### **Current report 15/09/2012/09**

### **September 2012 Cargo Shipments**

KDM Shipping Public Limited presents tonnage of cargo transported and revenues by country of discharge and type of cargo for September 2012, January-September 2012 and comparison of September 2012 vs August 2012 and January-September 2012 vs January-September 2011.

The following table summarizes tonnage of cargo transported and related revenues by type of cargo in September 2012:

| Tyl | oe of Cargo    | Revenue,<br>USD ths | Shipments, tonnes | Average price<br>per 1 tonne,<br>USD ths |
|-----|----------------|---------------------|-------------------|--|
| 1.  | Wheat          | 590                 | 20,956            | 28.2                                     |
| 2.  | Cement         | 558                 | 20,901            | 26.7                                     |
| 3.  | Wood           | 198                 | 6,731             | 29.4                                     |
| 4.  | General        | 158                 | 5,750             | 27.5                                     |
| 5.  | Sunflower meal | 134                 | 2,772             | 48.3                                     |
| 6.  | Gypsum         | 108                 | 4,601             | 23.5                                     |
| 7.  | Scrap metal    | 71                  | 2,600             | 27.3                                     |
| 8.  | Total          | 1,817               | 64,311            | 28.3                                     |

The following table summarizes tonnage of cargo transported and related revenues by country of discharge in September 2012:

| Co | untry of Discharge | Revenue,<br>USD ths | Shipments, tonnes | Average price<br>per 1 tonne,<br>USD ths |
|----|--------------------|---------------------|-------------------|--|
| 1. | Turkey             | 632                 | 21,284            | 29.7                                     |
| 2. | Russia             | 558                 | 20,781            | 26.9                                     |
| 3. | Ukraine            | 267                 | 10,471            | 25.5                                     |
| 4. | Gergia             | 226                 | 9,003             | 25.1                                     |
| 5. | Italy              | 134                 | 2,772             | 48.3                                     |
| 6. | Total              | 1,817               | 64,311            | 28.3                                     |

# January-September 2012 Cargo Shipments

The following table summarizes tonnage of cargo transported and related revenues by type of cargo in January-September 2012:

| Tyl | pe of Cargo | Revenue,<br>USD ths | Shipments, tonnes | Average price<br>per 1 tonne,<br>USD ths |
|-----|-------------|---------------------|-------------------|--|
| 1.  | Wheat       | 688                 | 26,858            | 25.6                                     |
| 2.  | Cement      | 465                 | 17,796            | 26.1                                     |
| 3.  | Scrap metal | 282                 | 10,401            | 27.1                                     |
| 4.  | General     | 155                 | 5,978             | 25.9                                     |
| 5.  | Wood        | 152                 | 4,715             | 32.2                                     |
| 6.  | Perlite     | 66                  | 2,985             | 22.1                                     |
| 7.  | Total       | 1,808               | 68,733            | 26.3                                     |

The following table summarizes tonnage of cargo transported and related revenues by country of discharge in January-September 2012:

| Country of Discharge |         | Revenue,<br>USD ths | Shipments, tonnes | Average price<br>per 1 tonne,<br>USD ths |
|----------------------|---------|---------------------|-------------------|--|
| 1.                   | Turkey  | 960                 | 36,006            | 26.7                                     |
| 2.                   | Russia  | 686                 | 26,760            | 25.6                                     |
| 3.                   | Georgia | 162                 | 5,967             | 27.1                                     |
| 4.                   | Total   | 1,808               | 68,733            | 26.3                                     |

# August 2012 vs September 2012 Cargo Shipments

The following table shows comparison of revenue for cargo transported in August 2012 vs September 2012:

| Type of Cargo |                | September 2012<br>Revenue, | Change  | August 2012<br>Revenue, |
|---------------|----------------|----------------------------|---------|-------------------------|
|               |                | USD ths                    |         | USD ths                 |
| 1.            | Wheat          | 688                        | 16.6%   | 590                     |
| 2.            | Cement         | 465                        | -16.7%  | 558                     |
| 3.            | Feldspar       | -                          | n/a     | -                       |
| 4.            | Wood           | 152                        | -23.2%  | 198                     |
| 5.            | General        | 155                        | -1.9%   | 158                     |
| 6.            | Sunflower meal | -                          | -100.0% | 134                     |
| 7.            | Gypsum         | -                          | -100.0% | 108                     |
| 8.            | Scrap metal    | 282                        | 297.2%  | 71                      |
| 9.            | Perlite        | 66                         | n/a     | -                       |
| 10.           | Total          | 1,808                      | -0.5%   | 1,817                   |

