Unlocking Port Investment Opportunities

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November 2021

mtbs
maritime & transport
business solutions

MTBS - Maritime & Transport Business Solutions

Three Companies, Specialised in the Port Sector

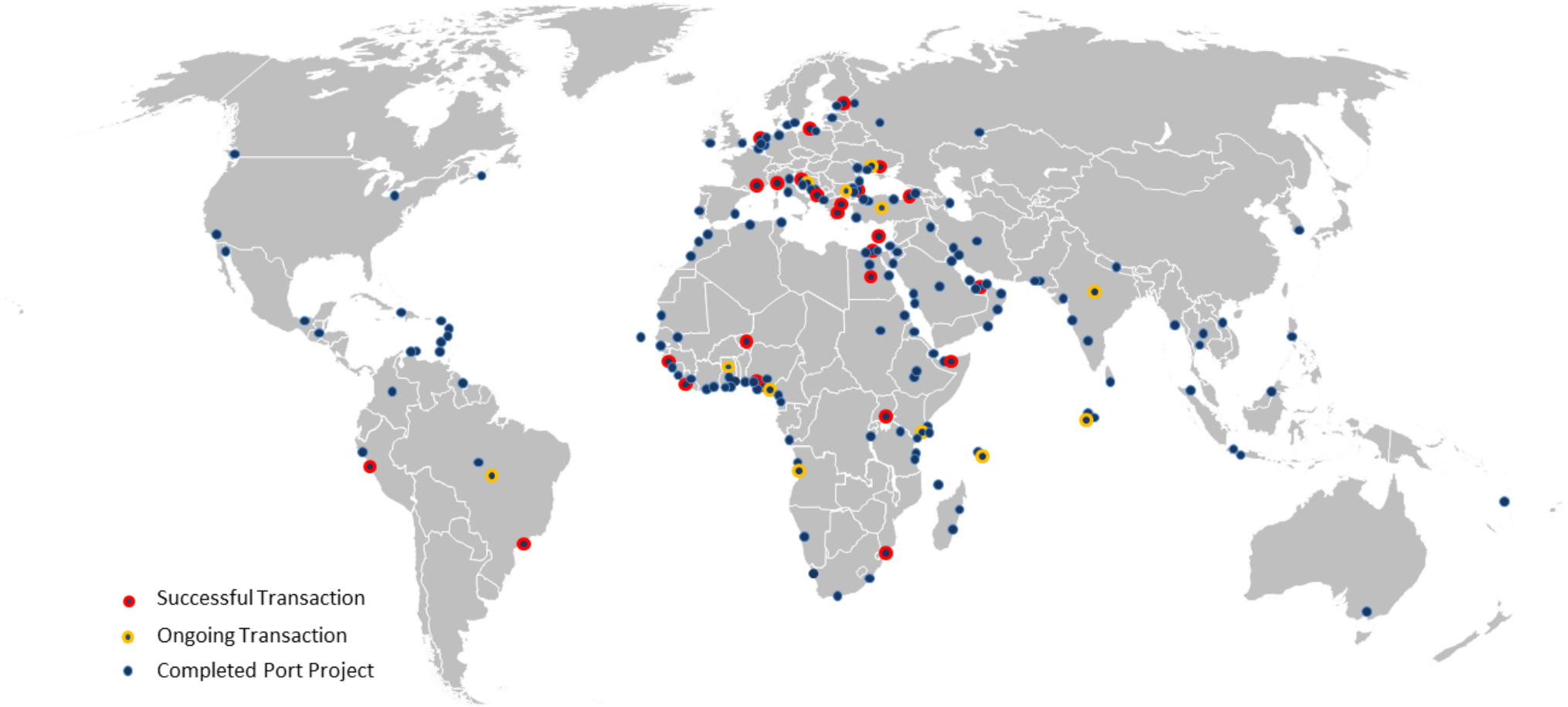
Training and Summits

Financial, Strategy & Transactions

Mergers & Acquisitions

MTBS: Maritime & Transport Business Solutions

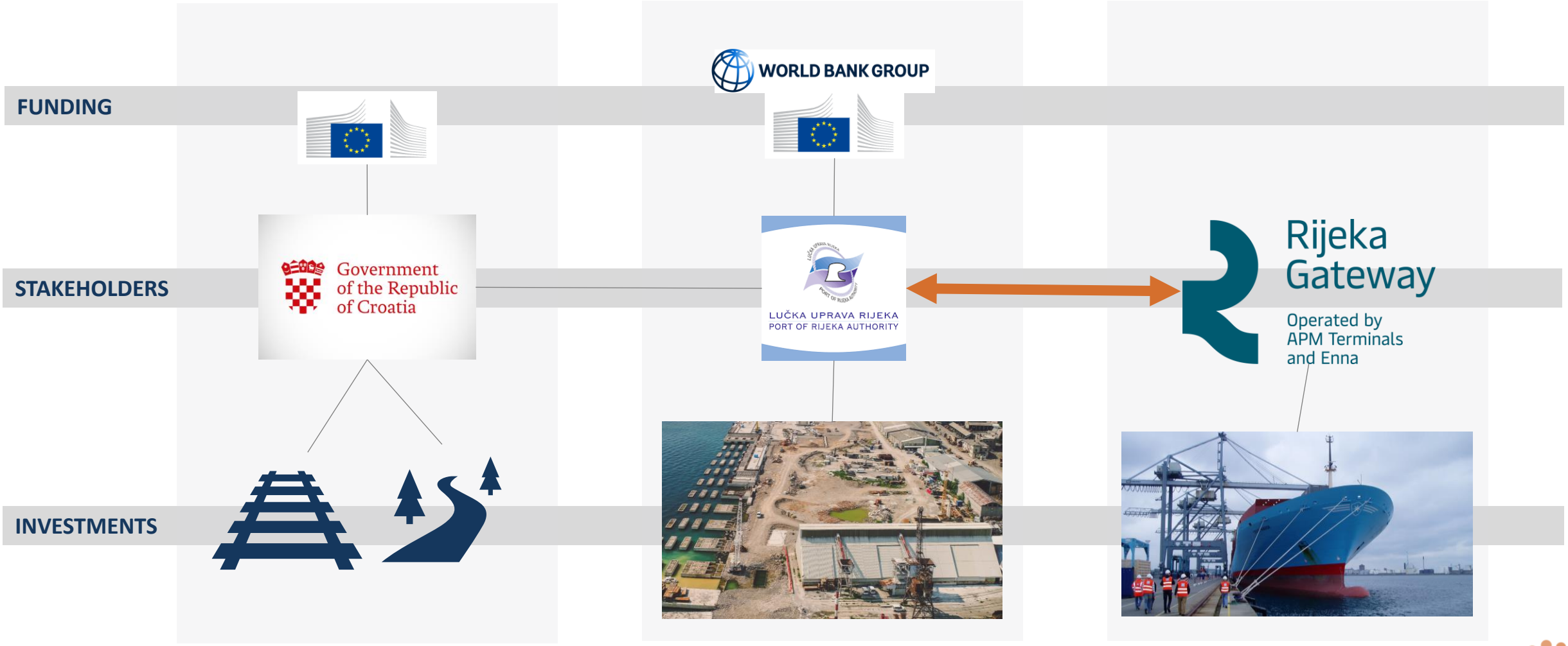
Track Record: Extensive Global Experience



