



**LEADING THE WAY
IN RUSSIAN
LOGISTICS**

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OVER
30

**YEARS OF EXPERIENCE
IN THE TRANSPORT AND
LOGISTICS SERVICES INDUSTRY**



STEVEDORING

**TRANSPORTATION
AND LOGISTICS**

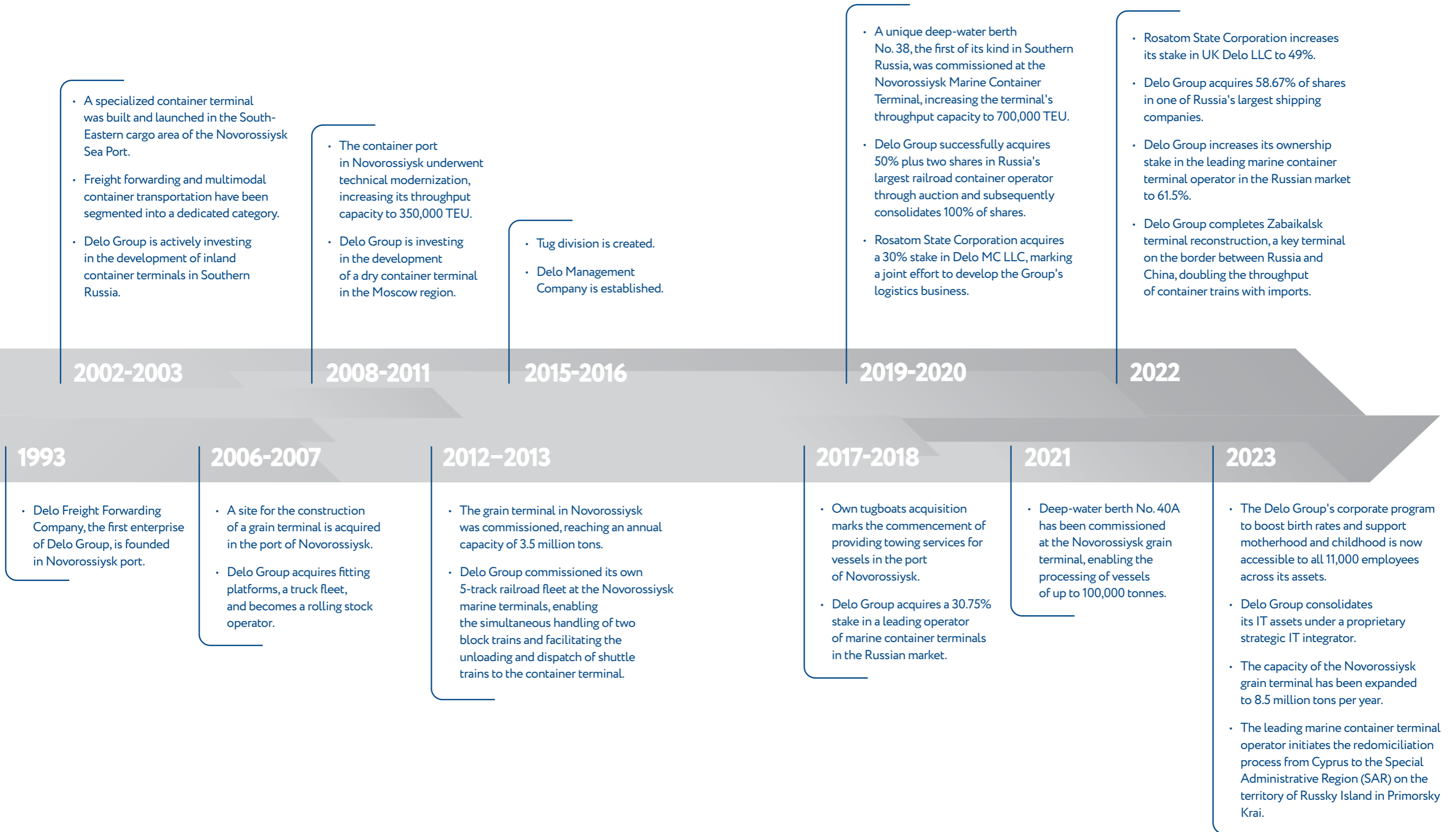
SHIPPING

DIGITALIZATION

DELO GROUP

is a Russian transport and logistics holding that owns and operates a network of marine and rail container terminals, a fleet of containers, container flatcars, and an in-house fleet of sea vessels. The Group's parent organization is Delo Management Company LLC.

GROUP HISTORY



KEY ASSETS AND INVESTMENTS

9

marine
terminals

3.9

**MLN TEU/
YEAR**

marine terminals
capacity

9

**MLN TONS/
YEAR**

grain terminal
capacity

47

inland
terminals

3.7

**MLN TEU/
YEAR**

inland terminals capacity

230

THOUS. TEU

container fleet
capacity

41

THOUS.

container
flatcars

13

sea
vessels

300

THOUS.

transport
solutions

11

THOUS.

employees

\$2.3

BLN

invested in the development
of terminals and infrastructure



BUSINESS GEOGRAPHY

3 BASINS OF
PRESENCE



STEVEDORING

STEVEDORING

STEVEDORING ASSETS OF DELO GROUP IN THE PORT OF NOVOROSIYSK

The Azov-Black Sea basin became a major milestone in the history of the Delo Group. This is where the Group began its journey as a small freight forwarding company in 1993.

