



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							R			R		R				
New equipment																
Other equipment																
Investment berth 12-14	0	2,538	1,258	0	0	0	0	0	0	0	0	0	0	0	0	3,796
Extension berth 12-14																
Utilities, site preparation											R					
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										R				R		
New cargo equipment																
Incidental expenses	828	2,212	2,429	5,407	225	0	0	0	0	0	0	0	0	0	0	11,101
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	

R Replacement



Table 1 (4 pages)

Poti container terminal (with breakwater): Cash flow analysis, real case, interest 10%											Cash flow
Year			1	2	3	4	5	6	7	8	9
	<i>approx.</i>		1998	1999	2000	2001	2002	2003	2004	2005	2006
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\$	100%	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	86.829	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\$	100%	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)	in 1,000 US\$	100%	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\$	10%	498	2.222	4.598	8.145	13.424	16.058	16.578	17.302	17.253
Earnings before Tax	in 1,000 US\$		5.205	2.784	1.466	-1.377	-9.073	-10.403	-9.412	-8.444	-6.561
Tax	in 1,000 US\$	20%	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\$		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



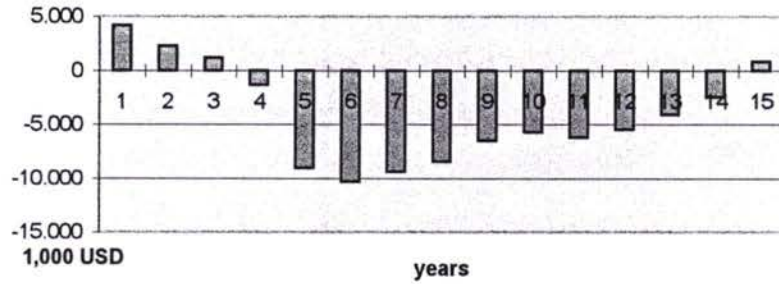
Table 1 (4 pages)

Poti container terminal (with breakwater): Canalysis, real case, interest 10%							
Year		10	11	12	13	14	15
	<i>approx.</i>	2007	2008	2009	2010	2011	2012
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\$	120.999	132.017	134.474	140.955	138.493	144.786
financed per Earnings incl. Deprec.	in 1,000 US\$	-25	-801	-1.753	-2.462	-5.206	-6.859
total accumulated	in 1,000 US\$	120.973	131.216	132.722	138.493	133.286	137.928
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\$	6.586	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\$	17.783	19.135	21.930	22.748	25.785	26.017
Earnings before Tax	in 1,000 US\$	-5.785	-6.240	-5.530	-4.171	-2.519	1.014
Tax	in 1,000 US\$	0	0	0	0	0	203
Earnings (after Interest & Tax)	in 1,000 US\$	-5.785	-6.240	-5.530	-4.171	-2.519	811
Cash-Flow (after Interest & Tax)	in 1,000 US\$	801	1753	2462	5206	6859	11804
Loan status	in 1,000 US\$	80.284	75.235	74.958	62.685	52.845	32.925

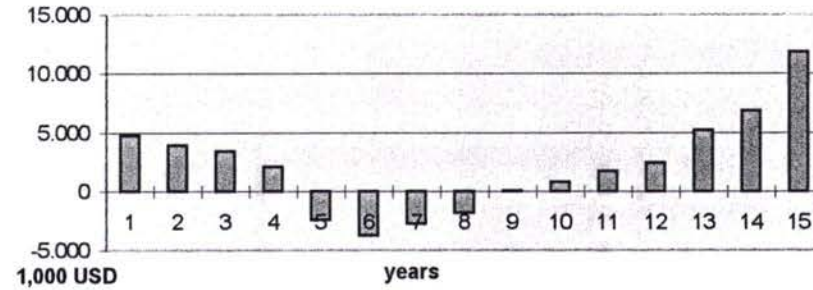


Table 1 (4 pages)

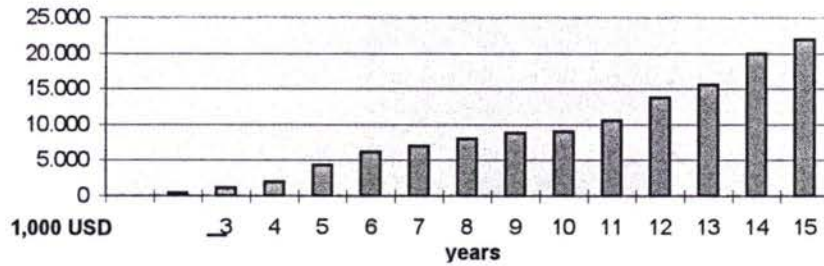
Earnings (after Interest & Tax)



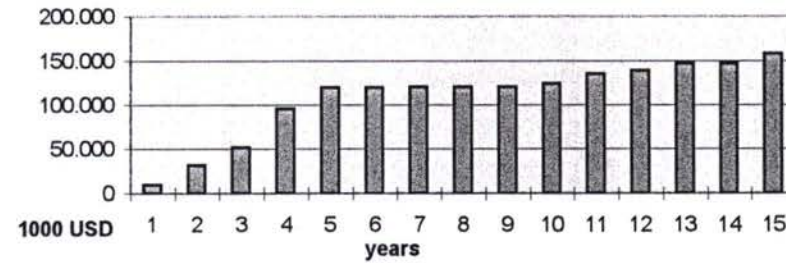
Cash-Flow (after Interest & Tax)



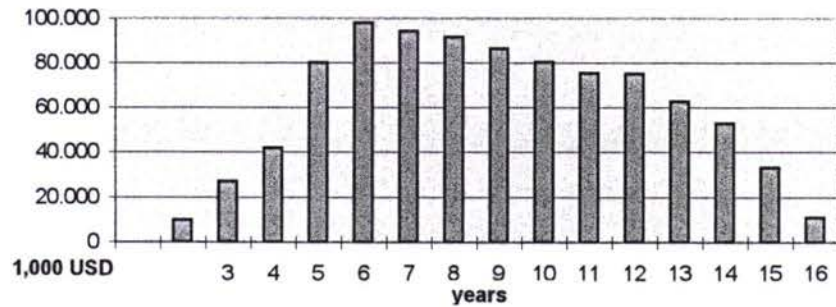
Installments



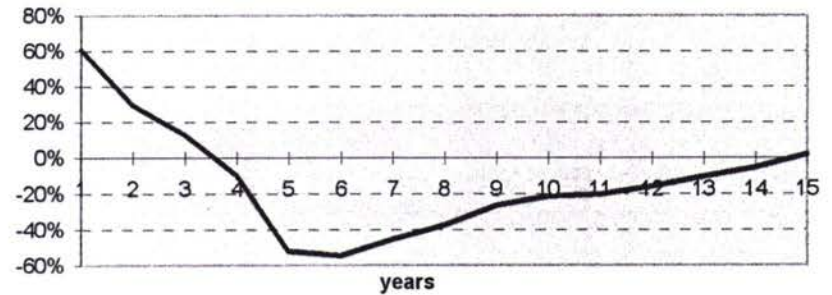
Accumulated investments



Loan status



Return on proceeds



Annex 2

Cash flow analysis Poti, Container Terminal
and

Cash Flow Analysis Batumi, Mullet-Purpose Terminal

Annex 2.1

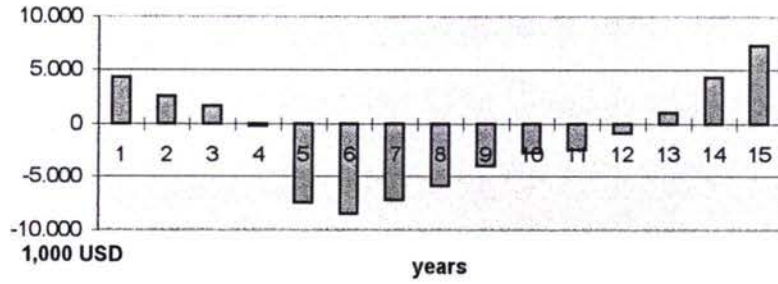
Cash Flow Analysis, best case

Poti container terminal (with breakwater):		Cash flow analysis, best case, interest 8%									
Year			1	2	3	4	5	6	7	8	9
	<i>approx.</i>		1998	1999	2000	2001	2002	2003	2004	2005	2006
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\$	100%	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	47.151	86.493	106.945	103.763	105.123	107.107	107.788
financed per Earnings incl. Deprec.	in 1,000 US\$		0	-4.809	-4.188	-3.917	-3.181	940	1.984	681	-661
total accumulated	in 1,000 US\$		9.962	27.271	42.963	82.576	103.763	104.703	107.107	107.788	107.128
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\$	100%	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)	in 1,000 US\$	100%	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\$	8%	398	1.901	4.026	7.065	11.877	14.225	14.434	14.783	14.756
Earnings before Tax	in 1,000 US\$		5.305	3.105	2.038	-298	-7.526	-8.570	-7.267	-5.925	-4.063
Tax	in 1,000 US\$	20%	1.061	621	408	0	0	0	0	0	0
Earnings (after Interest & Tax)	in 1,000 US\$		4.244	2.484	1.630	-298	-7.526	-8.570	-7.267	-5.925	-4.063
Cash-Flow (after Interest & Tax)	in 1,000 US\$		4809	4188	3917	3181	-940	-1984	-681	661	2523
Loan status	in 1,000 US\$		0	9.962	26.860	41.303	78.738	95.196	89.564	84.796	77.505

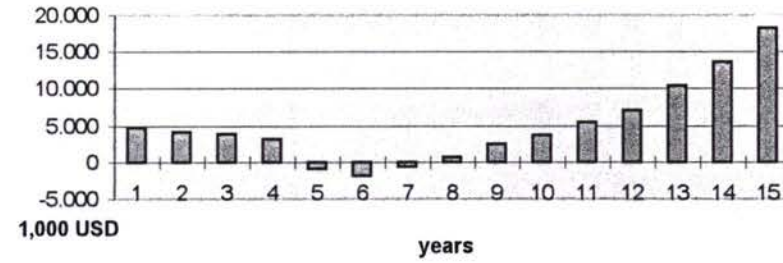
Poti container terminal (with breakwater): Cash flow analysis, best case, interest 8%		10	11	12	13	14	15
Year		2007	2008	2009	2010	2011	2012
	<i>approx.</i>						
Investment	in 1,000 US\$	3.954	11.044	3.258	8.233	0	11.500
Investment berth 6+7	in 1,000 US\$						
Investment berth 12-14	in 1,000 US\$						
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\$	6.586	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	-910	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	-910	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



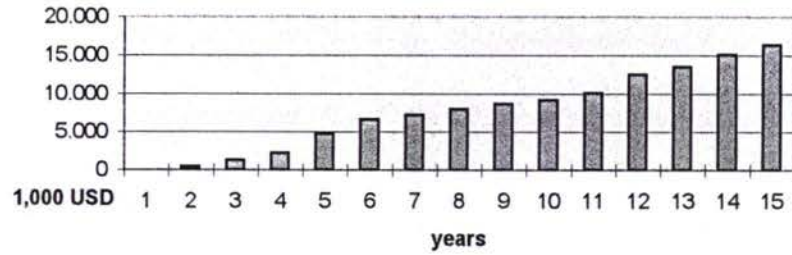
Earnings (after Interest & Tax)



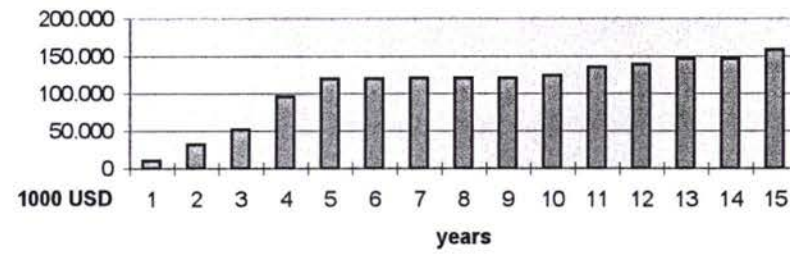
Cash-Flow (after Interest & Tax)



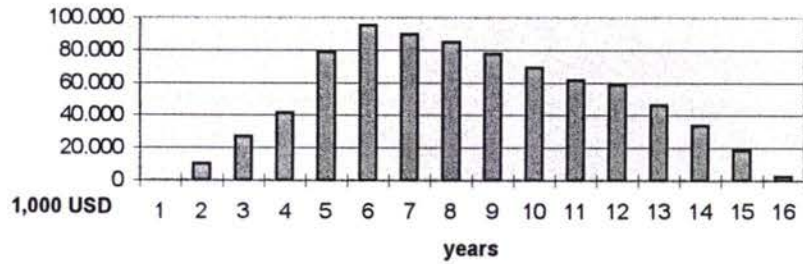
Installments



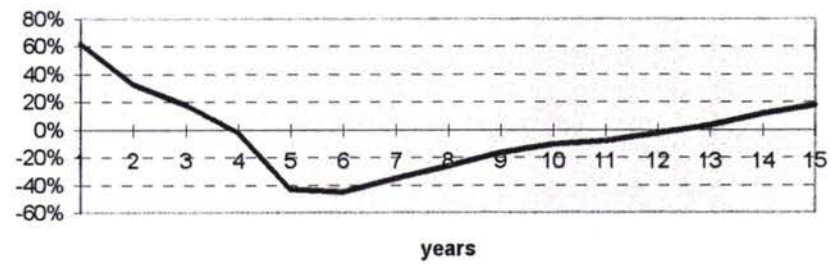
Accumulated investments



Loan status



Return on proceeds



Annex 2.2

Cash Flow Analysis, worst case

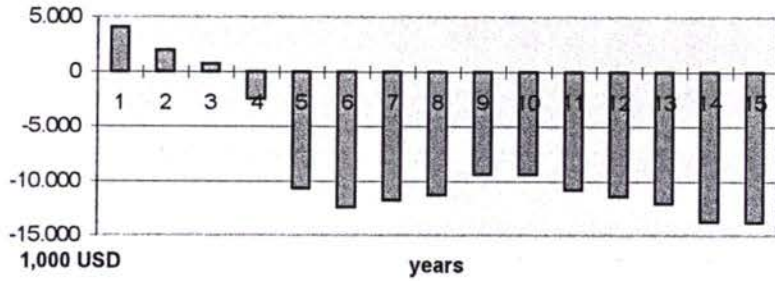


Poti container terminal (with breakwater):		Cash flow analysis, worst case, interest 12%										
Year		1	2	3	4	5	6	7	8	9	10	
	approx.	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	
Investment	in 1,000 US\$	9.962	22.118	19.880	43.529	24.369	0	420	0	0	3.954	
Investment berth 6+7	in 1,000 US\$											
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)	in 1,000 US\$	100%	9.962	22.118	19.880	43.529	24.369	0	420	0	3.954	
net total accumulated	in 1,000 US\$		9.962	32.080	47.311	87.172	108.660	107.686	112.141	117.968	123.166	131.829
financed per Earnings incl. Deprec.	in 1,000 US\$		0	-4.649	-3.667	-2.981	-974	4.135	5.816	5.207	4.710	2.845
total accumulated	in 1,000 US\$		9.962	27.431	43.643	84.191	107.686	111.721	117.968	123.166	127.876	134.673
Proceeds	in 1,000 US\$		8.650	9.430	11.672	14.203	17.466	19.039	20.761	22.619	24.655	26.955
Proceeds total	in 1,000 US\$	100%	8.650	9.430	11.672	14.203	17.466	19.039	20.761	22.619	24.655	26.955
Total costs (with depreciation)			2.847	4.425	5.608	7.436	13.116	13.384	13.686	13.762	13.963	14.967
Costs (without depreciation)	in 1,000 US\$	100%	2.282	2.721	3.221	3.966	6.529	6.798	6.999	7.176	7.377	8.371
EBITDA (Cash Flow)	in 1,000 US\$		6.268	6.709	8.360	10.247	10.937	12.241	13.762	16.443	17.278	18.684
Depreciation	in 1,000 US\$		564	1.704	2.286	3.479	6.586	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	11.998
Accumulated Capital Requirements	in 1,000 US\$	12%	598	2.551	5.195	9.273	15.072	18.057	18.959	20.153	20.123	21.394
Earnings before Tax	in 1,000 US\$		5.106	2.454	869	-2.506	-10.721	-12.402	-11.793	-11.296	-9.431	-9.396
Tax	in 1,000 US\$	20%	1.021	491	174	0	0	0	0	0	0	0
Earnings (after Interest & Tax)	in 1,000 US\$		4.085	1.964	695	-2.506	-10.721	-12.402	-11.793	-11.296	-9.431	-9.396
Cash-Flow (after Interest & Tax)	in 1,000 US\$		4649	3687	2981	974	-4135	-5816	-5207	-4710	-2845	-2810
Loan status	in 1,000 US\$		0	9.962	27.123	42.368	81.160	100.626	99.027	98.561	95.755	83.256

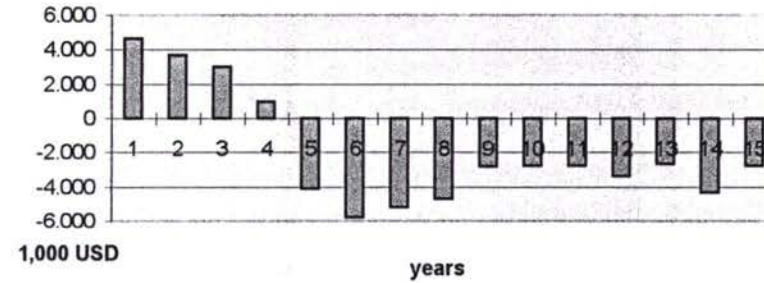
Poti container terminal (with breakwater): Cash flow analysis, worst case, interest 12%						
Year		11	12	13	14	15
	approx.	2008	2009	2010	2011	2012
Investment	in 1,000 US\$	11.044	3.258	8.233	0	11.500
Investment berth 6+7	in 1,000 US\$					
Investment berth 12-14	in 1,000 US\$					
Investment New CT-Term.	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	151.785	162.834	166.239	180.446
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	166.239	168.945	184.813
Proceeds	in 1,000 US\$	30.594	34.724	39.412	44.733	51.290
Proceeds total	in 1,000 US\$	30.594	34.724	39.412	44.733	51.290
Total costs (with depreciation)		17.698	18.324	20.835	21.466	24.259
Costs (without depreciation)	in 1,000 US\$	5.706	10.331	11.467	12.089	13.266
EBITDA (Cash Flow)	in 1,000 US\$	20.888	24.392	27.955	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	18.577	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	-13.800
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	-13.800
Cash-Flow (after interest & Tax)	in 1,000 US\$	-2815	-3406	-2706	-4367	-2808
Loan status	in 1,000 US\$	91.400	94.491	85.611	78.702	55.144



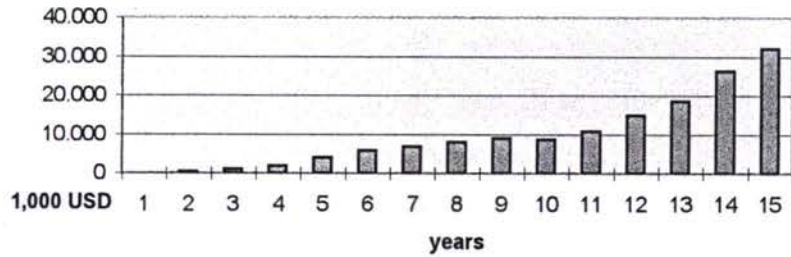
Earnings (after Interest & Tax)



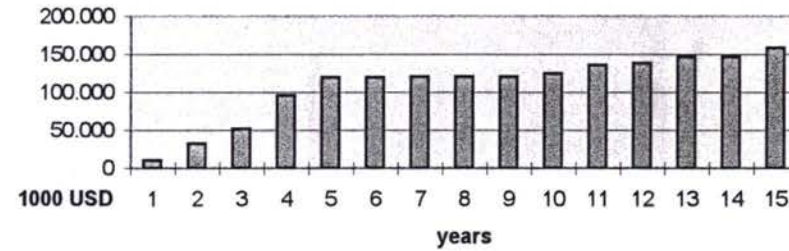
Cash-Flow (after Interest & Tax)