Significant Diverse Portfolio - >50 Port Projects per Year - International Focus

Concession is the Leading Contract for Port Development

Latest Success: Rijeka Gateway Project



Concession is the Leading Contract for Port Development

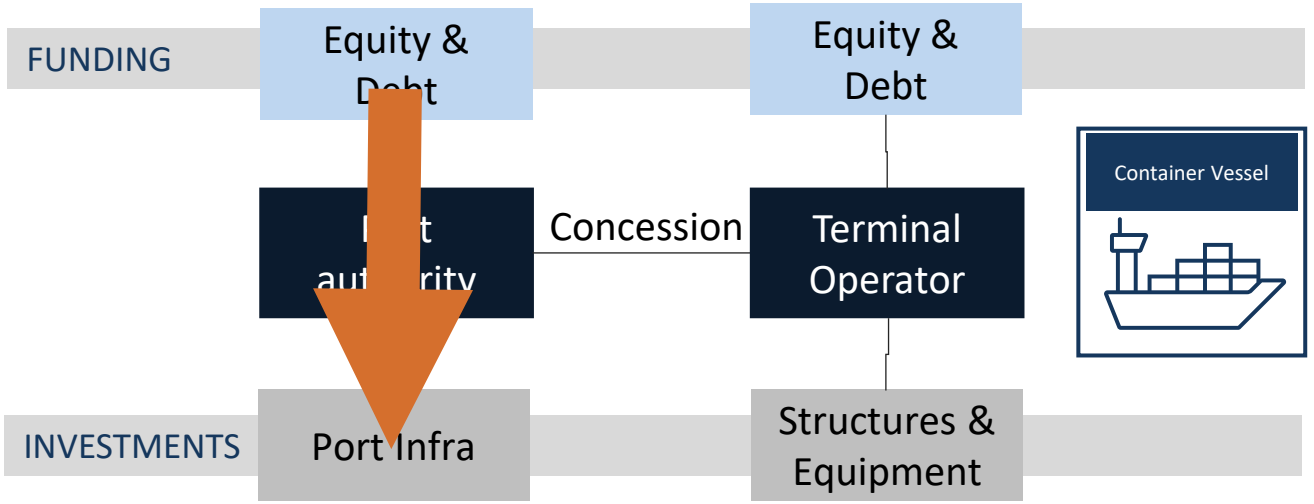
Looking at Duration …

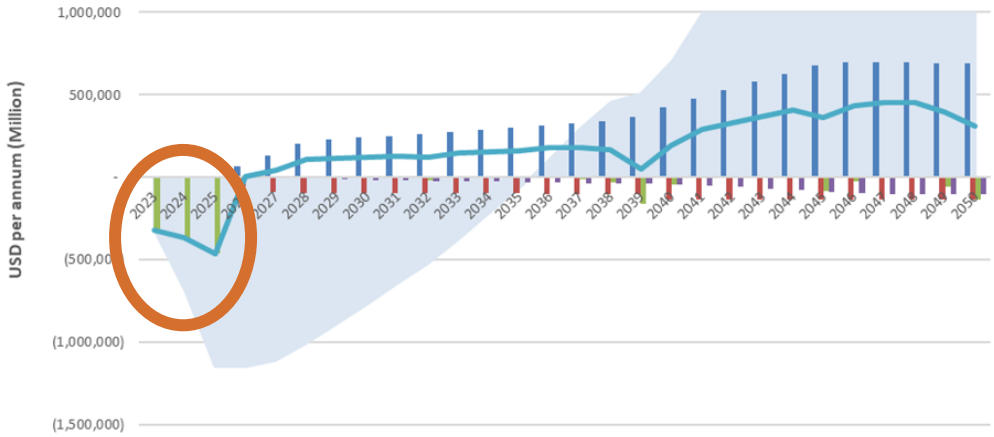
Preparation → Construction → Operations

Concession

Concession is the Leading Contract for Port Development

Looking at Duration and at the Revenue Generation





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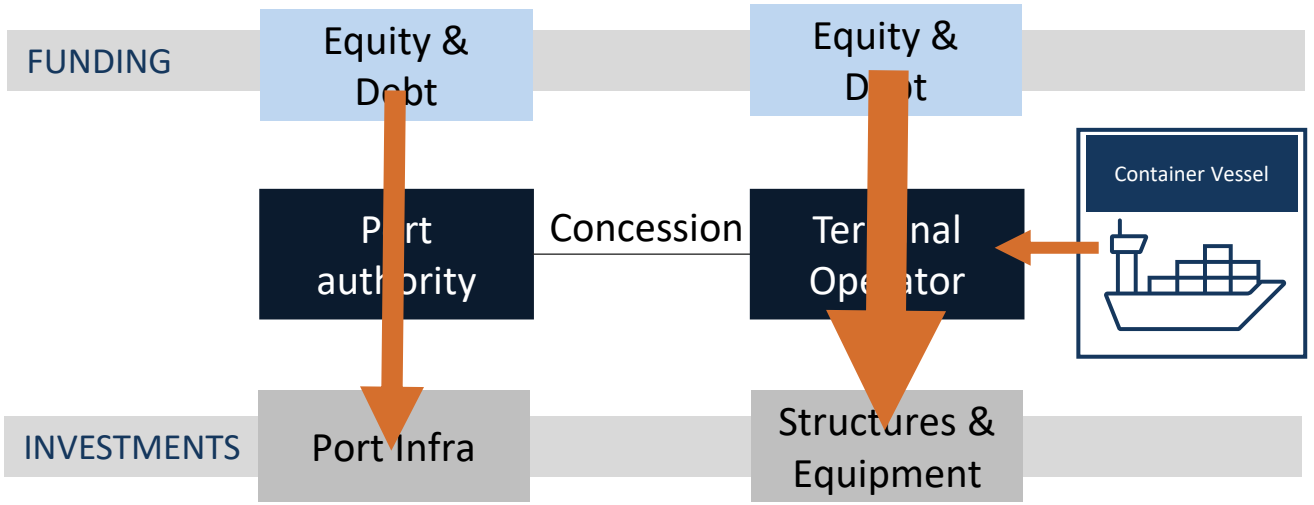

