



KPMG Deals

Port of Aseri

KPMG Deals

May 2022

DEALS | CYBER | DIGITAL | RISK

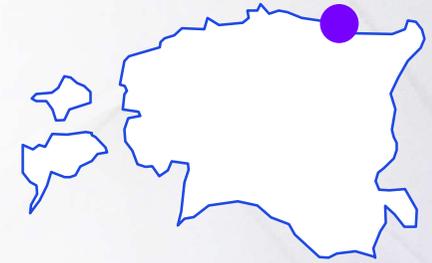
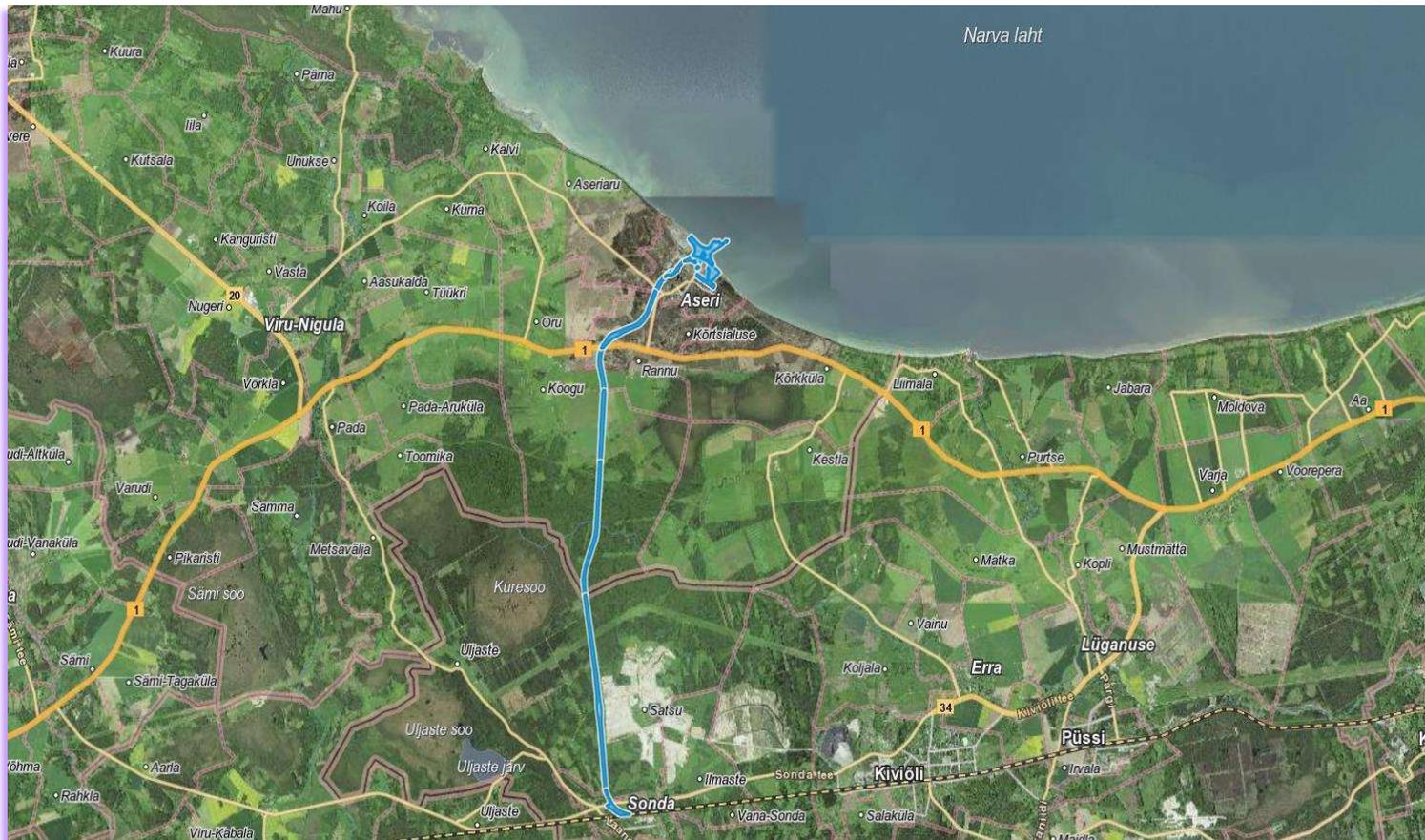


