BEST PRACTICES:
of multimodal logistics to Belorussia and CIS countries ex Riga Commercial Port
Presentation topics

1. RIGA COMMERCIAL PORT (RTO) company profile
2. RIGA CONTAINER TERMINAL (RIGACT) profile
3. Multimodal connections, logistics practices
5. Bulk containerization solutions by RIGACT
RTO- Basic data

The leading investor, developer and operator of port assets and transportation related companies in the Republic of Latvia

RTO vision is to build up the largest independent transport enterprise in the Republic of Latvia

RTO mission is to accommodate, develop and secure Eurasia freight flows, by providing an efficient and sustainable infrastructure in Riga port with flexible and integrated - domestic and international, transport solutions and services

- Consolidated revenues: 155 million EUR (2011)
- Number of employees: 930
- Total port area: 140 hectares
- Main business units:
  - Stevedoring
  - Railway
  - Port infrastructure development
RTO - Layout/market share in Riga Port

- Distribution of cargo turnover in Port of Riga
  - Rigas Centrālās terminals 26%
  - Strek 14%
  - BLB Baltijas Terminals 11%
  - Naftimpeks 6%
  - Baltic Container terminal 8%
  - Rigas universālais terminals 7%
  - Alpha osta 5%
  - KS Terminal 3%
  - Lacon 3%
  - Others 15%
  - Magnat Group 2%
RTO- business units

- **Stevedoring:** 26% of Market Share in Riga port (10Mt):
  - Riga Central Terminal – general cargoes in bulk, (8.8Mt in 2011)
  - Riga Container Terminal – containers and general cargoes (35’000 TEU and 73’100 tons in 2011)
  - Rīgas Ostas Elevators – grain (635’000 tons in 2011)

- **Railway:**
  - Rail spedition services: The largest bulk cargo (coal) forwarding company in Latvia - Skonto Metals
  - Largest private railway company in Latvia: Baltijas Tranzita Serviss (appr.25 locomotives)

- **Greenroad developments:**
  - Riga Coal Terminal – in cooperation with Russian investors (capacity up to 10Mt/year, investments EUR 70M)
  - Riga Fertilizer Terminal – in cooperation with Uralchem (capacity up to 2Mt/year, investments EUR 45M)

- **Brownroad developments:**
  - Redevelopment of Riga Central Terminal facilities as specialized container terminal (Riga Container Terminal).
Basic information on RIGACT

- **Title:** Riga Container Terminal
- **Registered:** 17 August Year 2009
- **Statue capital:** 220’000 LVL
- **Basic activity:** Containers and general cargo handling
- **Operations area:** Riga Commercial Port territory
- **Legal address:** Eksporta Street 15 k-1, Riga, LV-1045, Latvia
- **Employees:** 58
- **Services:**
  - General /Container handling
  - Custom brokerage
  - Railway /Deep-sea forwarding
Cargo turnover volumes of RIGACT

Container turnover per TEU/year

<table>
<thead>
<tr>
<th>Year</th>
<th>TEU</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>21793</td>
</tr>
<tr>
<td>2010</td>
<td>26078</td>
</tr>
<tr>
<td>2011</td>
<td>35000</td>
</tr>
<tr>
<td>2012*</td>
<td>47000</td>
</tr>
</tbody>
</table>
Container Handling Services

**Terminal operations**
- Container handling (ship; truck; rail)
- Container DEPO facilities
- IMO container handling
- Reefer container handling/storage 20 plugs (can be expanded up to 240 plugs)

**Special container services**
- Container repairing
- Containerized bulk cargo stuffing/unstuffing
General Cargo Handling Services

**General cargo handling and warehouse storage facilities**
- General cargo handling (containers; truck; rail)
- Specialized open air and covered rail ramps
- OOG handling
- Closed and open storage areas
- Cargo lashing and securing, lashing technology expertise
- Fitosanitary cargo handling

**Customs formalities, sea and rail forwarding**
- Customs broker services
- All EU custom formalities (T1, TIR, EXA, IM7, etc.)
- CMR preparing
- Rail tariff payments and deep sea forwarding
Terminal sea connections 2013

Liner operations RIGACT 2013:
- CMA/CGM
- MANNLINES

Liner deport stocks in RIGACT 2013:
- Maersk
- MSC
- CMA/CGM
- APL
- SAMS SKIP
- VAN DIEREN
- Mc Andrews
- WEC Lines
- SRR
Terminal rail connections 2013

Railroad services:
- Riga - Kazakhstan / Uzbekistan – block train;
- Riga - Turkmenistan / Afghanistan (Eurasian Bridge) – block train;
- Moscow/ Kaluga (Riga EXPRESS) – shuttle train.