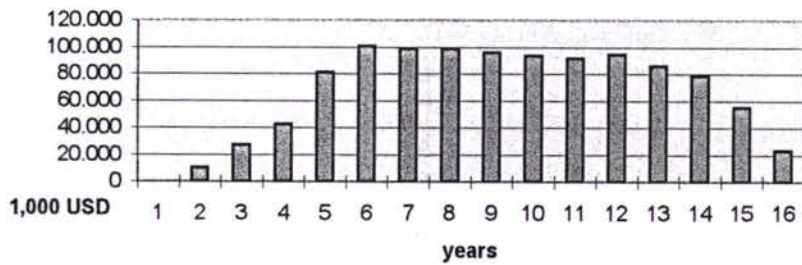
Installments



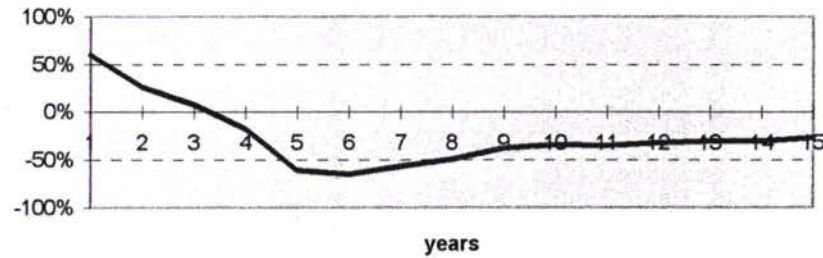
Accumulated Investments



Loan status



Return on proceeds



Annex 2.3

Batumi Multi-Purpose Terminal, best case

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

Year			1	2	3	4	5	6	7	8
	<i>approx.</i>		1998	1999	2000	2001	2002	2003	2004	2005
Investment	In 1,000 US\$									
Site Preparation	in 1,000 US\$		2.281	161	0	0	0	0	0	0
Environmental	in 1,000 US\$		5.348	0	0	0	0	0	0	0
Civil Works	in 1,000 US\$		0	7.011	0	0	0	0	0	0
Buildings	in 1,000 US\$		0	1.850	0	0	0	0	0	0
Utilities	in 1,000 US\$		0	580	0	274	0	0	0	0
Equipment	in 1,000 US\$		1.875	1.876	2.178	1.135	58	913	203	0
Other Equipment	in 1,000 US\$		0	160	0	0	0	0	0	0
Incidental Expenses	in 1,000 US\$		1.144	0	1.440	41	0	0	0	0
Investments total (per year)	in 1,000 US\$	100%	10.648	11.638	3.618	1.450	58	913	203	0
net total accumulated	in 1,000 US\$		10.648	22.286	25.139	26.115	25.741	25.800	23.576	20.555
financed per Earnings incl. Deprec.	in 1,000 US\$		0	-766	-473	-432	-853	-2.428	-3.020	-3.220
total accumulated	in 1,000 US\$		10.648	21.520	24.665	25.683	24.887	23.373	20.555	17.336
Proceeds	in 1,000 US\$		2.021	3.040	4.420	6.094	8.143	9.253	9.924	10.617
Handling	in 1,000 US\$									
Storage	in 1,000 US\$									
Interest	in 1,000 US\$	0%	0	0	0	0	0	0	0	0
Proceeds total	in 1,000 US\$	100%	2.021	3.040	4.420	6.094	8.143	9.253	9.924	10.617
Costs (without depreciation)	in 1,000 US\$	100%	854	1.227	1.409	1.729	1.962	2.303	2.603	2.901
EBITDA (Cash Flow)	in 1,000 US\$		1.168	1.814	3.011	4.365	6.181	6.949	7.321	7.716
Depreciation	in 1,000 US\$		375	1.213	1.608	1.958	1.770	1.658	1.170	844
EBIT	in 1,000 US\$		793	600	1.403	2.407	4.411	5.291	6.150	6.872
Accumulated Capital Requirements	in 1,000 US\$	8%	304	1.340	2.579	3.512	3.589	3.589	3.589	3.589
Earnings before Tax	in 1,000 US\$		489	-740	-1.176	-1.105	822	1.703	2.562	3.284
Tax	in 1,000 US\$	20%	98	0	0	0	164	341	512	657
Earnings (after Interest & Tax)	in 1,000 US\$		391	-740	-1.176	-1.105	658	1.362	2.049	2.627
Cash-Flow (after Interest & Tax)	in 1,000 US\$		766	473	432	853	2428	3020	3220	3471

Dividend	in 1,000 US\$	80%	0	0	0	0	0	0	0	0
Loan status	in 1,000 US\$		0	7.603	16.706	24.872	24.080	22.418	20.623	18.684
Return on Proceeds	in %		19	-24	-27	-18	8	15	21	25
Repayments	in 1,000 US\$		0	354	880	1.494	1.662	1.795	1.939	2.094
Accumulated investments	in 1,000 US\$		10.648	22.286	25.905	27.355	27.413	28.326	28.529	28.529

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	4.783	5.236	5.638	45.869
8.157	8.719	9.077	9.663	10.298	10.853	11.478	106.769
844	844	1.258	1.080	1.080	1.080	1.080	17.864
7.313	7.875	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	4.994	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	30397
28.529	28.529	30.174	30.290	30.290	30.290	30.290	

Annex 2.4

Batumi Multi-Purpose Terminal, worst case



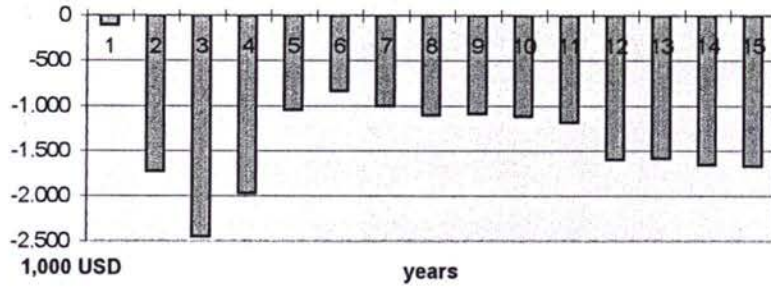
Batumi multi purpose terminal:		Cash flow analysis, worst case, interest 12%, proceeds 100%							
Year			1	2	3	4	5	6	7
	approx.		1998	1999	2000	2001	2002	2003	2004
Investment	in 1,000 US\$		10.843	13.307	1.800	1.304	0	886	110
Site Preparation	in 1,000 US\$		2.398	161					
Environmental	in 1,000 US\$		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\$			361					
Incidental Expenses	in 1,000 US\$		1.170	1.431					
Investments total (per year)	in 1,000 US\$	100%	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	-597
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\$	100%	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\$	100%	875	804	817	1.081	1.308	1.384	1.653
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\$	12%	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\$	20%	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	-1339	-796	132	597	454
Loan status	in 1,000 US\$		0	10.843	23.739	25.612	27.194	26.673	25.907



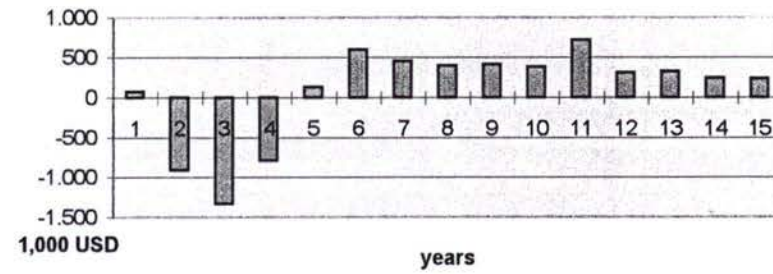
Batumi multi purpose terminal:		Cash flow analysis, worst case, interest 12%, proceeds 100%							
Year		8	9	10	11	12	13	14	15
	approx.	2005	2006	2007	2008	2009	2010	2011	2012
Investment	in 1,000 US\$	360	0	0	1.821	116	0	0	0
Site Preparation	in 1,000 US\$								
Environmental	in 1,000 US\$								
Civil 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\$								
Investments total (per year)	in 1,000 US\$	360	0	0	1.821	116	0	0	0
net total accumulated	in 1,000 US\$	30.860	30.406	30.012	31.423	31.158	30.443	30.134	29.814
financed per Earnings incl. Deprec.	in 1,000 US\$	-454	-394	-409	-381	-715	-309	-320	-246
total accumulated	in 1,000 US\$	30.406	30.012	29.602	31.042	30.443	30.134	29.814	29.569
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)		3.452	3.728	4.109	4.625	5.003	5.352	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



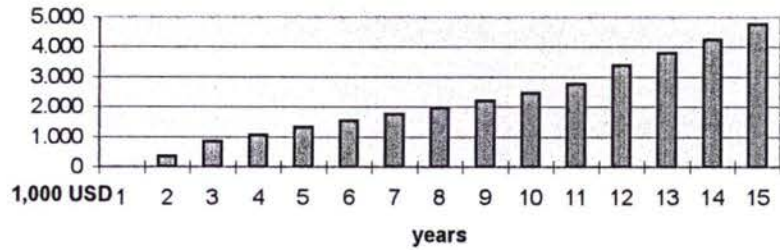
Earnings (after Interest & Tax)



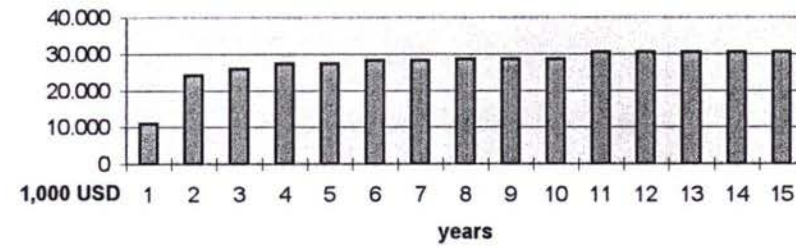
Cash-Flow (after Interest & Tax)



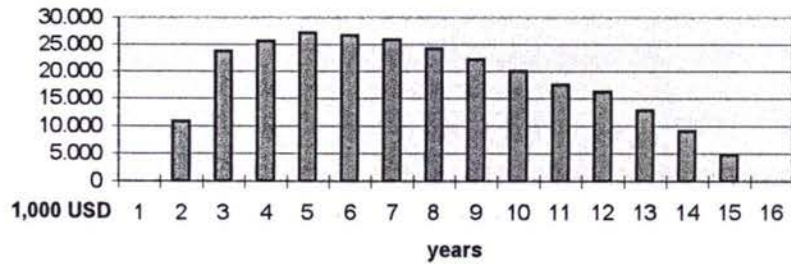
Installments



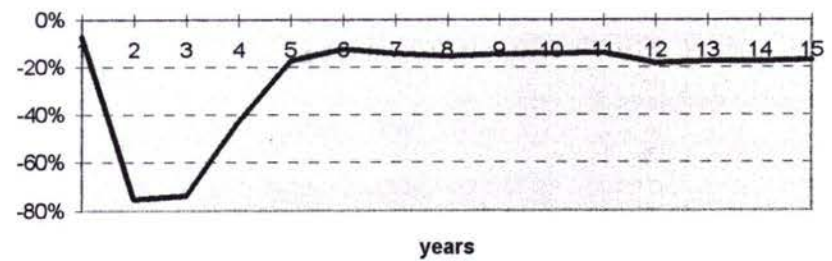
Accumulated investments



Loan status



Return on proceeds



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	
				1998					1999		
				9.133.860					29.040.193		
INVESTMENT											
I. Extension Container Terminal (excl. Berth 12-14)				9.133.860					14.168.860		
1. Site preparation				1.945.360					1.945.360		
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	
Reefer 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					6.545.000		
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	1	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					0		
Reachstackers	0	piece	370.000	0	0	piece	370.000	0	3	piece	
Spareparts	0	complect	700.000	0	0	complect	700.000	0	1	complect	

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
				1998				1999		
III. New Container Terminal North				0				12.333.333		
1. Infrastructur Connections and Breakwater				0				12.333.333		
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				0				0		
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				0				0		
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				0				0		
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				0				0		
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				0				0		
Replacement equipment				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	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)	0	piece	26.250	0	0	piece	26.250	0	0	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)	0	complect	735.000	0	0	complect	735.000	0	0	complect
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154.000	0	0	complect	154.000	0	0	complect
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517.500	0	0	complect	517.500	0	0	complect
Workshop equipment	0	complect	262.500	0	0	complect	262.500	0	0	complect
1.000 Hansepallets (1st delivery)	0	complect	52.500	0	0	complect	52.500	0	0	complect
1.000 Hansepallets (2nd delivery)	0	complect	55.000	0	0	complect	55.000	0	0	complect
Stevedoring 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-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
				1998				1999		
7. Others Equipment				0				0		
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. 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				564.493				1.703.860		
Breakwater	0	0,02		0	8333333,333	0,02		166.667	16666666,67	0,02
Construction of quay walls	200000	0,02		4.000	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	6121666,667	0,05		306.083	7988333,333	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	1850000	0,125		231.250	2960000	0,125
Stevedoring 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				242.874				291.449		
Interchange	5	USD p. a.	1.800	9.000	5	USD p. a.	2.160	10.800	6	USD p. a.
Guard	5	USD p. a.	1.800	9.000	5	USD p. a.	2.160	10.800	6	USD p. a.

Description	Quantity		US-\$ /Unit	US-\$	Quantity		US-\$ /Unit	US-\$	Quantity	
		Unit				Unit				Unit
				1998				1999		
Cargo handling (stevedoring/yard/warehouse operatio	38	USD p. a.	2.400	91.200	38	USD p. a.	2.880	109.440	52	USD p. a.
Container repair (workshop)	16	USD p. a.	2.400	38.400	16	USD p. a.	2.880	46.080	18	USD p. a.
Administration	18	USD p. a.	2.100	37.800	18	USD p. a.	2.520	45.360	18	USD p. a.
Surcharge for social insurance and costs (31% of the	185.400	0		57.474	222.480	0		88.989	327.456	0
Other costs (office, material, etc.) (increase 5% / a)		0,05		225.000		0,05		225.000		0,05
Maintenance/repair										
Civil (1 % of the amount of investment)	3589360	0,01		35.894	17600693,33	0,01		176.007	30294026,67	0,01
Mechanical (4 % of the amount of investment)	1360500	0,04		54.420	1485500	0,04		59.420	1485500	0,04
Handling equipment (10 % of the amount of investme	2455000	0,1		245.500	7490000	0,1		749.000	8748000	0,1
Energy costs (cargo handling equipment) (increase 5% / a)		0,05		110.000		0,05		110.000		0,05
Electric power supply utilities (increase 5% / a)		0,05		70.000		0,05		70.000		0,05
Communication (increase 10% / a)		0,1		5.000		0,1		5.000		0,1
Water/sewage (increase 10% / a)		0,1		6.000		0,1		6.000		0,1
Insurances (0.5 % of investment)	9133860	0,005		45.669	29040193,33	0,005		145.201	46491526,67	0,005
Administration assessment (increase 1% / a)		0,01		122.000		0,01		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				1.403.057				1.408.498		
Corporation tax				1.140.710				929.488		
Licence tax				171.008				188.608		
Wealth tax				91.339				290.402		
PROFIT after tax				4.300.493				3.238.944		

Poti-Container-Terminal (with Breakwater)										
Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2000				2001				2002
INVESTMENT		46.491.527				84.613.860				108.758.360
I. Extension Container Terminal (excl. Berth 12-14)		14.168.860				14.168.860				14.168.860
1. Site preparation		1.945.360				1.945.360				1.945.360
Demolition buildings	40	91.800	2.295	qm	40	91.800	2.295	qm	40	91.800
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		50.000				50.000				50.000
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
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	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	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		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
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	complect	148.000	148.000	1	complect	148.000	148.000

Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2000				2001				2002
III. New Container Terminal North		28.526.667				66.649.000				90.793.500
1. Infrastructure Connections and Breakwater		24.666.667				37.000.000				37.000.000
Construction of breakwater	10.000	16.666.667	2.500	m	10.000	25.000.000	2.500	m	10.000	25.000.000
Rail Tracks	400	4.266.667	16.000	m	400	6.400.000	16.000	m	400	6.400.000
Road	50	3.733.333	112.000	qm	50	5.600.000	112.000	qm	50	5.600.000
2. Site Preparation		3.860.000				7.720.000				7.720.000
Preparation of the ground	15	1.500.000	200.000	qm	15	3.000.000	200.000	qm	15	3.000.000
Earth works (incl. sand supply)	5	2.000.000	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000
Sewage, drainage	60	360.000	12.000	m	60	720.000	12.000	m	60	720.000
3. Civil works		0				19.404.000				19.404.000
Construction of quay walls	20.000	0	500	m	20.000	10.000.000	500	m	20.000	10.000.000
Railtracks	400	0	1.000	m	400	400.000	1.000	m	400	400.000
Switches	18.000	0	3	piece	18.000	54.000	3	piece	18.000	54.000
New Pavement	50	0	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000
4. Buildings		0				450.000				1.950.000
Warehouse	300	0	0	qm	300	0	5.000	qm	300	1.500.000
Workshop	400	0	500	qm	400	200.000	500	qm	400	200.000
Office building	500	0	500	qm	500	250.000	500	qm	500	250.000
5. Utilities		0				1.860.000				2.360.000
Water (fire line, fresh water)	60	0	1.000	m	60	60.000	1.000	m	60	60.000
Electricity	100	0	1.000	m	100	100.000	1.000	m	100	100.000
Lighting	5	0	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000
Reefer points	5.000	0	20	piece	5.000	100.000	20	piece	5.000	100.000
Transformation building	600.000	0	1	piece	600.000	600.000	1	piece	600.000	600.000
EDP hardware and software	500.000	0	0	installation	500.000	0	1	installation	500.000	500.000
6. Cargo handling equipment		0				0				22.144.500
Replacement equipment		0				0				0
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	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	1	complect	735.000	735.000
Spareparts (2nd delivery of cargo handling equipment)	154.000	0	0	complect	154.000	0	0	complect	154.000	0
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 Hansepallets (1st delivery)	52.500	0	0	complect	52.500	0	1	complect	52.500	52.500
1,000 Hansepallets (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 2.5t	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-\$
		2000				2001				2002
7. Others Equipment		0				215.000				215.000
Alarm system (incl. circuit TV)	100.000	0	1	piece	100.000	100.000	1	piece	100.000	100.000
Gate and barrier	50.000	0	1	piece	50.000	50.000	1	piece	50.000	50.000
Perimeter wall	50	0	1.300	m	50	65.000	1.300	m	50	65.000
Incidental expenses (without equipment)		5.468.704	72.505.360	0		10.875.804	74.005.360	0		11.100.804
INVESTMENT, total		51.960.231				95.489.664				119.859.164
PROCEEDS		11.571.541				14.202.571				17.465.973
1. Handling proceeds		10.610.133				13.022.567				16.014.833
Container per move (all included) full	140,00	9.094.400	79.730,00	piece	140,00	11.162.200	98.050,00	piece	140,00	13.727.000
Container per move (all included) empty	70,00	1.515.733	26.576,67	piece	70,00	1.860.367	32.683,33	piece	70,00	2.287.833
2. Storage proceeds (10 % of Container p. m.)		961.408				1.180.004				1.451.140
40 ft Cont. (60 %, during 20 days)	9	701.568	95676	piece*d	9	861.084	117660	piece*d	9	1.058.940
20 ft Cont. (40 %, during 20 days)	5	259.840	63784	piece*d	5	318.920	78440	piece*d	5	392.200
COSTS										
1. Real Estate		1.120.000				1.120.000				1.120.000
Lease area	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
2. Depreciations		2.286.476				3.479.443				6.585.968
Breakwater		333.333	25000000	0,02		500.000	25000000	0,02		500.000
Construction of quay walls		4.000	10200000	0,02		204.000	10200000	0,02		204.000
Security equipment / perimeter wall		1.800	11000000%	4%		4.400	11000000%	4%		4.400
Sewage/water/electricity/gas-pipe/cable etc.		41.318	1346360	0,05		67.318	1346360	0,05		67.318
Paved areas and roads		399.417	18805000	0,05		940.250	18805000	0,05		940.250
Tracks and switches		236.133	7310000	0,05		365.500	7310000	0,05		365.500
Lighting		21.275	1425500	0,05		71.275	1425500	0,05		71.275
Office- and sanitary building		0	250000	0,05		12.500	250000	0,05		12.500
Workshops		10.000	400000	0,05		20.000	400000	0,05		20.000
Transformation Building		30.000	1200000	0,05		60.000	1200000	0,05		60.000
Rehabilitation equipment		341.000	3410000	0,1		341.000	3410000	0,1		341.000
Containerchassis		20.000	20000000%	10%		20.000	98750000%	10%		98.750
Reefer Points		10.000	200000	0,1		20.000	200000	0,1		20.000
Warehouses		0	0	0,1		0	1500000	0,1		150.000
Security equipment		15.000	30000000%	10%		30.000	30000000%	10%		30.000
Ship/Shore Container Gantry Cranes		0	0	0,1		0	9450000	0,1		945.000
RMGs / RTGs		0	0	0,125		0	9030000	0,125		1.128.750
Forklifts		0	0	0,125		0	0	0,125		0
Reachstackers		370.000	2960000	0,125		370.000	2960000	0,125		370.000
Stevedoring gear (e.g. spreader)		50.000	400000	0,125		50.000	505000	0,125		63.125
Terminal tractor		80.000	40000000%	20%		80.000	197500000%	20%		395.000
Empty Container Handler / Containerstuffer		0	0%	20%		0	14700000%	20%		29.400
Spareparts		86.600	43300000%	20%		86.600	116800000%	20%		233.600
Workshop equipment		86.600	0%	20%		86.600	26250000%	20%		233.600
EDP		150.000	75000000%	20%		150.000	125000000%	20%		250.000
Major overhaul of Ship/Shore, RMGs, RTGs		0	0	0,2		0	0	0,2		0
Hansepallets		0	0%	100%		0	5250000%	100%		52.500
3. Operating costs		2.459.155				3.194.119				5.767.200
Personal costs		428.967				514.741				617.749
Interchange	2.592	15.552	6	USD p. a.	3.110	18.660	6	USD p. a.	3.732	22.392
Guard	2.592	15.552	6	USD p. a.	3.110	18.660	6	USD p. a.	3.732	22.392

Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2000				2001				2002
Cargo handling (stevedoring/yard/warehouse operatio	3.456	179.712	52	USD p. a.	4.147	215.644	52	USD p. a.	4.977	258.804
Container repair (workshop)	3.456	62.208	18	USD p. a.	4.147	74.646	18	USD p. a.	4.977	89.586
Administration	3.024	54.432	18	USD p. a.	3.629	65.322	18	USD p. a.	4.355	78.390
Surcharge for social insurance and costs (31% of the		101.511	392.932	0		121.809	471.564	0		146.185
Other costs (office, material, etc.) (increase 5% / a)		236.250		0,05		248.063		0,05		260.466
Maintenance/repair										
Civil (1 % of the amount of investment)		302.940	62391360	0,01		623.914	62391360	0,01		623.914
Mechanical (4 % of the amount of investment)		59.420	3795500	0,04		151.820	5295500	0,04		211.820
Handling equipment (10 % of the amount of investme		874.800	8963000	0,1		896.300	31607500	0,1		3.160.750
Energy costs (cargo handling equipment) (increase 5% / a)		115.500		0,05		121.275		0,05		127.339
Electric power supply utilities (increase 5% / a)		73.500		0,05		77.175		0,05		81.034
Communication (increase 10% / a)		5.500		0,1		6.050		0,1		6.655
Water/sewage (increase 10% / a)		6.600		0,1		7.260		0,1		7.986
Insurances (0,5 % of investment)		232.458	84613860	0,005		423.069	108758360	0,005		543.792
Administration assessment (increase 1% / a)		123.220		0,01		124.452		0,01		125.697
Total Costs before financing		5.865.632				7.793.562				13.473.168
PROFITS / LOSS before financing / tax		5.705.910				6.409.009				3.992.805
TAX		1.837.528				2.411.992				2.235.464
Corporation tax		1.141.182				1.281.802				798.561
Licence tax		231.431				284.051				349.319
Wealth tax		464.915				846.139				1.087.584
PROFIT after tax		3.868.382				3.997.017				1.757.341

Poti-Container-Terminal (with Breakwater)											
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	
				2003					2004		
				105,348,360					109,178,360		
INVESTMENT				10,758,860					14,168,860		
I. Extension Container Terminal (excl. Berth 12-14)				1,945,360					1,945,360		
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				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	
Reefer 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				3,135,000					6,545,000		
Rehabilitation equipment	1	summary	3,410,000	3,410,000	1	summary	3,410,000	3,410,000	1	summary	
Spareparts	1	complect	285,000	285,000	1	complect	285,000	285,000	1	complect	
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				195,000					195,000		
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				3,796,000					3,796,000		
1. Site Preparation				825,000					825,000		
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				1,588,000					1,588,000		
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				125,000					125,000		
Lighting	25,000	qm	5	125,000	25,000	qm	5	125,000	25,000	qm	
4. Cargo handling equipment				1,258,000					1,258,000		
Reachstackers	3	piece	370,000	1,110,000	3	piece	370,000	1,110,000	3	piece	
Spareparts	1	complect	148,000	148,000	1	complect	148,000	148,000	1	complect	

Description	Quantity	Quantity-Unit	US-\$ /Unit	2003		2004		Quantity	Quantity-Unit
				US-\$	US-\$	US-\$ /Unit	US-\$		
III. New Container Terminal North				90.793.500			91.213.500		
1. Infrastructure Connections and Breakwater				37.000.000			37.000.000		
Construction of breakwater	2.500	m	10.000	25.000.000	2.500	m	10.000	25.000.000	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
Reefer 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	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	complect	735.000	735.000	1	complect	735.000	735.000	1 complect
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154.000	0	0	complect	154.000	0	0 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 Hansepallets (1st delivery)	1	complect	52.500	52.500	1	complect	52.500	52.500	1 complect
1.000 Hansepallets (2nd delivery)	0	complect	55.000	0	0	complect	55.000	0	0 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)	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	
				2003					2004		
7. Others Equipment				215.000				215.000			
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			
				19.038.891					20.750.752		
PROCEEDS				17.457.067				19.026.700			
1. Handling proceeds				14.963.200				16.308.600			
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	42.326,67	piece	
2. Storage proceeds (10 % of Container p. m.)				1.581.824				1.724.052			
40 ft Cont (60 %; during 20 days)	128256	piece*d	9	1.154.304	139788	piece*d	9	1.258.092	152376	piece*d	
20 ft Cont (40 %; during 20 days)	85504	piece*d	5	427.520	93192	piece*d	5	465.960	101584	piece*d	
				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	25000000	0,02		500.000	25000000	0,02		500.000	25000000	0,02	
Construction of quay walls	10200000	0,02		204.000	10200000	0,02		204.000	10200000	0,02	
Security equipment / perimeter wall	11000000%	4%		4.400	11000000%	4%		4.400	11000000%	4%	
Sewage/water/electricity/gas-pipe/cable etc.	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	
Tracks and switches	7310000	0,05		365.500	7310000	0,05		365.500	7310000	0,05	
Lighting	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	
Workshops	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	
Rehabilitation equipment	3410000	0,1		341.000	3410000	0,1		341.000	3410000	0,1	
Containerchassis	98750000%	10%		98.750	98750000%	10%		98.750	98750000%	10%	
Reefer Points	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	
Security equipment	30000000%	10%		30.000	30000000%	10%		30.000	30000000%	10%	
Ship/Shore Container Gantry Cranes	9450000	0,1		945.000	9450000	0,1		945.000	9450000	0,1	
RMGs / RTGs	9030000	0,125		1.128.750	9030000	0,125		1.128.750	9030000	0,125	
Forklifts	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	
Stevedoring gear (e.g. spreader)	505000	0,125		63.125	505000	0,125		63.125	505000	0,125	
Terminal tractor	197500000%	20%		395.000	197500000%	20%		395.000	197500000%	20%	
Empty Container Handler / Containerstuffer	14700000%	20%		29.400	14700000%	20%		29.400	14700000%	20%	
Spareparts	116800000%	20%		233.600	116800000%	20%		233.600	116800000%	20%	
Workshop equipment	26250000%	20%		262.500	26250000%	20%		262.500	26250000%	20%	
EDP	125000000%	20%		250.000	125000000%	20%		250.000	125000000%	20%	
Major overhaul of Ship/Shore, RMGs, RTGs	0	0,2		0	0	0,2		0	0	0,2	
Hansepallets	5250000%	100%		52.500	5250000%	100%		52.500	5250000%	100%	
3. Operating costs				5.677.932				6.236.632			
Personal costs				860.368				989.423			
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	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
				2003				2004		
Cargo handling (stevedoring/yard/warehouse operatio	68	USD p. a.	5.724	389.201	68	USD p. a.	6.582	447.582	68	USD p. a.
Container repair (workshop)	22	USD p. a.	5.724	125.918	22	USD p. a.	6.582	144.806	22	USD p. a.
Administration	18	USD p. a.	5.008	90.149	18	USD p. a.	5.759	103.671	18	USD p. a.
Surcharge for social insurance and costs (31% of the	656.770	0		203.599	755.285	0		234.138	868.578	0
Other costs (office, material, etc.) (increase 5% / a)		0,05		273.489		0,05		287.163		0,05
Maintenance/repair										
Civil (1 % of the amount of investment)	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
Handling equipment (10 % of the amount of investme	28197500	0,1		2.819.750	32027500	0,1		3.202.750	32027500	0,1
Energy costs (cargo handling equipment) (increase 5% / a)		0,05		133.706		0,05		140.391		0,05
Electric power supply utilities (increase 5% / a)		0,05		85.085		0,05		89.340		0,05
Communication (increase 10% / a)		0,1		7.321		0,1		8.053		0,1
Water/sewage (increase 10% / a)		0,1		8.785		0,1		9.663		0,1
Insurances (0,5 % of investment)	105348360	0,005		526.742	109178360	0,005		545.892	109178360	0,005
Administration assessment (increase 1% / a)		0,01		126.954		0,01		128.223		0,01
Total Costs before financing				13.383.900				13.942.600		
PROFITS / LOSS before financing / tax				5.654.990				6.808.152		
TAX				2.565.259				2.868.429		
Corporation tax				1.130.998				1.361.630		
Licence tax				380.778				415.015		
Wealth tax				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-\$
		2005				2006				2007
INVESTMENT		109,178,360				105,768,360				113,132,310
I. Extension Container Terminal (excl. Berth 12-14)		14,168,860				10,758,860				14,168,860
1. Site preparation		1,945,360				1,945,360				1,945,360
Demolition buildings	40	91,800	2,295	qm	40	91,800	2,295	qm	40	91,800
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		50,000				50,000				50,000
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
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	750,000	750,000	1	installation	750,000	750,000	1	installation	750,000	750,000
6. Cargo handling equipment		6,545,000				3,135,000				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	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		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
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	complect	148,000	148,000	1	complect	148,000	148,000

Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2005				2006				2007
III. New Container Terminal North		91,213.500				91,213.500				95,167.450
1. Infrastructure Connections and Breakwater		37,000.000				37,000.000				37,000.000
Construction of breakwater	10.000	25.000.000	2.500	m	10.000	25.000.000	2.500	m	10.000	25.000.000
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		7.720.000				7.720.000				7.720.000
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		19.404.000				19.404.000				19.404.000
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		1.950.000				1.950.000				1.950.000
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		2.360.000				2.360.000				2.360.000
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		22.564.500				22.564.500				26.518.450
Replacement equipment		420.000				420.000				4.373.950
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	complect	735.000	735.000	1	complect	735.000	735.000
Spareparts (2nd delivery of cargo handling equipment)	154.000	0	0	complect	154.000	0	0	complect	154.000	0
Spareparts (3rd delivery of cargo handling equipment)	517.500	0	0	complect	517.500	0	0	complect	517.500	0
Workshop equipment	262.500	262.500	1	complect	262.500	262.500	1	complect	262.500	262.500
1,000 Hansepallets (1st delivery)	52.500	52.500	1	complect	52.500	52.500	1	complect	52.500	52.500
1,000 Hansepallets (2nd delivery)	55.000	0	0	complect	55.000	0	0	complect	55.000	0
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	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 2.5t	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-\$
		2005				2006				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				24.655.435				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	166092	piece*d	9	1.494.828	181584	piece*d	9	1.634.256
20 ft Cont. (40 %; during 20 days)	5	507.920	110728	piece*d	5	553.640	121056	piece*d	5	605.280
COSTS										
1. Real Estate		1.120.000				1.120.000				1.120.000
Lease area	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
2. Depreciations		6.585.968				6.585.968				6.585.968
Breakwater		500.000	25000000	0,02		500.000	25000000	0,02		500.000
Construction of quay walls		204.000	10200000	0,02		204.000	10200000	0,02		204.000
Security equipment / perimeter wall		4.400	11000000%	4%		4.400	11000000%	4%		4.400
Sewage/water/electricity/gas-pipe/cable etc.		67.318	1346360	0,05		67.318	1346360	0,05		67.318
Paved areas and roads		940.250	18805000	0,05		940.250	18805000	0,05		940.250
Tracks and switches		365.500	7310000	0,05		365.500	7310000	0,05		365.500
Lighting		71.275	1425500	0,05		71.275	1425500	0,05		71.275
Office- and sanitary building		12.500	250000	0,05		12.500	250000	0,05		12.500
Workshops		20.000	400000	0,05		20.000	400000	0,05		20.000
Transformation Building		60.000	1200000	0,05		60.000	1200000	0,05		60.000
Rehabilitation equipment		341.000	3410000	0,1		341.000	3410000	0,1		341.000
Containerchassis		98.750	98750000%	10%		98.750	98750000%	10%		98.750
Reefer Points		20.000	200000	0,1		20.000	200000	0,1		20.000
Warehouses		150.000	1500000	0,1		150.000	1500000	0,1		150.000
Security equipment		30.000	30000000%	10%		30.000	30000000%	10%		30.000
Ship/Shore Container Gantry Cranes		945.000	9450000	0,1		945.000	9450000	0,1		945.000
RMGs / RTGs		1.128.750	9030000	0,125		1.128.750	9030000	0,125		1.128.750
Forklifts		0	0	0,125		0	0	0,125		0
Reachstackers		370.000	2960000	0,125		370.000	2960000	0,125		370.000
Stevedoring gear (e.g. spreader)		63.125	505000	0,125		63.125	505000	0,125		63.125
Terminal tractor		395.000	197500000%	20%		395.000	197500000%	20%		395.000
Empty Container Handler / Containerstuffer		29.400	14700000%	20%		29.400	14700000%	20%		29.400
Spareparts		233.600	116800000%	20%		233.600	116800000%	20%		233.600
Workshop equipment		233.600	26250000%	20%		233.600	26250000%	20%		233.600
EDP		250.000	125000000%	20%		250.000	125000000%	20%		250.000
Major overhaul of Ship/Shore, RMGs, RTGs		0	0	0,2		0	0	0,2		0
Hansepallets		52.500	5250000%	100%		52.500	5250000%	100%		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	2005			US-\$ /Unit	2006			US-\$ /Unit	2007	
		US-\$	Quantity	Quantity-Unit		US-\$	Quantity	Quantity-Unit		US-\$	
Cargo handling (stevedoring/yard/warehouse operatio	7.569	514.719	68	USD p. a	8.705	591.927	82	USD p. a.	10.010		820.820
Container repair (workshop)	7.569	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	998.864	0		309.648	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)		8.858		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		3.244.063				3.689.296					3.998.440
Corporation tax		1.699.892				2.138.503					2.328.014
Licence tax		452.387				493.109					539.103
Wealth tax		1.091.784				1.057.684					1.131.323
PROFIT after tax		5.255.396				7.003.221					7.641.631

Poti-Container-Terminal (with Breakwater)											
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	
				2008					2009		
				124.176.310					127.434.810		
INVESTMENT				14.168.860					14.168.860		
I. Extension Container Terminal (excl. Berth 12-14)				1.945.360					1.945.360		
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				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	
Reefer 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				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	
Spareparts	1	complect	285.000	285.000	1	complect	285.000	285.000	1	complect	
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				195.000					195.000		
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				3.796.000					3.796.000		
1. Site Preparation				825.000					825.000		
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				1.588.000					1.588.000		
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				125.000					125.000		
Lighting	25.000	qm	5	125.000	25.000	qm	5	125.000	25.000	qm	
4. Cargo handling equipment				1.258.000					1.258.000		
Reachstackers	3	piece	370.000	1.110.000	3	piece	370.000	1.110.000	3	piece	
Spareparts	1	complect	148.000	148.000	1	complect	148.000	148.000	1	complect	

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
				2008				2009		
III. New Container Terminal North				106.211.450				109.469.950		
1. Infrastructure Connections and Breakwater				37.000.000				37.000.000		
Construction of breakwater	2.500	m	10.000	25.000.000	2.500	m	10.000	25.000.000	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
Reefer 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				37.562.450				40.820.950		
Replacement equipment				4.373.950				7.632.450		
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	4	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 Hansepallets (1st delivery)	1	complect	52.500	52.500	1	complect	52.500	52.500	1	complect
1,000 Hansepallets (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
				2008				2009		
7. Others Equipment				215.000				215.000		
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				135.277.114				138.535.614		
PROCEEDS				26.955.136				34.723.531		
1. Handling proceeds				24.715.600				31.838.567		
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
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
2. Storage proceeds (10 % of Container p. m.)				2.239.536				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
20 ft Cont. (40 %; during 20 days)	121056	piece*d	5	605.280	155944	piece*d	5	779.720	177000	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				7.992.318				7.992.318		
Breakwater	25000000	0,02		500.000	25000000	0,02		500.000	25000000	0,02
Construction of quay walls	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%
Sewage/water/electricity/gas-pipe/cable etc.	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
Tracks and switches	7310000	0,05		365.500	7310000	0,05		365.500	7310000	0,05
Lighting	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
Workshops	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
Rehabilitation equipment	3410000	0,1		341.000	3410000	0,1		341.000	3410000	0,1
Containerchassis	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
Warehouses	1500000	0,1		150.000	1500000	0,1		150.000	1500000	0,1
Security equipment	30000000%	10%		30.000	30000000%	10%		30.000	30000000%	10%
Ship/Shore Container Gantry Cranes	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	16840000	0,125
Forklifts	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
Stevedoring gear (e.g. spreader)	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%
Empty Container Handler / Containerstuffer	47700000%	20%		95.400	47700000%	20%		95.400	47700000%	20%
Spareparts	132200000%	20%		264.400	132200000%	20%		264.400	132200000%	20%
Workshop equipment	26250000%	20%		264.400	26250000%	20%		264.400	26250000%	20%
EDP	125000000%	20%		250.000	125000000%	20%		250.000	125000000%	20%
Major overhaul of Ship/Shore, RMGs, RTGs	0	0,2		0	0	0,2		0	5000000	0,2
Hansepallets	10750000%	100%		107.500	10750000%	100%		107.500	10750000%	100%
3. Operating costs				8.943.943				9.569.441		
Personal costs	0			1.997.128				2.245.141		
Interchange	8	USD p. a.	8.258	66.064	8	USD p. a.	9.084	72.672	8	USD p. a.
Guard	8	USD p. a.	8.258	66.064	8	USD p. a.	9.084	72.672	8	USD p. a.

Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit
				2008				2009		
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.
Container repair (workshop)	30	USD p. a.	11.011	330.330	30	USD p. a.	12.112	363.360	30	USD p. a.
Administration	20	USD p. a.	9.634	192.680	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
Other costs (office, material, etc.) (increase 5% / a)	0	0,05		349.049		0,05		366.501		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
Mechanical (4 % of the amount of investment)	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	58516698,75	0,1
Energy costs (cargo handling equipment) (increase 5% / a)		0,05		170.646		0,05		179.178		0,05
Electric power supply utilities (increase 5% / a)		0,05		108.593		0,05		114.023		0,05
Communication (increase 10% / a)		0,1		11.790		0,1		12.969		0,1
Water/sewage (increase 10% / a)		0,1		14.148		0,1		15.562		0,1
Insurances (0,5 % of investment)	124176310	0,005		620.882	127434810	0,005		637.174	135687558,8	0,005
Administration assessment (increase 1% / a)		0,01		133.430		0,01		134.764		0,01
Total Costs before financing				18.056.261				18.681.759		
PROFITS / LOSS before financing / tax				8.898.875				16.041.772		
TAX				3.560.641				5.177.173		
Corporation tax				1.779.775				3.208.354		
Licence tax				539.103				694.471		
Wealth tax				1.241.763				1.274.348		
PROFIT after tax				5.338.234				10.864.599		

Poti-Container-Terminal (with Breakwater)										
Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2010				2011				2012
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		1.945.360				1.945.360				1.945.360
Demolition buildings	40	91.800	2.295	qm	40	91.800	2.295	qm	40	91.800
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		50.000				50.000				50.000
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
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	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	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		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
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	complect	148.000	148.000	1	complect	148.000	148.000

Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2010				2011				2012
III. New Container Terminal North		117.702.699				117.702.699				129.202.699
1. Infrastructure Connections and Breakwater		37.000.000				37.000.000				37.000.000
Construction of breakwater	10.000	25.000.000	2.500	m	10.000	25.000.000	2.500	m	10.000	25.000.000
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		7.720.000				7.720.000				7.720.000
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		19.404.000				19.404.000				19.404.000
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		1.950.000				1.950.000				1.950.000
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		2.360.000				2.360.000				2.360.000
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		49.053.699				49.053.699				60.553.699
Replacement equipment		7.785.199				7.785.199				7.785.199
Major overhaul of Ship/Shore, RMGs, RTGs	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 (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	4.950.000	1	piece	4.950.000	4.950.000	1	piece	4.950.000	4.950.000
Ship/Shore Container Gantry Crane (3rd delivery)	5.175.000	0	0	piece	5.175.000	0	1	piece	5.175.000	5.175.000
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	1.650.000	1	piece	1.650.000	1.650.000	1	piece	1.650.000	1.650.000
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	6.160.000	4	piece	1.540.000	6.160.000	4	piece	1.540.000	6.160.000
RTG (3rd delivery)	1.610.000	0	0	piece	1.610.000	0	2	piece	1.610.000	3.220.000
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	550.000	5	piece	110.000	550.000	5	piece	110.000	550.000
Terminal tractor (3rd delivery)	115.000	0	0	piece	115.000	0	18	piece	115.000	2.070.000
Containerchassis (1st delivery)	26.250	787.500	30	piece	26.250	787.500	30	piece	26.250	787.500
Containerchassis (2nd delivery)	27.500	275.000	10	piece	27.500	275.000	10	piece	27.500	275.000
Containerchassis (3rd delivery)	28.750	0	0	piece	28.750	0	5	piece	28.750	143.750
Spareparts (1st delivery of cargo handling equipment)	735.000	735.000	1	complect	735.000	735.000	1	complect	735.000	735.000
Spareparts (2nd delivery of cargo handling equipment)	154.000	154.000	1	complect	154.000	154.000	1	complect	154.000	154.000
Spareparts (3rd delivery of cargo handling equipment)	517.500	0	0	complect	517.500	0	1	complect	517.500	517.500
Workshop equipment	262.500	262.500	1	complect	262.500	262.500	1	complect	262.500	262.500
1,000 Hansepallets (1st delivery)	52.500	52.500	1	complect	52.500	52.500	1	complect	52.500	52.500
1,000 Hansepallets (2nd 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	1	piece	172.500	172.500
Forklifts 2.5t	40.250	0	0	piece	40.250	0	5	piece	40.250	201.250

Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2010				2011				2012
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		146.768.363				146.768.363				158.268.363
PROCEEDS		39.412.000				44.732.843				51.289.931
1. Handling proceeds		36.137.500				41.016.267				47.028.567
Container per move (all included) full	140,00	30.975.000	251.120,00	piece	140,00	35.156.800	287.930,00	piece	140,00	40.310.200
Container per move (all included) empty	70,00	5.162.500	83.706,67	piece	70,00	5.859.467	95.976,67	piece	70,00	6.718.367
2. Storage proceeds (10 % of Container p. m.)		3.274.500				3.716.576				4.261.364
40 ft Cont. (60 %; during 20 days)	9	2.389.500	301344	piece*d	9	2.712.096	345516	piece*d	9	3.109.644
20 ft Cont. (40 %; during 20 days)	5	885.000	200896	piece*d	5	1.004.480	230344	piece*d	5	1.151.720
COSTS										
1. Real Estate		1.120.000				1.120.000				1.120.000
Lease area	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
2. Depreciations		9.377.318				9.377.318				10.992.349
Breakwater		500.000	25000000	0,02		500.000	25000000	0,02		500.000
Construction of quay walls		204.000	10200000	0,02		204.000	10200000	0,02		204.000
Security equipment / perimeter wall		4.400	11000000%	4%		4.400	11000000%	4%		4.400
Sewage/water/electricity/gas-pipe/cable etc.		67.318	1346360	0,05		67.318	1346360	0,05		67.318
Paved areas and roads		940.250	18805000	0,05		940.250	18805000	0,05		940.250
Tracks and switches		365.500	7310000	0,05		365.500	7310000	0,05		365.500
Lighting		71.275	1425500	0,05		71.275	1425500	0,05		71.275
Office- and sanitary building		12.500	250000	0,05		12.500	250000	0,05		12.500
Workshops		20.000	400000	0,05		20.000	400000	0,05		20.000
Transformation Building		60.000	1200000	0,05		60.000	1200000	0,05		60.000
Rehabilitation equipment		341.000	3410000	0,1		341.000	3410000	0,1		341.000
Containerchassis		126.250	126250000%	10%		126.250	140625000%	10%		140.625
Reefer Points		20.000	200000	0,1		20.000	200000	0,1		20.000
Warehouses		150.000	1500000	0,1		150.000	1500000	0,1		150.000
Security equipment		30.000	30000000%	10%		30.000	30000000%	10%		30.000
Ship/Shore Container Gantry Cranes		1.440.000	14400000	0,1		1.440.000	19575000	0,1		1.957.500
RMGs / RTGs		2.105.000	16840000	0,125		2.105.000	20060000	0,125		2.507.500
Forklifts		0	0	0,125		0	201250	0,125		25.156
Reachstackers		370.000	2960000	0,125		370.000	2960000	0,125		370.000
Stevedoring gear (e.g. spreader)		63.125	505000	0,125		63.125	505000	0,125		63.125
Terminal tractor		505.000	252500000%	20%		505.000	459500000%	20%		919.000
Empty Container Handler / Containerstuffer		95.400	47700000%	20%		95.400	64950000%	20%		129.900
Spareparts		264.400	132200000%	20%		264.400	183950000%	20%		367.900
Workshop equipment		264.400	26250000%	20%		264.400	26250000%	20%		367.900
EDP		250.000	125000000%	20%		250.000	125000000%	20%		250.000
Major overhaul of Ship/Shore, RMGs, RTGs		1.000.000	5000000	0,2		1.000.000	5000000	0,2		1.000.000
Hansepallets		107.500	10750000%	100%		107.500	10750000%	100%		107.500
3. Operating costs		10.695.547				11.327.160				12.504.256
Personal costs		2.469.622				3.062.101				2.990.505
Interchange	9.992	79.936	8	USD p. a.	10.992	87.936	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.	12.091	96.728

Description	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
		2010				2011				2012
Cargo handling (stevedoring/yard/warehouse operatio	13.323	1.092.486	100	USD p. a.	14.655	1.465.500	82	USD p. a.	16.121	1.321.922
Container repair (workshop)	13.323	399.690	30	USD p. a.	14.655	439.650	30	USD p. a.	16.121	483.630
Administration	11.658	233.160	20	USD p. a.	12.823	256.460	20	USD p. a.	14.191	283.820
Surcharge for social insurance and costs (31% of the		584.414	2.337.482	0		724.619	2.282.828	0		707.677
Other costs (office, material, etc.) (increase 5% / a)		384.826		0,05		404.068		0,05		424.271
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		5.851.670	58516698,75	0,1		5.851.670	70016698,75	0,1		7.001.670
Energy costs (cargo handling equipment) (increase 5% / a)		188.137		0,05		197.544		0,05		207.421
Electric power supply utilities (increase 5% / a)		119.724		0,05		125.710		0,05		131.995
Communication (increase 10% / a)		14.266		0,1		15.692		0,1		17.261
Water/sewage (increase 10% / a)		17.119		0,1		18.831		0,1		20.714
Insurances (0,5 % of investment)		678.338	135667558,8	0,005		678.338	147167558,8	0,005		735.838
Administration assessment (increase 1% / a)		136.112		0,01		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		5.788.743				6.833.005				7.832.139
Corporation tax		3.643.827				4.581.673				5.334.665
Licence tax		788.240				894.657				1.025.799
Wealth tax		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		US-\$ /Unit	US-\$	Quantity		US-\$ /Unit	US-\$	Quantity		US-\$ /Unit	US-\$
	Quantity	Unit			Quantity	Unit			Quantity	Unit		
				1998				1999				2000
INVESTMENT				9.133.860				16.706.860				21.824.860
I. Extension Container Terminal (excl. Berth 12-14)				9.133.860				14.168.860				14.168.860
1. Site preparation				1.945.360				1.945.360				1.945.360
Demolition buildings	2.295	qm	40	91.800	2.295	qm	40	91.800	2.295	qm	40	91.800
Demolition rail tracks	1.450	m	10	14.500	1.450	m	10	14.500	1.450	m	10	14.500
Preparation of the ground	60.100	qm	15	901.500	60.100	qm	15	901.500	60.100	qm	15	901.500
Earth works (incl. sand supply)	60.100	cbm	12	721.200	60.100	cbm	12	721.200	60.100	cbm	12	721.200
Sewage and drainage	3.606	m	60	216.360	3.606	m	60	216.360	3.606	m	60	216.360
2. Environmental				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
Reconstruction of quay walls	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000
Railtracks	250	m	400	100.000	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
New pavement	60.100	qm	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	500	qm	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)	1.000	m	60	60.000	1.000	m	60	60.000	1.000	m	60	60.000
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000
Lighting	60.100	qm	5	300.500	60.100	qm	5	300.500	60.100	qm	5	300.500
Reefer 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				1.705.000				6.545.000				6.545.000
Rehabilitation equipment	1	summary	1.705.000	1.705.000	1	summary	3.410.000	3.410.000	1	summary	3.410.000	3.410.000
Spareparts	0	complect	285.000	0	1	complect	285.000	285.000	1	complect	285.000	285.000
Reachstackers	0	piece	370.000	0	5	piece	370.000	1.850.000	5	piece	370.000	1.850.000
Spreaders	0	piece	100.000	0	4	piece	100.000	400.000	4	piece	100.000	400.000
Terminal tractor	0	piece	100.000	0	4	piece	100.000	400.000	4	piece	100.000	400.000
Containerchassis	0	piece	25.000	0	8	piece	25.000	200.000	8	piece	25.000	200.000
7. Others Equipment				0				195.000				195.000
Alarm system (incl. circuit TV)	0	piece	100.000	0	1	piece	100.000	100.000	1	piece	100.000	100.000
Gate and barrier	0	piece	50.000	0	1	piece	50.000	50.000	1	piece	50.000	50.000
Perimeter wall	0	m	50	0	900	m	50	45.000	900	m	50	45.000
II. Container Terminal berth 12-14				0				2.538.000				3.796.000
1. Site Preparation				0				825.000				825.000
Preparation of the ground	0	qm	15	0	25.000	qm	15	375.000	25.000	qm	15	375.000
Earth works (incl. sand supply)	0	cbm	5	0	25.000	cbm	12	300.000	25.000	cbm	12	300.000
Dredging	0	m	60	0	20.000	cbm	3	60.000	20.000	cbm	3	60.000
Sewage, drainage	0	m	60	0	1.500	m	60	90.000	1.500	m	60	90.000
2. Civil works				0				1.588.000				1.588.000
Railtracks	0	m	400	0	800	m	400	320.000	800	m	400	320.000
Switches	0	piece	18.000	0	1	piece	18.000	18.000	1	piece	18.000	18.000
New Pavement	0	qm	50	0	25.000	qm	50	1.250.000	25.000	qm	50	1.250.000
3. Utilities				0				125.000				125.000
Lighting	0	qm	5	0	25.000	qm	5	125.000	25.000	qm	5	125.000
4. Cargo handling equipment				0				0				1.258.000
Reachstackers	0	piece	370.000	0	0	piece	370.000	0	3	piece	370.000	1.110.000
Spareparts	0	complect	700.000	0	0	complect	700.000	0	1	complect	148.000	148.000
III. New Container Terminal North				0				0				3.860.000


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


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


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


Description	1998				1999				2000			
	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
Incidental expenses (without equipment)	5.518.360	15%		827.754	7.931.360	15%		1.189.704	11.791.360	15%		1.768.704
INVESTMENT, total				9.961.614				17.896.564				23.593.564
PROCEEDS				8.550.400				9.430.379				11.571.541
1. Handling proceeds				7.840.000				8.646.867				10.610.133
Container per move (all included) full	48.000	piece	140,00	6.720.000	52.940	piece	140,00	7.411.600	64.960	piece	140,00	9.094.400
Container per move (all included) empty	16.000	piece	70,00	1.120.000	17.647	piece	70,00	1.235.267	21.653	piece	70,00	1.515.733
2. Storage proceeds (10 % of Container p. m.)				710.400				783.512				961.408
40 ft Cont. (60 %; during 20 days)	57.600	piece*d	9	518.400	63.528	piece*d	9	571.752	77.952	piece*d	9	701.568
20 ft Cont. (40 %; during 20 days)	38.400	piece*d	5	192.000	42.352	piece*d	5	211.760	51.968	piece*d	5	259.840
PROCEEDS				8.550.400				9.430.402				11.571.518
1. Handling proceeds				7.840.000				8.646.890				10.610.110
Container per move (all included) full	48.000	piece	140	6.720.000	52.940	piece	140	7.411.600	64.960	piece	140	9.094.400
Container per move (all included) empty	16.000	piece	70,00	1.120.000	17.647	piece	70,00	1.235.290	21.653	piece	70,00	1.515.710
2. Storage proceeds (10 % of Container p. m.)				710.400				783.512				961.408
40 ft Cont. (60 %; during 20 days)	57.600	piece*d	9	518.400	63.528	piece*d	9	571.752	77.952	piece*d	9	701.568
20 ft Cont. (40 %; during 20 days)	38.400	piece*d	5	192.000	42.352	piece*d	5	211.760	51.968	piece*d	5	259.840
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				564.493				1.337.193				1.553.143
Construction of quay walls	200.000	2%		4.000	200.000	2%		4.000	200.000	2%		4.000
Security equipment / perimeter wall	0	4%		0	45.000	4%		1.800	45.000	4%		1.800
Sewage/water/electricity/gas-pipe/cable etc.	376.360	5%		18.818	466.360	5%		23.318	826.360	5%		41.318
Paved areas and roads	3.005.000	5%		150.250	4.255.000	5%		212.750	4.255.000	5%		212.750
Tracks and switches	118.000	5%		5.900	456.000	5%		22.800	456.000	5%		22.800
Lighting	300.500	5%		15.025	425.500	5%		21.275	425.500	5%		21.275
Office- and sanitary building	0	5%		0	0	5%		0	0	5%		0
Workshops	200.000	5%		10.000	200.000	5%		10.000	200.000	5%		10.000
Transformation Building	600.000	5%		30.000	600.000	5%		30.000	600.000	5%		30.000
Rehabilitation equipment	1.705.000	10%		170.500	3.410.000	10%		341.000	3.410.000	10%		341.000
Containerchassis	0	10%		0	200.000	10%		20.000	200.000	10%		20.000
Reefer Points	100.000	10%		10.000	100.000	10%		10.000	100.000	10%		10.000
Warehouses	0	10%		0	0	10%		0	0	10%		0
Security equipment	0	10%		0	150.000	10%		15.000	150.000	10%		15.000
Ship/Shore Container Gantry Cranes	0	10%		0	0	10%		0	0	10%		0
RMGs / RTGs	0	12,50%		0	0	12,50%		0	0	12,50%		0
Forklifts	0	12,50%		0	0	12,50%		0	0	12,50%		0
Reachstackers	0	12,50%		0	1.850.000	12,50%		231.250	2.960.000	12,50%		370.000
Stevedoring gear (e.g. spreader)	0	12,50%		0	400.000	12,50%		50.000	400.000	12,50%		50.000
Terminal tractor	0	20%		0	400.000	20%		80.000	400.000	20%		80.000
Empty Container Handler / Containerstuffer	0	20%		0	0	20%		0	0	20%		0
Spareparts	0	20%		0	285.000	20%		57.000	433.000	20%		86.600
Workshop equipment	0	20%		0	0	20%		57.000	0	20%		86.600
EDP	750.000	20%		150.000	750.000	20%		150.000	750.000	20%		150.000
Major overhaul of Ship/Shore, RMGs, RTGs	0	20%		0	0	20%		0	0	20%		0


 Feasibility Study of New Terminal Facilities in the Georgian Ports Phase 3 Report													
Poti-Container-Terminal (without Breakwater) BUSINESS- FINANCING-PLAN													
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	
				1998				1999				2000	
Hansepallets	0	100%		0	0	100%		0	0	100%		0	0
3. Operating costs				1.162.357				1.774.077				2.085.555	
Personnel costs				242.874				291.449				428.967	
Interchange	5	USD p. a.	1.800	9.000	5	USD p. a.	2.160	10.800	6	USD p. a.	2.592	15.552	
Guard	5	USD p. a.	1.800	9.000	5	USD p. a.	2.160	10.800	6	USD p. a.	2.592	15.552	
Cargo handling (stevedoring/yard/warehouse operatio	38	USD p. a.	2.400	91.200	38	USD p. a.	2.880	109.440	52	USD p. a.	3.456	179.712	
Container repair (workshop)	16	USD p. a.	2.400	38.400	16	USD p. a.	2.880	46.080	18	USD p. a.	3.456	62.208	
Administration	18	USD p. a.	2.100	37.800	18	USD p. a.	2.520	45.360	18	USD p. a.	3.024	54.432	
Surcharge for social insurance and costs (31% of the	185.400	31%		57.474	222.480	31%		68.969	327.456	31%		101.511	
Other costs (office, material, etc.) (increase 5% / a)		5,0%		225.000		5,0%		225.000		5,0%		236.250	
Maintenance/repair													
Civil (1 % of the amount of investment)	3.589.360	1%		35.894	5.267.360	1%		52.674	5.267.360	1%		52.674	
Mechanical (4 % of the amount of investment)	1.360.500	4%		54.420	1.485.500	4%		59.420	1.485.500	4%		59.420	
Handling equipment (10 % of the amount of investme	2.455.000	10%		245.500	7.490.000	10%		749.000	8.748.000	10%		874.800	
Energy costs (cargo handling equipment) (increase 5% / a)		5,0%		110.000		5,0%		110.000		5,0%		115.500	
Electric power supply utilities (increase 5% / a)		5,0%		70.000		5,0%		70.000		5,0%		73.500	
Communication (increase 10% / a)		10,0%		5.000		10,0%		5.000		10,0%		5.500	
Water/sewage (increase 10% / a)		10,0%		6.000		10,0%		6.000		10,0%		6.600	
Insurances (0,5 % of investment)	9.133.860	0,5%		45.669	16.706.860	0,5%		83.534	21.824.860	0,5%		109.124	
Administration assessment (increase 1% / a)		1,0%		122.000		1,0%		122.000		1,0%		123.220	
Total Costs before financing				2.846.850				4.231.270				4.758.698	
PROFITS / LOSS before financing / tax				5.703.550				5.199.132				6.812.820	