KPMG Deals

Overview of assets

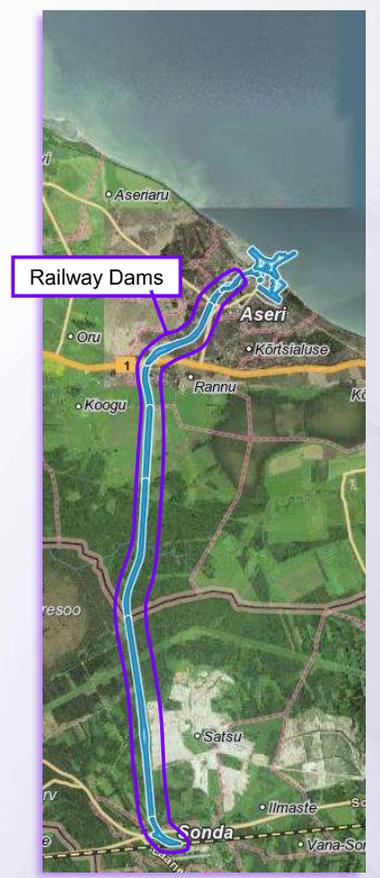
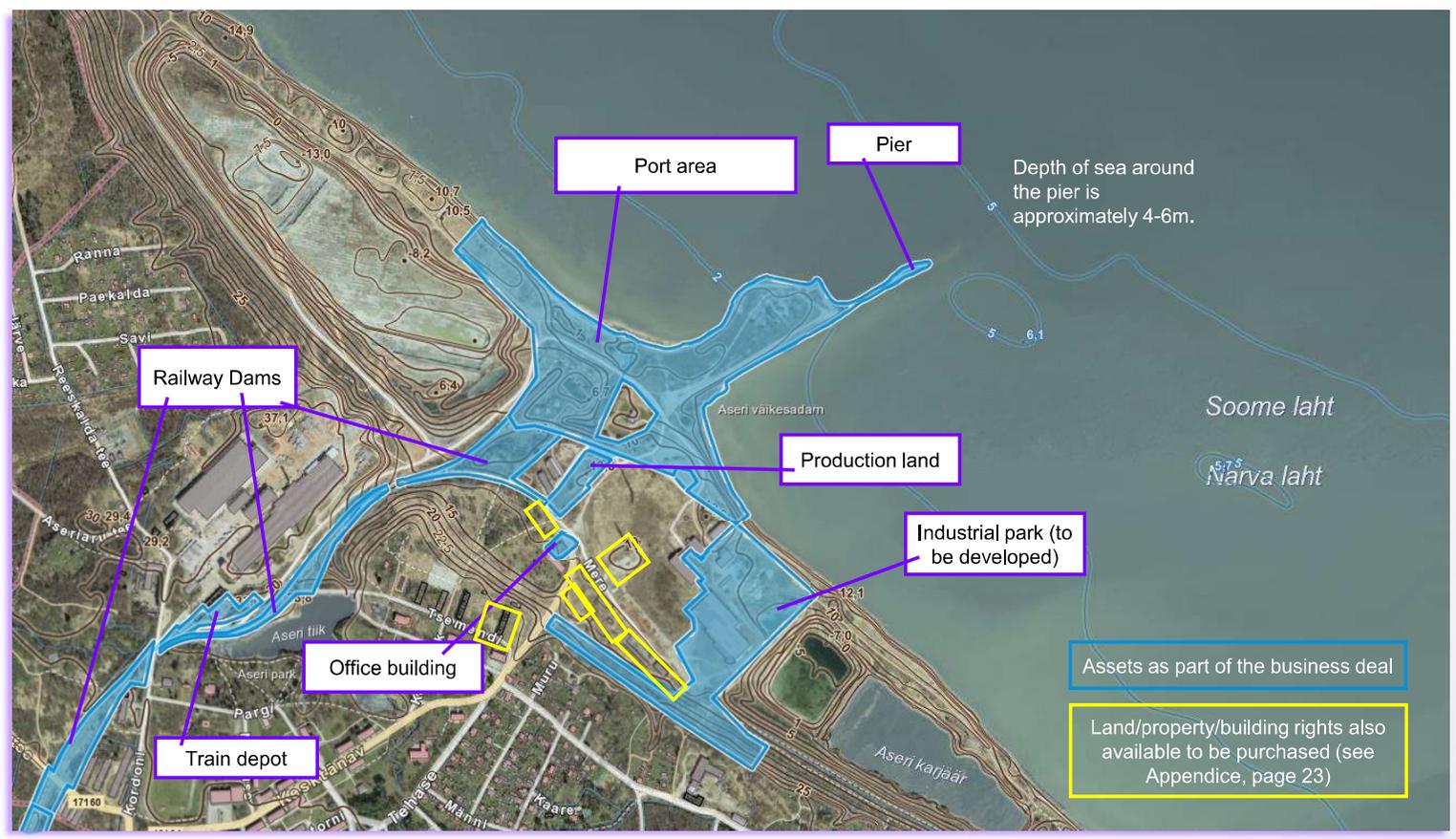
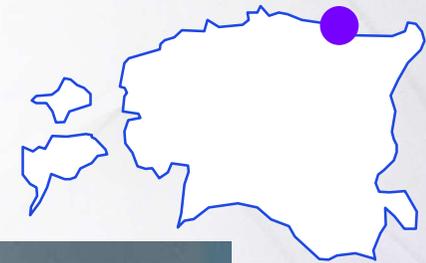
DEALS | CYBER | DIGITAL | RISK

Location of Aseri port

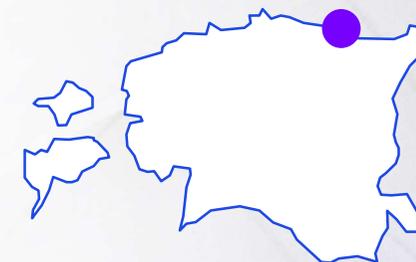


- The area marked in blue is for sale as part of the project to develop the Port of Aseri.
- The long, narrow stretch represents the railway embankment between Aseri and Sonda, which is included in the sale.

