

I. Demand forecasts

**PLANNED ACTIVITIES WITHIN PORT AREAS AND/OR QUAYS
COVERED BY THE CONCESSION**

Breakdown of revenues from port operations	Unit of measurement	Year 1	Year 2	Year ...	Year N
Activity 1 (e.g. revenues from storage activities)	-	-	-	-	-
Volumes handled					
Prices charged					
Activity 1 (e.g. revenues from cargo handling activities)	-	-	-	-	-
Volumes handled					
Prices charged					
Activity 2 (e.g. revenues from storage activities)	-	-	-	-	-
Volumes handled					
Prices charged					
Activity 2 (e.g. revenues from cargo handling activities)	-	-	-	-	-
Volumes handled					
Prices charged					
Activity 3 (e.g. revenues from storage activities)	-	-	-	-	-
Volumes handled					
Prices charged					
Activity 3 (e.g. revenues from cargo handling activities)	-	-	-	-	-
Volumes handled					
Prices charged					
Other activities	-	-	-	-	-
Volumes handled					
Prices charged					
Breakdown of revenues from port services	Number	Year 1	Year 2	Year ...	Year N
Activity 4 (revenues)	-	-	-	-	-
Service units sold					
Unit price					
Activity 5 (revenues)	-	-	-	-	-
Service units sold					
Unit price					

Methodological note

A. Specify the types of traffic that can be handled under the concession (port operations), including any sub-segments:

- gateway traffic or transshipment traffic;
- containerised cargo traffic;
- conventional cargo traffic (general cargo, project cargo, etc.);
- rolling stock traffic (car carrier, etc.);
- liquid bulk traffic;
- solid bulk traffic;
- transport of gas;
- passenger traffic (cruises, ferries, local traffic, etc.);
- storage of empty containers, etc.
- other (please specify)

B. Provide a scenario analysis justifying the estimated traffic forecasts and any related variations with respect to reference scenarios and market dynamics.

C. Define the port services that may be provided by the concessionaire and must therefore be reflected in the EFP – Demand forecasts

II. Investment programme

INVESTMENT PROGRAMME

Elements to be considered for the calculation of the concession duration			Investments		Implementation schedule (see note 4)					
ID	Description of individual eligible investments	Description of individual non-eligible investments	Type of investment	Total amount (€)	Year 1	Year 2	Year 3	Year ...	Year N	
a.1	<i>see note 1</i>		<i>Infrastructure and civil works</i>		Progress payment No 1	Progress payment No 2	Progress payment No 3	Final Payment 100%		
a.2										
...										
a.n										
b.1	<i>provide a description of the investment by type</i>		<i>Buildings</i>		Progress payment No 1	Progress payment No 2	Progress payment No 3	Final Payment 100%		
b.2										
...										
b.n										
c.1	<i>provide a description of the investment by type</i>		<i>Fixed facilities</i>			Progress payment No 1	Final Payment 100%			
c.2										
...										
c.n										
d.1	<i>see note 2</i>		<i>Port equipment (of quay and square)</i>			Progress payment No 1	Final Payment 100%			
d.2										
...										
d.n										
e.1	<i>see note 3</i>		<i>Other port equipment</i>			Final Payment 100%				
e.2										
...										
e.n										
			Total							

Note 1: Execution of excavation works, completion of dredging activities, quay consolidation works, subsoil remediation, expansion of rail infrastructure, enhancement of yard load-bearing capacity, internal traffic lanes within storage areas, installation of quay fenders and edge angles, paving works, stormwater drainage systems, etc.
 Note 2: STS cranes, RMGs, RTGs, rail-mounted RTGs, reefer towers, lighting towers, etc.
 Note 3: Spreaders, terminal tractors, trailers, handling platforms, lifting equipment, out-of-gauge handling equipment, handling vehicles, self-propelled equipment, tractors, turntables, semi-trailers, mobile rubber-tyred cranes, etc.
 Note 4: Indicate the amount of each individual investment for each of the identified categories, the related progress payments, and the year of completion of the investments (final payment – 100%).

III. Depreciation schedule

DEPRECIATION SCHEDULE

ID	Investments	Investment amount, Depreciation charge, Accumulated depreciation	Rate	Year 1	Year 2	Year 3	Year 4	Year ...	Year N
a.1	<i>Infrastructure and civil works</i>								
	<i>Depreciation</i>		x%					(*)	
...	<i>Accumulated depreciation</i>								
b.1	<i>Buildings</i>								
	<i>Depreciation</i>		x%					(*)	
...	<i>Accumulated depreciation</i>								
c.1	<i>Fixed facilities</i>								
	<i>Depreciation</i>		x%				(*)		
...	<i>Accumulated depreciation</i>								
d.1	<i>Port equipment (quay and yard)</i>								
	<i>Depreciation</i>		x%				(*)		
...	<i>Accumulated depreciation</i>								
e.1	<i>Other port equipment</i>								
	<i>Depreciation</i>		x%			(*)			
...	<i>Accumulated depreciation</i>								
	Total depreciation								
	Total accumulated depreciation								

(*) Depreciation starting from the year following the completion of the investment