 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-\$
				2001				2002				2003
INVESTMENT				47.613.860				71.758.360				71.758.360
I. Extension Container Terminal (excl. Berth 12-14)				14.168.860				14.168.860				14.168.860
1. Site preparation				1.945.360				1.945.360				1.945.360
Demolition buildings	2.295	qm	40	91.800	2.295	qm	40	91.800	2.295	qm	40	91.800
Demolition rail tracks	1.450	m	10	14.500	1.450	m	10	14.500	1.450	m	10	14.500
Preparation of the ground	60.100	qm	15	901.500	60.100	qm	15	901.500	60.100	qm	15	901.500
Earth works (incl. sand supply)	60.100	cbm	12	721.200	60.100	cbm	12	721.200	60.100	cbm	12	721.200
Sewage and drainage	3.606	m	60	216.360	3.606	m	60	216.360	3.606	m	60	216.360
2. Environmental				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
Reconstruction of quay walls	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000
Railtracks	250	m	400	100.000	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
New pavement	60.100	qm	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	500	qm	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)	1.000	m	60	60.000	1.000	m	60	60.000	1.000	m	60	60.000
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000
Lighting	60.100	qm	5	300.500	60.100	qm	5	300.500	60.100	qm	5	300.500
Reefer 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
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
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	50	45.000	900	m	50	45.000	900	m	50	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	qm	15	375.000	25.000	qm	15	375.000	25.000	qm	15	375.000
Earth works (incl. sand supply)	25.000	cbm	12	300.000	25.000	cbm	12	300.000	25.000	cbm	12	300.000
Dredging	20.000	cbm	3	60.000	20.000	cbm	3	60.000	20.000	cbm	3	60.000
Sewage, drainage	1.500	m	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	800	m	400	320.000	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	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	25.000	qm	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	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				3.860.000			29.649.000	25.789.000				53.793.500
									24.144.500			53.793.500


 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-\$
1. Site Preparation				7.720.000				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	15	3.000.000
Earth works (incl. sand supply)	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000
Sewage, drainage	12.000	m	60	720.000	12.000	m	60	720.000	12.000	m	60	720.000
2. Civil works				19.404.000				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	20.000	10.000.000
Railtracks	1.000	m	400	400.000	1.000	m	400	400.000	1.000	m	400	400.000
Switches	3	piece	18.000	54.000	3	piece	18.000	54.000	3	piece	18.000	54.000
New Pavement	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000
3. Buildings				450.000				1.950.000				1.950.000
Warehouse	0	qm	300	0	5.000	qm	300	1.500.000	5.000	qm	300	1.500.000
Workshop	500	qm	400	200.000	500	qm	400	200.000	500	qm	400	200.000
Office building	500	qm	500	250.000	500	qm	500	250.000	500	qm	500	250.000
4. Utilities				1.860.000				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	60	60.000
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000
Lighting	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000
Reefer 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	0	installation	500.000	0	1	installation	500.000	500.000	1	installation	500.000	500.000
5. Cargo handling equipment				0				22.144.500				22.144.500
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	5.000.000	0
Ship/Shore Container Gantry Crane (1st delivery)	0	piece	4.725.000	0	2	piece	4.725.000	9.450.000	2	piece	4.725.000	9.450.000
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4.950.000	0	0	piece	4.950.000	0	0	piece	4.950.000	0
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5.175.000	0	0	piece	5.175.000	0	0	piece	5.175.000	0
RMG (1st delivery)	0	piece	1.575.000	0	2	piece	1.575.000	3.150.000	2	piece	1.575.000	3.150.000
RMG (2nd delivery)	0	piece	1.650.000	0	0	piece	1.650.000	0	0	piece	1.650.000	0
RTG (1st delivery)	0	piece	1.470.000	0	4	piece	1.470.000	5.880.000	4	piece	1.470.000	5.880.000
RTG (2nd delivery)	0	piece	1.540.000	0	0	piece	1.540.000	0	0	piece	1.540.000	0
RTG (3rd delivery)	0	piece	1.610.000	0	0	piece	1.610.000	0	0	piece	1.610.000	0
Terminal tractor (1st delivery)	0	piece	105.000	0	15	piece	105.000	1.575.000	15	piece	105.000	1.575.000
Terminal tractor (2nd delivery)	0	piece	110.000	0	0	piece	110.000	0	0	piece	110.000	0
Terminal tractor (3rd delivery)	0	piece	115.000	0	0	piece	115.000	0	0	piece	115.000	0
Containerchassis (1st delivery)	0	piece	26.250	0	30	piece	26.250	787.500	30	piece	26.250	787.500
Containerchassis (2nd delivery)	0	piece	27.500	0	0	piece	27.500	0	0	piece	27.500	0
Containerchassis (3rd delivery)	0	piece	28.750	0	0	piece	28.750	0	0	piece	28.750	0
Spareparts (1st delivery of cargo handling equipment)	0	complect	735.000	0	1	complect	735.000	735.000	1	complect	735.000	735.000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154.000	0	0	complect	154.000	0	0	complect	154.000	0
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517.500	0	0	complect	517.500	0	0	complect	517.500	0
Workshop equipment	0	complect	262.500	0	1	complect	262.500	262.500	1	complect	262.500	262.500
1,000 Hansepallets (1st delivery)	0	complect	52.500	0	1	complect	52.500	52.500	1	complect	52.500	52.500
1,000 Hansepallets (2nd delivery)	0	complect	55.000	0	0	complect	55.000	0	0	complect	55.000	0
Stevedoring gear	0	piece	105.000	0	1	piece	105.000	105.000	1	piece	105.000	105.000
Containerstuffer	0	piece	36.750	0	4	piece	36.750	147.000	4	piece	36.750	147.000
Empty Container Handler (1st delivery)	0	piece	165.000	0	0	piece	165.000	0	0	piece	165.000	0
Empty Container Handler (2nd delivery)	0	piece	172.500	0	0	piece	172.500	0	0	piece	172.500	0
Forklifts 2.5t	0	piece	40.250	0	0	piece	40.250	0	0	piece	40.250	0
6. Others Equipment				215.000				215.000				215.000
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	1.300	m	50	65.000	1.300	m	50	65.000	1.300	m	50	65.000


 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-\$
				2001				2002				2003
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
INVESTMENT, total				52.939.664				77.309.164				77.309.164
PROCEEDS				14.202.571				17.465.973				19.038.891
1. Handling proceeds				13.022.567				16.014.833				17.457.067
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
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. Storage proceeds (10 % of Container p. m.)				1.180.004				1.451.140				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
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
PROCEEDS				14.202.594				17.465.950				19.038.914
1. Handling proceeds				13.022.590				16.014.810				17.457.090
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
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. Storage proceeds (10 % of Container p. m.)				1.180.004				1.451.140				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
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
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				2.379.443				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
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	200.000	10%		20.000	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	0	10%		0	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	0	10%		0	9.450.000	10%		945.000	9.450.000	10%		945.000
RMGs / RTGs	0	12,50%		0	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	2.980.000	12,50%		370.000	2.980.000	12,50%		370.000	2.980.000	12,50%		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
Terminal tractor	400.000	20%		80.000	1.975.000	20%		395.000	1.975.000	20%		395.000
Empty Container Handler / Containerstuffer	0	20%		0	147.000	20%		29.400	147.000	20%		29.400
Spareparts	433.000	20%		86.600	1.168.000	20%		233.600	1.168.000	20%		233.600
Workshop equipment	0	20%		86.600	262.500	20%		233.600	262.500	20%		233.600
EDP	750.000	20%		150.000	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


 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-\$
				2001				2002				2003
Hansepallets	0	100%		0	52.500	100%		52.500	52.500	100%		52.500
3. Operating costs				2.631.919				5.205.000				5.473.782
Personnel costs				514.741				617.749				860.368
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
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
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
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
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
Surcharge for social insurance and costs (31% of the	392.932		31%	121.809	471.564		31%	146.185	656.770		31%	203.599
Other costs (office, material, etc.) (increase 5% / a)			5,0%	248.063			5,0%	260.466			5,0%	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
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
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
Energy costs (cargo handling equipment) (increase 5% / a)			5,0%	121.275			5,0%	127.339			5,0%	133.706
Electric power supply utilities (increase 5% / a)			5,0%	77.175			5,0%	81.034			5,0%	85.085
Communication (increase 10% / a)			10,0%	6.050			10,0%	6.655			10,0%	7.321
Water/sewage (increase 10% / a)			10,0%	7.260			10,0%	7.986			10,0%	8.785
Insurances (0,5 % of investment)	47.613.860		0,5%	238.069	71.758.360		0,5%	358.792	71.758.360		0,5%	358.792
Administration assessment (increase 1% / a)			1,0%	124.452			1,0%	125.697			1,0%	126.954
Total Costs before financing				6.131.362				11.810.968				12.079.750
PROFITS / LOSS before financing / tax				8.071.232				5.654.982				6.959.164


 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-\$	
				2004					2005				
INVESTMENT				65.633.360					72.178.360				
I. Extension Container Terminal (excl. Berth 12-14)				7.623.860					14.168.860				
1. Site preparation				1.945.360					1.945.360				
Demolition buildings	2.295	qm	40	91.800	2.295	qm	40	91.800	2.295	qm	40	91.800	
Demolition rail tracks	1.450	m	10	14.500	1.450	m	10	14.500	1.450	m	10	14.500	
Preparation of the ground	60.100	qm	15	901.500	60.100	qm	15	901.500	60.100	qm	15	901.500	
Earth works (incl. sand supply)	60.100	cbm	12	721.200	60.100	cbm	12	721.200	60.100	cbm	12	721.200	
Sewage and drainage	3.606	m	60	216.360	3.606	m	60	216.360	3.606	m	60	216.360	
2. Environmental				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				
Reconstruction of quay walls	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000	
Railtracks	250	m	400	100.000	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	
New pavement	60.100	qm	50	3.005.000	60.100	qm	50	3.005.000	60.100	qm	50	3.005.000	
4. Buildings				200.000					200.000				
Workshop	500	qm	400	200.000	500	qm	400	200.000	500	qm	400	200.000	
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	60	60.000	
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000	
Lighting	60.100	qm	5	300.500	60.100	qm	5	300.500	60.100	qm	5	300.500	
Reefer 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				
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				
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	50	45.000	900	m	50	45.000	900	m	50	45.000	
II. Container Terminal berth 12-14				3.796.000					3.796.000				
1. Site Preparation				825.000					825.000				
Preparation of the ground	25.000	qm	15	375.000	25.000	qm	15	375.000	25.000	qm	15	375.000	
Earth works (incl. sand supply)	25.000	cbm	12	300.000	25.000	cbm	12	300.000	25.000	cbm	12	300.000	
Dredging	20.000	cbm	3	60.000	20.000	cbm	3	60.000	20.000	cbm	3	60.000	
Sewage, drainage	1.500	m	60	90.000	1.500	m	60	90.000	1.500	m	60	90.000	
2. Civil works				1.588.000					1.588.000				
Railtracks	800	m	400	320.000	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	50	1.250.000	25.000	qm	50	1.250.000	25.000	qm	50	1.250.000	
3. Utilities				125.000					125.000				
Lighting	25.000	qm	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				
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				0					0				
				54.213.500					54.213.500				


 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-\$		
				2004					2005					2006
1. Site Preparation				7.720.000				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	15	3.000.000		
Earth works (incl. sand supply)	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000		
Sewage, drainage	12.000	m	60	720.000	12.000	m	60	720.000	12.000	m	60	720.000		
2. Civil works				19.404.000				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	20.000	10.000.000		
Railtracks	1.000	m	400	400.000	1.000	m	400	400.000	1.000	m	400	400.000		
Switches	3	piece	18.000	54.000	3	piece	18.000	54.000	3	piece	18.000	54.000		
New Pavement	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000		
3. Buildings				1.950.000				1.950.000				1.950.000		
Warehouse	5.000	qm	300	1.500.000	5.000	qm	300	1.500.000	5.000	qm	300	1.500.000		
Workshop	500	qm	400	200.000	500	qm	400	200.000	500	qm	400	200.000		
Office building	500	qm	500	250.000	500	qm	500	250.000	500	qm	500	250.000		
4. Utilities				2.360.000				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	60	60.000		
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000		
Lighting	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000		
Reefer 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	500.000	500.000	1	installation	500.000	500.000	1	installation	500.000	500.000		
5. Cargo handling equipment				22.564.500				22.564.500				22.564.500		
Replacement equipment				420.000				420.000				420.000		
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5.000.000	0	0	summary	5.000.000	0	0	summary	5.000.000	0		
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	4.725.000	9.450.000		
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4.950.000	0	0	piece	4.950.000	0	0	piece	4.950.000	0		
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5.175.000	0	0	piece	5.175.000	0	0	piece	5.175.000	0		
RMG (1st delivery)	2	piece	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)	0	piece	1.650.000	0	0	piece	1.650.000	0	0	piece	1.650.000	0		
RTG (1st delivery)	4	piece	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)	0	piece	1.540.000	0	0	piece	1.540.000	0	0	piece	1.540.000	0		
RTG (3rd delivery)	0	piece	1.610.000	0	0	piece	1.610.000	0	0	piece	1.610.000	0		
Terminal tractor (1st delivery)	15	piece	105.000	1.575.000	15	piece	105.000	1.575.000	15	piece	105.000	1.575.000		
Terminal tractor (2nd delivery)	0	piece	110.000	0	0	piece	110.000	0	0	piece	110.000	0		
Terminal tractor (3rd delivery)	0	piece	115.000	0	0	piece	115.000	0	0	piece	115.000	0		
Containerchassis (1st delivery)	30	piece	26.250	787.500	30	piece	26.250	787.500	30	piece	26.250	787.500		
Containerchassis (2nd delivery)	0	piece	27.500	0	0	piece	27.500	0	0	piece	27.500	0		
Containerchassis (3rd delivery)	0	piece	28.750	0	0	piece	28.750	0	0	piece	28.750	0		
Spareparts (1st delivery of cargo handling equipment)	1	complect	735.000	735.000	1	complect	735.000	735.000	1	complect	735.000	735.000		
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154.000	0	0	complect	154.000	0	0	complect	154.000	0		
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517.500	0	0	complect	517.500	0	0	complect	517.500	0		
Workshop equipment	1	complect	262.500	262.500	1	complect	262.500	262.500	1	complect	262.500	262.500		
1,000 Hansepallets (1st delivery)	1	complect	52.500	52.500	1	complect	52.500	52.500	1	complect	52.500	52.500		
1,000 Hansepallets (2nd delivery)	0	complect	55.000	0	0	complect	55.000	0	0	complect	55.000	0		
Stevedoring gear	1	piece	105.000	105.000	1	piece	105.000	105.000	1	piece	105.000	105.000		
Containerstuffer	4	piece	36.750	147.000	4	piece	36.750	147.000	4	piece	36.750	147.000		
Empty Container Handler (1st delivery)	0	piece	165.000	0	0	piece	165.000	0	0	piece	165.000	0		
Empty Container Handler (2nd delivery)	0	piece	172.500	0	0	piece	172.500	0	0	piece	172.500	0		
Forklifts 2.5t	0	piece	40.250	0	0	piece	40.250	0	0	piece	40.250	0		
6. Others Equipment				215.000				215.000				215.000		
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	1.300	m	50	65.000	1.300	m	50	65.000	1.300	m	50	65.000		


 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-\$	
				2004					2005				
				2004					2005				
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				71.184.164				77.729.164				77.729.164	
PROCEEDS				20.750.752				22.619.371				24.655.435	
1. Handling proceeds				19.026.700				20.740.067				22.606.967	
Container per move (all included) full	116.490	piece	140,00	16.308.600	126.980	piece	140,00	17.777.200	138.410	piece	140,00	19.377.400	
Container per move (all included) empty	38.830	piece	70,00	2.718.100	42.327	piece	70,00	2.962.867	46.137	piece	70,00	3.229.567	
2. Storage proceeds (10 % of Container p. m.)				1.724.052				1.879.304				2.048.468	
40 ft Cont. (60 %; during 20 days)	139.788	piece*d	9	1.258.092	152.376	piece*d	9	1.371.384	166.092	piece*d	9	1.494.828	
20 ft Cont. (40 %; during 20 days)	93.192	piece*d	5	465.960	101.584	piece*d	5	507.920	110.728	piece*d	5	553.640	
PROCEEDS				20.750.752				22.619.394				24.655.458	
1. Handling proceeds				19.026.700				20.740.090				22.606.990	
Container per move (all included) full	116.490	piece	140	16.308.600	126.980	piece	140	17.777.200	138.410	piece	140	19.377.400	
Container per move (all included) empty	38.830	piece	70,00	2.718.100	42.327	piece	70,00	2.962.890	46.137	piece	70,00	3.229.590	
2. Storage proceeds (10 % of Container p. m.)				1.724.052				1.879.304				2.048.468	
40 ft Cont. (60 %; during 20 days)	139.788	piece*d	9	1.258.092	152.376	piece*d	9	1.371.384	166.092	piece*d	9	1.494.828	
20 ft Cont. (40 %; during 20 days)	93.192	piece*d	5	465.960	101.584	piece*d	5	507.920	110.728	piece*d	5	553.640	
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				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	
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 / Containerstuffer	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%		262.500	262.500	20%		262.500	262.500	20%		262.500	
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	