Assets in focus



Real estate assets in focus



Real estate of Port of Aseri and industrial park

Cadastral code	Registry number	Gross area, land plot	Constructi on rights	Owner	Type of property
75101:006:0082	3542308	38,836m ²	11,925m ²	OÜ Aseri Sadam	Railway dam
15401:004:0092	3218408	10,330m ²	8,653m ²	OÜ Aseri Sadam	Railway dam
15401:002:0095	3527408	85,100m ²	16,350m ²	OÜ Aseri Sadam	Railway dam
15401:002:0094	3515608	100,000m ²	18,950m ²	OÜ Aseri Sadam	Railway dam
75101:001:0024	3542208	211,000m ²	42,530m ²	OÜ Aseri Sadam	Railway dam
15401:002:0093	3527608	45,200m ²	9,370m ²	OÜ Aseri Sadam	Railway dam
15401:002:0114	3515508	114,800m ²	29,360m ²	OÜ Aseri Sadam	Railway dam
15401:001:0151	3515408	14,702m ²	6,749m ²	OÜ Aseri Sadam	Railway dam
15401:004:0093	3527508	16,743m ²	8,149m ²	OÜ Aseri Sadam	Railway dam
15401:004:0091	3527008	5,515m ²	2,462m ²	OÜ GK Finantseeringud	Train depot and road to the port

642,226 m² 154,498 m²

Real estate for factory, terminal and the port

90301:001:0003	258208	141,577m ²	24,829m ²	OÜ Aseri Sadam	Port area
15401:004:0047	852108	1,276m ²	117m ²	OÜ Aseri Sadam	Port area
15401:004:0055	1733708	6,247m ²	2,296m ²	OÜ Aseri Sadam	Production land
15401:004:0039	4176008	72,488m ²	9,741m ²	Aseri Tööstuspark OÜ	Industrial building
15401:004:0132	606808	1,700m ²	400m ²	GK Ehitus OÜ	Office building

223,288 m² 37,383 m²

- Port property
- Industrial building with land
- Office building with land

Assets to be part of the deal would contain:

- Railway dams to build a railway connecting the port to the main rail routes.
- Port areas for construction of necessary storage area, buildings and terminals.
- Production and industrial areas for manufacturing, storage.

Port assets: General plan, detailed plan and permissions



1,2 MW of electrical connections are available



Gas pipeline connections are available. The port receives the gas, which is needed for the first phase of development.

Relevant documented assets

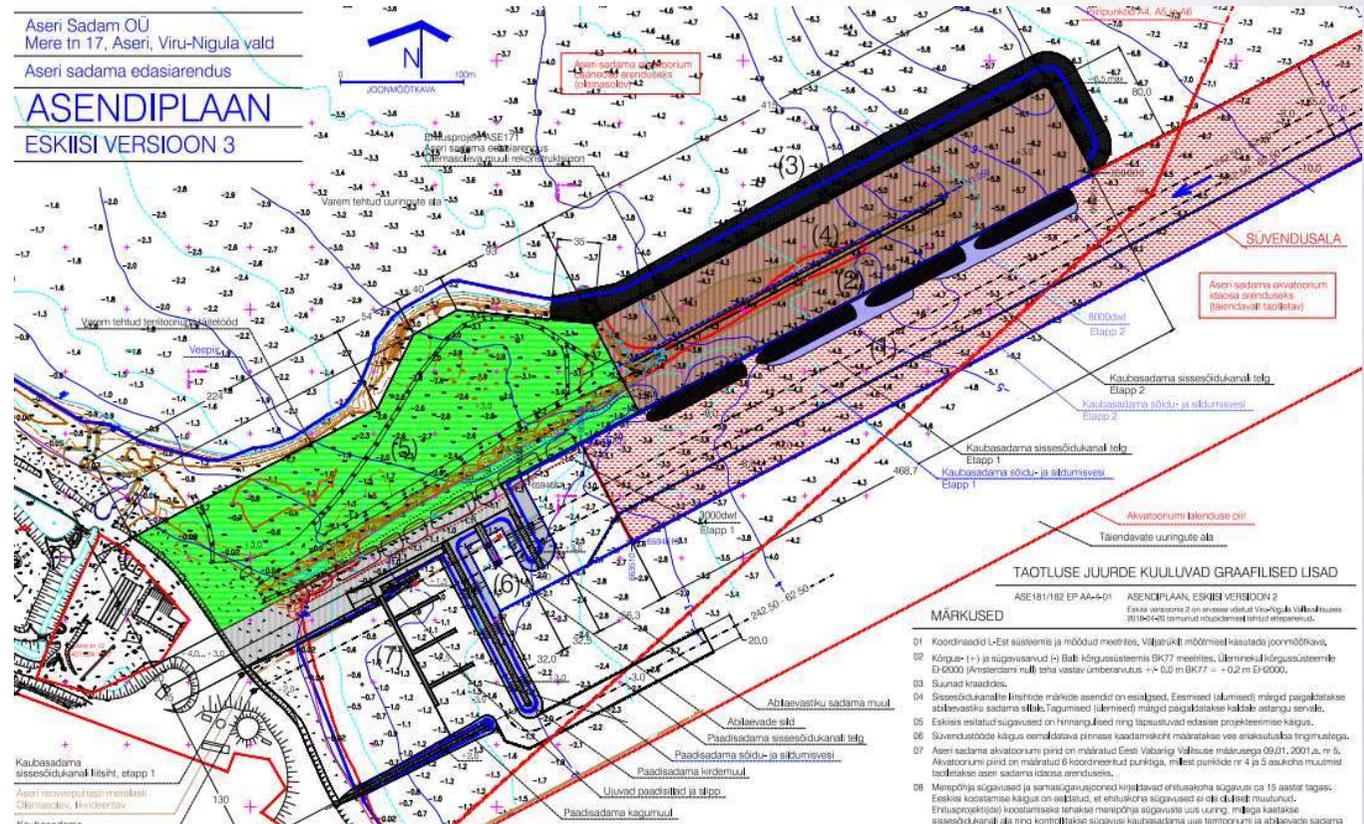
Asset	Status	Date / Estimated acquisition	Comment
General Plan	In place	Latest 31.03.2022	Viru-Nigula Parish General Plan MAP Viru-Nigula Parish General Plan Files
Detailed Plan	-	Detailed plan is not necessary for Port area, it is in the General plan.	Viru-Nigula Parish Detailed Plans
Environmental Impact Study (EIS)	In process	Latest in August, 2022	For the First Phase Layout construction plan
Water special use permit	In process	Latest in August, 2022	To be applied for after 3 rd of June
Construction permit	TO be acquired post EIS and Water special use permit	August-September, 2022	For the First Plan Layout will be applied for after Water special use permit

