

INVESTMENT TEASER

PORT OF GDANSK CARGO LOGISTICS SA

Prepared by
Port of Gdansk Authority SA

GDAŃSK - MARCH 2014

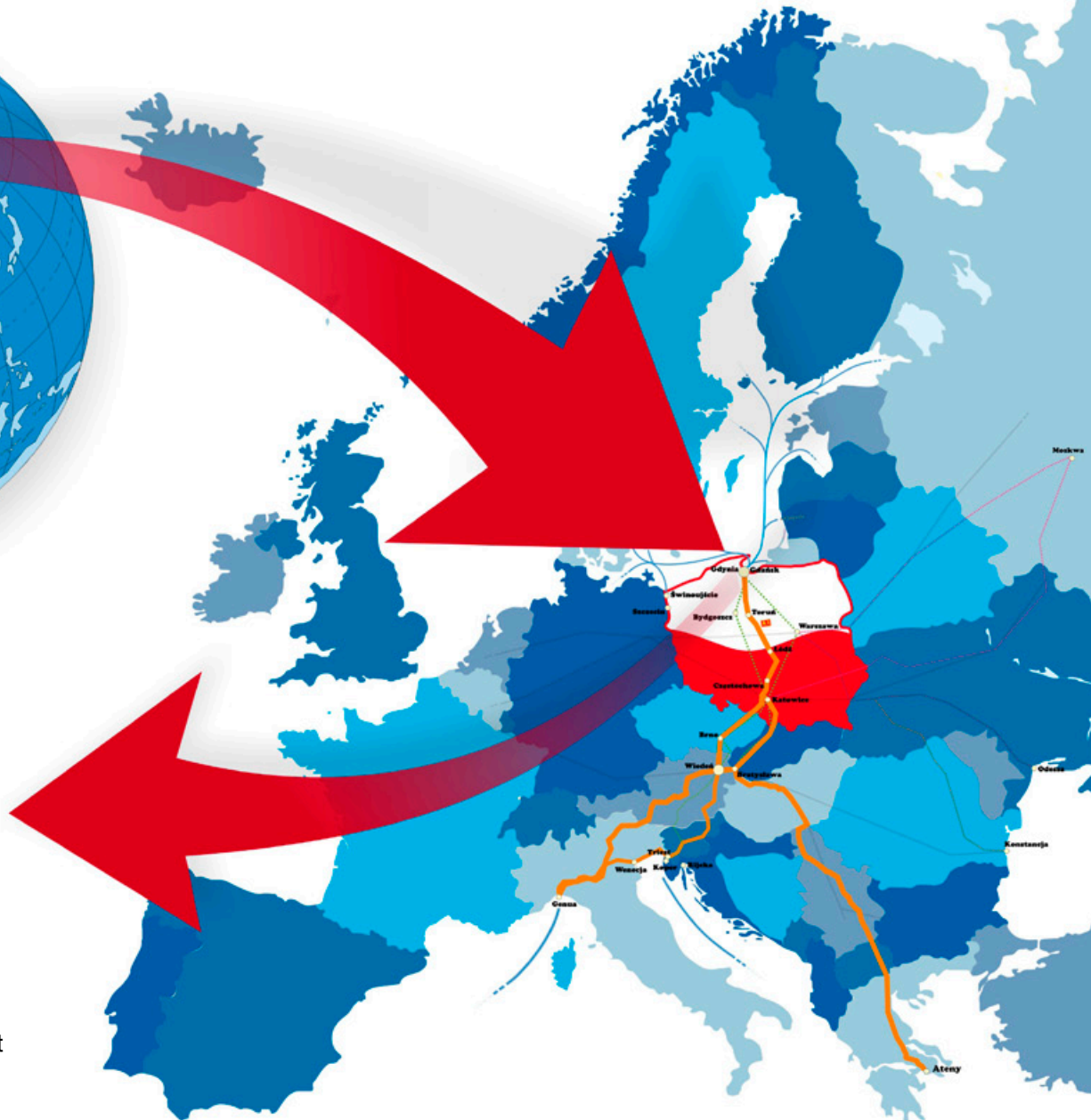
PORT 
GDAŃSK



Port of Gdansk Authority SA as the proprietor of Port of Gdansk Cargo Logistics SA decided to transfer the whole block of its shares.

