



**ΥΠΟΥΡΓΕΙΟ ΕΞΩΤΕΡΙΚΩΝ**

**B8 Διεύθυνση**

**Επιχειρηματικής Ανάπτυξης**

**Τηλ.: 210 3682841**

**FAX: 210 3682771**

**E-mail: b08@mfa.gr**

**Αρμόδιος: Γεώργιος Ρουσσόμουστακάκης**  
**ΤΕ ΠΤ Διοικ Γ΄**

**ΑΔΙΑΒΑΘΜΗΤΟ**  
**ΚΑΝΟΝΙΚΟ**

Αθήνα, 03 Μαΐου 2018

**Α.Π. 25182**

**ΠΡΟΣ : ΠΙΝΑΚΑ ΑΠΟΔΕΚΤΩΝ**

**ΚΟΙΝ.:** - Γενικό Προξενείο Μαριούπολης

- Πρεσβεία Κιέβου

**Ε.Δ.:** - Διπλωματικό Γραφείο κ. Υπουργού

- Διπλωματικό Γραφείο κ. ΑΝΥΠΕΞ

- Γραφείο κ. Γενικού Γραμματέα

- Γραφείο κ. Γενικού Γραμματέα ΔΟΣ & ΑΣ

- Γραφείο κ. Αναπληρωτή Γενικού Γραμματέα ΔΟΣ & ΑΣ

- Γραφεία κ.κ Α΄ και Β΄ Γενικών Διευθυντών

- Α5, Β2 Διευθύνσεις

**ΘΕΜΑ: Μελλοντικά επενδυτικά σχέδια Οργανισμού Λιμένος Μαριούπολης.**

ΣΧΕΤ: Έγγραφο Γενικού Προξενείου Μαριούπολης με Α.Π.Φ 501.6/6/ΑΣ 192/20.04.2018.

Σας διαβιβάζουμε συνημμένως, ενημερωτικό φυλλάδιο, στην αγγλική γλώσσα, το οποίο μας περιήλθε με ανωτέρω σχετικό έγγραφο, αναφορικά με την ιστορία, τις εγκαταστάσεις, τις υπηρεσίες και τα μελλοντικά επενδυτικά σχέδια του λιμένος Μαριούπολης και παρακαλούμε για την ενημέρωση των μελών σας.

Οι ενδιαφερόμενες επιχειρήσεις μπορούν να επικοινωνήσουν με το Γενικό Προξενείο της Ελλάδος στην Μαριούπολη. Προς διευκόλυνσή σας, παραθέτουμε στοιχεία επικοινωνίας:

Γενική Πρόξενος: Ελένη Γεωργοπούλου, Σύμβουλος Πρεσβείας Β΄

Τηλέφωνα: (00380629) 470438, 345384, 528490, 332492

Φάξ: (00380629) 528719

E-mail: grgencon.mar@mfa.gr

Ο Διευθυντής

Λεωνίδας Παπακωνσταντινίδης  
Σύμβουλος ΟΕΥ Α'

Συν: Σελ (13)



STATE  
ENTERPRISE  
"MARIUPOL SEA  
COMMERCIAL PORT"

ГОСУДАРСТВЕННОЕ  
ПРЕДПРИЯТИЕ  
"МАРИУПОЛЬСКИЙ МОРСКОЙ  
ТОРГОВЫЙ ПОРТ"





## MESSAGE FROM DIRECTOR OF THE PORT



Mariupol Sea Commercial Port is the leading port in the Sea of Azov. Its history began in 1889 when in the Ukraine there was an imminent need in rise of transport junctions capable to join emerging economic centres of industry in other countries of Europe and America. Mariupol port formation took place at the same time with such historical events as for example, Eiffel Tower opening in Paris (1889) or the beginning of celebration of International Labour Day (May Day) in Chicago (May 1, 1889). All staff is extremely grateful to the founders and creators of Mariupol port that is 125 years old.