Port first stage plan

First stage of the Aseri Port project includes construction of 300 metres of port quay, which was estimated at **total investment size of EUR 14m** in year 2019.

The budget estimation includes:

- dredging works EUR 6.6m; and
- construction of a quay 300m in length and 35m wide in the amount of EUR 6.7m; and
- other works in the amount of EUR 0.7m.



Dredging plan

The boundaries of the water area and dredging area of the Port of Aseri



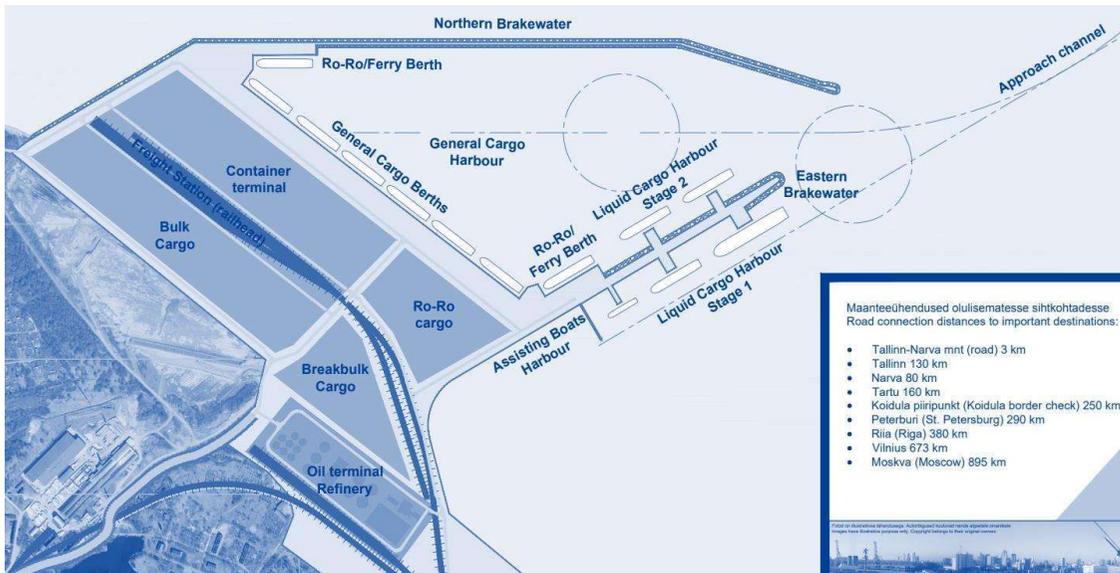
Legend

- Port land area
- Water area
- Dredging area
- Fishermen's boat harbour
- Reconstruction of the existing territory of the cargo port
- Cargo port new territory
- Cargo port shore fortifications
- Entry channel of cargo port