30%

share of terminals in the transshipment of dry cargo in Novorossiysk in 2023

700 THOUS. TEU/YEAR

throughput capacity of the container terminal

9 MLN TONS/YEAR

throughput capacity of the grain terminal

60%

marine container terminal market share in Novorossiysk container turnover in 2023

36%

grain terminal market share in Novorossiysk grain exports in 2023

6 TUGS

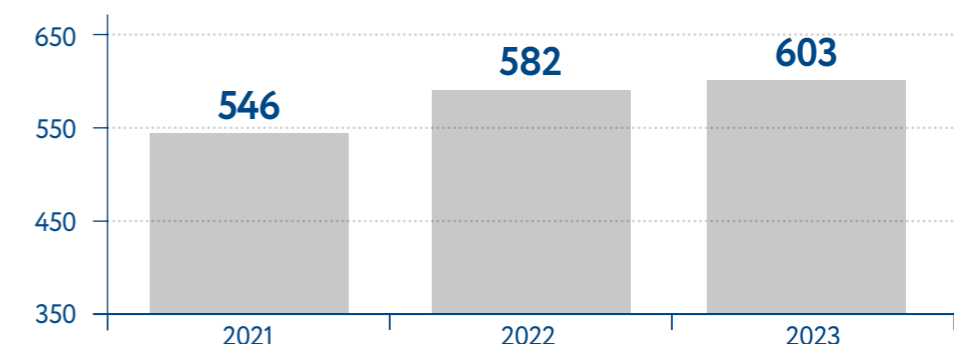


OPERATIONAL PARAMETERS

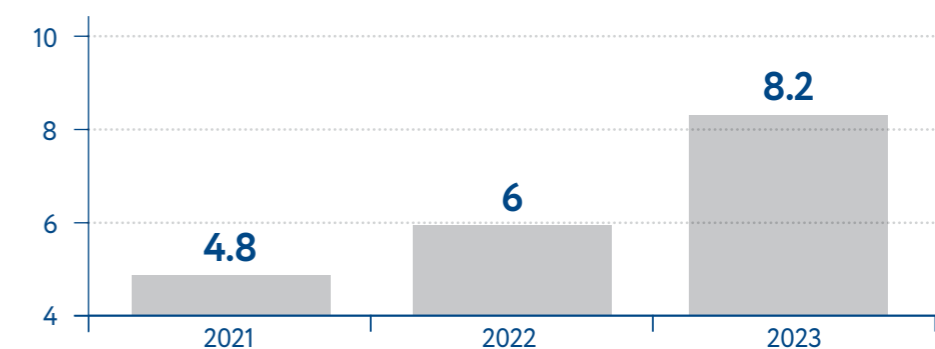
STEVEDORING ASSETS OF DELO GROUP
IN THE PORT OF NOVOROSIYSK



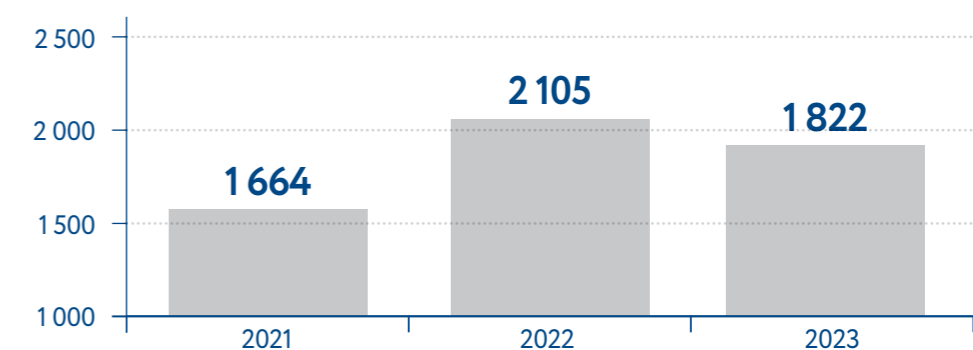
CONTAINER TRANSSHIPMENT VOLUME, THOUS. TEU



