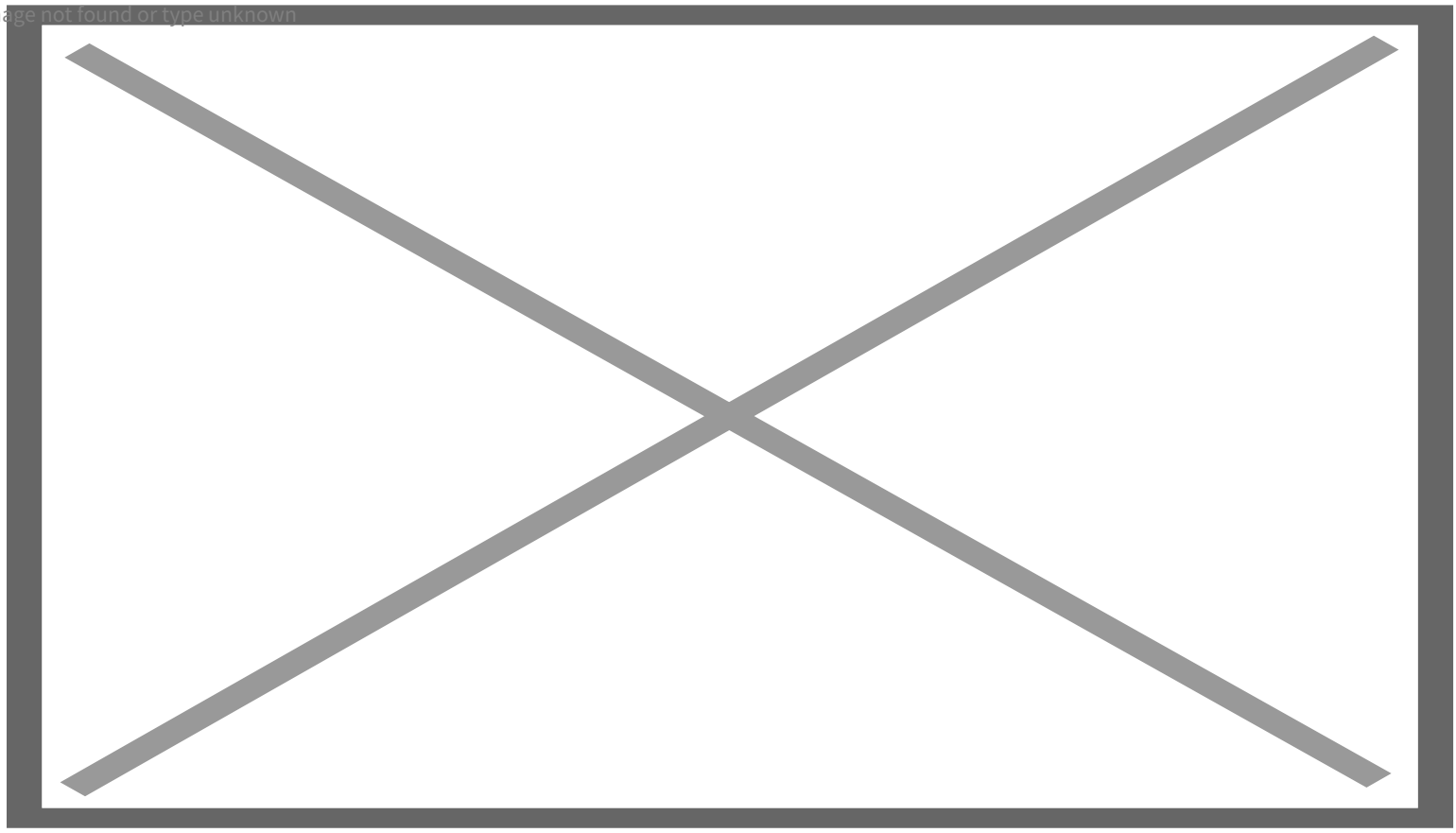
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战略性液化天然气能源基

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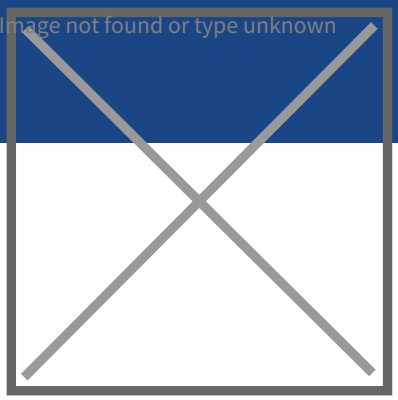