Port Masterplan layout vision

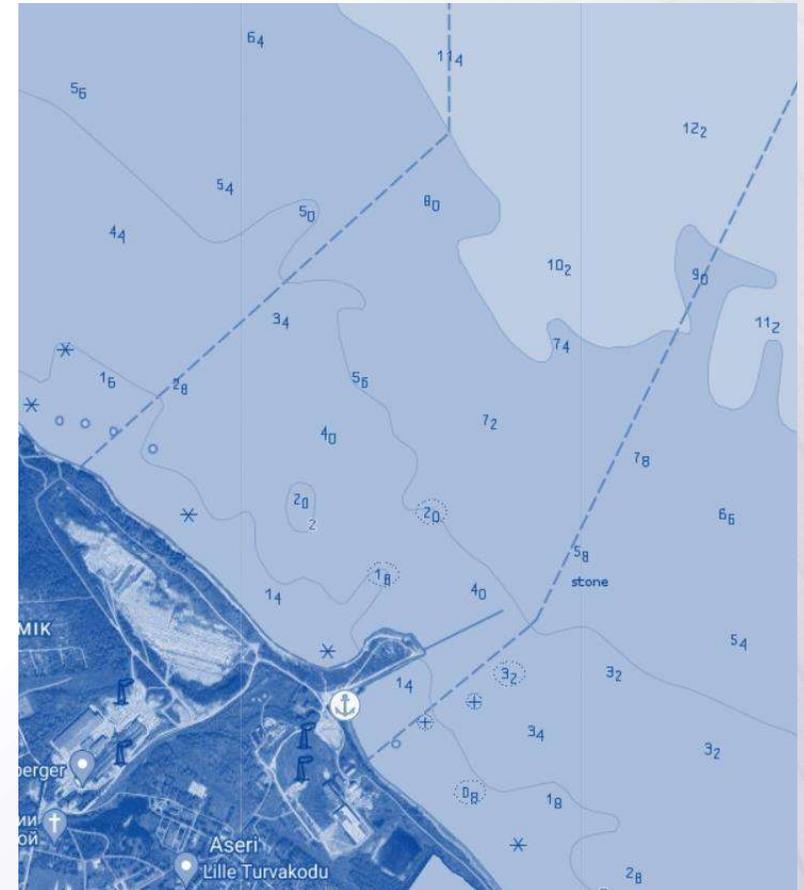
Current Masterplan for the port layout is focused on multiple cargo options like containers, bulk and ro-ro cargo, and oil refinery terminal.

The layout vision includes some of the areas that are not part of sale but is rather an indication of a bigger opportunity.



View Masterplan in more detail:

https://www.portofaseri.com/files/ugd/767996_c58dc735c7f144a1b084face6e4fae27.pdf





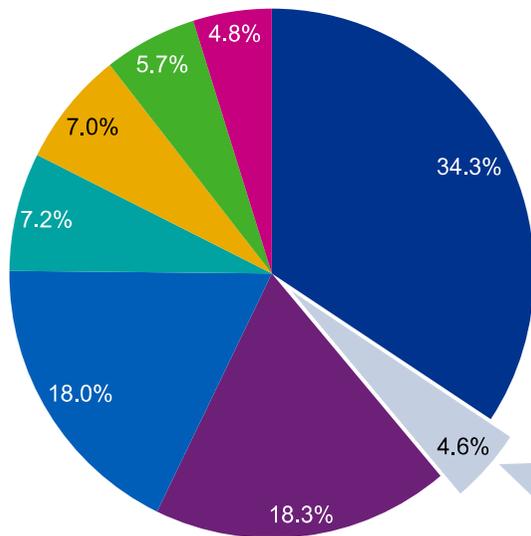
KPMG Deals

Market overview

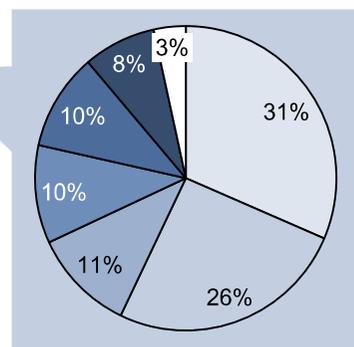
DEALS | CYBER | DIGITAL | RISK

Type of goods flowing through Estonian ports

1/3 of goods that flow through Estonian ports are coke and petroleum products. Proportions may change in light of EU-sanctions to products originating from Russia and Belarus and transported by their ships



- Coke and refined petroleum products
- Chemicals, chemical products and man made fibers; rubber and plastic products
- Grouped goods: a mixture of types of goods which are transported together
- Metal ores and other mining and quarrying products; peat; uranium and thorium
- Products of agriculture, hunting, and forestry; fish and other fishing products
- Products of wood, cork and plaits; pulp, paper products; prints, recorded media
- Unidentifiable goods: goods which cannot be assigned to groups 01-16



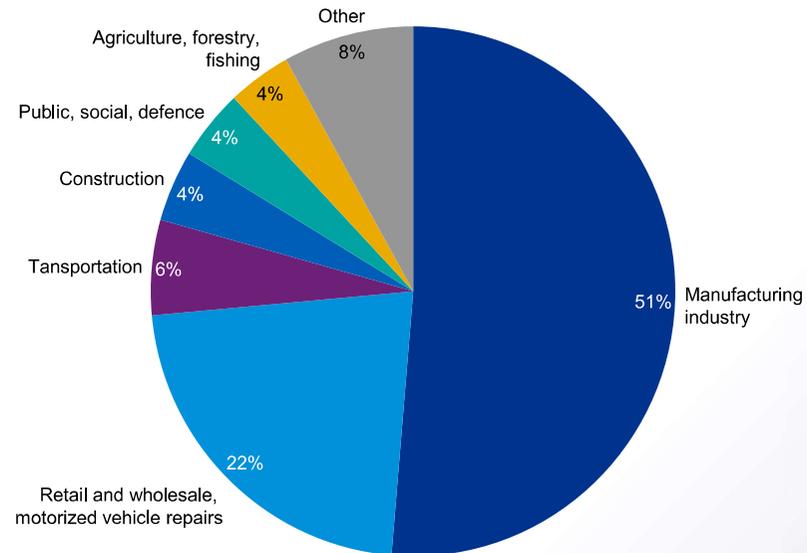
- Secondary raw materials; municipal wastes and other wastes
- Other non metallic mineral products
- Food products, beverages and tobacco
- Transport equipment
- Basic metals; fabricated metal products, except machinery and equipment
- Coal and lignite, crude petroleum and natural gas, oil shale
- Other goods