GRAIN TRANSSHIPMENT VOLUME, MLN TONS



MOORING OPERATIONS



DELO GROUP ASSETS IN NOVOROSIYSK

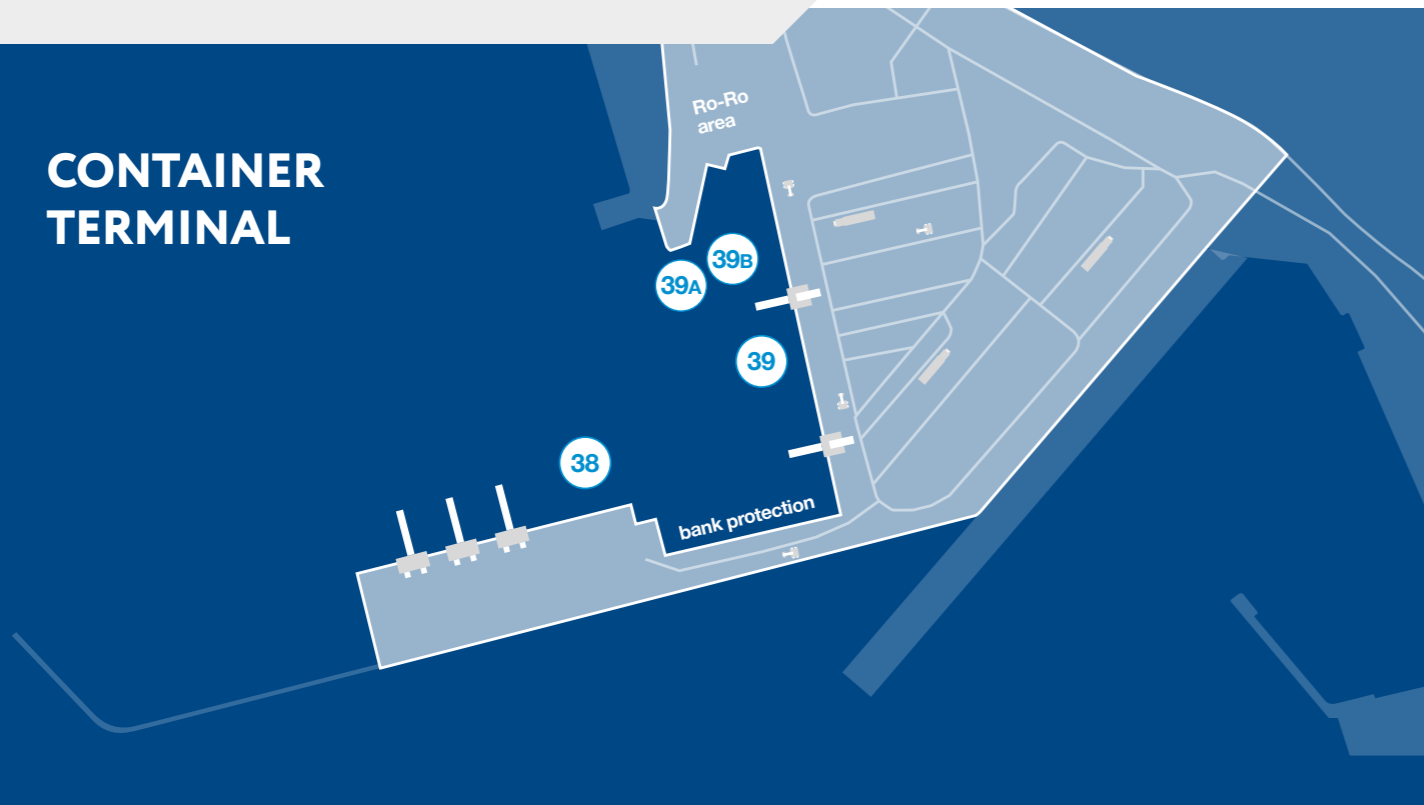


SERVICES

- Storage, warehousing, and transshipment of containerized cargo.
- Formation and dispatch of container trains at a proprietary railway complex.
- Handling of Ro-Ro cargo, including ferry cargo and cars. Storage of grain in silos to form shiploads.
- Storage of grain in silos for shipload formation.
- Reception of grain cargo by both automobile and railway.
- Transshipment of grain cargo.
- Tug operations, agent services, and bunkering services in the Novorossiysk Sea Port.

INVESTMENT PROGRAM IN NOVOROSSIYSK

CONTAINER TERMINAL



\$298
MLN

INVESTED
IN THE
PROJECT

IMPLEMENTED PROJECTS

- Construction and commissioning of a unique deep-water berth No. 38
- Purchase and launch of new technological equipment: RTG container cranes, STS cranes, reachstackers, tractors, and terminal semitrailers
- Modernization of the rear storage area

PROJECTS IN PROGRESS (UNTIL 2027)

- Purchase and commissioning of new STS equipment at berth No. 39
- Extension of No. 38 berth
- Construction of an office building