<table>
<thead>
<tr>
<th>Departing from Riga</th>
<th>Single container (Days)</th>
<th>Block train (Days)</th>
<th>Distance (km)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Almaty</td>
<td>14</td>
<td>8</td>
<td>5018</td>
</tr>
<tr>
<td>Bishkek</td>
<td>13</td>
<td>7</td>
<td>4744</td>
</tr>
<tr>
<td>Chukursay/Tashkent</td>
<td>13</td>
<td>7</td>
<td>4326</td>
</tr>
<tr>
<td>Dushanbe</td>
<td>17</td>
<td>9</td>
<td>5416</td>
</tr>
<tr>
<td>Termez/Hairatun</td>
<td>20</td>
<td>15</td>
<td>5563</td>
</tr>
<tr>
<td>Ashgabat</td>
<td>16</td>
<td>8</td>
<td>4672</td>
</tr>
<tr>
<td>Atyrau</td>
<td>12</td>
<td>6</td>
<td>3382</td>
</tr>
<tr>
<td>Aktobe</td>
<td>10</td>
<td>5</td>
<td>2766</td>
</tr>
<tr>
<td>Aktau</td>
<td>13</td>
<td>6</td>
<td>3960</td>
</tr>
</tbody>
</table>

Railway transit time from terminal to terminal
Technical Equipment

REACHSTACKERS x4 (45t)

MOBILE HARBOUR CRANE x1 (105t), PORTAL CRANE X2(42,45T)

DEVELOPMENT:
2 PORTAL CRANES FITTED WITH AUTOMATIC SPREADERS WITH LIFTING CAPACITY 100 t. EACH ARRIVE MID 2013
Technical Equipment

Own shunting locomotives x 3

Forklifts x 10 (1.5-25t)

DEVELOPMENT:
SPECIAL TECHNOLOGY FOR BLOCK TRAIN PROCESSING AND LOGISTICS INTEGRATION
Technical Equipment

Terminal Tractors x3

Terminal Operations System SOLVO

DEVELOPMENT:
EXTRA 2 TERMINAL TRACTOR ARRIVES NOVEMBER 2013
CONTAINER ADDRESSES, POSITIONING, WEB BASED SYSTEM, DATA INTERCHANGE
RIGACT technical parameters

<table>
<thead>
<tr>
<th>INFRASTRUCTURE</th>
<th>2011</th>
<th>2012-2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nominal capacity</td>
<td>50,000 TEU</td>
<td>110,000 TEU</td>
</tr>
<tr>
<td>Simultaneous storage</td>
<td>4,000 TEU</td>
<td>6,000 TEU</td>
</tr>
<tr>
<td>Warehouses*</td>
<td>12’801 m²</td>
<td>20’000 m²</td>
</tr>
<tr>
<td>Yards</td>
<td>68’100 m²</td>
<td>81’600 m²</td>
</tr>
<tr>
<td>Berth</td>
<td>190 m/10.5m</td>
<td>430 m/10.5m</td>
</tr>
<tr>
<td>Dedicated container rail</td>
<td>410 m</td>
<td>1’800 m</td>
</tr>
<tr>
<td>Ro Ro yard</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

* 3 level 18 000 m² warehouse available in addition
Infrastructure 2013
Infrastructure 2015-2017

- Specialized container berth 1000m for vessels up to 7000 TEU with ship to shore cranes
- Block train access roads for 10’000m
- Container yards for 30’000 TEU storage
- Extensive distribution centre for 230’000m²
- Ro Ro ramp and yard for 230’000m²
- Extensive warehousing for bulk in containers stuffing
Infrastructure 2015-2017
RIGA CONTAINER TERMINAL – INTEGRATED SEA-RAIL SOLUTIONS FOR LOGISTICS & DISTRIBUTION
Logistics Services concept: distribution hubport

Logistics solutions for servicing European cargoes via Riga to East (Russia, CIS, Middle East) or vice versa:

• Regular feeder connection between Hamburg, Rotterdam to Riga and vice versa.

• Distribution ex Riga via rail/truck to hinterland hubs:
  – Russia (Moscow, St. Petersburg, etc.);
  – CIS (Belarus, Kazakhstan, etc.);
  – Middle East (Afganistan).