Source: Statistics Estonia (2021)



Highest revenue generating companies by economic sector in Viru county

Sector activity in East- and West Viru county ordered by companies' reported revenue in Q1 2022



Source: Maksu- ja Tolliamet, KPMG adjustments



Highest revenue generating companies by economic sector in Viru county

Company	Sales 1Q22, €m	Sales 2021, €m	Employees	Activities
VIRU KEEMIA GRUPP AS	101	215	628	Shale oil
AS HKSCAN ESTONIA	56	165	1098	Meat
AS VNK	42	131	156	Petroleum resins
JELD-WEN EESTI AS	27	108	664	Doors
ESTONIAN CELL, AS	31	85	97	Pulp and paper
EASTMAN SPECIALTIES OÜ	31	81	153	Chemicals
OÜ AQUAPHOR INTERNATIONAL	21	72	624	Water filters
LEVENTEK, OÜ	11	68	32	Timber
FARMI PIIMATÖÖSTUS	17	64	205	Milk
NPM SILMET OÜ	23	63	416	Rare metals
FORTACO ESTONIA OÜ	21	49	501	Steel fabrication
KIVIÖLI KEEMIA TÖÖSTUSE	16	48	539	Shale oil
PALMSE MEHAANIKAKODA, OÜ	10	32	78	Forestry trailers
SKS ESTONIA TEXTILE, OÜ	12	29	92	Textiles
REPO VABRIKUD, AS	8	28	181	Particle boards
ORICA EESTI OÜ	9	27	59	Mining
LISAKO, OÜ	8	26	56	Forestry trailers
MAST EUROPE OÜ	9	25	98	Metals
KUNDA NORDIC TSEMENT, AS	8	21	91	Cement
HANZA MECHANICS NARVA AS	8	16	231	Heavy mechanics

Top retail & wholesale, motorized vehicle repair companies	Sales 1Q22, €m	Sales 2021, €m	Employees	Activities
AKTSIASELTS OG ELEKTRA	53	191	1477	Grocer
LEONES INC OÜ	9	167	15	Equipment repair
KASPERWIKI LAEVAOMANIKUD	24	141	2	Petroleum wholesale
OSAÜHING ALDAR EESTI	17	71	343	Grocer
RRLEKTUS AS	14	62	372	Grocer
WEEKEND EESTI OÜ	7	28	240	Shoes
FEBEST EUROPE DISTRIBUTION	6	20	59	Auto parts
REINPAUL, OÜ	4	17	70	Wood chips
ARGO TRADING OÜ	6	16	3	Wholesale
RAKVERE PIIMAÜHISTU	4	14	9	Dairy union
VIRU ELEKTRIKAUBANDUS, AS	3	13	44	Electrical goods
URSULA-MARIA, OÜ	5	12	12	Garden products
NARVA E.L.M.E., OÜ	3	11	14	Metals
MARISO SEAFOOD OÜ	3	9	1	Seafood wholesaler
TABLE TENNIS PRODUCTS, OÜ	3	8	21	Table tennis products
GOLDMAN, OÜ	3	7	3	Jeweller
ESWIRE OÜ	2	7	91	Electrical wholesaler
LÄÄNEMAA VEOAUTOKESKUS	2	5	12	Truck dealer
NV TRADE OÜ	3	3	4	Packaging
NUTRACOM OÜ	4	0.7	1	Mobile wholesaler

Source: Maksu- ja Tolliamet, KPMG adjustments



Industries near Aseri

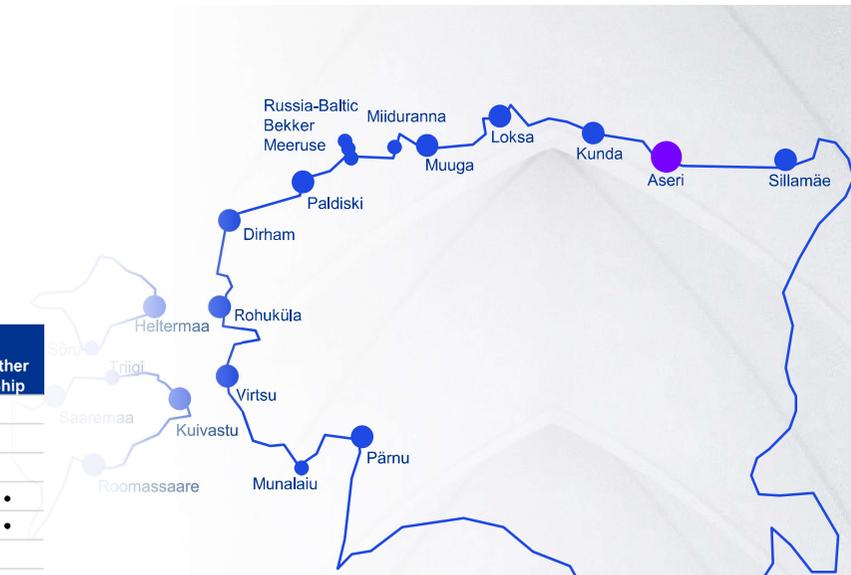
Multiple different industries that export their products can be found nearby. A few examples are:

