842
in covered areas (60%)	60%	60%	60%	60%	60%	60%
	55.012	137.697	137.865	138.033	138.201	138.453
	4	4	4	4	4	4
	88.019	220.315	220.584	220.853	221.122	221.525
Container Storage	20.112	56.040	61.800	67.560	73.320	79.080
	838	2.335	2.575	2.815	3.055	3.295
	4	4	4	4	4	4
	20.112	56.040	61.800	67.560	73.320	79.080