ACCOUNTING SCHEMES

Scheme 1 - Forecast income statement		Year 1	Year 2	Year ...	Year N
1.a	Revenue from port operations				
1.a.i	<i>of which Activity 1</i>	(1)			
1.a.ii	<i>of which Activity 2</i>	(1)			
1.a.iv	<i>of which Activity 3</i>	(1)			
1.a.v	<i>of which other activities</i>	(1)			
1.a.vi	<i>of which recharging of service costs</i>				
1.b	Revenue from port services				
1.b.i	<i>of which Activity 4</i>	(1)			
1.b.ii	<i>of which Activity 5</i>	(1)			
1.c	Other revenues and income arising from and/or related to the provision of port services or port operations				
1.c.i	<i>of which operating grants</i>				
1	Total operating revenues				
2.a	Costs of raw materials, consumables and goods				
2.a.i	<i>of which for fuel</i>				
2.b	Costs for third party services				
2.b.ii	<i>of which for maintenance</i>				
2.b.iii	<i>of which for demolitions</i>				
2.b.iv	<i>of which for utilities</i>				
2.b.v	<i>of which for insurance</i>				
2.b.vi	<i>of which for guarantees</i>				
2.c	Costs for the use of third-party assets				
2.c.i	<i>of which concession fee</i>	(2)			
2.c.ii	<i>of which leasing charges</i>				
2.c.iii	<i>of which other equipment rentals</i>				
2.d	Personnel costs	(3)			
2.d.i	<i>of which in-house staff</i>				
2.d.ii	<i>of which temporary port labour</i>				
2.d.iii	<i>of which other contractual arrangements</i>				
2.f	Change in inventories of raw materials, consumables and goods				
2.g	Other operating charges				
2	Total operating costs				
3=1-2	Gross operating result (EBITDA)				
4.a	Amortisation of intangible assets				
4.b	Depreciation of tangible assets				
4.c	Provisions to long-term funds				
4	Total depreciation, amortisation and provisions				
5=3-4	Net Operating Result (EBIT)				
6.a	Financial charges				
6.b	Financial income				
6=6.a-6.b	Total financial result				
7=5-6	Result before tax				
8	Taxes				
9=7-8	Net result				

Scheme 2 - Forecast cash flow statement		Year 1	Year 2	Year ...	Year N
A	Opening cash and cash equivalents				
1.a	Net result				
1.b	Amortisation of intangible assets				
1.c	Depreciation of tangible assets				
1.d	Provisions to long-term funds				
1.e	Use/release of provisions				
	+/- Change in operating receivables				
	+/- Change in operational payables				
	+/- Change in inventories				
	+/- Change in other net working capital (NWC) items				
1	Cash flow from current operations				
2.a	Investments in intangible assets				
2.b	Disposals of intangible assets				
2.c	Investments in tangible assets				
2.d	Disposals of tangible assets				
2	Cash flow from investing activities				
3=1+2	Operating cash flow (FCO¹)				
4.a	Increase in third-party funds				
4.b	Decrease in third-party funds				
4.c	Increase of equity				
4.d	Decrease in equity				
4	Cash flow from financing activities				
5=1+2+4	Change in cash and cash equivalents				
B=(A+5)	Closing cash and cash equivalents				
6	Discount rate for cash flows (WACC)²				
7	Net Present value (NPV)				
8	DSCR (Debt Service Coverage Ratio) = (1 + financial charges³)/(4.b⁴ + financial charges³)				
9	LLCR (Loan Life Coverage Ratio) = sum of net present value⁷ of (1 + financial charges³)/sum of decrease in third-party funds (4.b⁴)				

Scheme 3 - Forecast balance sheet		Year 1	Year 2	Year ...	Year N
Assets					
1.a	Intangible assets				
1.a.i	<i>of which under development</i>				
1.b	Property, plant and equipment (PPE)				
1.b.i	<i>of which land and buildings</i>				
1.b.ii	<i>of which plant and machinery</i>				
1.b.iii	<i>of which industrial and commercial equipment</i>				
1.b.iv	<i>of which other</i>				
1.b.v	<i>of which under development</i>				
1.c	Non-current financial assets				
1.c.i	<i>of which investments in subsidiaries</i>				
1.c.ii	<i>of which investments in associates</i>				
1.c.iii	<i>of which long-term receivables</i>				
1	Total fixed assets				
2.a	Inventories				
2.b	Trade receivables				
2.b.i	<i>of which due from customers</i>				
2.b.ii	<i>of which due from public bodies</i>				
2.b.iii	<i>of which due from associated, subsidiary and parent companies</i>				
2.b.iv	<i>of which other</i>				
2.c	Cash and cash equivalents				
2.d	Other				
2.d.i	<i>of which: non-current investments and securities</i>				
2	Total current assets				
1+2	Total assets				
Liabilities					
3.a	Trade payables				
3.a.i	<i>of which: due to associated, subsidiary and parent companies</i>				
3.a.ii	<i>of which due to other suppliers</i>				
3.b	Financial liabilities				
3.b.i	<i>of which due to banks and/or other lenders</i>				
3.b.ii	<i>of which due to associated, subsidiary and parent companies</i>				
3.c	Other payables				
3	Total liabilities				
4.a	Share capital				
4.b	Reserves				
4.c	Retained earnings from previous financial years				
4.d	Result for the financial year				
4	Total equity				
5.a	Severance pay provision (TFR)				
5.b	Other provisions for risks and charges				
5	Total provisions				
3+4.a+5a	Total Liabilities				
6=1+2-3.a-3.c-5	Net invested capital (NIC)				
7	Net financial position (NFP)				