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ИЗДАЕТСЯ С 1994 ГОДА



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By the four seas

The export chemical terminals of Tatarstan companies would be built by the four seas

The existing logistics ways stand in need of serious changes on the back of the prospective growth of production volumes showed by the largest companies represented in the petrochemical & gas sector of the economy of the Republic of Tatarstan, «Nizhnekamskneftekhim» and «Kazanorgsintez», that are going to upgrade the operating facilities and build new ones. One of the ways how the republican companies aim to improve the efficiency of export is the construction of self-owned chemical terminals.

In July, the construction of the first terminal was started in Temrukskij region of Krasnodarsk territory across the Black sea and the Sea of Azov on the territory of port Caucasus. The line of the terminal would be put into operation in October, the second one – in the next December. In 2007, as scheduled under the program, the construction of the similar terminal would be launched in one of the north-western ports of Russia.



Export way

In 2005, the share of export in total volume of «Nizhnekamskneftekhim» production was 53.9%, the same index of «Kazanorgsintez» was 20%.

The port Caucasus is situated in the Taman' region

The port Caucasus was built in 1953 as a part of Kerchenskij trading port for servicing the transportation between the Crimea and the Kuban. It is situated right opposite Kerch across the strait on the Chushka marine streamer of the Taman'.

The harborage area is man-made with two breakwater piers. The port is freeze-resistant, able to service vessels with the 5-meter draft.

After the collapse of the Soviet Union, the port was given to Ukraine with its infrastructure situated on the opposite shore left with the Russian Federation. This moment marked the beginning of the independent and fast development of the port. For example, it used to specialize in the transportation of the dry cargoes, but the oil transfer was included in its business as well, as the export from the Russian Federation through the Black Sea port was rising sharply (for example refer to the publication «Transit through the Taman'» published in «Oil & Capital» # 11, 2003). Last year, 2 mln tons of crude and petroleum products were transported through the port Caucasus.

The best relationship is the long ago established one

«TAIF» is going to transfer about 1 mln tons of petroleum products through the terminals of «Solvalub» company situated in the port Caucasus within next 5 years. Here, petroleum products mean gasoline, diesel fuel, fuel oil, and vacuum gas oil of Nizhnekamsk production. The corresponding agreement has been concluded already.

At the moment, there are two export routes for the production of the petrochemical and gas companies of Tatarstan. The first one comes across the seas through the finish group of Kotka terminals, the second one by land is railroad transportation directly to the European countries.

The production volumes of these companies would grow two or four times, in parallel with export volumes. The question is how to deliver the additional volumes to the foreign consumers.

The services provided by railroad are too expensive while its carrying capacity is very limited. The ocean freight is substantially cheaper but there are no critical limits for volumes. It should be said that after the collapse of the Soviet Union, Russia was left without special port capacities for liquid petrochemical products. There is only one port situated in Russia that can provide services for transshipment for such lots of goods – Temruk situated in Krasnodarsk region. However, it has no tank farm for storage of so-called liquid «chemicals», thus, it has to operate with direct filling. It's almost impossible to provide the full loading of tankers in these conditions. That is why the Russian exporters of such «chem-

icals» have no alternative but to use the external ports Ventspils and Kotka that provide the appropriate tank farms. «Nizhnekamskneftekhim» has established even a special company «Nizhex-Scandinavia» that takes on lease the storage facilities and port storage tanks for the sale of its production.

In case the goods are transported via external ports, the consignors have to pay the export railroad fee that is many times higher than the Russian one. Additionally, the Finnish companies realize the monopoly on the market in full by establishing high lease rates. That means that working with external ports isn't also the optimal solution.