A notice of commencing a public procedure for selecting the shares transferee will be published in the media and at www.portgdansk.pl on 31 March 2014.

We expect that the time limit for submitting provisional bids will total about six weeks following the date of the notice.



PORT 
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Port of Gdansk Cargo Logistics SA is based in the Port of Gdansk, the largest Poland's port and one of the largest ports in the Baltic Sea.

General information about the Company

Name and address:

PORT OF GDANSK CARGO LOGISTICS SA
[Polish name for registration purposes: PORT GDAŃSKI EKSPLOATACJA SA, a joint-stock company under Polish law] having its registered office in Gdańsk, ul. Roberta de Plelo nr 6, 80-548 Gdańsk.

Legal status:

A joint-stock company entered in the Register of Entrepreneurs of the National Court Register under no. 0000365475 in the District Court Gdańsk-Północ in Gdańsk, 7th Commercial Division of the National Court Register.
NIP [Taxpayer Identification Number]: 583-000-47-74,
REGON [National Official Business Register]: 190562236,

Share capital totals PLN 14,571,900.00 and is divided into 291,438 registered shares.

Current composition of the Board of Port of Gdansk Cargo Logistics SA:

- Ms Maria Kowalewska-Koska – President of the Board,
- Mr Karol Bowżyk – Member of the Board.

Current composition of the Supervisory Board of Port of Gdansk Cargo Logistics SA:

- Mr Marcin Frymark – Chairman,
- Mr Czesław Nowak,
- Mr Tadeusz Zakrzewski.

Port of Gdansk Cargo Logistics provides operator services, most notably cargo handling services for maritime industry and warehousing services for cargo delivered to the port by sea, road and rail.

The major business partners of PGCL SA include ship owner's agents, freight forwarders, exporters, importers and shipping companies.

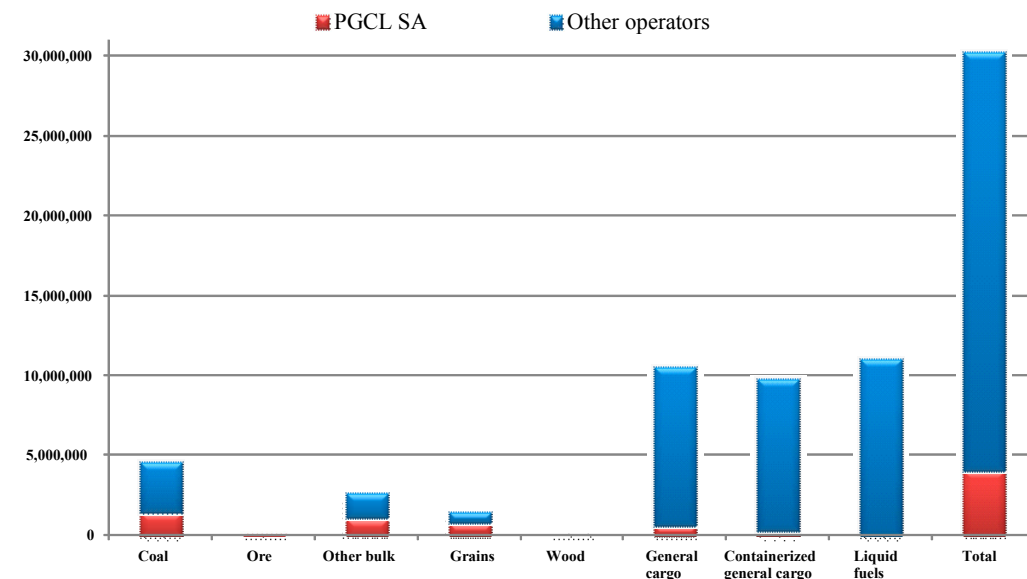
Investment objective

Port of Gdansk Authority SA wishes to sell the whole block of shares in PGCL SA to an investor that will become involved in building the Company's strategy and will develop the market for services offered by the Company.