TERMINAL PARAMETERS

10
THOUS. TEU
maximum vessel capacity

700
THOUS. TEU/YEAR
throughput capacity

15 M
maximum berth
depth

970 M
total quayage
length

21
THOUS. TEU
container yard capacity

1800
reefer outlets

BERTH EQUIPMENT

5
STS CRANES

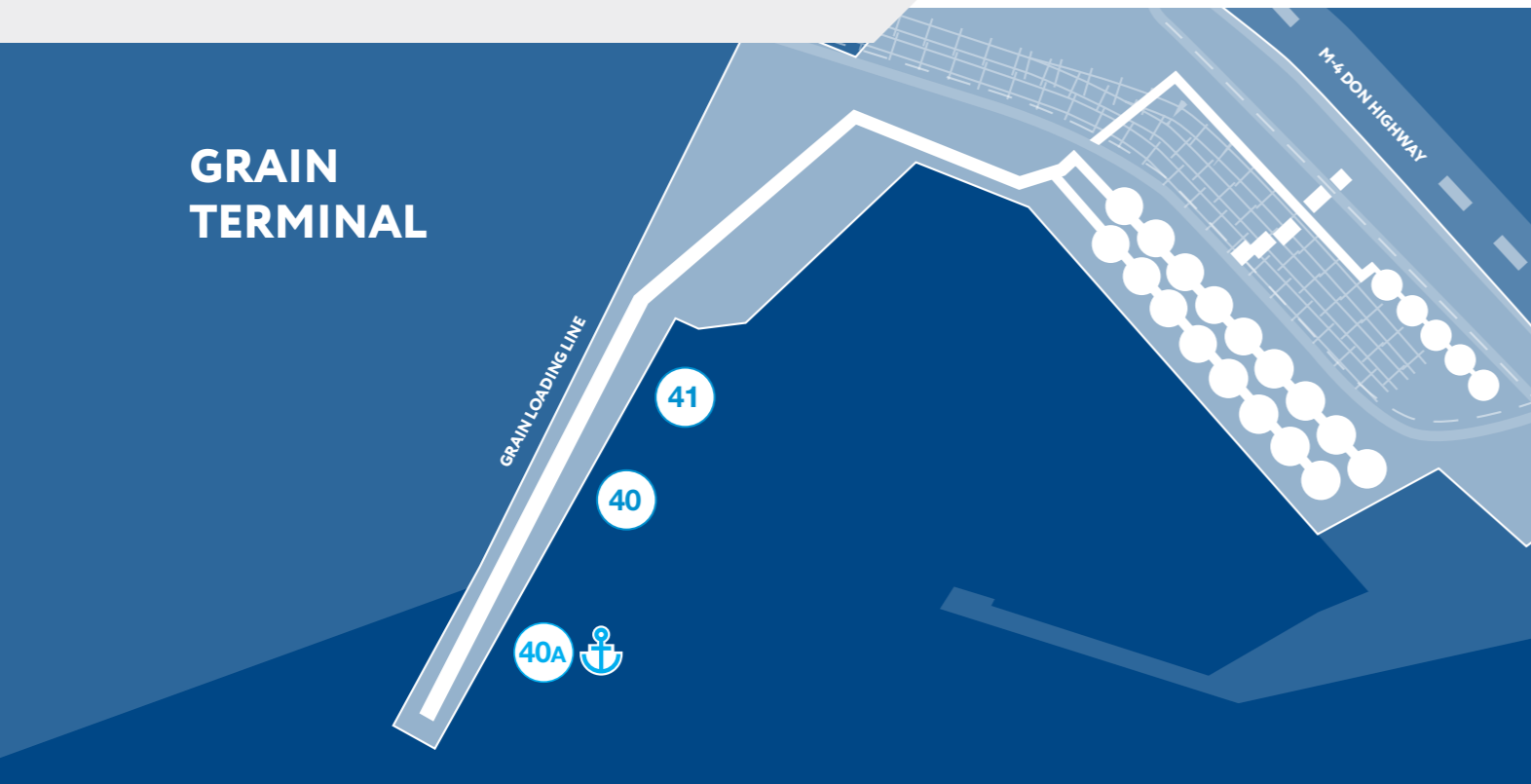
2
MOBILE CRANES

CONTAINER SITE EQUIPMENT

14
RTG CRANES

12
REACHSTACKERS

INVESTMENT PROGRAM IN NOVOROSSIYSK



\$188
MLN

**INVESTED
IN THE
PROJECT**

IMPLEMENTED PROJECTS

- Construction of additional silos with a capacity of 102 thous. tons made it possible to increase grain storage capacity to 220 thous. tons
- Construction of an additional grain receiving line from the railroad and automobile transport increased the speed of cargo acceptance
- Lab modernization – increasing incoming automobile cargo analysis speed due to automatization and organization of sampling with two lines simultaneously
- Construction and commissioning of deep-water berth No. 40A
- Dredging to a level of 16.9 m
- Installation of the 3rd ship-loading machine

PROJECTS IN PROGRESS (UNTIL THE END OF 2027)

- Construction of additional silos for 30,000 tons
- Construction of a fourth auto-receiving line
- Installation of a fourth shiploading machine

TERMINAL PARAMETERS

9
MLN TONS/YEAR

**GRAIN
TERMINAL
CAPACITY**

15.9 M
maximum vessel
draught

> 100
THOUS. TONS
maximum vessel cargo
capacity

3
VESSELS
simultaneous receiving capability

220
THOUS. TONS
silo capacity

180
TRAIN CARS/DAY
railroad reception

700
VEHICLES/DAY
can be received

STEVEDORING

STEVEDORING ASSETS OF DELO GROUP
IN THE BALTIC AND FAR EAST BASINS

Baltic and Far Eastern basins are the crucial
hubs for foreign trade cargo flows.

KEY SERVICES



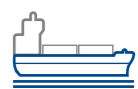
CONTAINERIZED CARGO HANDLING



DISPATCHING CONTAINER TRAINS



TRANSSHIPMENT AND STORAGE OF RO-RO AND CARS



**TRANSSHIPMENT AND STORAGE
OF BULK AND GENERAL CARGO**



RELATED IT SERVICES

2.5

MLN TEU/YEAR
total marine container
terminal capacity
in the Baltic basin

700

THOUS. TEU/YEAR
total container
terminal capacity
in the Far East basin

DELO GROUP OWNS 7 MARINE AND 1 INLAND CONTAINER TERMINAL IN THE BALTIC AND FAR EAST REGIONS

293

THOUS. TEU
consolidated
container turnover
of Baltic basin
terminals in 2023

614

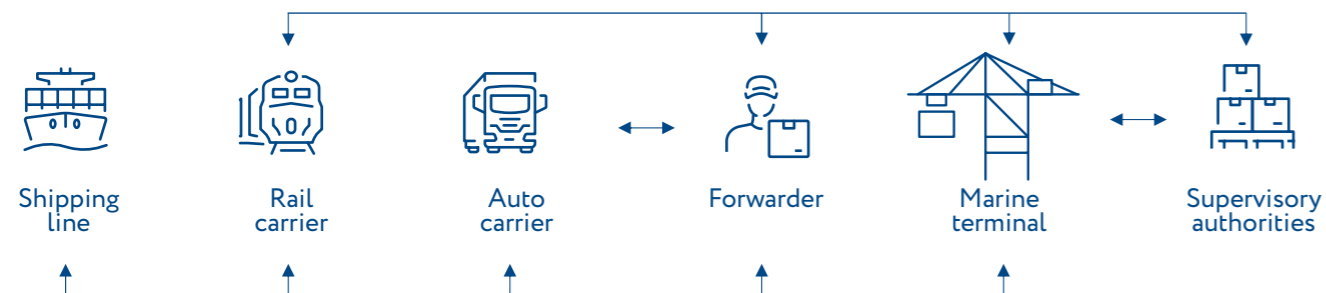
THOUS. TEU
consolidated
container turnover
of Far East basin
terminals in 2023

6.4

MLN TONS
bulk cargo
transshipment
in the Baltic basin
in 2023



DIGITALIZATION OF SERVICES IN THE BALTIC AND FAR EAST REGIONS



UNIFIED CUSTOMER PORTAL

Cargo and financial document management, reception of customer enquiries and feedback.



MOBILE APP

Application for cargo clearance and empty container delivery, power of attorney for cargo clearance with electronic signature, container tracking.