- Wienerberger – the world's largest producer of bricks (distance from Aseri port by car: <1km)
- Teamwood – a timber manufacturing company. Exports globally via road and vessels (25km)
- Sawmills – Rannu Saeveski (4km), Viru-Nigula Saeveski (19km)
- Nitrofert AS – manufacturer of fertilizers (27km)
- HKScan – publicly listed food company (35km)
- Paper companies – Stora Enso (30km), Estonian Cell AS (23km)
- Kunda Nordic Tsement – produces constructional cements and crushed limestone (24km)
- Kiviõli Keemiatööstuse OÜ – oil shale extraction and the production of shale oil, thermal energy and power (21km)
- VKG – oil shale mining, shale oil, combined heat and power production, production and marketing of fine chemical products (33km).

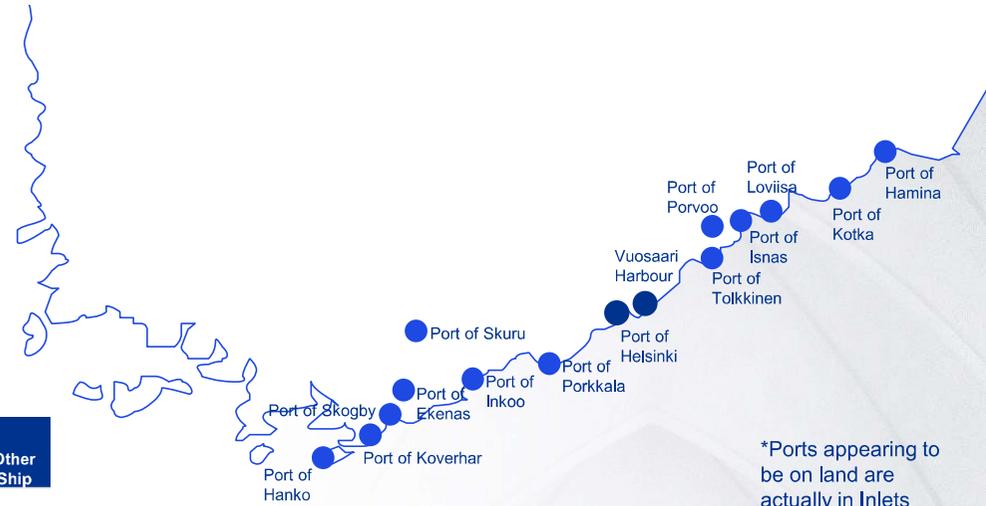


Types of ports in Northern-Estonian shores

Name	m ²	General Cargo	Dry Cargo	Special Cargo	Container	Bulk Carrier	Tanker	Tug	Cruise Ship	Passenger-ship	Ro-Ro	Fishing ship	Pleasure Craft	Other Ship
<100km MUUGA SADAM	5,663,609	•			•	•	•				•			
SILLAMÄE SADAM	2,477,375	•	•	•	•	•	•	•						
PALDISKI LÕUNASADAM	1,230,475	•				•	•	•		•	•	•		
VEENE-BALTI SADAM	581,965					•	•							•
PALDISKI PÕHJASADAM	528,889	•		•	•	•		•						•
PÄRNU SADAM	263,093	•				•		•		•	•	•	•	
<100km KUNDA SADAM	205,051	•	•	•		•	•	•			•	•		•
BEKKERI SADAM	190,101		•				•					•		•
SAAREMAA SADAM	102,358					•			•		•	•	•	
VIRTUSU SADAM	81,620	•									•	•	•	
ROOMASSAARE SADAM	76,996					•				•		•	•	•
ROHUKÜLA SADAM	74,523	•				•					•	•	•	•
KUIVASTU SADAM	74,436	•								•	•	•		
LOKSA SADAM	73,816	•											•	
MEERUSE SADAM	72,958	•			•									
DIRHAMI SADAM	68,334	•							•	•		•	•	
HELTERMAA SADAM	64,878	•	•								•	•	•	•
MIIDURANNA SADAM	60,081	•	•				•					•	•	
NAISSAARE SADAM	49,588	•								•			•	
TRIIGI	31,560	•									•	•	•	
LAHESUU SADAM	29,123	•												
LAAKSAARE SADAM	15,346	•									•	•	•	•
MUNALAIU SADAM	14,870	•								•	•	•	•	
SÕRU SADAM	11,202	•									•	•	•	•
SVIBY SADAM	9,686	•								•	•	•	•	
MÕNTU SADAM	6,167	•								•		•		
PALJASSAARE SADAM	n.a.	•				•	•			•				