The following table shows comparison of tonnage of cargo transported in August 2012 vs September 2012:

| Туре | e of Cargo     | September 2012<br>Shipments,<br>tonnes | Shipments, tonnes | August 2012<br>Shipments,<br>tonnes |
|------|----------------|--|-------------------|-------------------------------------|
| 1.   | Wheat          | 26,858                                 | 28.2%             | 20,956                              |
| 2.   | Cement         | 17,796                                 | -14.9%            | 20,901                              |
| 3.   | Feldspar       | -                                      | n/a               | -                                   |
| 4.   | Wood           | 4,715                                  | -30.0%            | 6,731                               |
| 5.   | General        | 5,978                                  | 4.0%              | 5,750                               |
| 6.   | Sunflower meal | -                                      | -100.0%           | 2,772                               |
| 7.   | Gypsum         | -                                      | -100.0%           | 4,601                               |
| 8.   | Scrap metal    | 10,401                                 | 300.0%            | 2,600                               |
| 9.   | Perlite        | 2,985                                  | n/a               | -                                   |
| 10.  | Total          | 68,733                                 | 6.9%              | 64,311                              |

## January-September 2012 vs January-September 2011 Cargo Shipments

The following table shows comparison of revenue for cargo transported in January-September 2012 vs January-September 2011:

| Type of Cargo |                | January-<br>September 2012<br>Revenue,<br>USD ths | Change  | January-<br>September 2011<br>Revenue,<br>USD ths |
|---------------|----------------|---|---------|---|
| 1.            | Wheat          | 4,047   | 30.8%   | 3,095   |
| 2.            | Cement         | 2,434   | n/a     | -   |
| 3.            | General        | 1,526   | -65.3%  | 4,403   |
| 4.            | Wood           | 1,442   | 145.6%  | 587   |
| 5.            | Sunflower meal | 1,256   | 78.9%   | 702   |
| 6.            | Scrap metal    | 1,031   | -50.0%  | 2,061   |
| 7.            | Feldspar       | 661   | 1222.4% | 50  |
| 8.            | Gypsum         | 229   | n/a     | -   |
| 9.            | Bran           | -   | n/a     | 430   |
| 10.           | Fertilizers    | -   | n/a     | 359   |
| 11.           | Perlite        | 66  | n/a     | -   |
| 12.           | Total          | 12,693  | 8.6%    | 11,687  |

The following table shows comparison of tonnage of cargo transported in January-September 2012 vs January-September 2011:

| Type of Cargo |                | January-       |            | January-       |
|---------------|----------------|----------------|------------|----------------|
|               |                | September 2012 | Shipments, | September 2011 |
|               |                | Shipments,     | tonnes     | Shipments,     |
|               |                | tonnes         |            | tonnes         |
| 1.            | Wheat          | 127,317        | 34.0%      | 95,010         |
| 2.            | Cement         | 91,300         | n/a        | -              |
| 3.            | General        | 55,808         | -70.3%     | 187,810        |
| 4.            | Wood           | 50,424         | 69.2%      | 29,800         |
| 5.            | Sunflower meal | 27,978         | 75.9%      | 15,904         |
| 6.            | Scrap metal    | 29,207         | -56.4%     | 67,023         |
| 7.            | Feldspar       | 29,689         | 906.7%     | 2,949          |
| 8.            | Gypsum         | 9,072          | n/a        | -              |
| 9.            | Bran           | -              | n/a        | 26,399         |
| 10.           | Fertilizers    | -              | n/a        | 16,091         |
| 11.           | Perlite        | 2,985          | n/a        | -              |
| 12.           | Total          | 423,780        | -3.9%      | 440,986        |

Legal grounds: art. 70 Section 3 of the Polish Act on Public Offering, Conditions Governing the Introduction of Financial Instruments to Organised Trading and Public Companies of July 29th 2005 (Dz.U. of 2005, No 184, item 1539)