 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-\$
				2004				2005				2006
Hansepallets	52.500	100%		52.500	52.500	100%		52.500	52.500	100%		52.500
3. Operating costs				4.987.207				5.851.744				6.052.800
Personnel costs				989.423				1.137.837				1.308.512
Interchange	6	USD p. a.	4.936	29.613	6	USD p. a.	5.676	34.055	6	USD p. a.	6.527	39.164
Guard	6	USD p. a.	4.936	29.613	6	USD p. a.	5.676	34.055	6	USD p. a.	6.527	39.164
Cargo handling (stevedoring/yard/warehouse operatio	68	USD p. a.	6.582	447.582	68	USD p. a.	7.569	514.719	68	USD p. a.	8.705	591.927
Container repair (workshop)	22	USD p. a.	6.582	144.806	22	USD p. a.	7.569	166.527	22	USD p. a.	8.705	191.506
Administration	18	USD p. a.	5.759	103.671	18	USD p. a.	6.623	119.221	18	USD p. a.	7.617	137.105
Surcharge for social insurance and costs (31% of the	755.285		31%	234.138	868.578		31%	269.259	998.864		31%	309.648
Other costs (office, material, etc.) (increase 5% / a)			5,0%	287.163			5,0%	301.522			5,0%	316.598
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
Mechanical (4 % of the amount of investment)	5.295.500		4%	211.820	5.295.500		4%	211.820	5.295.500		4%	211.820
Handling equipment (10 % of the amount of investme	25.482.500		10%	2.548.250	32.027.500		10%	3.202.750	32.027.500		10%	3.202.750
Energy costs (cargo handling equipment) (increase 5% / a)			5,0%	140.391			5,0%	147.411			5,0%	154.781
Electric power supply utilities (increase 5% / a)			5,0%	89.340			5,0%	93.807			5,0%	98.497
Communication (increase 10% / a)			10,0%	8.053			10,0%	8.858			10,0%	9.744
Water/sewage (increase 10% / a)			10,0%	9.663			10,0%	10.629			10,0%	11.692
Insurances (0,5 % of investment)	65.633.360		0,5%	328.167	72.178.360		0,5%	360.892	72.178.360		0,5%	360.892
Administration assessment (increase 1% / a)			1,0%	128.223			1,0%	129.505			1,0%	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-\$	
				2007					2008				
				76.132.310					87.176.310				
				14.168.860					14.168.860				
				1.945.360					1.945.360				
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	
Demolition rail tracks	1.450	m	10	14.500	1.450	m	10	14.500	1.450	m	10	14.500	
Preparation of the ground	60.100	qm	15	901.500	60.100	qm	15	901.500	60.100	qm	15	901.500	
Earth works (incl. sand supply)	60.100	cbm	12	721.200	60.100	cbm	12	721.200	60.100	cbm	12	721.200	
Sewage and drainage	3.606	m	60	216.360	3.606	m	60	216.360	3.606	m	60	216.360	
2. Environmental													
Removal fuel station	1	piece	50.000	50.000	1	piece	50.000	50.000	1	piece	50.000	50.000	
3. Civil works													
Reconstruction of quay walls	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000	
Railtracks	250	m	400	100.000	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	
New pavement	60.100	qm	50	3.005.000	60.100	qm	50	3.005.000	60.100	qm	50	3.005.000	
4. Buildings													
Workshop	500	qm	400	200.000	500	qm	400	200.000	500	qm	400	200.000	
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	
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000	
Lighting	60.100	qm	5	300.500	60.100	qm	5	300.500	60.100	qm	5	300.500	
Reefer 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													
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													
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	50	45.000	900	m	50	45.000	900	m	50	45.000	
				3.796.000					3.796.000				
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	375.000	
Earth works (incl. sand supply)	25.000	cbm	12	300.000	25.000	cbm	12	300.000	25.000	cbm	12	300.000	
Dredging	20.000	cbm	3	60.000	20.000	cbm	3	60.000	20.000	cbm	3	60.000	
Sewage, drainage	1.500	m	60	90.000	1.500	m	60	90.000	1.500	m	60	90.000	
2. Civil works													
Railtracks	800	m	400	320.000	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	50	1.250.000	25.000	qm	50	1.250.000	25.000	qm	50	1.250.000	
3. Utilities													
Lighting	25.000	qm	5	125.000	25.000	qm	5	125.000	25.000	qm	5	125.000	
4. Cargo handling equipment													
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	
				58.167.450					69.211.450				
III. New Container Terminal North													
				0					11.044.000				
				3.953.950					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
1. Site Preparation				7.720.000				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	15	3.000.000
Earth works (incl. sand supply)	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000
Sewage drainage	12.000	m	60	720.000	12.000	m	60	720.000	12.000	m	60	720.000
2. Civil works				19.404.000				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	20.000	10.000.000
Railtracks	1.000	m	400	400.000	1.000	m	400	400.000	1.000	m	400	400.000
Switches	3	piece	18.000	54.000	3	piece	18.000	54.000	3	piece	18.000	54.000
New Pavement	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000
3. Buildings				1.950.000				1.950.000				1.950.000
Warehouse	5.000	qm	300	1.500.000	5.000	qm	300	1.500.000	5.000	qm	300	1.500.000
Workshop	500	qm	400	200.000	500	qm	400	200.000	500	qm	400	200.000
Office building	500	qm	500	250.000	500	qm	500	250.000	500	qm	500	250.000
4. Utilities				2.360.000				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	60	60.000
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000
Lighting	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000
Reefer 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	500.000	500.000	1	installation	500.000	500.000	1	installation	500.000	500.000
5. Cargo handling equipment				26.518.450				37.562.450				40.820.950
Replacement equipment				4.373.950				4.373.950				7.632.450
Major overhaul of Ship/Shore, RMGs, RTGs	0	summary	5.000.000	0	0	summary	5.000.000	0	0	summary	5.000.000	0
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	4.725.000	9.450.000
Ship/Shore Container Gantry Crane (2nd delivery)	0	piece	4.950.000	0	1	piece	4.950.000	4.950.000	1	piece	4.950.000	4.950.000
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5.175.000	0	0	piece	5.175.000	0	0	piece	5.175.000	0
RMG (1st delivery)	2	piece	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)	0	piece	1.650.000	0	1	piece	1.650.000	1.650.000	1	piece	1.650.000	1.650.000
RTG (1st delivery)	4	piece	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)	0	piece	1.540.000	0	2	piece	1.540.000	3.080.000	2	piece	1.540.000	3.080.000
RTG (3rd delivery)	0	piece	1.610.000	0	0	piece	1.610.000	0	0	piece	1.610.000	0
Terminal tractor (1st delivery)	15	piece	105.000	1.575.000	15	piece	105.000	1.575.000	15	piece	105.000	1.575.000
Terminal tractor (2nd delivery)	0	piece	110.000	0	5	piece	110.000	550.000	5	piece	110.000	550.000
Terminal tractor (3rd delivery)	0	piece	115.000	0	0	piece	115.000	0	0	piece	115.000	0
Containerchassis (1st delivery)	30	piece	26.250	787.500	30	piece	26.250	787.500	30	piece	26.250	787.500
Containerchassis (2nd delivery)	0	piece	27.500	0	10	piece	27.500	275.000	10	piece	27.500	275.000
Containerchassis (3rd delivery)	0	piece	28.750	0	0	piece	28.750	0	0	piece	28.750	0
Spareparts (1st delivery of cargo handling equipment)	1	complect	735.000	735.000	1	complect	735.000	735.000	1	complect	735.000	735.000
Spareparts (2nd delivery of cargo handling equipment)	0	complect	154.000	0	1	complect	154.000	154.000	1	complect	154.000	154.000
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517.500	0	0	complect	517.500	0	0	complect	517.500	0
Workshop equipment	1	complect	262.500	262.500	1	complect	262.500	262.500	1	complect	262.500	262.500
1,000 Hansepallets (1st delivery)	1	complect	52.500	52.500	1	complect	52.500	52.500	1	complect	52.500	52.500
1,000 Hansepallets (2nd delivery)	0	complect	55.000	0	1	complect	55.000	55.000	1	complect	55.000	55.000
Stevedoring gear	1	piece	105.000	105.000	1	piece	105.000	105.000	1	piece	105.000	105.000
Containerstuffer	4	piece	36.750	147.000	4	piece	36.750	147.000	4	piece	36.750	147.000
Empty Container Handler (1st delivery)	0	piece	165.000	0	2	piece	165.000	330.000	2	piece	165.000	330.000
Empty Container Handler (2nd delivery)	0	piece	172.500	0	0	piece	172.500	0	0	piece	172.500	0
Forklifts 2.5t	0	piece	40.250	0	0	piece	40.250	0	0	piece	40.250	0
6. Others Equipment				215.000				215.000				215.000
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	1.300	m	50	65.000	1.300	m	50	65.000	1.300	m	50	65.000


 Feasibility Study of New Terminal Facilities in the Georgian Port 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				34.723.554		
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	1.262.500	10%		126.250	1.262.500	10%		126.250		
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	14.400.000	10%		1.440.000	14.400.000	10%		1.440.000		
RMGs / RTGs	9.030.000	12,50%		1.128.750	13.760.000	12,50%		1.720.000	13.760.000	12,50%		1.720.000		
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	2.525.000	20%		505.000	2.525.000	20%		505.000		
Empty Container Handler / Containerstuffer	147.000	20%		29.400	477.000	20%		95.400	477.000	20%		95.400		
Spareparts	1.168.000	20%		233.600	1.322.000	20%		264.400	1.322.000	20%		264.400		
Workshop equipment	262.500	20%		262.500	262.500	20%		264.400	262.500	20%		264.400		
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		

 Feasibility Study of New Terminal Facilities in the Georgian Port Phase 3 Report												
Poti-Container-Terminal (without Breakwater)												
Description	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
	2007				2008				2009			
Hansepallets	52.500	100%		52.500	107.500	100%		107.500	107.500	100%		107.500
3. Operating costs				7.046.897				8.381.743				9.007.241
Personnel costs				1.855.500	0			1.997.128				2.245.141
Interchange	8	USD p. a.	7.507	60.056	8	USD p. a.	8.258	66.064	8	USD p. a.	9.084	72.672
Guard	8	USD p. a.	7.507	60.056	8	USD p. a.	8.258	66.064	8	USD p. a.	9.084	72.672
Cargo handling (stevedoring/yard/warehouse operatio	82	USD p. a.	10.010	820.820	82	USD p. a.	11.011	902.902	82	USD p. a.	12.112	993.184
Container repair (workshop)	30	USD p. a.	10.010	300.300	30	USD p. a.	11.011	330.330	30	USD p. a.	12.112	363.360
Administration	20	USD p. a.	8.759	175.180	20	USD p. a.	9.634	192.680	20	USD p. a.	10.598	211.960
Surcharge for social insurance and costs (31% of the	1.416.412	31%		439.088	1.416.412	31%		439.088	1.713.848	31%		531.293
Other costs (office, material, etc.) (increase 5% / a)		5,0%		332.427	0	5,0%		349.049		5,0%		386.501
Maintenance/repair				0				0				0
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
Mechanical (4 % of the amount of investment)	5.295.500	4%		211.820	5.295.500	4%		211.820	5.295.500	4%		211.820
Handling equipment (10 % of the amount of investme	35.981.450	10%		3.598.145	47.025.450	10%		4.702.545	50.283.950	10%		5.028.395
Energy costs (cargo handling equipment) (increase 5% / a)		5,0%		162.520		5,0%		170.646		5,0%		179.178
Electric power supply utilities (increase 5% / a)		5,0%		103.422		5,0%		108.593		5,0%		114.023
Communication (increase 10% / a)		10,0%		10.718		10,0%		11.790		10,0%		12.969
Water/sewage (increase 10% / a)		10,0%		12.862		10,0%		14.148		10,0%		15.562
Insurances (0,5 % of investment)	76.132.310	0,5%		380.662	87.176.310	0,5%		435.882	90.434.810	0,5%		452.174
Administration assessment (increase 1% / a)		1,0%		132.109		1,0%		133.430		1,0%		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

 Feasibility Study of New Terminal Facilities in the Ge Phase 3 Report												
Poti-Container-Terminal (without Breakwa												
Description	Quantity	Quantity-Unit	US-\$ /Unit	2010				2011				2012
				US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$	Quantity	Quantity-Unit	US-\$ /Unit	US-\$
INVESTMENT				98.667.559				98.667.559				110.167.559
I. Extension Container Terminal (excl. Berth 12-14)				14.168.860				14.168.860				14.168.860
1. Site preparation				1.945.360				1.945.360				1.945.360
Demolition buildings	2.295	qm	40	91.800	2.295	qm	40	91.800	2.295	qm	40	91.800
Demolition rail tracks	1.450	m	10	14.500	1.450	m	10	14.500	1.450	m	10	14.500
Preparation of the ground	60.100	qm	15	901.500	60.100	qm	15	901.500	60.100	qm	15	901.500
Earth works (incl. sand supply)	60.100	cbm	12	721.200	60.100	cbm	12	721.200	60.100	cbm	12	721.200
Sewage and drainage	3.606	m	60	216.360	3.606	m	60	216.360	3.606	m	60	216.360
2. Environmental				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
Reconstruction of quay walls	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000
Railtracks	250	m	400	100.000	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
New pavement	60.100	qm	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	500	qm	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)	1.000	m	60	60.000	1.000	m	60	60.000	1.000	m	60	60.000
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000
Lighting	60.100	qm	5	300.500	60.100	qm	5	300.500	60.100	qm	5	300.500
Reefer 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
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
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	50	45.000	900	m	50	45.000	900	m	50	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	qm	15	375.000	25.000	qm	15	375.000	25.000	qm	15	375.000
Earth works (incl. sand supply)	25.000	cbm	12	300.000	25.000	cbm	12	300.000	25.000	cbm	12	300.000
Dredging	20.000	cbm	3	60.000	20.000	cbm	3	60.000	20.000	cbm	3	60.000
Sewage, drainage	1.500	m	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	800	m	400	320.000	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	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	25.000	qm	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	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				3.258.500				3.258.500				92.202.699
				80.702.699				80.702.699				

 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-\$
				2010				2011				2012
1. Site Preparation				7.720.000				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	15	3.000.000
Earth works (incl. sand supply)	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000	800.000	cbm	5	4.000.000
Sewage, drainage	12.000	m	60	720.000	12.000	m	60	720.000	12.000	m	60	720.000
2. Civil works				19.404.000				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	20.000	10.000.000
Railtracks	1.000	m	400	400.000	1.000	m	400	400.000	1.000	m	400	400.000
Switches	3	piece	18.000	54.000	3	piece	18.000	54.000	3	piece	18.000	54.000
New Pavement	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000	179.000	qm	50	8.950.000
3. Buildings				1.950.000				1.950.000				1.950.000
Warehouse	5.000	qm	300	1.500.000	5.000	qm	300	1.500.000	5.000	qm	300	1.500.000
Workshop	500	qm	400	200.000	500	qm	400	200.000	500	qm	400	200.000
Office building	500	qm	500	250.000	500	qm	500	250.000	500	qm	500	250.000
4. Utilities				2.360.000				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	60	60.000
Electricity	1.000	m	100	100.000	1.000	m	100	100.000	1.000	m	100	100.000
Lighting	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000	200.000	qm	5	1.000.000
Reefer 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	500.000	500.000	1	installation	500.000	500.000	1	installation	500.000	500.000
5. Cargo handling equipment				49.053.699				49.053.699				60.553.699
Replacement equipment				7.785.199				7.785.199				7.785.199
Major overhaul of Ship/Shore, RMGs, RTGs	1	summary	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 (1st delivery)	2	piece	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)	1	piece	4.950.000	4.950.000	1	piece	4.950.000	4.950.000	1	piece	4.950.000	4.950.000
Ship/Shore Container Gantry Crane (3rd delivery)	0	piece	5.175.000	0	0	piece	5.175.000	0	1	piece	5.175.000	5.175.000
RMG (1st delivery)	2	piece	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	piece	1.650.000	1.650.000	1	piece	1.650.000	1.650.000	1	piece	1.650.000	1.650.000
RTG (1st delivery)	4	piece	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)	4	piece	1.540.000	6.160.000	4	piece	1.540.000	6.160.000	4	piece	1.540.000	6.160.000
RTG (3rd delivery)	0	piece	1.610.000	0	0	piece	1.610.000	0	2	piece	1.610.000	3.220.000
Terminal tractor (1st delivery)	15	piece	105.000	1.575.000	15	piece	105.000	1.575.000	15	piece	105.000	1.575.000
Terminal tractor (2nd delivery)	5	piece	110.000	550.000	5	piece	110.000	550.000	5	piece	110.000	550.000
Terminal tractor (3rd delivery)	0	piece	115.000	0	0	piece	115.000	0	18	piece	115.000	2.070.000
Containerchassis (1st delivery)	30	piece	26.250	787.500	30	piece	26.250	787.500	30	piece	26.250	787.500
Containerchassis (2nd delivery)	10	piece	27.500	275.000	10	piece	27.500	275.000	10	piece	27.500	275.000
Containerchassis (3rd delivery)	0	piece	28.750	0	0	piece	28.750	0	5	piece	28.750	143.750
Spareparts (1st delivery of cargo handling equipment)	1	complect	735.000	735.000	1	complect	735.000	735.000	1	complect	735.000	735.000
Spareparts (2nd delivery of cargo handling equipment)	1	complect	154.000	154.000	1	complect	154.000	154.000	1	complect	154.000	154.000
Spareparts (3rd delivery of cargo handling equipment)	0	complect	517.500	0	0	complect	517.500	0	1	complect	517.500	517.500
Workshop equipment	1	complect	262.500	262.500	1	complect	262.500	262.500	1	complect	262.500	262.500
1,000 Hansepallets (1st delivery)	1	complect	52.500	52.500	1	complect	52.500	52.500	1	complect	52.500	52.500
1,000 Hansepallets (2nd delivery)	1	complect	55.000	55.000	1	complect	55.000	55.000	1	complect	55.000	55.000
Stevedoring gear	1	piece	105.000	105.000	1	piece	105.000	105.000	1	piece	105.000	105.000
Containerstuffer	4	piece	36.750	147.000	4	piece	36.750	147.000	4	piece	36.750	147.000
Empty Container Handler (1st delivery)	2	piece	165.000	330.000	2	piece	165.000	330.000	2	piece	165.000	330.000
Empty Container Handler (2nd delivery)	0	piece	172.500	0	0	piece	172.500	0	1	piece	172.500	172.500
Forklifts 2,5t	0	piece	40.250	0	0	piece	40.250	0	5	piece	40.250	201.250
6. Others Equipment				215.000				215.000				215.000
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	1.300	m	50	65.000	1.300	m	50	65.000	1.300	m	50	65.000

 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-\$
	2010				2011				2012			
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				104.218.363				104.218.363				115.718.363
PROCEEDS				39.412.000				44.732.843				51.289.931
1. Handling proceeds				36.137.500				41.016.267				47.028.567
Container per move (all included) full	221.250	piece	140,00	30.975.000	251.120	piece	140,00	35.156.800	287.930	piece	140,00	40.310.200
Container per move (all included) empty	73.750	piece	70,00	5.162.500	83.707	piece	70,00	5.859.467	95.977	piece	70,00	6.718.367
2. Storage proceeds (10 % of Container p. m.)				3.274.500				3.716.576				4.261.364
40 ft Cont. (60 %; during 20 days)	265.500	piece*d	9	2.389.500	301.344	piece*d	9	2.712.096	345.516	piece*d	9	3.109.644
20 ft Cont. (40 %; during 20 days)	177.000	piece*d	5	885.000	200.896	piece*d	5	1.004.480	230.344	piece*d	5	1.151.720
PROCEEDS				39.412.000				44.732.866				51.289.954
1. Handling proceeds				36.137.500				41.016.290				47.028.590
Container per move (all included) full	221.250	piece	140	30.975.000	251.120	piece	140	35.156.800	287.930	piece	140	40.310.200
Container per move (all included) empty	73.750	piece	70,00	5.162.500	83.707	piece	70,00	5.859.490	95.977	piece	70,00	6.718.390
2. Storage proceeds (10 % of Container p. m.)				3.274.500				3.716.576				4.261.364
40 ft Cont. (60 %; during 20 days)	265.500	piece*d	9	2.389.500	301.344	piece*d	9	2.712.096	345.516	piece*d	9	3.109.644
20 ft Cont. (40 %; during 20 days)	177.000	piece*d	5	885.000	200.896	piece*d	5	1.004.480	230.344	piece*d	5	1.151.720
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				8.277.318				8.277.318				9.892.349
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	1.262.500	10%		126.250	1.262.500	10%		126.250	1.406.250	10%		140.625
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	14.400.000	10%		1.440.000	14.400.000	10%		1.440.000	19.575.000	10%		1.957.500
RMGs / RTGs	16.840.000	12,50%		2.105.000	16.840.000	12,50%		2.105.000	20.060.000	12,50%		2.507.500
Forklifts	0	12,50%		0	0	12,50%		0	201.250	12,50%		25.156
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	2.525.000	20%		505.000	2.525.000	20%		505.000	4.595.000	20%		919.000
Empty Container Handler / Containerstuffer	477.000	20%		95.400	477.000	20%		95.400	649.500	20%		129.900
Spareparts	1.322.000	20%		264.400	1.322.000	20%		264.400	1.839.500	20%		367.900
Workshop equipment	262.500	20%		264.400	262.500	20%		264.400	262.500	20%		367.900
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	5.000.000	20%		1.000.000	5.000.000	20%		1.000.000	5.000.000	20%		1.000.000