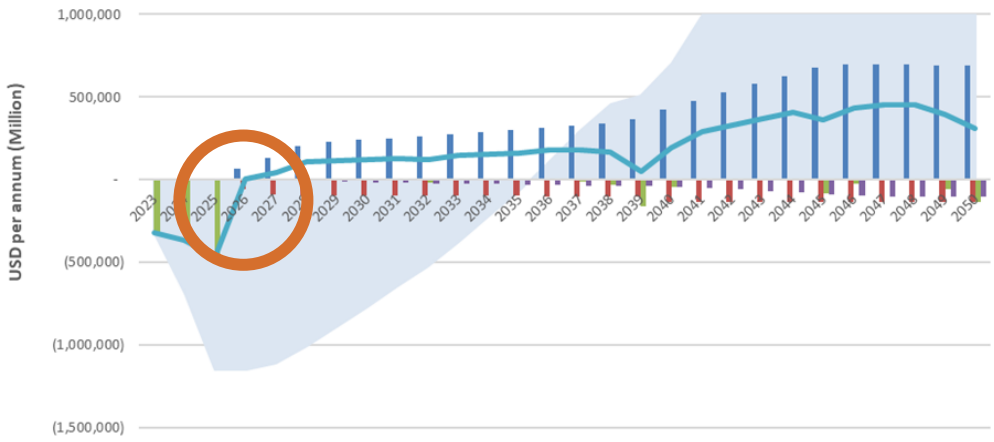

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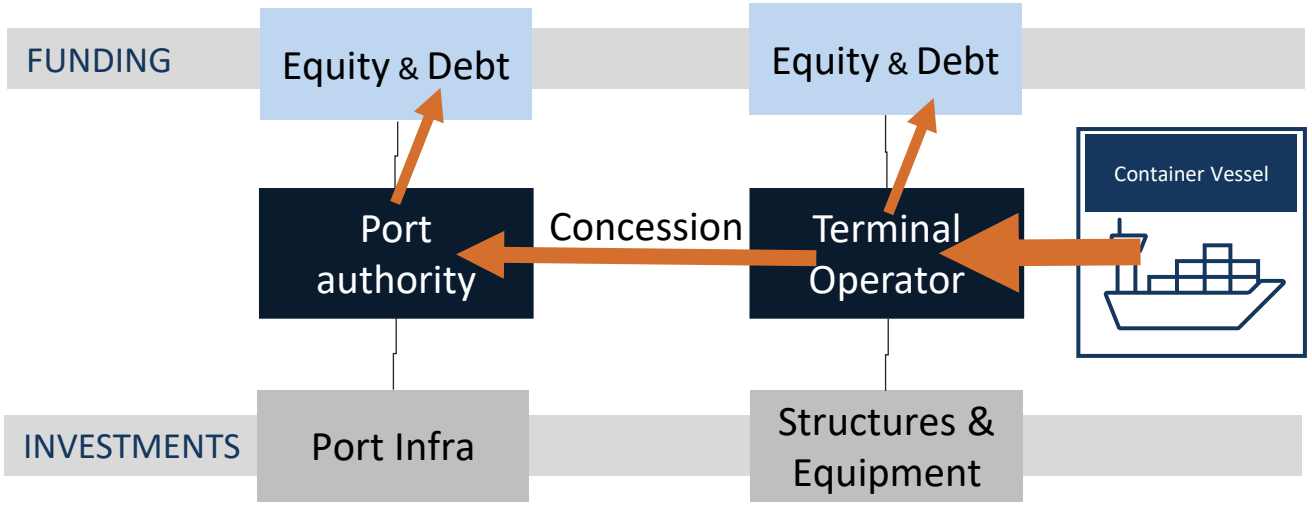