At the present stage Mariupol port is one of the leaders in Ukraine as to mechanization level, hydro-engineer facilities quality, cargo handling volume, high service and many other data relevant to maritime industry. The port joins the group of the leading ports of Europe in load of each square meter of berthing area.

Due to efficient and well thought-out management both at the top level and on operating level Mariupol port workers are confident in the future of their enterprise and their families. Path gone through proves that XIX century engineers were right about the decision taken on the port construction just in Mariupol. This enterprise has big and favourable future. We look ahead with great optimism and we are always ready to consider mutually beneficial business proposals of new partners.

Choose our port for realization of your plans.

*Director of Mariupol Sea Commercial Port*  
**A. Oleynik**





## PORT HISTORY



From time of its foundation in 1779 Mariupol had its own berths and was famous for its rich trade fairs. Consequently, opening of custom-house (1800) and port office (1809) in the town became a logical continuation of brisk trading of region's residents.

Rise of Mariupol port was a result of rapid development of the industrial South of Ukraine in the second part of XIX century. Shallow warf in the Kalmius river estuary did not meet the requirement of fleet development and that of mining and metallurgical industry of Donetsk basin. In 1886 a deep-water port construction began in Mariupol near Zintseva ravine. The construction had been planned for 5 years, but it was completed in 3 years due to demand of manufacturers.

In the 60-s of XIX century inhabitants of Mariupol shipped up to 200, 000.00 tons of grain products only from one wharf in the Kalmius river during summer navigation. It was a very fair figure even for modern port grain elevators. Need in Donbass coal export accelerated building of railway to Mariupol (1882) and construction of Mariupol port in 1886-1889 that quickly became leader of the Azov region.

Opening of the port that arisen obviously under a lucky star, took place on August 21 (September 2), 1889 in the time of coal loading on the steamer "Medveditsa". In principle, the local corporation of merchants constructed this port for transportation of Donbass coal, metal and the Ukrainian wheat. In spite of past centuries the very goods traffic is actual even nowadays. And the port management pays special attention to it. Further port development strategy is based on the very goods traffic that caused the port foundation.





## GEOGRAPHICAL POSITION

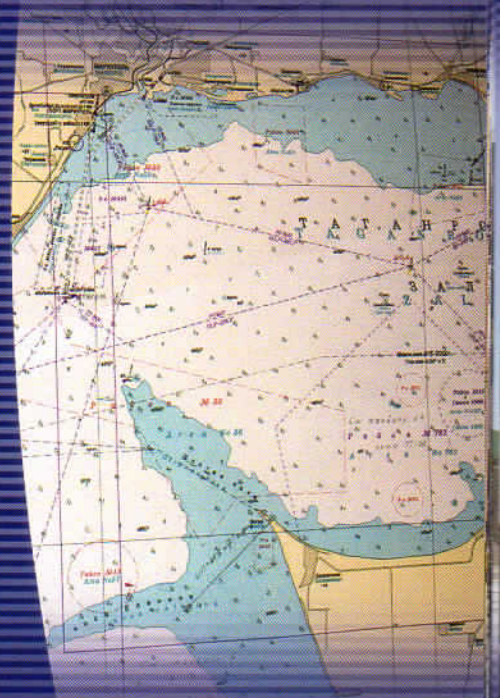
Mariupol port Long. 37° 30' E, Lat. 47° 03' N is situated 14 miles northward of the entry into the Taganrog Gulf of the Sea of Azov, at the western end of it.

The port water area consists of the Inner and the Outer roads and the Approach canal as well. The Inner roads include the Outer Harbour, the Coal, the Grain and the Western Harbours that are protected from the seas by the Northern, the Eastern, the Southern moles and the Dyke dam.

There are two anchorage areas for vessels in the Outer roads. Area N 458 is intended for anchorage of river and sea vessels with draught no more than 5 m, area N 457 is for superships with draught more than 5 m.

Navigation in the port is all the year round. NE and E winds prevail in winter, and W and SW winds in summer months.