PAPERLESS DOCUMENT FLOW

Cargo plans, handling instructions, unloading and loading lists, reports, operational information on the movement of the container, acceptance and dispatch of cargo by rail, monitoring by supervisory agencies of the order of registration and the process of passage of containers through terminals.



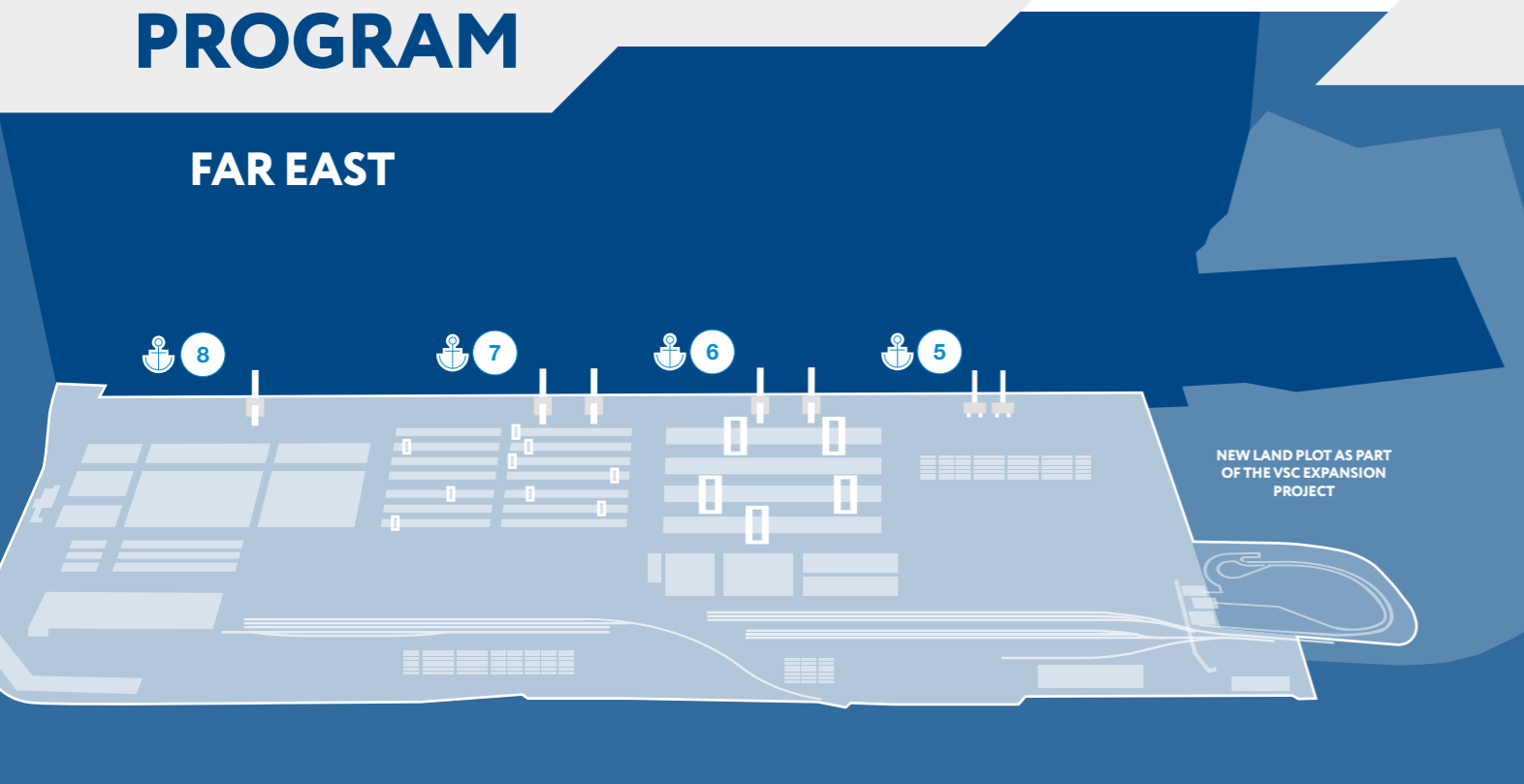
ONLINE SERVICES

Reference by container number, schedule of ship calls and trains, checking the possibility of handling and storage of dangerous goods, reference to the accreditation of trucking companies, vehicles, and drivers.



BALTIC AND FAR EAST REGIONS INVESTMENT PROGRAM

FAR EAST



NORTHWEST



+47
HECTARES
OF LAND

**PURCHASED A NEW PLOT
TO EXPAND THE CONTAINER
TERMINAL CAPACITY**

10
THOUS. SQ. M

**AREA OF THE NEW
ROOFED WAREHOUSE
FOR CONTAINERIZED
AND GENERAL CARGOES**

PURCHASE OF NEW EQUIPMENT

9
RTG AND RMG
cranes

2
LHM 550
mobile harbor cranes

2
STS
cranes

5
REACHSTACKERS
purchased for PLP

TRANSPORT AND LOGISTICS

TRANSPORT AND LOGISTICS

DELO GROUP IS THE LEADING RAILROAD CONTAINER TRANSPORTATION COMPANY IN RUSSIA. SUBSIDIARIES OF THE GROUP PROVIDE CARGO DELIVERY ACROSS ALL STAGES OF THE MULTIMODAL TRANSPORTATION CHAIN

Complete range of transportation and logistics services in collaboration with Delo Group assets.

