



BALTIC JUICE TERMINAL

OPTIMIZED LOGISTICS OF JUICE CONCENTRATES
TO RUSSIA, CIS AND EASTERN EUROPE

BALTIC JUICE TERMINAL IN BRIEF

Baltic Juice Terminal (BJT) is the most modern FCOJ terminal in the world and is located in the Free Port of Ventspils, Latvia. It is the perfect solution for optimization of logistics of frozen concentrated orange juice from global orange growers (Brazil, USA/Florida, Mexico, Spain) to juice producers in Russia, CIS and Eastern Europe.

Location	<ul style="list-style-type: none"> • BJT is located in the ice-free Free Port of Ventspils, Latvia • Due to its location on the coast of the Baltic Sea in the heart of Europe, BJT is the proximate solution for optimization of juice concentrate logistics from producers to juice plants in Russia, Scandinavia, CIS and Baltic countries
Technical parameters	<ul style="list-style-type: none"> • Constructed: 2006 • Territory: 3 ha • Office space: 850 m² • Depth of berths: 11.0 m • Handling of vessels: up to 42 000 DWT or 205 m • Tank farm capacity: up to 11 000 MT at -10°C (with an option to be increased to 15 000 MT) • Cold storage capacity: 10 000 drums/1 800 m² at -18°C (3 rooms) • Production facility for concentrate mixing and blending, drum filling and dumping
Services	<p>BJT offers a full range of FCOJ transshipment and handling services:</p> <ul style="list-style-type: none"> • transshipment services: unloading from vessels; loading/reloading on trucks in bulk, containers, bins, drums; loading on rail in bins and drums • mixing and blending • de-drumming and drum filling • cold storage • laboratory and quality control • forwarding services
Owner	<p>BJT is operated by Overseas Estates Ltd, Latvia, which is a 100% subsidiary of JSC Rietumu Banka, Latvia.</p> <ul style="list-style-type: none"> • JSC Rietumu Banka is the leading corporate and investment bank in Latvia.
Financial partnership	<p>BJT is financially backed by JSC Rietumu Banka, offering a wide range of services, including:</p> <ul style="list-style-type: none"> • trade financing • domestic and non-resident lending <p>JSC Rietumu Banka www.rietumu.lv</p> <ul style="list-style-type: none"> • Audited after tax profit in 2012: 28.8 MEUR (Bank) / 31.6 MEUR (Group) • Assets as the end of 2011: 2 350 MEUR (Group)



Location of the terminal on Google Maps:
<http://goo.gl/maps/ziWdZ>

CONTACT INFORMATION

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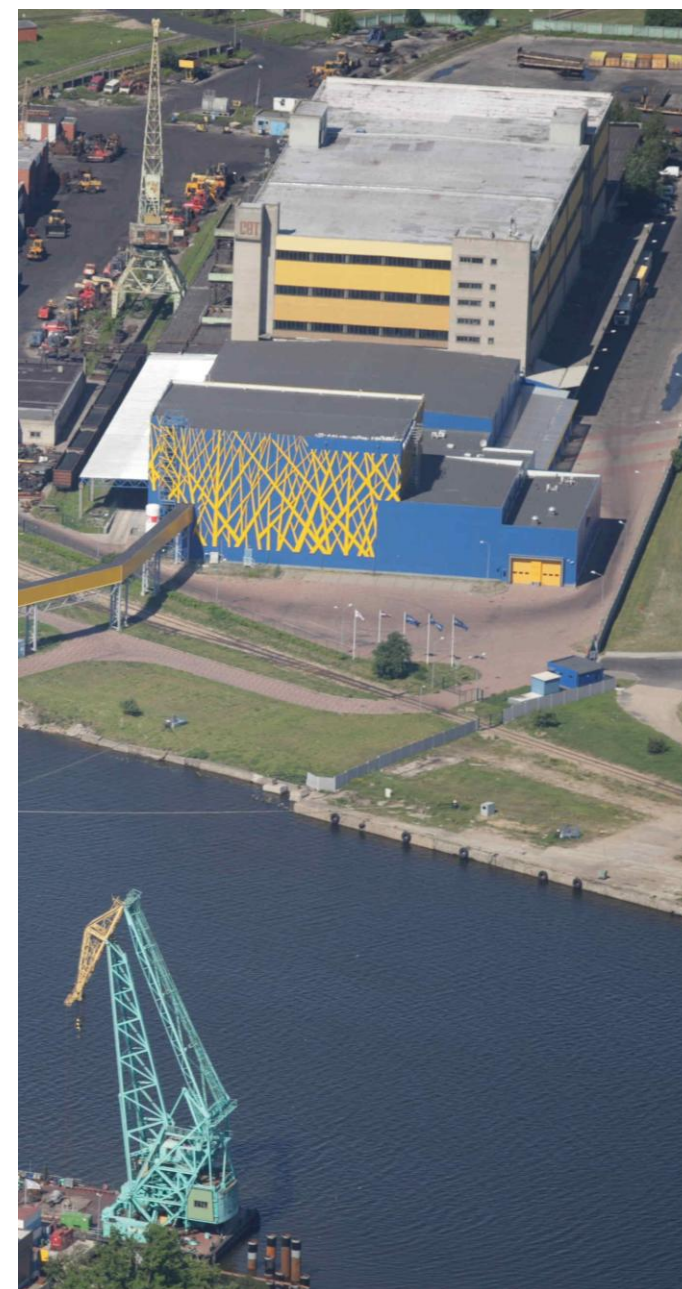
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TECHNICAL INFORMATION