Vessel Traffic Surveillance Center (VTSC) works round the clock to ensure safety of navigation. It is equipped with up-to-date radar equipment. VTSC has control over all vessels traffic within a radius of 12 miles, and in reduced visibility and ice conditions provides radar assisted pilotage of vessels.





## PORT SERVICES

In Mariupol port they render the clients services as follows:

- ships handling and holds cleaning after discharging;
- storage and accumulation of cargo up to shipment quantity;
- warehouse cargo handling operations;
- cargo transshipment;
- acceptance of cargo from railway vehicles, motor transport and vessels;
- full complex of shipping documents execution on vessel acceptance and sailing;
- giving vacant berths or a place in the Avantport for ship's preparation for repair, maintenance supply, minor repairs, stay and other needs;
- ship's arrival and departure execution;
- tug support and ice-breaker assistance;
- securing and lashing of cargo;
- bilge water and waste oil products collection;
- giving a place in the Avantport for fumigation and decontamination execution.

Sheds area is 14,1 thousand sq.m; open storage area is 263,7 thousand sq.m.





## CARGO HANDLING

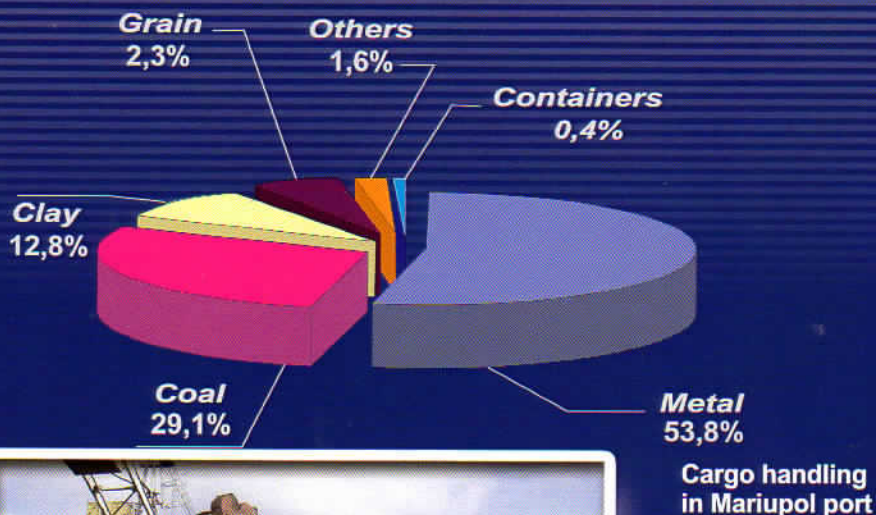
Main advantages of Mariupol port for clients are its high rate of cargo handling and cargo safety guarantee at minimum handling costs. Mariupol Sea Commercial Port is unique compared with other related ports due to the absence of unproductive demurrage during vessels and railway vehicles handling, and efficient combination of high rate, quality and safety of work carried out.

Efficient use of each running meter of berthage is characterized by freight density figure of the port berths that is more than 300 ts/running m, which is much higher than mean rate in the ports of the Azov-and-Black Sea region due to high labour productivity. The port works all the year round, Sundays and holidays included.

Existence of powerful metallurgical and engineering works in Donetsk region including Mariupol such as well-known nowadays "Ilyich Iron and Steel Works", "Azovstal Iron and Steel Works", promoted steady transshipment increase of all range of metal products and heavy engineering via Mariupol port.

They handle a wide and diversified range of cargo in the port. For the port history they have obtained invaluable experience in transshipment of all kinds of cargo. Up to the present the main kinds of cargo handled in the port are metal of all grades, coal, clay, grain, chemicals, containers, equipment and machinery, palletized cargo and cargo in big-bags, sunflower seed oil.

The above and other cargo is transhipped from the CIS countries via Mariupol Sea Commercial Port to more than 150 countries of the world.