KEY BENEFITS



Broad geographical presence



Turnkey organization of just-in-time delivery for containerized cargo



Russia's largest railway container operator



Integrated business model focused on maximizing synergy from a unique asset base



Over 300,000 transport solutions available for container shipping in Russia and abroad



Tailored approach to each client, handling both one-time small orders and managing the supply chain for containerized cargo of any volume and complexity



iSales, a unique online service and 24/7 contact center for calculating, ordering and tracking of container transportation throughout the Eurasian continent



40 THOUS.
container flatcars

46 DRY TERMINALS
in Russia

220 THOUS. TEU
container fleet capacity

450 UNITS
of automobile transport

89 SALES OFFICES
connected by a unified information system

250 UNITS
of loading equipment

INVESTMENT PROGRAM OF THE CONTAINER OPERATOR

ACQUISITION OF CONTAINER FLATCARS

DEVELOPMENT OF TERMINALS

INFORMATIZATION PROJECTS, INCLUDING
INTRODUCTION OF CLIENT SERVICES (ISALES, ITRANS)

ISALES PLATFORM DEVELOPMENT

In 2023, a new version of iSales was launched. The service enables customers to calculate transportation costs without visiting the office, place and pay for orders, track container locations in real-time, and access necessary information and documents.

RECONSTRUCTION OF THE ZABAIKALSK TERMINAL

The terminal is located at the Zabaikalsk station, a strategic border crossing on the Russian-Chinese border. It accounts for about 30% of all land container traffic between Russia and China.

The reconstruction of the terminal resulted in a 10-fold increase in its processing capacity since 2006, to 555,000 TEU per year.

The final stage of modernization was the launch of the "end-to-end" operation technology. That led to an increase in the capacity of container trains carrying imports from China from 4-4.5 to 10-12 per day.

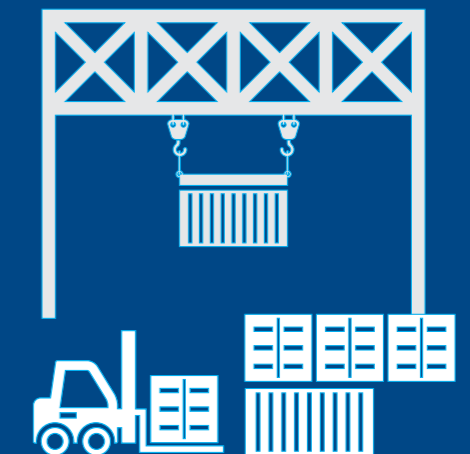
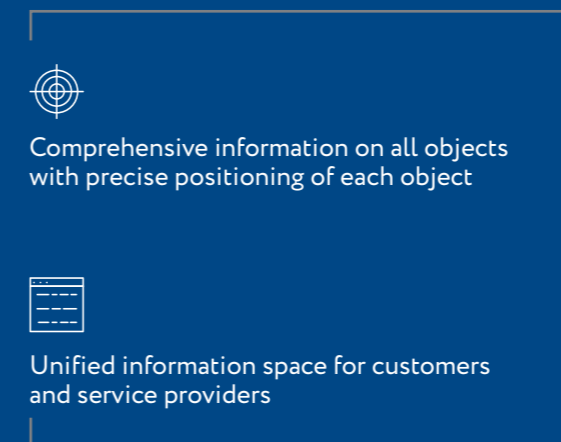
DIGITALIZATION OF THE COMPANY TERMINALS

Test smart terminal implemented in Kleshchikha (Novosibirsk region).

- Automation of processes in handling train cars and vehicles
- Online positioning of containers at the terminal sites
- Operational monitoring of the customer order status

RESULTS

- More than five-fold reduction of vehicle processing time
- Increased processed express container trains by over 25%





SHIPPING

ALL VESSELS ARE ICE-CLASSED AND CAPABLE OF TRANSPORTING A DIVERSE RANGE OF CARGOES, INCLUDING CONTAINERS, MACHINERY, GENERAL GOODS, BULK AND DRY BULK CARGOES, AS WELL AS TIMBER AND WOOD PRODUCTS