 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-\$
	2010				2011				2012			
Hansepallets	107.500	100%		107.500	107.500	100%		107.500	107.500	100%		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	USD p. a.	10.992	87.936	8	USD p. a.	12.091	96.728
Guard	8	USD p. a.	9.992	79.936	8	USD p. a.	10.992	87.936	8	USD p. a.	12.091	96.728
Cargo handling (stevedoring/yard/warehouse operatio	82	USD p. a.	13.323	1.092.486	100	USD p. a.	14.655	1.465.500	100	USD p. a.	16.121	1.612.100
Container repair (workshop)	30	USD p. a.	13.323	399.690	30	USD p. a.	14.655	439.650	30	USD p. a.	16.121	483.630
Administration	20	USD p. a.	11.658	233.160	20	USD p. a.	12.823	256.460	20	USD p. a.	14.191	283.820
Surcharge for social insurance and costs (31% of the	1.885.208	31%		584.414	2.337.482	31%		724.619	2.573.006	31%		797.632
Other costs (office, material, etc.) (increase 5% / a)		5,0%		384.826		5,0%		404.068		5,0%		424.271
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
Mechanical (4 % of the amount of investment)	5.295.500	4%		211.820	5.295.500	4%		211.820	5.295.500	4%		211.820
Handling equipment (10 % of the amount of investme	58.516.699	10%		5.851.670	58.516.699	10%		5.851.670	70.016.699	10%		7.001.670
Energy costs (cargo handling equipment) (increase 5% / a)		5,0%		188.137		5,0%		197.544		5,0%		207.421
Electric power supply utilities (increase 5% / a)		5,0%		119.724		5,0%		125.710		5,0%		131.995
Communication (increase 10% / a)		10,0%		14.266		10,0%		15.692		10,0%		17.261
Water/sewage (increase 10% / a)		10,0%		17.119		10,0%		18.831		10,0%		20.714
Insurances (0,5 % of investment)	98.667.559	0,5%		493.338	98.667.559	0,5%		493.338	110.167.559	0,5%		550.838
Administration assessment (increase 1% / a)		1,0%		136.112		1,0%		137.473		1,0%		138.847
Total Costs before financing				19.530.665				20.162.278				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 6.0 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 %
	- in covered areas	0.4		
3	Storage of bulk cargo - in open areas	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	
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.	Reweighing 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			
14.	For use of port territory for cargo storage in vehicles over one day a. RTC b. motor transport	0.2 0.4	h	By agreed rates or by rates fixed by port order
15.	Forced detention of dockers due to client's or vehicle owner's fault	100	gang shift	
16.	Telecommunication services			
17.	For unscheduled handling of all vehicles without preliminary agreement			
18.	For long-term handling of RTCs			
19.	For detention of RTC under handling			A client pays to port 100 % premium fixed by Railway dept 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 not applied
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
	US\$/Pers	10,0%	8.258	9.084	9.992	10.992	12.091
Guard	US\$		66.065	72.671	79.938	87.932	96.725
	Pers.		8	8	8	8	8
	US\$/Pers	10,0%	8.258	9.084	9.992	10.992	12.091
Cargo handling	US\$		902.884	993.172	1.092.490	1.465.535	1.612.088
	Pers.		82	82	82	100	100
	US\$/Pers	10,0%	11.011	12.112	13.323	14.655	16.121
repair (workshop)	US\$		330.323	363.356	399.691	439.660	483.627
	Pers.		30	30	30	30	30
	US\$/Pers	10,0%	11.011	12.112	13.323	14.655	16.121
Administration	US\$		192.689	211.958	233.153	256.469	282.115
	Pers.		20	20	20	20	20
	US\$/Pers	10,0%	9.634	10.598	11.658	12.823	14.106
Surcharge for social insurance	US\$		482.988	531.287	584.415	724.634	797.097
Other costs (office, material etc.)	US\$	5,0%	366.501	384.826	404.068	424.271	445.485
Energy costs (cargo handling equipment)	US\$	5,0%	179.178	188.137	197.544	207.421	217.792
Electric power supply utilities	US\$	5,0%	114.023	119.724	125.710	131.995	138.595
Communication	US\$	10,0%	12.969	14.266	15.692	17.261	18.987
Water / sewage	US\$	10,0%	15.562	17.119	18.831	20.714	22.785
Administration assessment	US\$	1,0%	134.764	136.112	137.473	138.847	140.236

Annex 6:

Business Plan Batumi, multi purpose terminal

Batumi, Multi Purpose Terminal BUSINESS- FINANCING-PLAN													
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				
				1998					1999				
INVESTMENT				9.673.450				21.550.300				23.350.550	
Site Preparation				2.398.450				2.559.550	161.100			2.559.550	
Demolition sheds	4.200	qm	30	126.000	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	2.000	qm	40	80.000	
Demolition foundations and pavement	4.510	qm	20	90.200	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	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	85.500	cbm	12	1.026.000	
Land reclamation	35.000	cbm	6	210.000	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	50.000	cbm	3	150.000	
Sewage and drainage	0	m	60	0	2.685	m	60	161.100	2.685	m	60	161.100	
Environmental				5.400.000				5.400.000	0			5.400.000	
Cleaning of the soil	52.500	qm	100	5.250.000	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	1	piece	150.000	150.000	
Civil Works				0				7.261.000				7.261.000	
Construction of quay wall	0	m	20.000	0	250	m	20.000	5.000.000	250	m	20.000	5.000.000	
Construction Ro-Ro ramp	0	piece	200.000	0	1	piece	200.000	200.000	1	piece	200.000	200.000	
Rail tracks	0	m	400	0	500	m	400	200.000	500	m	400	200.000	
Railway switches	0	oiece	18.000	0	2	oiece	18.000	36.000	2	oiece	18.000	36.000	
New Pavement	0	qm	50	0	36.500	qm	50	1.825.000	36.500	qm	50	1.825.000	
Buildings				0				1.250.000				1.250.000	
Warehouse	0	qm	300	0	3.000	qm	300	900.000	3.000	qm	300	900.000	
Workshop	0	qm	400	0	250	qm	400	100.000	250	qm	400	100.000	
Office building	0	qm	500	0	500	qm	500	250.000	500	qm	500	250.000	
Utilities				0				868.750				868.750	
Water (fire line, fresh water)	0	m	60	0	500	m	60	30.000	500	m	60	30.000	
Electricity	0	m	100	0	500	m	100	50.000	500	m	100	50.000	
Lighting	0	qm	5	0	47.750	qm	5	238.750	47.750	qm	5	238.750	
Reefer points	0	piece	5.000	0	10	piece	5.000	50.000	10	piece	5.000	50.000	
Transformation building	0	piece	500.000	0	1	piece	500.000	500.000	1	piece	500.000	500.000	
Equipment				1.875.000				3.851.000	1.976.000			5.651.250	
Rehabilitation, phase 1	1	summary	1.875.000	1.875.000	1	summary	1.875.000	1.875.000	1	summary	1.875.000	1.875.000	
Rehabilitation, phase 1	0	summary	1.876.000	0	1	summary	1.876.000	1.876.000	1	summary	1.876.000	1.876.000	
Rehabilitation, phase 2	0	summary	1.633.000	0	0	summary	1.633.000	0	1	summary	816.750	816.750	
Replacement	0	summary	0	0	0	summary	0	0	0	summary	0	0	
Reachstackers (1st/2nd delivery)	0	piece	407.000	0	0	piece	407.000	0	1	piece	407.000	407.000	
Reachstackers (3rd delivery)	0	piece	425.500	0	0	piece	425.500	0	0	piece	425.500	0	
Forklifts; 2,5t (1st delivery)	0	piece	40.000	0	0	piece	40.000	0	2	piece	40.000	80.000	

Description	Qty	Unit	Unit costs (USD / unit)	1998		1999		2000				
				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	0	piece	46.000	
Forklifts; 2,5t (3rd delivery)	0	piece	58.000	0	0	piece	58.000	0	0	piece	58.000	
Terminal Tractor (1st delivery)	0	piece	105.000	0	0	piece	105.000	0	1	piece	105.000	105.0
Terminal Tractor (2nd delivery)	0	piece	110.000	0	0	piece	110.000	0	0	piece	110.000	
Terminal Tractor (3rd delivery)	0	piece	115.000	0	0	piece	115.000	0	0	piece	115.000	
Rolltrailer 40' - 60 mt	0	piece	20.000	0	0	piece	20.000	0	4	piece	20.000	80.0
Containerchassis 40' - 38 mt (1st delivery)	0	piece	25.000	0	0	piece	25.000	0	4	piece	25.000	100.0
Containerchassis 40' - 38 mt (2nd delivery)	0	piece	27.500	0	0	piece	27.500	0	0	piece	27.500	
Gooseneck / Stand	0	piece	10.000	0	0	piece	10.000	0	1	piece	10.000	10.0
Spareparts (10% from the 1st delivery)	0	piece	126.500	0	0	piece	126.500	0	1	piece	126.500	126.5
Spareparts (10% from the 2nd delivery)	0	piece	84.000	0	0	piece	84.000	0	0	piece	84.000	
Spareparts (10% from the 3rd delivery)	0	piece	98.000	0	0	piece	98.000	0	0	piece	98.000	
Workshop equipment	0	piece	100.000	0	1	piece	100.000	100.000	1	piece	100.000	100.0
Hansepallets (1st delivery)	0	1.500 piece	75.000	0	0	1.500 piece	75.000	0	1	1.500 piece	75.000	75.0
Hansepallets (2nd delivery)	0	1.500 piece	82.500	0	0	1.500 piece	82.500	0	0	1.500 piece	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	
Others Equipment				0				360.000				360.0
Alarm system	0	piece	100.000	0	1	piece	100.000	100.000	1	piece	100.000	100.0
Gate and barrier	0	piece	50.000	0	1	piece	50.000	50.000	1	piece	50.000	50.0
Perimeter wall	0	m	50	0	200	m	50	10.000	200	m	50	10.0
EDP hardware and software	0	installation	200.000	0	1	installation	200.000	200.000	1	installation	200.000	200.0
Incidental expenses (without equipment)	7.798.450	15%		1.169.768	17.339.300	15%	1.431.128	2.600.895	17.339.300	15%		2.600.8
Investment, total				10.843.218				24.151.195				25.951.4
PROCEEDS				1.602.107				2.313.405				3.336.6
HANDLING PROCEEDS				1.602.107				2.274.573				3.234.3
General cargo handling, total				552.120				750.200				1.195.5
Handling of bulk				969.300				1.363.000				1.796.7
Container handling				80.687				161.373				242.0
STORAGE PROCEEDS				0				38.832				102.3
Storage of general cargo				0				33.497				88.9
Container storage				0				5.335				13.3
COSTS												
1. Real Estate				191.000				179.000				179.0
Lease area	47.750	qm*a	4	191.000	44.750	qm*a	4	179.000	44.750	qm*a	4	179.0
Lease quay wall	0	m*a	800	0	0	m*a	800	0	0	m*a	800	
2. Depreciations				187.500				817.543				1.118.9
Quay wall	0	2%		0	5.000.000	2%		100.000	5.000.000	2%		100.0
Security equipment-fence/perimeter wall	0	4%		0	10.000	4%		400	10.000	4%		4
Ro-Ro ramp	0	5%		0	200.000	5%		10.000	200.000	5%		10.0
Sewage/water/electricity/gas-pipe/cable etc.	0	5%		0	241.100	5%		12.055	241.100	5%		12.0

Description	Qty	Unit	Unit costs (USD / unit)	1998		1999		2000				
				Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
Paved areas and roads	0	5%		0	1.825.000	5%		91.250	1.825.000	5%		91.250
Tracks and switches	0	5%		0	236.000	5%		11.800	236.000	5%		11.800
Lighting	0	5%		0	238.750	5%		11.938	238.750	5%		11.938
Office building	0	5%		0	250.000	5%		12.500	250.000	5%		12.500
Workshops	0	5%		0	100.000	5%		5.000	100.000	5%		5.000
Transformation Building	0	5%		0	500.000	5%		25.000	500.000	5%		25.000
Rehabilitation equipment	1.875.000	10%		187.500	3.751.000	10%		375.100	3.751.000	10%		375.100
Warehouse	0	10%		0	900.000	10%		90.000	900.000	10%		90.000
Trailers/Chassis/Gooseneck	0	10%		0	0	10%		0	180.000	10%		18.000
Reefer Points	0	10%		0	50.000	10%		5.000	50.000	10%		5.000
Security equipment	0	10%		0	150.000	10%		15.000	150.000	10%		15.000
Reachstackers	0	12,50%		0	0	12,50%		0	407.000	12,50%		50.875
Forklifts	0	12,50%		0	0	12,50%		0	80.000	12,50%		10.000
Workshop equipment	0	12,50%		0	100.000	12,50%		12.500	100.000	12,50%		12.500
Trucks	0	20%		0	0	20%		0	105.000	20%		21.000
EDP	0	20%		0	200.000	20%		40.000	200.000	20%		40.000
Spareparts	0	100%		0	0	100%		0	126.500	100%		126.500
Hansepallets	0	100%		0	0	100%		0	75.000	100%		75.000
3. Operating costs				871.973				1.442.275				1.756.500
Personnel costs				352.128				460.282				574.900
Interchange guard	11	USD p. a.	1.800	19.800	11	USD p. a.	2.160	23.760	11	USD p. a.	2.592	28.512
cargo handling (stevedoring/yard/warehouse)	75	USD p. a.	2.400	180.000	80	USD p. a.	2.880	230.400	85	USD p. a.	3.456	293.760
repair (workshop)	10	USD p. a.	2.400	24.000	15	USD p. a.	2.880	43.200	15	USD p. a.	3.456	51.840
administration	12	USD p. a.	2.100	25.200	12	USD p. a.	2.520	30.240	12	USD p. a.	3.024	36.288
Surcharge for social insurance and costs	268.800	31%		83.328	351.360	31%		108.922	438.912	31%		136.063
Material		lumpsum		47.665		lumpsum		50.048		lumpsum		52.500
Maintenance/repair / civil	0	1%		0	7.422.100	1%		74.221	7.422.100	1%		74.221
Maintenance/repair / mechanical	0	4%		0	2.118.750	4%		84.750	2.118.750	4%		84.750
Maintenance/repair / handling equipment	1.875.000	10%		187.500	4.211.000	10%		421.100	6.011.250	10%		601.125
Energy costs (cargo handling equipment)		lumpsum		35.987		lumpsum		37.787		lumpsum		39.600
Insurances	9.673.450	0,5%		48.367	21.550.300	0,5%		107.752	23.350.550	0,5%		116.753
Administration assessment		lumpsum		200.326		lumpsum		206.336		lumpsum		212.500
Total Costs				1.250.473				2.438.818				3.054.400
PROFITS / LOSS before tax				351.633				-125.412				282.100
TAX				199.103				46.268				123.100
Corporation tax				70.327				0				56.400
Licence tax				32.042				46.268				66.700
Wealth tax				96.735				0				0
PROFIT after tax				152.530				-171.680				159.000

Batumi, Multi Purpose Terminal												
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)
				2001				2002				2003
INVESTMENT				24.654.300				24.654.300				25.539.800
Site Preparation	0			2.559.550	0			2.559.550				2.559.550
Demolition sheds	4.200	qm	30	126.000	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	2.000	qm	40	80.000
Demolition foundations and pavement	4.510	qm	20	90.200	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	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	85.500	cbm	12	1.026.000
Land reclamation	35.000	cbm	6	210.000	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	50.000	cbm	3	150.000
Sewage and drainage	2.685	m	60	161.100	2.685	m	60	161.100	2.685	m	60	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	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	1	piece	150.000	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	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	1	piece	200.000	200.000
Rail tracks	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000
Railway switches	2	oiece	18.000	36.000	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	36.500	qm	50	1.825.000
Buildings				1.250.000				1.250.000				1.250.000
Warehouse	3.000	qm	300	900.000	3.000	qm	300	900.000	3.000	qm	300	900.000
Workshop	250	qm	400	100.000	250	qm	400	100.000	250	qm	400	100.000
Office building	500	qm	500	250.000	500	qm	500	250.000	500	qm	500	250.000
Utilities				868.750				868.750				868.750
Water (fire line, fresh water)	500	m	60	30.000	500	m	60	30.000	500	m	60	30.000
Electricity	500	m	100	50.000	500	m	100	50.000	500	m	100	50.000
Lighting	47.750	qm	5	238.750	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	10	piece	5.000	50.000
Transformation building	1	piece	500.000	500.000	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	0			7.840.500
Rehabilitation, phase 1	1	summary	1.875.000	1.875.000	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	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	1	summary	1.633.500	1.633.500
Replacement	0	summary	0	0	0	summary	0	0	0	summary	0	0
Reachstackers (1st/2nd delivery)	2	piece	407.000	814.000	2	piece	407.000	814.000	3	piece	407.000	1.221.000
Reachstackers (3rd delivery)	0	piece	425.500	0	0	piece	425.500	0	0	piece	425.500	0
Forklifts; 2,5t (1st delivery)	4	piece	40.000	160.000	4	piece	40.000	160.000	4	piece	40.000	160.000

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)
				2001				2002				2003
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
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				4.578.356				6.067.984				6.747.206
HANDLING PROCEEDS				4.382.452				5.756.216				6.450.864
General cargo handling, total				1.786.005				2.557.683				2.978.094
Handling of bulk				2.273.700				2.795.100				3.013.150
Container handling				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				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				1.179.793				1.179.793				1.441.668
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	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)
Paved areas and roads	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
Lighting	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
Workshops	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
Rehabilitation equipment	3.751.000	10%		375.100	3.751.000	10%		375.100	3.751.000	10%		375.100
Warehouse	900.000	10%		90.000	900.000	10%		90.000	900.000	10%		90.000
Trailers/Chassis/Gooseneck	180.000	10%		18.000	180.000	10%		18.000	290.000	10%		29.000
Reefer Points	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
Reachstackers	814.000	12,50%		101.750	814.000	12,50%		101.750	1.221.000	12,50%		152.625
Forklifts	160.000	12,50%		20.000	160.000	12,50%		20.000	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
Trucks	105.000	20%		21.000	105.000	20%		21.000	215.000	20%		43.000
EDP	200.000	20%		40.000	200.000	20%		40.000	200.000	20%		40.000
Spareparts	126.500	100%		126.500	126.500	100%		126.500	210.500	100%		210.500
Hansepallets	75.000	100%		75.000	75.000	100%		75.000	157.500	100%		157.500
3.Operating costs				2.081.930				2.309.022				2.647.161
Personnel costs				752.447				968.131				1.201.444
Interchange guard	12	USD p. a.	3.110	37.325	12	USD p. a.	3.732	44.790	12	USD p. a.	4.292	51.508
cargo handling (stevedoring/yard/warehouse repair (workshop)	90	USD p. a.	4.147	373.248	100	USD p. a.	4.977	497.664	110	USD p. a.	5.723	629.545
administration	20	USD p. a.	4.147	82.944	20	USD p. a.	4.977	99.533	20	USD p. a.	5.723	114.463
administration	12	USD p. a.	3.629	43.546	12	USD p. a.	4.355	52.255	14	USD p. a.	5.008	70.108
Surcharge for social insurance and costs	574.387	31%		178.060	739.031	31%		229.100	917.133	31%		284.311
Material		lumpsum		55.178		lumpsum		57.937		lumpsum		60.834
Maintenance/repair / civil	7.422.100	1%		74.221	7.422.100	1%		74.221	7.422.100	1%		74.221
Maintenance/repair / mechanical	2.118.750	4%		84.750	2.118.750	4%		84.750	2.118.750	4%		84.750
Maintenance/repair / handling equipment	7.315.000	10%		731.500	7.315.000	10%		731.500	8.200.500	10%		820.050
Energy costs (cargo handling equipment)		lumpsum		41.660		lumpsum		43.743		lumpsum		45.930
Insurances	24.654.300	0,5%		123.272	24.654.300	0,5%		123.272	25.539.800	0,5%		127.699
Administration assessment		lumpsum		218.902		lumpsum		225.469		lumpsum		232.233
Total Costs				3.440.722				3.667.815				4.267.828
PROFITS / LOSS before tax				1.137.634				2.400.170				2.479.378
TAX				319.094				601.394				630.820
Corporation tax				227.527				480.034				495.876
Licence tax				91.567				121.360				134.944
Wealth tax				0				0				0
PROFIT after tax				818.540				1.798.776				1.848.558