BJT is fully equipped with state of the art technology to perform juice concentrates handling and storage services at the highest quality standards required by multinational companies and offers a full range of terminal services. The terminal is operated automatically and required minimum men labor.

Constructed	2006
Total territory	3 ha
Office space	850 m ² (excluding laboratory – 98.9 m ² and operator room – 36.1 m ²)
Depth of berths	11.0 m (with an option of dredging till 12.0 m)
Handling of tanker vessels	up to 42 000 DWT / 205 m length
Pipeline connection with berths	4 pipelines (ø 10 inches), pumping capacity 100 MT/h each
Product pumps	7 pump stations at 60 m ³ /h, 8 pump stations at 40 m ³ /h
Potential FCOJ turnover	up to 100 000 MT/year (with options to be increased to min of 150 000 MT/year)
Drum filling	1 conveyor for 200 liter drums – 60 drums/h
Drum emptying	1 conveyor for 200 liter drums – 30 drums/h
Tank farm for FCOJ	up to 11 000 MT at -10°C (with options to be increased to 15 000 MT) <ul style="list-style-type: none"> – 12 storage tanks (7 820 m³) – 4 storage/dispatch tanks (740 m³) – 6 blending tanks (150 m³)
Cold storage facility	3 rooms (881 m ² , 561 m ² , 348 m ²) with total capacity of 1 800 m ² 10 000 drums at -18°C (2 rooms can be kept at 0°C)
Additional facilities	<ul style="list-style-type: none"> – fully automatic terminal operation – concentrate mixing and blending facilities; – drum filling and dumping facilities; – 2 weighting bridge platforms – up to 60 MT and 18 m length; – fully equipped laboratory; – radio communication; – video security
Equipment	Fluidor, Maso, Siemens, Atlas Copco, York International, Holvrieka, Trilobes



ADVANTAGES OF LOCATION OF THE TERMINAL

Located in Ventspils, Latvia, Baltic Juice Terminal is **more than twice closer to juice producers in Russia, Scandinavian, CIS and Baltic countries**, compared to the terminals in Rotterdam, Ghent and Antwerp, resulting in substantial inland transportation costs savings.

In addition to direct transportation costs savings, location of the terminal in Ventspils provides a number of other advantages:

- Shorter delivery times, which means possibility of just-in-time delivery, better inventory management and less working capital requirement
- Faster order processing due to smaller size of the terminal
- Location in the second biggest port in Latvia insures availability of highly skilled personnel
- Location in Latvia insures possibility of working with multilingual customers, as majority of personnel in Latvia speak English, Russian and often German languages
- Ventspils Port is an ice-free port, which insures year round operations
- Capacities of the Ventspils Port are not utilized fully, which means that there are no problems associated with overloaded ports
- Ventspils Free Port Authority fully supports development of the terminal
- Railway connection of the terminal
- Highly developed infrastructure of Ventspils Free Port

ADVANTAGES OF FREE PORT (SPECIAL ECONOMIC ZONE)

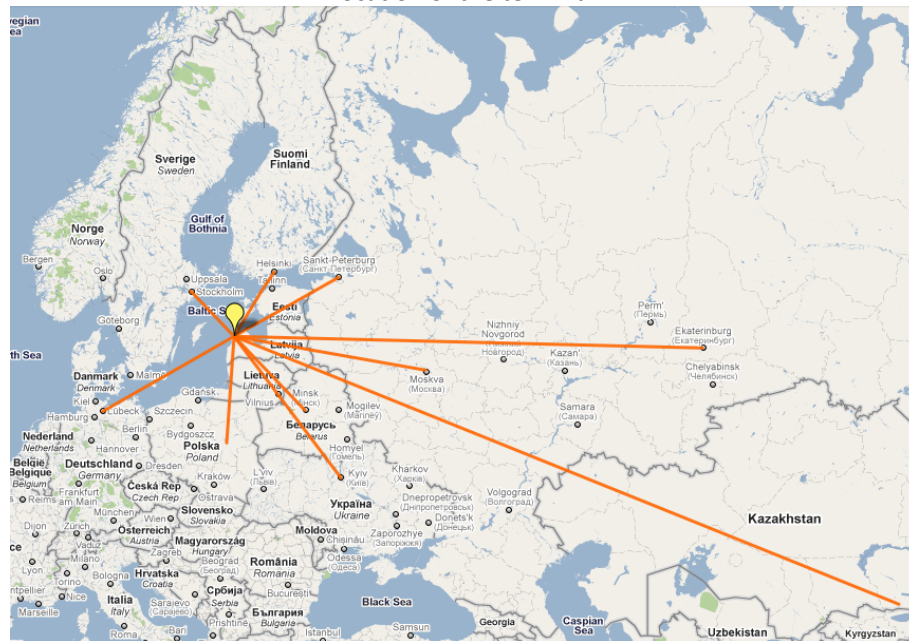
Ventspils Port is a Free Port, which is a Special Economic Zone (SEZ). Companies operating in SEZ are eligible to tax discounts conditional to investments in infrastructure of SEZ.