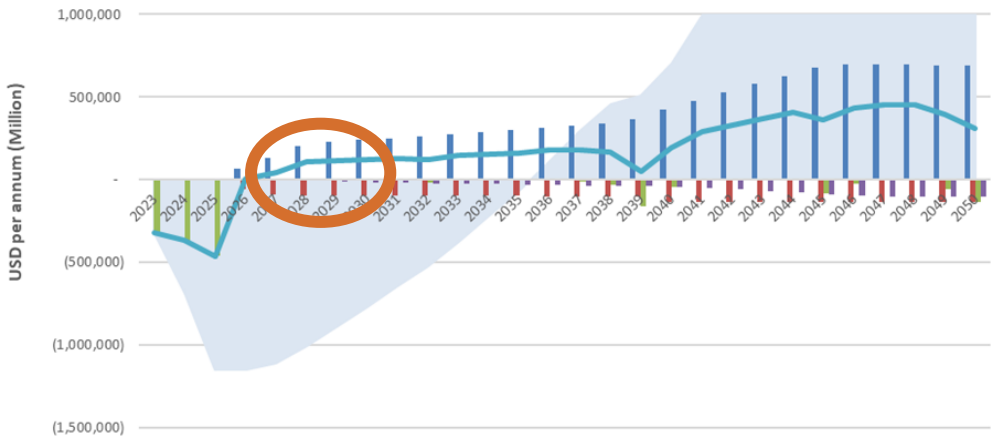

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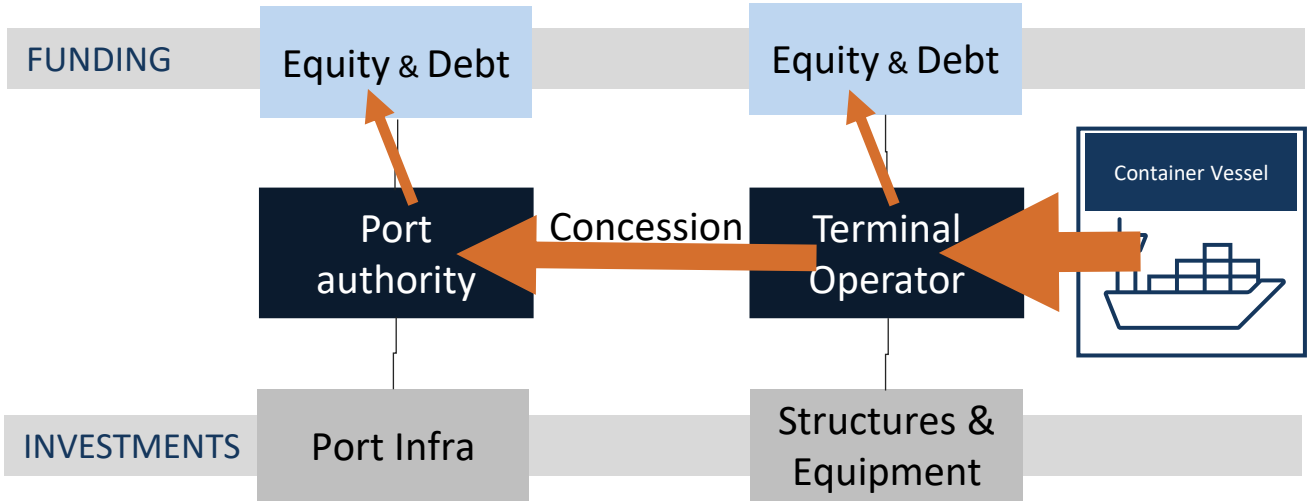