FLEET

13
vessels

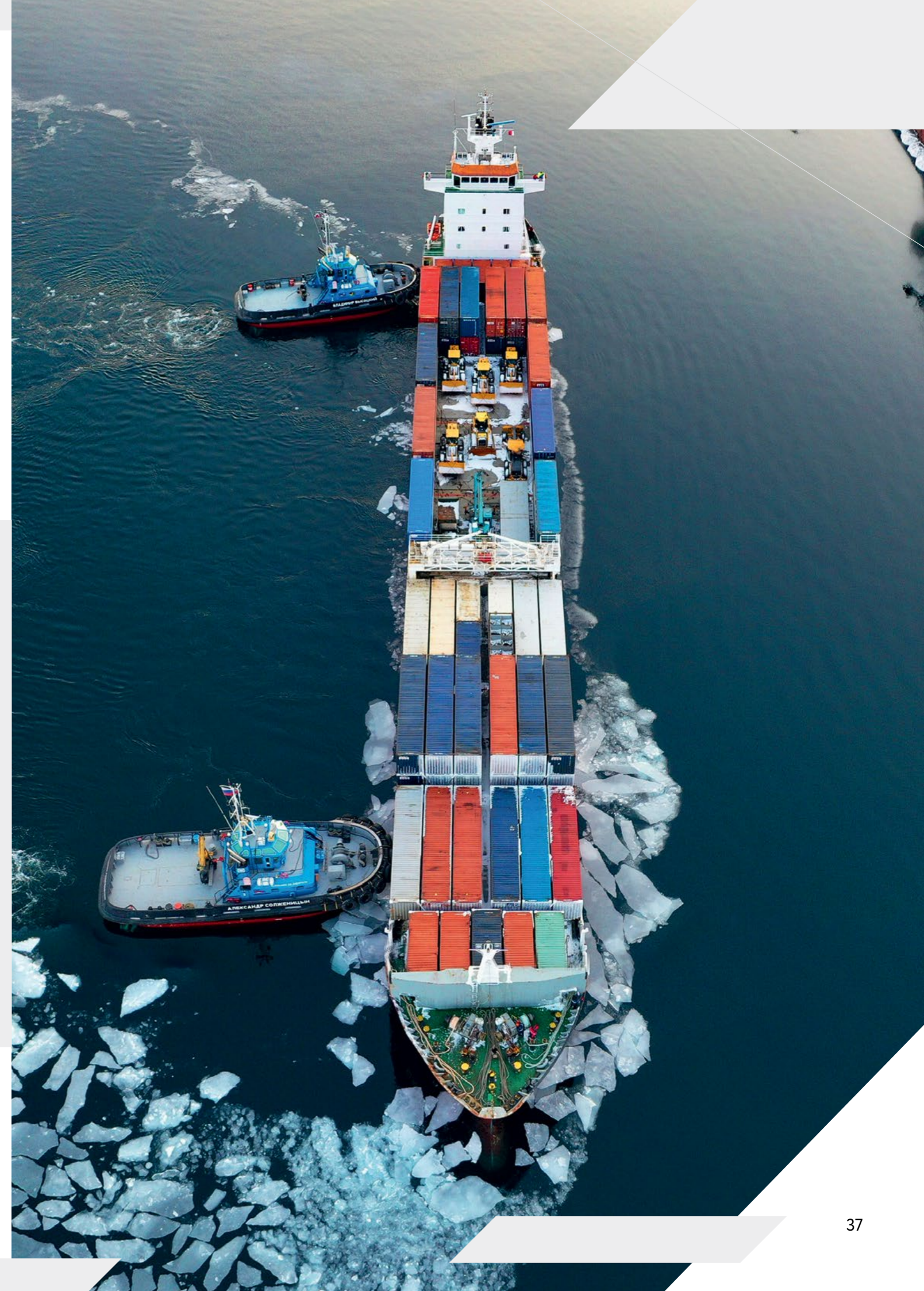
3

diesel-electric ships.
Transportation of passengers, train cars,
trucks and light vehicles

10

versatile and specialized container ships.
Transportation of container, general and bulk
cargoes

1 tugboat





DIGITALIZATION

DIGITALIZATION

DELO GROUP'S STRATEGIC
IT INTEGRATOR

Building Delo Group's expertise in the digitalization of container logistics, implementing the Group's IT strategy, and leveraging asset potential through information technology.