## CHARACTERISTICS OF GRAIN COMPLEX

- grain cargo handling complex capacity is 2 million ton per year
- one-time storage capacity - 131.1 thousand ton.
- rate of grain cargo acceptance from road transport - 500 ton / h, or 9.0 thousand ton / day.
- rate of grain cargo acceptance from rail transport - 1.0 thousand ton / hour or 4.5 thousand ton / day.
- vessels' loading capacity up to 2000 ton / hour
- grain drying rate 3.0 thousand ton / day

### Grain Complex Construction Phases

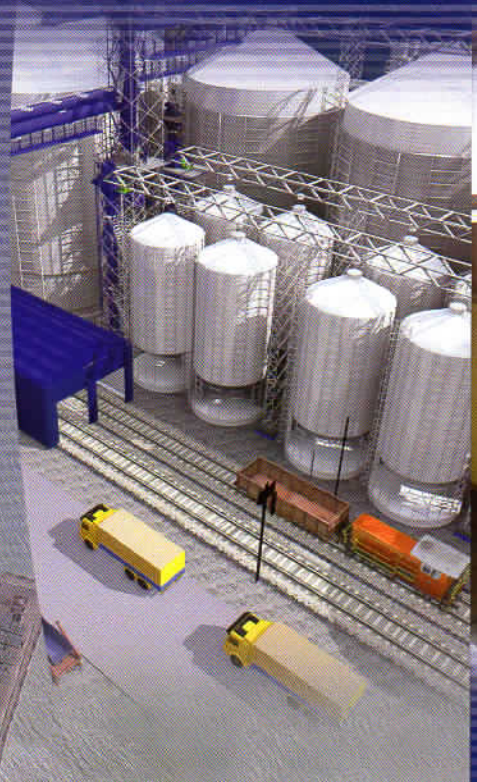
The first phase:

at the beginning of 2017 – at the end of 2018 (SE "MSCP" funds), 10 silos with storage capacity 5,7 thousand ton each, truck and railway cars areas, one grain loading machine, loading capacity is up to 1,000 ton / hour.

Rating	Total project	1st phase
Investments, in men USD	32,8	16,8
NPV (net present value), in men USD	10,7	5,6
DPP (discounted payback period), in years	7,9	7,6

The second phase:

- Investor's funds attraction. At the beginning of 2018 – at the end of 2019, it is planned to build 13 silos with 5.7 ton storage capacity each and install grain handling machine №2 with capacity up to 1000 ton/hour and work in reverse direction.





## AGRICULTURAL CARGO HANDLING CLUSTER'S FORMATION

Agricultural cargo handling cluster is a group of interacting companies concentrated in the port area, rendering services in cargo acceptance, storage and shipment to different modes of transport, with specialized infrastructure, developing on the principles of integration and mutual complementarity of functions to gain competitive advantages in transport services market.

### Elements of agricultural cargo handling cluster

- specialized grain cargo handling complex capacity is 2 million ton per year
- indoor floor storage leased by "STT", 300 thousand ton per year capacity
- complex for sunflower seed agricultural oil shipment of the company "Euro Oil", 500 thousand ton per year capacity





## PORT FLEET

The port tugs of ice –class render full complex of services in water area and the Approach canal of Mariupol port.

In the port there is an ice-breaker of USPA Mariupol branch

	Operations	up to 3,000mt	3,001- 5,000mt	5,001- 10,000mt	10001- 15000mt	More than 15000mt
1.	Mooring with maneuvering	0-30	0-45	1-00	1-15	2-00
2.	Unmooring with maneuvering	0-30	0-45	1-00	1-15	2-00
3.	Anchoring or anchoring up	0-30	0-45	1-00	1-00	1-45
4.	Haulage along the berth	0-30	0-30	0-45	0-45	1-00
5.	Shifting by vessel's own engine and tugs	1-30	2-00	2-45	3-00	3-15
6.	Stern-on mooring by the head	1-00	1-30	2-00	2-30	2-30
7.	Unmooring from the mole	0-45	1-00	1-30	2-00	2-00

### NOTES:

1. Manoeuvring standard time is calculated by actual time in ice conditions and fog.
2. To calculate canal speed 8,0 knots.