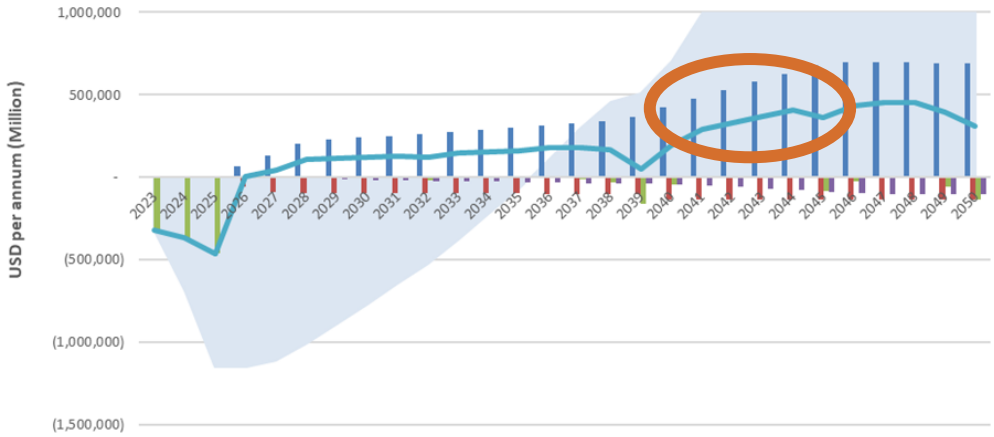

Concession is the Leading Contract for Port Development

The Business Side of the Equation can be Lacking or Lagging Behind

COMMON PITFALLS

- One-sided Focus on Building
- Limited Market Insight
- Underestimate Liabilities

Concession is the Leading Contract for Port Development

Implications and Ways to Enhance Value

Implications

- Invest in Preparation
- Mandated Leaders on Board
- Integration of Project Contracts

Foundation

- Masterplanning
- Feasibility
- Scoping

Preparation → Decisions → Committed Transaction Process

Elaboration

- Structuring
- Business Case Driven Contracts
- Bid Evaluation Parameters

Transaction Implementation

- Market/Bidders' Input
- Bankable Concession at Final Bid
- Credible Commitments

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MTBS

Our Mission: Unlocking Value in the Maritime & Transport Industry

On the interface of land and water, positioned between public and private interests, ports are the most strategic nodes in global transport network. Therefore, MTBS believes that ports offer a unique value proposition. It is the mission of MTBS to unlock and protect this value by offering its clients entrepreneurial business solutions and creating the quality profits they seek.

Strategy

Organisational Reform & Alignment
Institutional & Regulatory Change
Public Private Partnerships
Value & Business Strategy
Port Sector Reform
Port Policy

Valuation

Risk Valuation, Allocation & Mitigation
Project Structuring & Packaging
Financial Modelling & Analysis
Value Creation & Protection
Business Case
Feasibility

Financing

Project Finance
Financial Structuring
Merger & Acquisition
Investment & Divestment
Due Diligence, Procurement of Finance

Transaction

Legal Solutions
Transaction Strategy
Transaction Management
Documentation & Contracts
Tendering & Negotiated Solutions Financial Solutions

Guiding Principles

Industry Best Practice
- Knowledge leadership
- State-of-the-art techniques
- Vast international experience

Creation of Value
- Create & protect value
- Quality profits
- Entrepreneurial business solutions

Ease of Implementation
- Realization driven
- Focus on client context
- Implementable project deliverables

Port Finance International
an MTBS company

Training & Summits

mtbs

Financial & Strategy

mtbs M&A

Mergers & Acquisitions

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Closed Transactions

MTBS – Ready to Enhance our Footprint in the Years Ahead!

Merger & Acquisition - Equity

Commercial Advisor
Port of Chancay
Peru
Financial & Commercial Due Diligence for
COSCO SHIPPING
for the acquisition of 60% of shares in
TPCH Terminales Portuarios Chancay
Equity Deal Size USD 225 million
2019

Commercial Advisor
China Merchants Port Holdings
Buyer's Due Diligence
招商局港口控股有限公司
for the acquisition of 90% of
tcp
CMPort's first investment in Latin America
Deal size USD 925 million
2017

Commercial Advisor
Port of Vado Ligure, Italy
Commercial advisory to
COSCO
COSCO Group & Qingdao Port International
For the acquisition of 49.9% shares in Vado Holding
deal size EUR 66.1 million
2016

Transaction Advisor
Berbera Port Authority
Somaliland
Privatisation of Marine Services Berbera Port
THE WORLD BANK
Corporatisation and Concession Implementation Advisory Services
Deal size 10 million USD
2017

Transaction Advisor
Container Terminal
Port of Limassol, Cyprus
Bid preparation for
EUROGATE
INTERORIENT East Med Holdings S.A.
Winning bid
Deal size confidential
2015 - 2016

Commercial Advisor
Port of Piraeus, Greece
Commercial advisory to
COSCO
COSCO Group
For the acquisition of 67% shares in Piraeus Port Authority
deal size EUR 368.5 million
2016

Commercial Advisor
Kumport, Turkey
Commercial advisory to
Pacific
For the acquisition of shares in the terminal
Deal size confidential
2014-2015