Following tax discounts are available for operators of Baltic Juice Terminal:

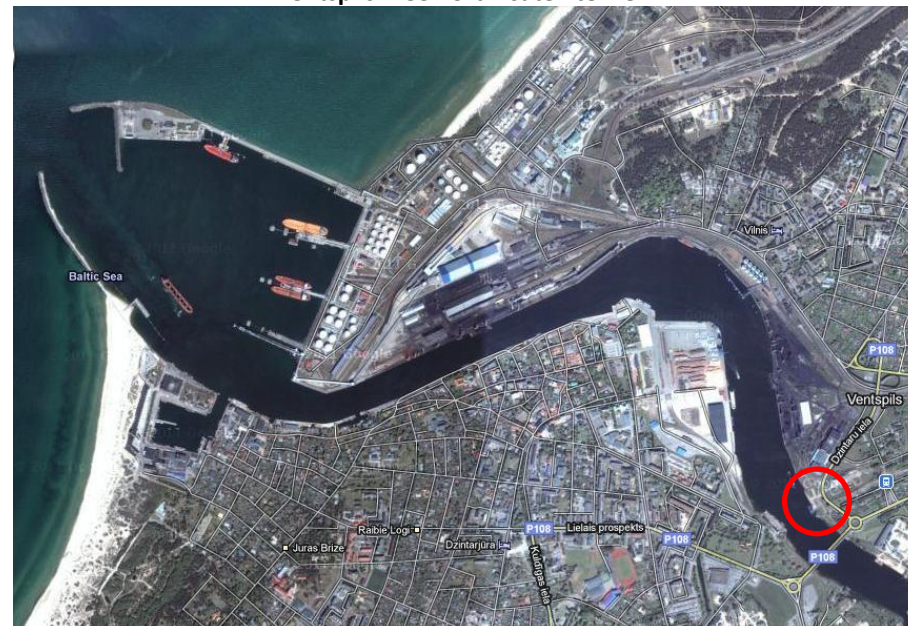
- 0% Value Added Tax rate
- 0% customs duty
- 0% excise tax
- up to 80% discount on Corporate Income Tax
- up to 80% discount on Real Estates Tax



Location of the terminal



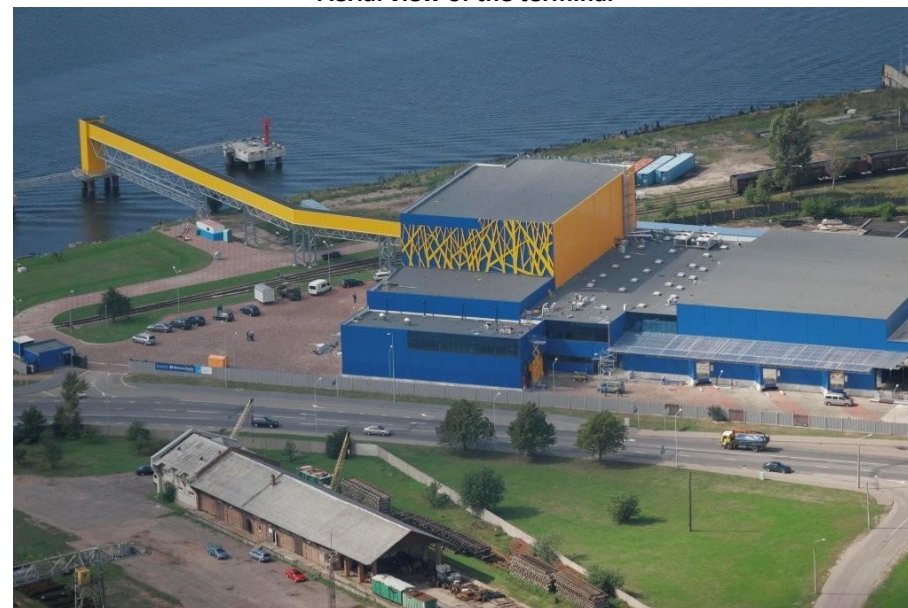
Ventspils Free Port – satellite view



Aerial view of the terminal



Aerial view of the terminal



Inside FCOJ pipeline gallery



FCOJ storage tanks



Drum filling line



Cold storage area



Paletiser



Fully equipped laboratory



Automatic equipment operating room



Office rooms



Fully automatic auto tanks loading room