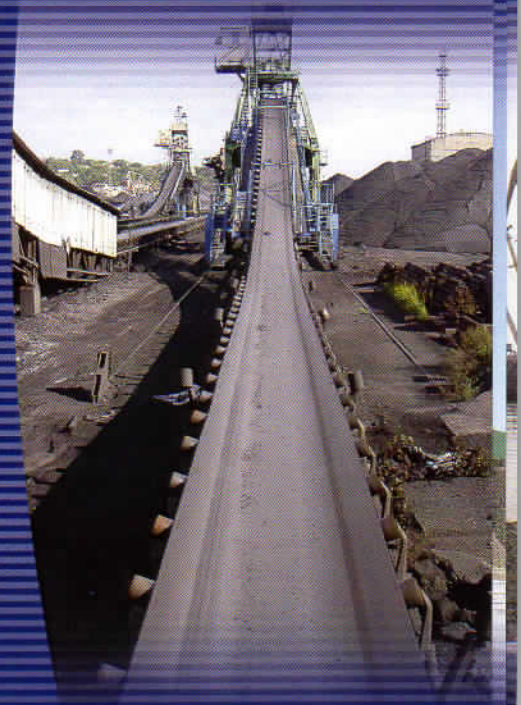


## MECHANIZATION FACILITIES

In the system of the Azov-and-Black Sea basin Mariupol port is beneficially distinguished by its record richness of loading machinery and quantity of cargo handled per each square meter of port area. Main advantages of the leading port of the Azov area are high-speed handling of all types of cargo, low cost price of its transshipment and safety guarantee.

The port has at its disposal:

- gantry cranes and loaders of lifting capacity up to 50 tons – 66 units:
- self-propelled boom cranes – 16 units, including:
  - truck cranes of 10-45 tons lifting capacity;
  - travelling gantry crane of 12,5 tons lifting capacity;
  - floating cranes of 16-150 tons lifting capacity – 5 units;
- fork-lift trucks:
  - 1,5 up to 42 tones lifting capacity;
- bucket loaders :“Bobcat”, “Komatsu”, “Volvo”, “JCB” of 0,8 up to 3 cub.m bucket capacity;
- port truck tractors “Terberg”, “Kalmar”, “Sisu”;
- rolltrailers, bulldozers, tractors, excavators, diesel locomotives and other machinery.





## SPECIALIZATION OF BERTHS

There are 22 berths in the port. The port provides round the clock handling of transport vehicles without interruption.

In addition to eighteen main berths there are four auxiliary berths for oversized and heavy equipment handling.

Total length of MSCP berthage is 4,2 km.



Berth no.	Description of cargo	Length, m	Depth, m
1	Oil, grain and general cargo	262	9,5
2	Packed cargo, grain	180	8,5
3	Bulk cargo, ferrous metal rolled products	145,6	8,5
4	Ferrous metal rolled products	220	9,75
5	Ferrous metal rolled products, mineral fertilizers, grain (direct variant)	212,3	9,5
6	Mineral fertilizers, grain, sunflower seed oil	223,34	9,5
7	Metal, general cargo, bulk	262,71	9,75
8	Bulk cargo	225,15	8,0
9	Bulk cargo	199,85	9,75
10	Ferrous metal rolled products	208,27	9,75
11	Metal, bulk	164	9,75
12	Bulk	165	9,75
13	Bulk	210	9,75
14	Coal (coal handling complex)	265,57	8,35
15	Ferrous metal rolled products, bulk	151	8,00
16	Ferrous metal rolled products, bulk	200	9,75
17	Ferrous metal rolled products and containers	200	9,75
18	Ferrous metal rolled products, bulk	202,3	9,75

### AUXILIARY BERTHS

Berth	Description of cargo	Length, m
AB1	Oversized and heavy equipment	107,49
AB2	Oversized and heavy equipment	30,69
AB3	Oversized and heavy equipment	35,90
AB4	Oversized and heavy equipment	47,94





## PROSPECTS FOR PRODUCTION CAPACITY DEVELOPMENT



In order to meet the national trade and transport needs, cargo owners and ship-owners requirements to dependability and quality of service, the Port should provide efficient port infrastructure and high-quality service on a short-term, a mid-term and a long term horizon.