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TARGET PRICE

$ 1,100,000,000

GROSS REVENUE

$ 195,000,000

EBITDA

$ 95,000,000

BUSINESS TYPE

港口

COUNTRY

阿尔巴尼亚

BUSINESS ID

L#20261082

这是一个参与开发大型液化天然气（LNG）基础设施项目的良机，该项目旨在满足欧洲和地中海主要市场日益增长的能源安全、工业气体供应及船舶燃料服务需求。

该项目旨在成为一个关键的能源枢纽，为发电、工业用户、海运以及区域天然气市场提供服务。

其地理位置使其能够直接通达东南欧、亚得里亚海地区以及地中海航线沿线这些需求快速增长的中心。

该项目作为分阶段建设的基础设施平台，集液化天然气（LNG）储存、再气化、船舶加注、卡车装载以及未来生物液化天然气（bio-LNG）整合能力于一体，从而构建了具有显著长期增长潜力的多元化收入模式。

战略能源基础设施

- 地处重要的海运和能源枢纽
- 进入区域发电、工业、交通运输和船舶燃料市场
- 连接多个能源需求高速增长中心的枢纽
- 有望成为横跨多个管辖区的区域性液化天然气分销枢纽

分阶段发展战略

第一阶段

- 初期液化天然气储存能力约为40,000立方米
- 年天然气处理量目标高达4.3亿立方米
- 专注于发电、船舶加注、工业供应及备用服务

第二阶段

- 储存容量扩充至约170,000立方米
- 年处理能力可达20亿立方米
- 其他区域分销、船舶加注及生物液化天然气（bio-LNG）的商机

多样化的收入来源

- 液化天然气进口与再气化
- 容量与存储服务
- 船舶加注燃油
- 工业气体供应
- 卡车装载作业

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- 电网平衡与备用服务
- 未来生物液化天然气（bio-LNG）的掺混与分销

海运加油业务机遇

该项目旨在把握液化天然气（LNG）作为船舶燃料日益普及的机遇，这一趋势是由日益严格的环境法规和航运脱碳举措所推动的。

目标客户包括：

- 渡轮运营商
- 邮轮公司
- 集装箱船
- 普通货物船队
- 港口服务船舶
- 双燃料液化天然气动力船舶

该设施预计将支持卡车向船舶、岸上向船舶以及船对船的供油作业。

市场机遇

该基础设施旨在应对若干关键的市场驱动因素：

- 各地区对能源安全和供应多元化需求的日益增长
- 液化天然气（LNG）动力海运的扩展
- 对替代燃油和柴油的更清洁能源的需求日益增长
- 工业脱碳举措
- 各地区的气化与发电需求
- 未来向生物液化天然气和低碳燃料的转型

财务概览

预计开发资本支出

开发阶段	预计投资额
第一阶段	5亿至6.95亿欧元
二期扩建	935 至 1,500 百万欧元
综合开发平台	11亿至14亿欧元

收入潜力

公制	第一阶段（第5年）	第二阶段（10年级）
收入	1.35亿至1.9亿欧元	4.65亿至7.7亿欧元
EBITDA利润率目标	40% – 55%	40% – 55%

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年	收入（百万欧元）	EBITDA（百万欧元）
1	80	30
5	190	90
10	640	340

发展路线图

近期里程碑

- 政府及利益相关方的参与
- 技术性预FEED研究
- 商业购电协议
- 环境与许可审批流程
- 项目融资与战略合作伙伴关系

建设与扩建

- 第一阶段开发：初期储气与再气化平台
- 二期扩建：大规模储存、区域分销及生物液化天然气（bio-LNG）整合

战略投资者的考量

该投资机会使投资者能够参与以下领域：

✓ 关键能源基础设施

✓ 液化天然气（LNG）进口和分销的增长

✓ 海运业脱碳趋势

✓ 多种合同收入来源

✓ 区域能源安全倡议

✓ 通过分阶段扩展实现显著的可扩展性

✓ 向低碳燃料的长期转型

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