Transaction Advisor
Port of Bar, Montenegro
Bid preparation for
GLOBAL PORTS HOLDING
for the acquisition of
CONTAINER TERMINAL AND GENERAL CARGO - BAR
Deal size EUR 35 million
2013

Financial Advisor
DCT Gdansk S.A.
Poland
Concession Expansion Deepwater Container Terminal Gdansk
DCT GDANSK SA
Bankable Financial Model PIM
Deal size: 200 million EUR
2012-2013

Concessions

Transaction Advisor
Port of Olvia
Ukraine
Transaction Advisory Services for
SPILNO European Bank IFC USPA
Strategic and Financial Advisory for the Second Port PPP Transaction in Ukraine
35-year Concession Awarded to
QTERMINALS
Deal Size USD 123 Million
2020

Transaction Advisor
Kherson Sea Commercial Port
Ukraine
Transaction Advisory Services for
SPILNO European Bank IFC USPA
Strategic and Financial Advisory for the First PPP Transaction in Ukraine
30-year Concession Awarded to
RISOIL S.A. Georgian Industrial Group
Deal Size USD 15 Million
2020

Financial Advisor
Anaklia Development Consortium
Georgia
Master Concession
Anaklia Development Consortium
Investment agreement between Government of Georgia and ADC
Committed investments 2.5 billion USD
2017

Transaction Advisor
Port de Sète
France
Concession of the Container and Multipurpose Terminal
Établissement Public Régional Port de Sète Sud de France
Concession awarded to
P&O Ports
Deal size confidential
2017

Financial Advisor
Port of Antwerp
Belgium
Support Financial Analysis and Business Cases
Port of Antwerp
Concession awarded to Aqualiner
Deal size EUR 15 million
2017

Transaction Advisor
Dry Port, Niger
Transaction Advisory Services to
IFC International Finance Corporation
REPUBLIQUE DU NIGER
for the concession of
La Concession globale du Port Sec de Dosso et de son antenne à Niamey
Deal size confidential
2014

Financial Advisor
Multi purpose Terminal East-2 Concession
Burgas, Bulgaria
Bid Preparation
Navibulgar
NAVIGATION MARITIME BULGARE
Winning Bid
Deal size: EUR 100 million
2011

Transaction Advisor
Tallinn Port Authority
Estonia
Muuga Container Terminal Concession
PORT OF TALLINN the port that ships love
Concession awarded to
RAIL GARANT GROUP OF COMPANIES
Deal size EUR 100 million
2010-2011

Financial Advisor
Port of Rotterdam Authority
The Netherlands
Maasvlakte 2
Greenfield Container Terminal Development
Port of Rotterdam
Concession awarded to:
RWG DP WORLD HMM NOL APL CMA CGM
2006-2007

Lenders Advisory

Financial Advisor
Port of Nouakchott
Islamic Republic of Mauritania
Lender's Due Diligence for
AFC
for the provision of a project finance loan
Project sponsors:
ARISE mercian
Loan size: USD 160 million
Project size: USD 320 million
2019

Financial Advisor
Port of Tekirdağ
Republic of Turkey
Lenders' Due Diligence for
ICBC 中国工商银行
for the provision of a project finance loan for
CEYNAK
Loan size USD 35 million
2018

Financial Advisor
King Abdullah Port
Kingdom of Saudi Arabia
Lenders' Due Diligence for
anb SABB
for the provision of an Islamic Bank Loan for
ميناء الملك عبدالله King Abdullah Port
Loan size USD 720 million
2015-2016

Financial Advisor
Lekki Port
Lender's Market Consultant and Financial Advisor to:
Standard Chartered
International Container Terminal Services, Inc. Tolaram Group
Finance: $800 million
Project size: $1.5 billion
2012-2013

Financial Advisor
Project Finance
Oando Mid-Stream Jetty
Apapa, Lagos, Nigeria
Oando FBN Capital ECOBANK DEVELOPMENT CORPORATION INVESTMENT BANKING
Market and tariff forecast
Financial model
Risk assessment
Deal size confidential
2011

Financial Advisor
Project Finance Access Channel
Maputo, Mozambique
for
Standard Bank South Africa
Standard Bank
DP WORLD GRINDROD LIMITED
Deal size confidential
2010

Financial Advisor
West Africa Container Terminal
Onne
Nigeria
EMERGING AFRICA INFRASTRUCTURE FUND
Lifting Global Trade.
APM TERMINALS
Dealsize confidential
2004

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Thank you

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