The calculations showed that the implementation of own terminals in the Russian sea ports could let the petrochemical branch of Tatarstan be free in sales and significantly increase the profitability of business. Thus, it may contribute to the solution of task set by the shareholders of «TAIF» – the company that takes control over «Nizhnekamskneftekhim» and «Kazanorgsintez» (see «OaC», December 2005)– to their management in the beginning of 2005. The analysis made for available export routes led to the choice for two destinations: the southern and the north-western providing the access to the Black sea, the Asov sea, the Baltic sea, and the White sea.

The ships are already reserved

The construction of a chemical terminal on southern export destination, in port Caucasus, was started on 7th of June. The construction is carried by LLC «Ugkh-interterminal» – the joint venture company of «Nizhnekamskneftekhim» and LLC «IFC «Interkhimprom»», the wholly-owned subsidiary of Solvalub company (25% and 75% of issued shared capital

accordingly). The joint venture was established specifically for realization of this project in 2003 when «Nizhnekamskneftekhim» was not yet under «TAIF» control. Nevertheless, the shareholders of «TAIF» approved this project.

«Solvalub» company was adopted for partner because of the several reasons. First of all, the trade of petrochemical products is one of the main business lines of this company. The second point is that it has terminals for petrochemical products in port Caucasus, and the site selected for construction of chemical terminal is on the border of their territory. Thirdly, Solvalub owned chemical terminal Ventamajaks in Latvia in the past, therefore, obtained the experience of management of such objects. And, finally, the old partnership of Solvalub with petrochemical companies of Tatarstan played its part.

As it was told to «Neft & Capital» («Oil & Capital») by «TAIF» General Director Albert Shigaboutdinov, the construction of terminal with annual capacity of 210 th tons of liquid chemical goods is realized in two stages. The first one should be put into operation already in October. First several weeks the terminal would operate in the mode of direct unloading of produced goods from tank to tank ship. The full chart of transshipment would come into operation in December.

The cost of the project is USD 21.6 mln. The main part would be financed through the credit in the amount of USD18 mln given by

«Gazprombank» under «TAIF» and «Solvalub» guarantees. The projected payback period is 6 years.

In 2007, the capacities of terminal for transshipment of liquid chemistry are planned to be increased up to 500 th. tons annually. Moreover, the transshipment of up to 1 mn tons of so-called dry petrochemicals would be secured, i.e. of polyethylene, polypropylene, polystyrene, polyurethane, synthetic rubbers.

New terminal infrastructure is constructed with overcapacities and is designed for further increase of volumes that would be provided by an increase in number of tanks. Here to be mentioned that the estimated volumes are calculated for both the initiator party's goods and the goods transported by other companies. For example, it is known that the plants situated in Bashkortostan Republic are very interested in this project.

The transportation of the goods to the port Caucasus will be realized by railroad.

Taking into account the limitations for the loading capacity existing in the port Caucasus (deadweight – up to 6 th tons), the target markets for the goods transshipped in new terminal are primarily the countries situated in the basin of the Black Sea (Turkey, Bulgaria, Romania) and the South-Mediterranean countries (Greece, France, Italy). Under favorable business environment one can talk also about Spain, Great Britain, Belgium, the Netherlands.

It is presupposed that the initial stage (two-three years) of sea export transportation would be realized in cooperation with different companies. Later, TAIF would select few stable partners whom the Company is going to support with money: for purchase of new vessels and the renovation of the existing ones. Today, the negotiations are carried out with some national and international carriers with some of them having been given the guarantees for transportation of certain volumes of the goods already.

And the second terminal – at once

Shigaboutdinov told to «Neft & Capital» («Oil & Capital») that the similar or may be more large-scale project might be realized on the north-western coast of Russia. The selection of place and partners would be made by the end of this year, the construction would be started in 2007.

«TAIF» representatives propose that implementation of two terminals should influence the price policy making of Finnish companies that are unlikely to lose the whole transportation from Tatarstan at once. The Head of «TAIF» commented that «in case the tariffs would be changed to reduction, we would realize the transshipment to Scandinavian countries via the ports of Finland, because these countries represent the significant part of consumers of the goods produced by our plants».