End of purpose could be realized both by reconstruction, technical modernization and re-specialization of some port berths available and by building new loading complexes.

### **Planned Key Projects for Realization:**

- Grain handling complex construction at berth № 4 area (new construction), with total complex grain handling capacity up to 2,0 mln tn per year. Project period is 2017-2019.
- General and containerized cargo handling terminal set up (reconstruction) at the 3rd cargo handling area. The project will make it possible to speed up railway cars unloading rate by new gantries, to enhance labour protection conditions fulfilment and improve work safety, to increase warehouse space utilization, to reduce base cost of handling. Project period is 2016-2018.
- Sunflower seeds oil handling complex construction, with sunflower seeds oil handling at berths № 2-3 (new construction), complex handling capacity is 500' 000.00 tn per year. Project period is 2017-2019.

As well as in past years much attention will be paid to the port production and social infrastructure development, including power engineering facilities as follows:

- Retrofit projects for efficiency development of the Port energy resources use, implementation of energy conservation measures, reliability improvement of the Port power supply are proposed to be realized during 2015-2017: transformer substations renovation, heat supply system modification (for natural gas consumption reduce), automated informative electric power accounting system implementation.
- Renewal of loading facilities. Portal cranes re-equipment instead of their write-off.
- Social objects reconstruction.







## КОНТАКТНАЯ ИНФОРМАЦИЯ CONTACT INFORMATION

*Выберите наш порт для осуществления Ваших планов!*

<b>Международный код:</b>	<b>(+380 629)</b>
<b>Междугородный код:</b>	<b>(0629)</b>
Директор порта	40 86 57
Приемная директора порта	40 86 34
Заместитель директора по эксплуатации	40 86 40
Главный инженер	40 86 50
Заместитель директора по экономике и финансам	40 86 82
Заместитель директора по правовой работе	40 86 47
Начальник службы морской безопасности	40 86 24
Начальник службы управления и мотивации персонала	40 86 03
Капитан порта	40 82 91
Главный бухгалтер	40 86 06
Главный диспетчер	40 86 62
Дежурный оператор	40 86 90
Начальник отдела договорной и тендерной работы	40 86 07
Начальник коммерческой службы	40 87 73
Факс коммерческой службы	40 86 92
Факс управления порта	40 86 60

**87510, УКРАИНА**

**г. Мариуполь, Донецкая область,  
пр. Адм. Лунина, 99**

**ГП "Мариупольский морской торговый порт"**

Телетайп: 115146 PORT UX Телекс: 115215 MORE UX

E-mail: [all@marport.net](mailto:all@marport.net)

Коммерческая служба:  
[mail@marport.net](mailto:mail@marport.net)

*Choose our port for realization of your plans!*

<b>International phone code</b>	<b>(+380 629)</b>
<b>City code:</b>	<b>(0629)</b>
Port Director	40 86 57
Port Director's reception	40 86 34
Deputy Director on Operations	40 86 40
Chief Engineer	40 86 50
Deputy Director on Economics and Finance	40 86 82
Deputy Director on Legal Work	40 86 47
Head of security department	40 86 24
HR Manager/Head of employee management and incentive service	40 86 03
Harbour Master	40 82 91
Chief Accountant	40 86 06
Port General Operator	40 86 62
Port Operator	40 86 90
Head of contracts and tenders department	40 86 07
Head of commercial department	40 87 73
Commercial department fax	40 86 92
Port Office fax	40 86 60

**87510, UKRAINE,**

**Mariupol, Donetsk region,  
99, Admiral Lunin Av.**

**State Enterprise "Mariupol Sea Commercial Port"**

Teletype: 115146 PORT UX Telex: 115215 MORE UX

E-mail: [all@marport.net](mailto:all@marport.net)

Commercial department:  
[mail@marport.net](mailto:mail@marport.net)