PGCL is the largest cargo handling company in the Inner Port.

PGCL's handling operations in the last three years amounted to 3.7-4.0 million tonnes. In 2013, the Port of Gdansk handled 30,259,295 tonnes of cargoes and PGCL SA — 4,053,178 tonnes whereas the structure (in tonnes) of the turnover and the share of PGCL SA in the Port of Gdansk handling operations were as follows:

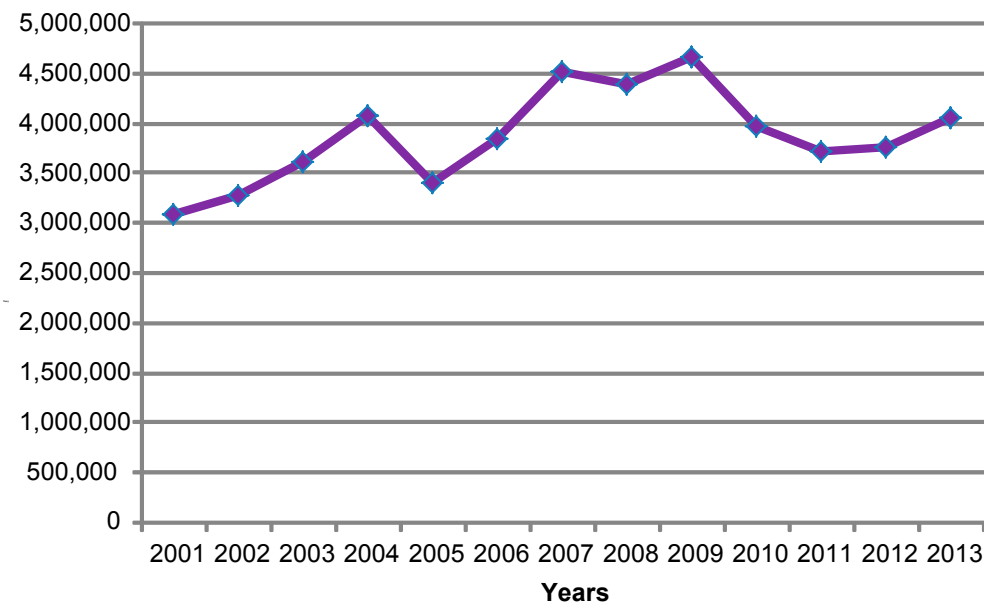
Cargo	Handling operations (tonnes)		Share of PGCL in total handling operations (%)
	Port of Gdansk total	PGCL	
Coal	4 589 254	1 491 997	32.51
Ore	12 415	12 415	100.00
Other bulk	2 637 963	1 091 745	41.39
Grains	1 479 443	772 911	52.24
Wood	-	-	-
General cargo	10 513 937	676 770	6.44
incl. containerized general cargo (tonnes)	9 745 259	294 082	3.02
containerized general cargo (TEU)	1 177 623	26 392	2.24
Liquid fuels	11 026 283	7 340	0.07
TOTAL	30 259 295	4 053 178	13.39