• Processing Customs for Export/Transit cargo for further dispatch to hinterland.

2013.10.15. Riga Container Terminal LLC
Sea mode ex Rotterdam
Conditions of tariff

- Freight rates are based on FOT – FOT terms what means all the basic local/ Customs and Terminal handling charges are already included in the freight rate.
- Average cargo transit time 4 days.
- Service available for 20’/40’ and 45’ both SOC (shipper owned) or COC (carrier owned) containers in order to ensure the best cost/freight ratio.
Sea mode ex Hamburg
• Freight rates are based on FOT—FOT terms what means all the basic local/ Customs and Terminal handling charges are already included in the freight rate.
• Average cargo transit time 4 days.
• Service available for 20’/40’ COC (carrier owned) containers.

Conditions of tariff
Container block train services to Moscow

Riga Container Terminal LLC

2013.10.15
Container train service to Belorussia
Conditions of tariffs

- Block Train Service schedule is based on the feeder vessel arrivals as the majority of the cargo is coming by sea.
- Fixed transit time (in average 72h).
- Customs clearance at rail station in Moscow (no Customs warehouse needed).
- Flexible local delivery. The consignee can plan how many containers he/she would like to receive per day.
- Cheap storage cost at Rail terminal in Moscow.
- Tariffs for other rail services to other destinations are available on request.
Container train service to CIS and Middle East
Container train service to CIS and Middle East – service conditions

Container train services to middle east and back:

- THC in RIGACT;
- Short-term storage in RIGACT;
- Transportation documentation processing;
- Transit Customs formalities on the borders (CH/KZ,RU/KZ, BY/RU, RU/LV, BY/LV etc.);
- Supply of railway platforms;
- Usage of 20'/40'/45' SOC and COC containers;
- Rail freight;
- Tariff rates available on request.
Container delivery by truck ex-Riga
Tariffs and conditions

• Conditions of tariff:
  – Delivery of full container to the address indicated (doors delivery);
  – Return of empty container;
  – Customs documentation (TIR);
  – Container weight is not exceeding 20 tons as per Russian traffic regulations;
  – 24h laytime included.
  – Rates to other destinations are available on request.
RIGA CONTAINER TERMINAL – case examples of containerisation of bulk and general cargoes
Technical carbamide (Urea)

- 2000 tons.
- Arrives by mineral wagons (31 wagon) with mechanized control wheel
- Stuffing in big bags
- Processing of 6 wagons per day
- Storage of cargo at warehouse
- Loading of big bags on a vessel in 36 hours counting from notice of readiness for acceptance of vessel.
- Observance of all norms of cleanliness of tare and quality of goods during the stuffing.
Kazakh ferrochrome in bulk

- 1800 TEU monthly volume
- Containers and cargo undergo full cycle of cargo processing on distribution hub:
  - Arrive in containers by rail, leave by ship
  - Discharging to warehouse, storage, graded
  - Being stuffed in big bags, loaded to trucks/cntrs
  - Loaded on vessel in bulk
  - Loaded from rail containers to sea containers
  - Sorted/sampled as per grades
Russian peas in bulk stuffing in containers to India

- 53 TEU dispatched directly to container vessel
- 1500 metric tons processed/fumigated
- Containers are held on special chassis and filled in grain silo
- Timber bukl heads installed in container
Belarussian timber being stuffed in containers for China

- Monthly around 480TEU
- Timber arrives by rail
- Logs are unloaded to the site
- Timber is stuffed in 40’HC/DV containers
- Loaded to container vessel
Stuffing of Russian anthracite in containers to India

- 28 TEU dispatched to India
- Cargo is secured in containers by liner bags and wooden shields
- Loaded in bulk 27 tons per container
Ferrous bulk mill scales to China

- 7000 MT (259 TEU) dispatched to China
- Cargo arrived by rail
- Loaded from yard to container with mobile equipment
Handling of general cargoes (synthetic rubber and paper on pallets)

- Arrive by rail/land from Russia
- Stuffed in trucks/containers
- Shipped to Western Europe, Asia, America
- Total volume 2000 mt per month
Handling of OOG tires

- Arrival by r/w or truck from Belarus
- Reloading by portal crane to Open Top containers
- Loading and lashing is performed according to technical reglaments.
Belaz & Komatsu

- Arrival by r/w or truck from Belarus
- Reloading by portal crane to containers.
- Loading and lashing is performed according to technical regulations.
Handling of general cargoes (synthetic rubber and paper on pallets)

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WELCOME TO RIGACT!

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