Batumi, Multi Purpose Terminal												
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)
				2004				2005				2006
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	qm	30	126.000	4.200	qm	30	126.000
Demolition buildings	2.000	qm	40	80.000	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	4.510	qm	20	90.200
Preparation of the ground	47.750	qm	15	716.250	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	85.500	cbm	12	1.026.000
Land reclamation	35.000	cbm	6	210.000	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	50.000	cbm	3	150.000
Sewage and drainage	2.685	m	60	161.100	2.685	m	60	161.100	2.685	m	60	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	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	1	piece	150.000	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	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	1	piece	200.000	200.000
Rail tracks	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000
Railway switches	2	oiece	18.000	36.000	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	36.500	qm	50	1.825.000
Buildings				1.250.000				1.250.000				1.250.000
Warehouse	3.000	qm	300	900.000	3.000	qm	300	900.000	3.000	qm	300	900.000
Workshop	250	qm	400	100.000	250	qm	400	100.000	250	qm	400	100.000
Office building	500	qm	500	250.000	500	qm	500	250.000	500	qm	500	250.000
Utilities				868.750				868.750				868.750
Water (fire line, fresh water)	500	m	60	30.000	500	m	60	30.000	500	m	60	30.000
Electricity	500	m	100	50.000	500	m	100	50.000	500	m	100	50.000
Lighting	47.750	qm	5	238.750	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	10	piece	5.000	50.000
Transformation building	1	piece	500.000	500.000	1	piece	500.000	500.000	1	piece	500.000	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	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	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	1	summary	1.633.500	1.633.500
Replacement	0	summary	0	0	1	summary	250.000	250.000	1	summary	250.000	250.000
Reachstackers (1st/2nd delivery)	3	piece	407.000	1.221.000	3	piece	407.000	1.221.000	3	piece	407.000	1.221.000
Reachstackers (3rd delivery)	0	piece	425.500	0	0	piece	425.500	0	0	piece	425.500	0
Forklifts; 2,5t (1st delivery)	4	piece	40.000	160.000	4	piece	40.000	160.000	4	piece	40.000	160.000

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)
				2004				2005				2006
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
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				6.969.351				7.208.278				7.499.728
HANDLING PROCEEDS				6.736.381				7.040.098				7.363.766
General cargo handling, total				2.972.225				2.966.355				2.960.486
Handling of bulk				3.248.350				3.501.750				3.775.100
Container handling				515.807				571.993				628.180
STORAGE PROCEEDS				232.970				168.180				135.962
Storage of general cargo				206.443				147.168				117.501
Container storage				26.527				21.012				18.461
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				1.463.668				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	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
Paved areas and roads	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
Lighting	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
Workshops	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
Rehabilitation equipment	3.751.000	10%		375.100	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
Trailers/Chassis/Gooseneck	290.000	10%		29.000	400.000	10%		40.000	400.000	10%		40.000
Reefer Points	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
Reachstackers	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
Workshop equipment	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
EDP	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
Hansepallets	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
Personnel costs				1.467.879				1.752.510				2.015.386
Interchange	12	USD p. a.	4.936	59.234	13	USD p. a.	5.677	73.796	13	USD p. a.	6.528	84.866
guard	12	USD p. a.	4.936	59.234	13	USD p. a.	5.677	73.796	13	USD p. a.	6.528	84.866
cargo handling (stevedoring/yard/warehouse	110	USD p. a.	6.582	723.977	115	USD p. a.	7.569	870.417	115	USD p. a.	8.704	1.000.980
repair (workshop)	30	USD p. a.	6.582	197.448	30	USD p. a.	7.569	227.065	30	USD p. a.	8.704	261.125
administration	14	USD p. a.	5.759	80.625	14	USD p. a.	6.623	92.718	14	USD p. a.	7.616	106.626
Surcharge for social insurance and costs	1.120.518	31%		347.361	1.337.794	31%		414.716	1.538.463	31%		476.923
Material		lumpsum		63.876		lumpsum		67.070		lumpsum		70.423
Maintenance/repair / civil	7.422.100	1%		74.221	7.422.100	1%		74.221	7.422.100	1%		74.221
Maintenance/repair / mechanical	2.118.750	4%		84.750	2.118.750	4%		84.750	2.118.750	4%		84.750
Maintenance/repair / handling equipment	8.310.500	10%		831.050	8.670.500	10%		867.050	8.670.500	10%		867.050
Energy costs (cargo handling equipment)		lumpsum		48.226		lumpsum		50.638		lumpsum		53.170
Insurances	25.649.800	0,5%		128.249	26.009.800	0,5%		130.049	26.009.800	0,5%		130.049
Administration assessment		lumpsum		239.200		lumpsum		246.376		lumpsum		253.767
Total Costs				4.580.119				4.951.331				5.227.484
PROFITS / LOSS before tax				2.389.233				2.256.947				2.272.244
TAX				617.234				595.555				604.443
Corporation tax				477.847				451.389				454.449
Licence tax				139.387				144.166				149.995
Wealth tax				0				0				0
PROFIT after tax				1.771.999				1.661.392				1.667.801

Batumi, Multi Purpose Terminal												
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)
				2007				2008				2009
INVESTMENT				26.009.800				27.830.550				27.946.550
Site Preparation				2.559.550				2.559.550				2.559.550
Demolition sheds	4.200	qm	30	126.000	4.200	qm	30	126.000	4.200	qm	30	126.000
Demolition buildings	2.000	qm	40	80.000	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	4.510	qm	20	90.200
Preparation of the ground	47.750	qm	15	716.250	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	85.500	cbm	12	1.026.000
Land reclamation	35.000	cbm	6	210.000	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	50.000	cbm	3	150.000
Sewage and drainage	2.685	m	60	161.100	2.685	m	60	161.100	2.685	m	60	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	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	1	piece	150.000	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	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	1	piece	200.000	200.000
Rail tracks	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000
Railway switches	2	oiece	18.000	36.000	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	36.500	qm	50	1.825.000
Buildings				1.250.000				1.250.000				1.250.000
Warehouse	3.000	qm	300	900.000	3.000	qm	300	900.000	3.000	qm	300	900.000
Workshop	250	qm	400	100.000	250	qm	400	100.000	250	qm	400	100.000
Office building	500	qm	500	250.000	500	qm	500	250.000	500	qm	500	250.000
Utilities				868.750				868.750				868.750
Water (fire line, fresh water)	500	m	60	30.000	500	m	60	30.000	500	m	60	30.000
Electricity	500	m	100	50.000	500	m	100	50.000	500	m	100	50.000
Lighting	47.750	qm	5	238.750	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	10	piece	5.000	50.000
Transformation building	1	piece	500.000	500.000	1	piece	500.000	500.000	1	piece	500.000	500.000
Equipment	0			8.310.500	0			10.131.250	1.820.750			10.247.250
Rehabilitation, phase 1	1	summary	1.875.000	1.875.000	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	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	1	summary	1.633.500	1.633.500
Replacement	1	summary	250.000	250.000	1	summary	800.000	800.000	1	summary	800.000	800.000
Reachstackers (1st/2nd delivery)	3	piece	407.000	1.221.000	3	piece	407.000	1.221.000	3	piece	407.000	1.221.000
Reachstackers (3rd delivery)	0	piece	425.500	0	2	piece	425.500	851.000	2	piece	425.500	851.000
Forklifts; 2,5t (1st delivery)	4	piece	40.000	160.000	4	piece	40.000	160.000	4	piece	40.000	160.000

Description	Qty	Unit	Unit costs (USD / unit)	2007		Unit costs (USD / unit)	2008		Unit costs (USD / unit)	2009		
				Costs (USD)	Qty		Unit	Costs (USD)		Qty	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	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)
Paved areas and roads	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
Lighting	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
Workshops	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
Rehabilitation equipment	4.001.000	10%		400.100	4.551.000	10%		455.100	4.551.000	10%		455.100
Warehouse	900.000	10%		90.000	900.000	10%		90.000	900.000	10%		90.000
Trailers/Chassis/Gooseneck	400.000	10%		40.000	515.000	10%		51.500	515.000	10%		51.500
Reefer Points	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
Reachstackers	1.221.000	12,50%		152.625	2.072.000	12,50%		259.000	2.072.000	12,50%		259.000
Forklifts	252.000	12,50%		31.500	368.000	12,50%		46.000	484.000	12,50%		60.500
Workshop equipment	100.000	12,50%		12.500	100.000	12,50%		12.500	100.000	12,50%		12.500
Trucks	325.000	20%		65.000	440.000	20%		88.000	440.000	20%		88.000
EDP	200.000	20%		40.000	200.000	20%		40.000	200.000	20%		40.000
Spareparts	210.500	100%		210.500	308.500	100%		308.500	308.500	100%		308.500
Hansepallets	157.500	100%		157.500	248.250	100%		248.250	248.250	100%		248.250
3. Operating costs				3.930.480				4.445.623				4.824.244
Personnel costs				2.383.258				2.690.099				3.038.441
Interchange guard	13	USD p. a.	7.507	97.596	15	USD p. a.	8.258	123.871	15	USD p. a.	9.084	136.258
cargo handling (stevedoring/yard/warehouse repair (workshop)	115	USD p. a.	10.010	1.151.127	115	USD p. a.	11.011	1.266.240	120	USD p. a.	12.112	1.453.423
administration	35	USD p. a.	10.010	350.343	35	USD p. a.	11.011	385.377	35	USD p. a.	12.112	423.915
administration	14	USD p. a.	8.759	122.620	16	USD p. a.	9.634	154.151	16	USD p. a.	10.598	169.566
Surcharge for social insurance and costs	1.819.281	31%		563.977	2.053.511	31%		636.588	2.319.421	31%		719.020
Material		lumpsum		73.944		lumpsum		77.642		lumpsum		81.524
Maintenance/repair / civil	7.422.100	1%		74.221	7.422.100	1%		74.221	7.422.100	1%		74.221
Maintenance/repair / mechanical	2.118.750	4%		84.750	2.118.750	4%		84.750	2.118.750	4%		84.750
Maintenance/repair / handling equipment	8.670.500	10%		867.050	10.491.250	10%		1.049.125	10.607.250	10%		1.060.725
Energy costs (cargo handling equipment)		lumpsum		55.828		lumpsum		61.411		lumpsum		67.552
Insurances	26.009.800	0,5%		130.049	27.830.550	0,5%		139.153	27.946.550	0,5%		139.733
Administration assessment		lumpsum		261.380		lumpsum		269.222		lumpsum		277.298
Total Costs				5.609.148				6.523.415				6.916.537
PROFITS / LOSS before tax				2.243.912				1.866.531				1.818.439
TAX				605.844				541.105				538.387
Corporation tax				448.782				373.306				363.688
Licence tax				157.061				167.799				174.700
Wealth tax				0				0				0
PROFIT after tax				1.638.069				1.325.426				1.280.052

Batumi, Multi Purpose Terminal												
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)
				2010				2011				2012
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	qm	30	126.000	4.200	qm	30	126.000
Demolition buildings	2.000	qm	40	80.000	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	4.510	qm	20	90.200
Preparation of the ground	47.750	qm	15	716.250	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	85.500	cbm	12	1.026.000
Land reclamation	35.000	cbm	6	210.000	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	50.000	cbm	3	150.000
Sewage and drainage	2.685	m	60	161.100	2.685	m	60	161.100	2.685	m	60	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	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	1	piece	150.000	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	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	1	piece	200.000	200.000
Rail tracks	500	m	400	200.000	500	m	400	200.000	500	m	400	200.000
Railway switches	2	oiece	18.000	36.000	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	36.500	qm	50	1.825.000
Buildings				1.250.000				1.250.000				1.250.000
Warehouse	3.000	qm	300	900.000	3.000	qm	300	900.000	3.000	qm	300	900.000
Workshop	250	qm	400	100.000	250	qm	400	100.000	250	qm	400	100.000
Office building	500	qm	500	250.000	500	qm	500	250.000	500	qm	500	250.000
Utilities				868.750				868.750				868.750
Water (fire line, fresh water)	500	m	60	30.000	500	m	60	30.000	500	m	60	30.000
Electricity	500	m	100	50.000	500	m	100	50.000	500	m	100	50.000
Lighting	47.750	qm	5	238.750	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	10	piece	5.000	50.000
Transformation building	1	piece	500.000	500.000	1	piece	500.000	500.000	1	piece	500.000	500.000
Equipment	116.000			10.247.250	0			10.247.250	0			10.247.250
Rehabilitation, phase 1	1	summary	1.875.000	1.875.000	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	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	1	summary	1.633.500	1.633.500
Replacement	1	summary	800.000	800.000	1	summary	800.000	800.000	1	summary	800.000	800.000
Reachstackers (1st/2nd delivery)	3	piece	407.000	1.221.000	3	piece	407.000	1.221.000	3	piece	407.000	1.221.000
Reachstackers (3rd delivery)	2	piece	425.500	851.000	2	piece	425.500	851.000	2	piece	425.500	851.000
Forklifts; 2,5t (1st delivery)	4	piece	40.000	160.000	4	piece	40.000	160.000	4	piece	40.000	160.000

Description	Qty	Unit	Unit costs (USD / unit)	2010		Unit costs (USD / unit)	2011		Unit costs (USD / unit)	2012		
				Costs (USD)	Qty		Unit	Costs (USD)		Qty	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)	4	piece	58.000	232.000	4	piece	58.000	232.000	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)	1	piece	115.000	115.000	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)	1	piece	98.000	98.000	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)	1	1.500 piece	90.750	90.750	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				30.547.445				30.547.445				30.547.445
PROCEEDS				9.095.407				9.474.387				9.866.553
HANDLING PROCEEDS				8.733.376				9.106.238				9.492.106
General cargo handling, total				2.967.710				2.971.322				2.976.740
Handling of bulk				4.846.100				5.136.950				5.439.000
Container handling				919.567				997.967				1.076.367
STORAGE PROCEEDS				362.030				368.149				374.446
Storage of general cargo				294.470				294.829				295.366
Container storage				67.560				73.320				79.080
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				1.913.293				1.913.293				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)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)	Qty	Unit	Unit costs (USD / unit)	Costs (USD)
				2010				2011				2012
Paved areas and roads	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
Lighting	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
Workshops	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
Rehabilitation equipment	4.551.000	10%		455.100	4.551.000	10%		455.100	4.551.000	10%		455.100
Warehouse	900.000	10%		90.000	900.000	10%		90.000	900.000	10%		90.000
Trailers/Chassis/Gooseneck	515.000	10%		51.500	515.000	10%		51.500	515.000	10%		51.500
Reefer Points	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
Reachstackers	2.072.000	12,50%		259.000	2.072.000	12,50%		259.000	2.072.000	12,50%		259.000
Forklifts	484.000	12,50%		60.500	484.000	12,50%		60.500	484.000	12,50%		60.500
Workshop equipment	100.000	12,50%		12.500	100.000	12,50%		12.500	100.000	12,50%		12.500
Trucks	440.000	20%		88.000	440.000	20%		88.000	440.000	20%		88.000
EDP	200.000	20%		40.000	200.000	20%		40.000	200.000	20%		40.000
Spareparts	308.500	100%		308.500	308.500	100%		308.500	308.500	100%		308.500
Hansepallets	248.250	100%		248.250	248.250	100%		248.250	248.250	100%		248.250
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	175.864	16	USD p. a.	12.091	193.451
cargo handling (stevedoring/yard/warehouse)	120	USD p. a.	13.323	1.598.765	125	USD p. a.	14.655	1.831.919	125	USD p. a.	16.121	2.015.111
repair (workshop)	35	USD p. a.	13.323	466.307	35	USD p. a.	14.655	512.937	35	USD p. a.	16.121	564.231
administration	16	USD p. a.	11.658	186.523	16	USD p. a.	12.823	205.175	16	USD p. a.	14.106	225.692
Surcharge for social insurance and costs	2.571.348	31%		797.118	2.901.759	31%		899.545	3.191.935	31%		989.500
Material		lumpsum		85.600		lumpsum		89.880		lumpsum		94.374
Maintenance/repair / civil	7.422.100	1%		74.221	7.422.100	1%		74.221	7.422.100	1%		74.221
Maintenance/repair / mechanical	2.118.750	4%		84.750	2.118.750	4%		84.750	2.118.750	4%		84.750
Maintenance/repair / handling equipment	10.607.250	10%		1.060.725	10.607.250	10%		1.060.725	10.607.250	10%		1.060.725
Energy costs (cargo handling equipment)		lumpsum		74.307		lumpsum		81.738		lumpsum		89.912
Insurances	27.946.550	0,5%		139.733	27.946.550	0,5%		139.733	27.946.550	0,5%		139.733
Administration assessment		lumpsum		285.617		lumpsum		294.186		lumpsum		303.011
Total Costs				7.265.711				7.718.830				8.120.453
PROFITS / LOSS before tax				1.829.696				1.755.557				1.746.099
TAX				547.847				540.599				546.551
Corporation tax				365.939				351.111				349.220
Licence tax				181.908				189.488				197.331
Wealth tax				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.	

Description	
Paved areas and roads	
Tracks and switches	
Lighting	
Office building	
Workshops	
Transformation Building	
Rehabilitation equipment	
Warehouse	
Trailers/Chassis/Gooseneck	
Reefer Points	
Security equipment	
Reachstackers	
Forklifts	
Workshop equipment	
Trucks	
EDP	
Spareparts	
Hansepallets	
3. Operating costs	
Personnel costs	
Interchange	
guard	
cargo handling (stevedoring/yard/warehouse)	
repair (workshop)	
administration	
Surcharge for social insurance and costs	
Material	
Maintenance/repair / civil	
Maintenance/repair / mechanical	
Maintenance/repair / handling equipment	
Energy costs (cargo handling equipment)	
Insurances	
Administration assessment	
Total Costs	
PROFITS / LOSS before tax	
TAX	
Corporation tax	
Licence tax	
Wealth tax	
PROFIT after tax	

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	US\$	5,0%	47.665	50.048	52.551	55.178	57.937
Energy costs (cargo handling equipment)	US\$	5,0%	35.987	37.787	39.676	41.660	43.743
Administration assessment	US\$	3,0%	200.326	206.336	212.526	218.902	225.469

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	463.400	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%
	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%
	t		0	5.816	18.536	41.535	79.308	92.344	92.162	91.980	91.798
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%
	t		193.860	272.600	359.350	454.740	559.020	602.630	649.670	700.350	755.020
Container, total	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
	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: 100-kg-barrels (15%)	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	622.094	620.865	619.637
of it: 50-kg-boxes (45 %)	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	1.246.644	1.244.187	1.241.730	1.239.273
Kontrollziffer			0	0	0	0	0	0	0	0	0
Bulk handling	USD	5,00	969.300	1.363.000	1.796.750	2.273.700	2.795.100	3.013.150	3.248.350	3.501.750	3.775.100
	t		193.860	272.600	359.350	454.740	559.020	602.630	649.670	700.350	755.020
Container handling			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
	USD	140,00	69.160	138.320	207.480	276.640	345.800	393.960	442.120	490.280	538.440
Container per move (all included), 1/3 empty	TEU		165	329	494	659	823	938	1.053	1.167	1.282
	USD	70,00	11.527	23.053	34.580	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%	40%	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	20	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%	60%	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	20	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	20	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