

# Commercial Stevedoring Private Port Business





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A private stevedoring company is a business entity that specializes in offering stevedoring services to companies in need of loading and unloading goods from ships or other forms of transportation. These companies are privately owned and operated, usually with a focus on efficiency, productivity, and customer satisfaction.

Private stevedoring companies have become increasingly popular in recent years due to their ability to provide specialized services and adapt to the ever-changing demands of the global trade industry. Unlike public stevedoring companies, which are often state-owned, private stevedores are more agile and flexible in their operations. This flexibility allows them to respond quickly to market demands and keep up with changing regulations and industry standards.

One of the key advantages of hiring a private stevedoring company is their expertise and experience in handling cargo in a safe and efficient manner. These companies invest heavily in training their employees and implementing the latest technologies and equipment to ensure smooth operations and minimize the risk of accidents or damages. Private stevedores often have well-developed safety protocols and follow strict procedures to meet industry standards and comply with regulations.

Additionally, private stevedoring companies offer a wide range of services beyond just loading and unloading cargo. They often provide additional value-added services such as warehousing, storage, distribution, re-packaging, and even customs clearance. This comprehensive approach allows businesses to streamline their supply chain and reduce costs by outsourcing multiple logistic functions to a single service provider.

In conclusion, private stevedoring companies play a vital role in the global trade industry by offering specialized and efficient cargo handling services. Their flexibility, expertise, and comprehensive service offerings make them a preferred choice for companies seeking reliable logistic solutions. As international trade and competition continue to grow, the importance of private stevedoring companies in facilitating smooth and efficient cargo operations cannot be overstated.

### Business Overview

A private stevedoring company, is the oldest stevedoring company in the Port. The main activities of The Private Romanian Port Operator are reception, loading, unloading and storage of import, exports and transit goods that pass through the Harbour.

This is a versatile stevedoring company operating bulk terminals, open storage space, general cargo and warehouses that are all directly connected to 2,65 kilometres of quays and berths (21 berths), and roads and railways.

The Private Romanian Port Operator handles goods presented in any form (except for unpacked liquids) for transport. The cargo's include bulk and parcelled goods of any dimensions and weights per parcel up to 100 tons, including food stuffs.

- Bulk: iron scrap, bitumen;
- Cargo: food including perishables, machines, cement

### Deal Structure

This project is based upon some important aspects:

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#### TARGET PRICE

\$2,000,000,000

#### BUSINESS TYPE

Port

#### COUNTRY

Romania

#### BUSINESS ID

L#20240610

- The Private Port Operator is the owner of the listed properties, not concessions.
- The Private Port Operator can easily be transformed from a port operator company into a ship-management company with a minimum of investment.
- The acquisition is gradually (1-2 years) and all the legal advice are provided during the acquisition process.

## Terms

- Sale of 23% of company shares at the value of USD 500 Million, payment 30% at the signature of the contract and the rest of 70% when the buyer will own 51% of the company according to the following formula: 70% + X USD for every +1% over 23%, according to evaluation.

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