Cargo group / Years	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Fuels	0	720	6 500	0	0	0	54 315	2 491	15 971	15 564	9 454	8 260	7 340
Coal	808 878	896 750	772 200	982 876	718 111	622 000	511 763	831 364	1 272 906	878 228	759 055	917 640	1 491 997
Other bulk	357 600	356 413	402 100	502 762	793 831	1 229 000	1 490 938	1 090 526	1 038 211	1 038 467	1 432 925	1 222 056	1 091 745
Ore	108 300	65 126	98 700	46 840	35 754	23 500	30 699	30 280	16 197	10 423	11 101	16 202	12 415
Grains	282 700	250 256	191 200	185 222	177 669	260 000	501 272	426 515	679 053	632 801	513 776	646 843	772 911
General cargo	1 535 534	1 705 105	2 152 100	2 358 475	1 670 304	1 709 000	1 938 166	2 000 480	1 632 347	1 406 005	994 288	947 052	676 770
incl.: GTK /tonnes	195 828	191 611	192 772	413 967	688 750	753 685	805 028	732 215	823 102	649 313	495 315	345 533	294 082
Total PGCL	3 093 012	3 274 370	3 622 800	4 076 175	3 395 669	3 843 500	4 527 153	4 381 656	4 654 685	3 981 488	3 720 599	3 758 053	4 053 178
PG handling operations	17 812 893	17 371 401	21 292 996	23 314 926	23 341 022	22 407 129	19 826 332	17 781 002	18 862 891	27 182 097	25 305 488	26 898 136	30 259 295
PGCL share in total handling operations (%)	17.36	18.85	17.01	17.48	14.55	17.15	22.83	24.64	24.68	14.65	14.70	13.97	13.39

A statement of handling operations by cargo groups in 2001-2013 has been presented in the table and on the graph below.

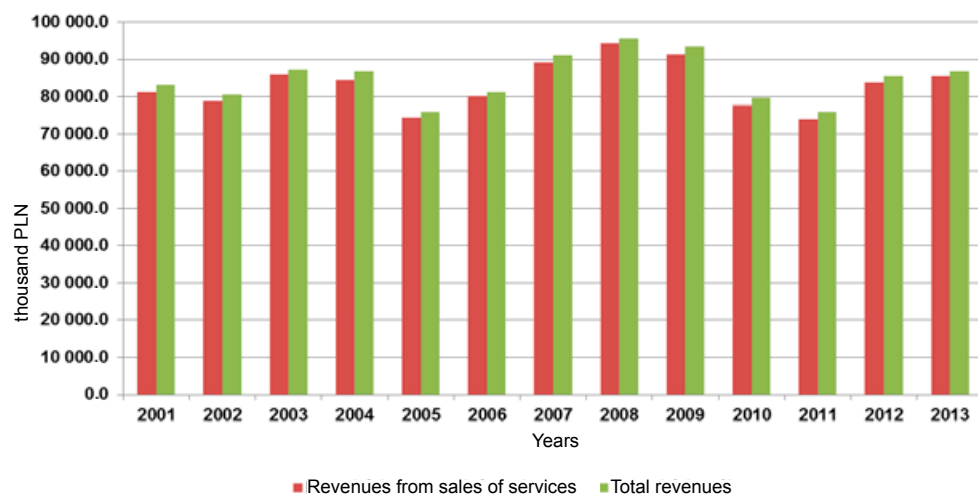
PGCL handling operations in 2001-2013



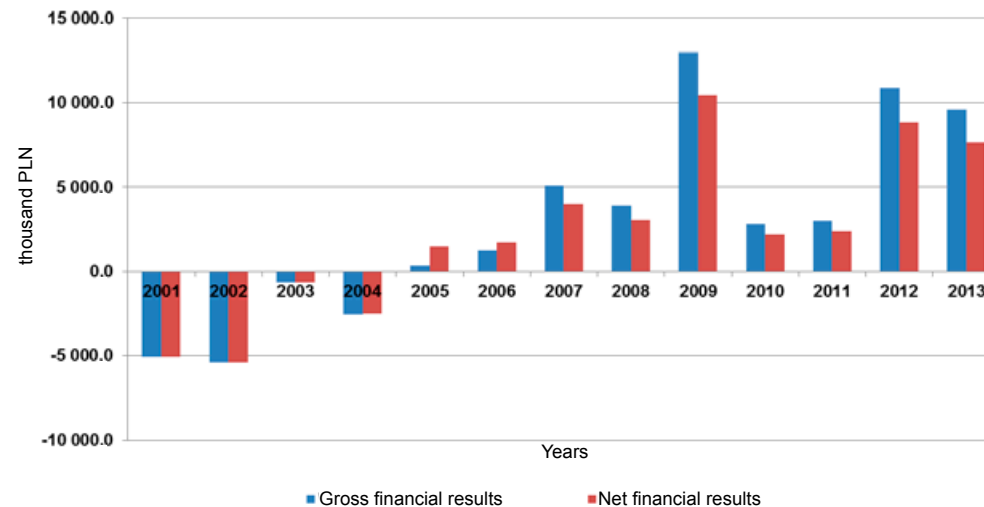
Basic economic information, including PGCL's revenues and financial results in 2001-2013, has been shown below.