45
**STRATEGIC
PROJECTS**

10 000+
**USERS OF INFORMATION
SYSTEMS**

IT SOLUTIONS IN VALUE CHAIN CREATION

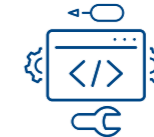
VALUE CHAIN



KEY SERVICES



**DEVELOPMENT OF CUTTING
EDGE DIGITAL PRODUCTS
IN CONTAINER TRANSPORTATION**



**INDUSTRY BUSINESS PROCESS
RE-ENGINEERING**



**1C PLATFORM-BASED
AUTOMATIZATION SOLUTIONS**



**PROVISION OF IT EXPERT SERVICES TO
GROUP'S COMPANIES AND CLIENTS**



СКВА – ЛУЧШИЙ
ОД ЗЕМЛИ



ЖЕНСКИЙ
ПРОФЕССИОНАЛЬНЫЙ
ГАНДЕБОЛЬНЫЙ КЛУБ

МОСКВА – ЛУЧШИЙ
ГОРГОРОД ЗЕМЛИ



ЖЕНСКИЙ
ПРОФЕССИОНАЛЬНЫЙ
ГАНДЕБОЛЬНЫЙ КЛУБ

ОЛИМПВЕТ СУПЕРЛИГА – ЧЕМПИОНАТ IAT РОССИИ СЕЗОН 2022/2023



ЧЕМПИОНЫ



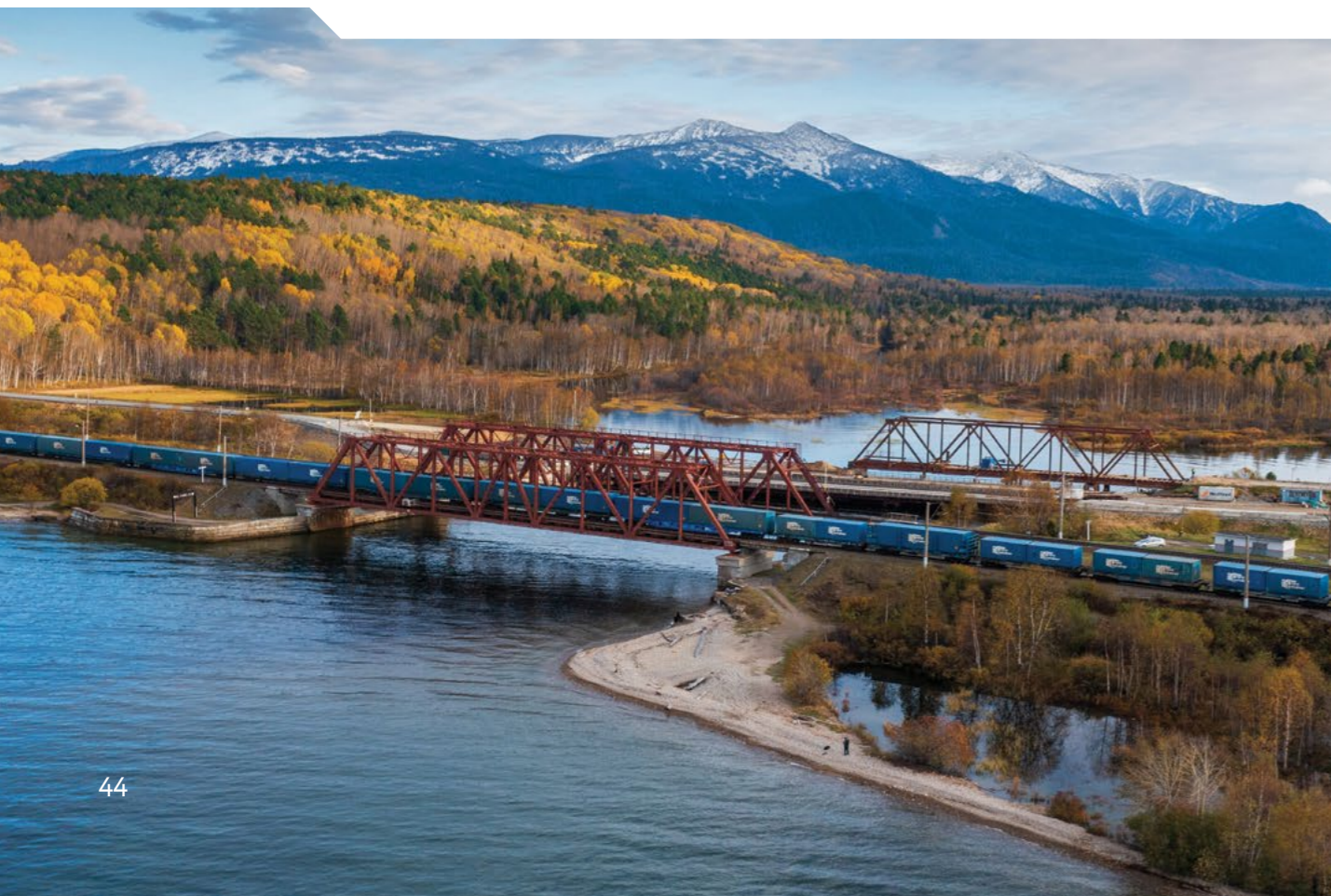
SOCIAL
RESPONSIBILITY

ESG

Delo Group views sustainable development as a crucial aspect of its business, aligning with corporate values such as team unity, professionalism, and safety. The Group strives to strike a balance between its economic interests and the voluntary commitments it makes to social, corporate, and environmental responsibilities.

THE BASICS OF DELO GROUP'S RESPONSIBLE BUSINESS

- Business ethics, combating corruption
- Law compliance and responsible taxes payment
- Risk and emergency management



PRIORITY DIRECTIONS

► ENVIRONMENT (E)

- Climate and efficient use of natural resources

► SOCIAL DEVELOPMENT (S)

- Occupational health and industry safety
- Working conditions and care for employees

► GOVERNANCE (G)

- Information security, innovation, and digitalization
- Sustainable supply chain

DEMOGRAPHICS

Delo Group recognizes the paramount importance of its employees and is committed to providing them with exceptional working conditions, substantial opportunities for both professional and personal growth, and social well-being.

PROGRAM TO INCREASE BIRTH RATE AND SUPPORT MOTHERHOOD AND CHILDHOOD

Since 2022, Delo Group has been implementing a corporate program to promote fertility and having many children among the families of its employees.

In 2023, the corporate program focused on enhancing the birth rate and supporting motherhood and childhood expanded to encompass all of the Group's assets. This extension allows over 11,000 employees in regions spanning from Kaliningrad to Vladivostok to access support measures.

The program introduced a social manager position at Delo Group to facilitate work with personnel on corporate support activities, as well as to inform them about the system of state benefits.

The Group has a digital platform for patronage of large families and pregnant women, a personalized communication channel between social managers and employees. Employees receive all information on their phones, managers initiate communication with employees, send information on available corporate and state support measures, and assist them in applying for them. Over 90% of employees are covered by this system.

BASIC PRINCIPLES

PROGRESSIVENESS

Dependence of the amount of benefit on the number of children (drastic increase with the birth of the third child).

POSITIVE DISCRIMINATION

Employees with two or more children have preference in receiving benefits.



The Zharinovs large family, Novorossiysk

NEW ROLE OF THE COMPANY

- Helps to inform each employee about government programs aimed at improving the demographic situation in Russia
- Introduces corporate social support measures to encourage fertility and large families

THE D.I. MENDELEEV INSTITUTE FOR DEMOGRAPHIC POLICY AND THE AGENCY FOR DEMOGRAPHY OF THE CENTRAL FEDERAL DISTRICT OF RUSSIA WERE ESTABLISHED WITH THE SUPPORT OF DELO GROUP.

THE GROUP HAS DEVELOPED A CORPORATE DEMOGRAPHIC STANDARD AIMED AT IMPROVING LIFE OF FAMILIES WITH CHILDREN. THE PROJECT FOCUSES ON THE IDEA OF UNITY AND SUPPORT.

SUPPORT FOR SPORTS

An integral part of Delo Group's social policy is the development of sports. Over the years, the Group's companies have actively supported domestic sports, engaging in projects at both national and club levels in professional and children's sports. Additionally, the Group has contributed to the development of handball and football in Russia.

DELO GROUP COMPANIES ACT AS SPONSORS OF:



Handball
Federation
of Russia



CSKA
women's
handball club



CSKA
men's
handball club



Kuban
women's
handball club



Chernomorochka
women's handball
club



Zilant
handball
club



Chernomorets
football club



DELO GROUP PROMOTES SPORTS AND SEEKS TO INVOLVE CHILDREN AND ADULTS IN ACTIVE LIFESTYLES

Since 2015, Delo Group has been a proud sponsor of the Handball Federation of Russia (HFR). The Group's Founder and Chairman of the Board of Directors, Sergey Nikolayevich Shishkarev, serves as the Head of the HFR, Vice President of the Russian Olympic Committee, and a member of the Presidential Council for the Development of Physical Culture and Sports.

CONTACT US



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