Types of ports in Southern-Finnish shores



Name	General Cargo	Dry Cargo	Special Cargo	Container	Bulk Carrier	Tanker	Tug	Cruise Ship	Passenger-ship	Ro-Ro	Fishing ship	Pleasure Craft	Other Ship
Port of Hanko	•	•			•				•	•		•	
Port of Koverhar	•	•			•								
Port of Skogby	•	•			•						•	•	
Port of Ekenas	•	•			•								
Port of Skuru (Pohjankuru)	•	•			•							•	
Port of Inkoo	•	•			•								
Port of Porkkala	•	•			•								
Port of Helsinki	•	•			•				•	•		•	
- Vuosaari Harbour	•	•		•			•		•	•	•	•	
Port of Tolkkinen	•	•			•								•
Port of Porvoo					•	•							
Port of Isnas	•	•			•								
Port of Loviisa	•	•			•				•			•	
Port of Kotka	•	•		•	•	•	•		•	•			
Port of Hamina	•	•		•	•	•	•					•	

The opposite side shore from Aseri port – the Finnish southern coast - is tightly inhabited by various kinds of ports

Source: MarineTraffic



Ports within 100km of Port of Aseri

Sillamäe Sadam

€ **30,4m**
Revenue (2021)

 **2,477,375m²**
Land size

 **140**
Employees
(2021)



- Sillamäe Sadam is the 2nd largest port in Estonia with general cargo, dry cargo, special (heavy industrial) cargo, container, bulk carrier, tanker, tug and Ro-Ro capability. The maximum vessel length is 275m and channel depth is 16.3m.
- The types of vessels regularly serviced at Sillamäe Sadam include Oil/Chemical Tanker (35%), General Cargo (23%), Bulk Carrier (11%), Crude Oil Tanker (11%), Oil Products Tanker (6%) and other (14%).
- Major clients/partners include Silsteve AS (terminal operator), Alexela (petroleum products & shale oil), DBT (liquid fertilizers & ammonia) and EuroChem (liquid chemicals).

Kunda Sadam

€ **11,0m**
Revenue (2021)

 **205,051m²**
Land size

 **41**
Employees
(2021)



- Kunda Sadam is the 7th largest port in Estonia with general cargo, dry cargo, special cargo, bulk carrier, tanker, tug, Ro-Ro, fishing ship and other ship capability. The maximum vessel length is 150m and channel depth is 9.4m.
- The types of vessels regularly serviced at Kunda Sadam are General Cargo/Dry Breakbulk (84%) and other (16%).
- Main exports include pulpwood, woodchips, sawdust granules, peat, agricultural goods. Main imports include crushed stones and sawn logs. Also, raw materials.
- Major clients/partners include AS Kunda Nordic Tsement (cement & crushed limestone), Estonian Cell (pulp & paper products) and Stora Enso (pulp & paper products).

Source: Inforegister, Sadamaregister, MarineTraffic, Company websites



Ideas of port types for Aseri

Fishing port

Fishing ports are mainly related to the commercial sphere as they participate in fishing.

These are the ports with smaller depth because of the draught of the fishing vessel is limited to a short depth.

Warm water ports

These are the ports in which the water is maintained at warmer temperature. The biggest advantage where a warm water port is concerned, is that the water does not freeze during the frosty winters. Therefore, it is free to operate all year round without a temporary shutdown during the freezing time.

Dry ports

Dry ports are defined as inland terminals that can be interconnected with a seaport via road or rail transportation facilities, and they usually act as centres of multimodal logistics. A dry port proves useful in the trade of importing and exporting cargo and can help to lessen the inevitable congestion at a nearby seaport.

Sea ports / Cargo ports

Seaports are the most common types of ports around the world which are used for commercial shipping activities. These ports are built on a sea location and enable the accommodation of both small and large vessels.

Cargo ports act according to the cargo it manages and the amenities available differ from one port to the other. These are the special ports to handle cargo only. These ports are also known as "bulk ports", "break bulk ports" or "container ports".

The cargo ports involve many mechanical techniques to load or unload the shipment. A cargo port may be designed to deal with single, as well as multiple types of products.

Terminals to the shore

Some of the most common types of terminals are container terminal, bulk cargo terminal, LNG terminal.

Yacht harbor

Cruise harbor

Source: [Marineinsight.com](https://www.marineinsight.com)





KPMG Deals

Investment opportunity

DEALS | CYBER | DIGITAL | RISK

An excellent opportunity to further develop the Port of Aseri

Selling all the land (and the accompanying development project) to an interested investor.

- The Port of Aseri is registered in the State Port Register of Estonia. Aseri Sadam OÜ and Sweco Projekt developed the port according to the terms of reference in 2015 and it complies with the valid development plan of Viru-Nigula Municipality.
- The area of the port is 31 hectares and can be expanded on account of the sea to 70 hectares. The Republic of Estonia issued the coordinates of the water area to the Port of Aseri in 2000, and Viru-Nigula Municipality issued the construction permit for renovation of the berth, which is 300m long and 80m wide, according to the preliminary design in 2017.
- Aseri Industrial Park is located 125 km from Tallinn to Narva in the Lääne-Virumaa, Viru-Nigula Vallas, in the seaside town of Aseri with 1600 inhabitants and a wider employer.