A statement of revenues and financial results of Port of Gdansk Cargo Logistics in 2001-2013 (thousand PLN)													
Specification/ Years	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Revenues from sale of services	81 201.0	78 724.8	86 034.9	84 507.4	74 293.6	80 162.2	89 166.5	94 318.9	91 480.5	77 694.9	73 780.6	83 716.7	85 445.4
Total revenues	82 996.4	80 688.1	87 272.2	86 954.1	75 814.2	81 341.5	91 206.6	95 700.0	93 374.7	79 763.0	75 910.4	85 594.4	86 813.0
Gross financial results	-5 077.3	-5 410.7	-652.0	-2 555.0	346.0	1 236.8	5 084.0	3 886.7	12 981.7	2 793.1	2 996.5	10 828.6	9 591.3
Net financial results	-5 077.3	-5 410.7	-686.6	-2 520.4	1 480.0	1 691.6	3 949.9	3 049.0	10 458.9	2 165.7	2 391.5	8 808.1	7 665.9

Statement of revenues of Port of Gdansk Cargo Logistics in 2001-2013



Statement of financial results of Port of Gdansk Cargo Logistics in 2001-2012

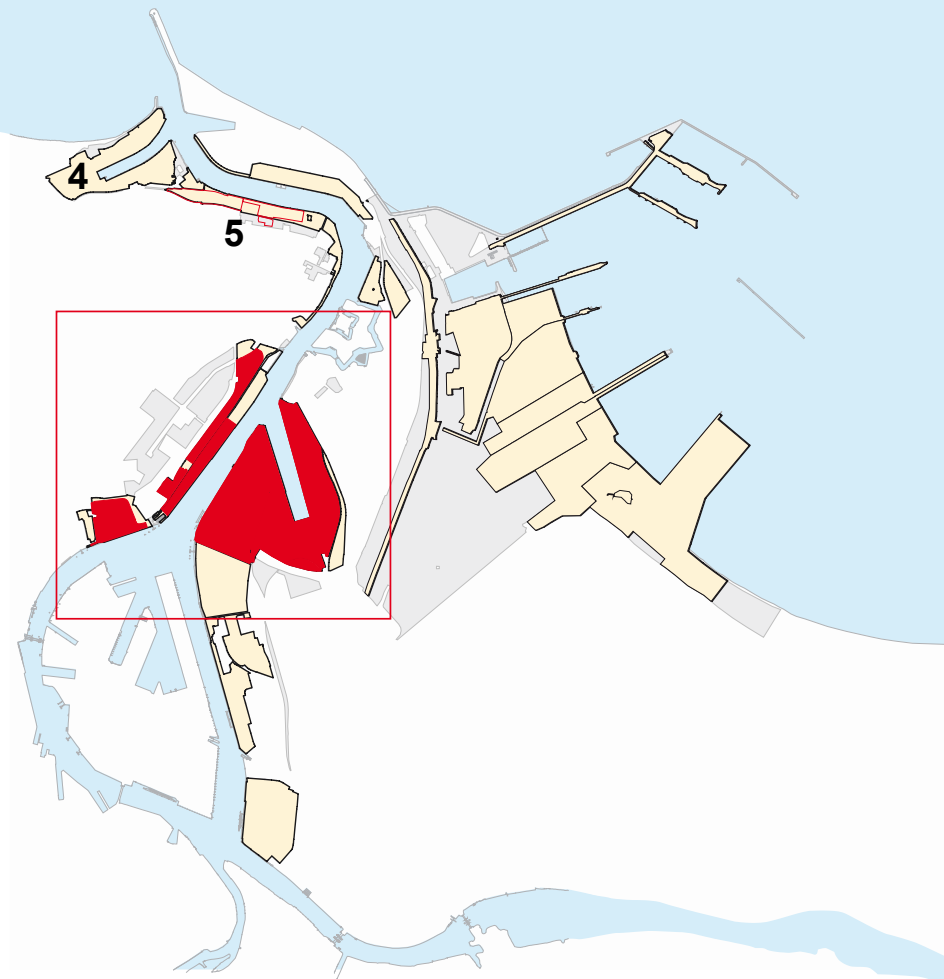
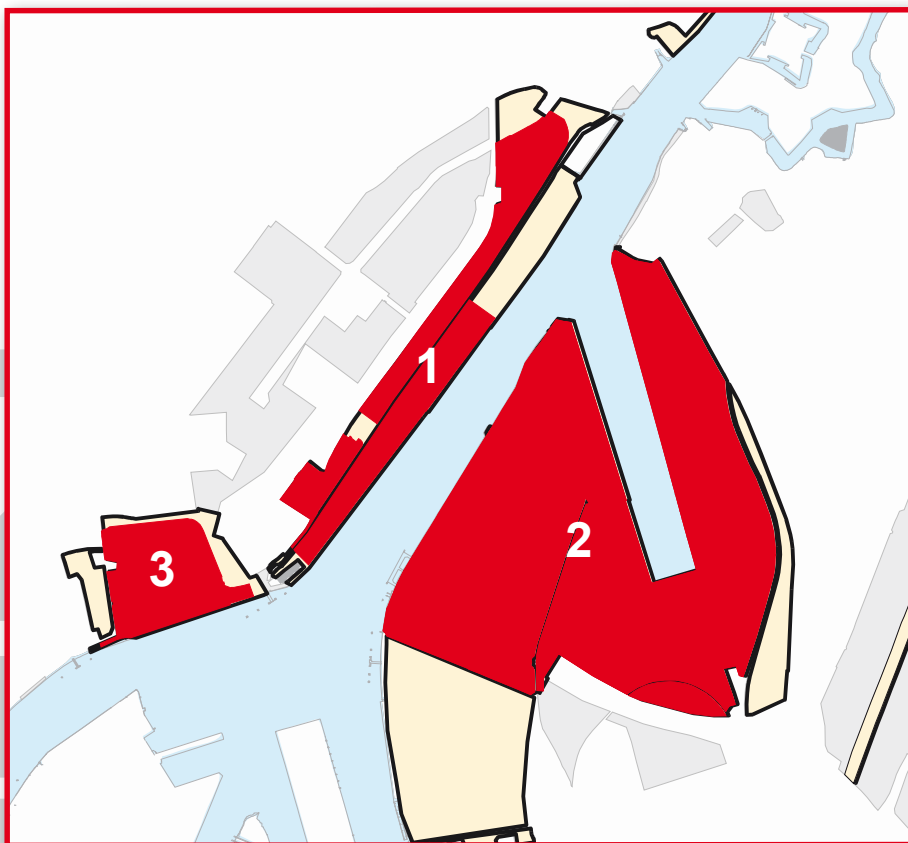


Areas of PGCL SA business:

I/ Plots leased by PGCL under a 30-year long lease agreement:

- 1 – plots at the Wislane Quay
- 2 – plots at the Gorniczny Basin
- 3 – plots at the Szczecinskie Quay

- 15.1258 ha
- 69.2539 ha
- 8.4285 ha



II/ PGCL pursues its business also on other plots of the Port of Gdansk Authority SA:

- Duty Free Zone – an agreement to act as a port operator using open stores (p.4),
- Oliwskie Quay – an agreement to act as a port operator using open stores and leasing two port's warehouses (p.5)



2 – plots at the Gorniczy Basin



1 – plots at the Wislane Quay



3 – plots at the Szczecinskie Quay



4 - Duty Free Zone



5 - Oliwskie Quay