PORT DEVELOPMENT PROJECTS

ECONOMIC, COMMERCIAL & POLITICAL CONSIDERATIONS

Global market leader in port development, operations and logistics services

By: Edgar Pineda
PORT DEVELOPMENT
PROJECTS

LOCAL ECONOMY

COMMERCIAL CONSIDERATIONS

POLITICAL CONDITIONS

By: Edgar Pineda
COLOMBIAN ECONOMY

FOURTH LARGEST ECONOMY IN LATIN AMERICA

- GPD: US$ 292 B
- POPULATION: 48.6 M
- HDI: 0.720 (HIGH)
- EXPORT: US$ 56 B
- IMPORT: US $ 61 B
- INDUSTRY: OIL, MINING, CHEMICALS, AGRICULTURE, FLORICULTURE, LIVESTOCK, TEXTILES, FOOTWEAR.

- TRADE AGREEMENTS: TLC MEXICO, MERCOSUR, CARICOM, EFTA, PACIFIC ALLIANCE, EUROPEAN UNION, CANADA, CHILE, UNITED STATES, CANADA, CHILE, NICARAGUA, COREA

SOURCE: Tradingeconomist ECLAC

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LOCAL ECONOMY

MAIN DESTINATIONS
UNITED STATES
EUROPEAN UNION
CHINA
PANAMA
INDIA
ECUADOR
VENEZUELA
BRAZIL
CHILE

MAIN ORIGINS
UNITED STATES
CHINA
MEXICO
GERMANY
BRAZIL

ECONOMIC HINTERLAND

By: Edgar Pineda
COMMERCIAL TRADE OF COLOMBIA HAS A CONSTANT GROWTH SINCE FROM 1980 TO 2014 THEY HAVE AN AVERAGE OF 8.1% ANNUAL GROWTH.
STRONG FOREIGN INVESTMENT REACHING UP $15,645M IN 2012

FOREIGN INVESTMENT 1990-2015

SOURCE: ECLAC
By: Edgar Pineda
Colombia had reduce the proportion of unemployed people from 19.4% in 1999 to 9.6% in 2015. They achieved it charting guidelines to generate opportunities to youngest people.
COLOMBIA HAS BEEN FOCUSED TO IMPROVE THE EDUCATION & POLICIES OF INTEGRATED CHILDRENCARE. POVERTY: FROM 52.7% TO 10.2% INDIGENCE: FROM 20% TO 1.9%
COMMERCIAL CONSIDERATIONS

By: Edgar Pineda

PANAMA CONDITIONS

- MAIN COMMERCIAL TRADES CROSSING THROUGH PANAMA CANAL
- DIRECT CARGO CONNECTION
- BIGGEST FINANCIAL CENTER OF LATIN AMERICA
- WITH THE NEW EXPANDED PANAMA CANAL INCREASES OPPORTUNITIES FOR ECONOMIES OF SCALE.

SOURCE: IMF/ ECLAC
COMMERCIAL CONSIDERATIONS

CURRENT INFRASTRUCTURE

- 5 TERMINAL (3ATL - 2 PAC)
- 27 BERTH (19 ATL - 8 PAC)
- 72 CRANES (21 SUPER POST)
- 12 M TEUS CAPACITY

FUTURE

- 2 ADDITIONAL TERMINAL (+1 ATL - +1 PAC)
- IT WILL BRING SAVINGS OPPORTUNITIES & BETTER FACILITIES TO SHIPPING LINES
COMMERCIAL CONSIDERATIONS

ATLANTIC PORTS
CURRENT CAPACITY 7.9 M TEU
UTILIZATION 45%
FUTURE CAPACITY 10.4 M TEU
MARKET GROWTH OF 4% THE UTILIZATION IN 2020 WILL BE 41.9%

PACIFIC PORTS
CURRENT CAPACITY 4.1 M TEU
UTILIZATION 81%
FUTURE CAPACITY IN 2017: 5.6 M
UTILIZACION IN 2017: 64%
MARKET GROWTH OF 4% + COROZAL (+5M)
THE UTILIZATION IN 2020 WILL BE 38%

By: Edgar Pineda
COMMERCIAL CONSIDERATIONS

JAPAN

- GPD: US$ 4,2 T
- POPULATION: 127M
- EXPORT: US$ 714 B
- IMPORT: US $ 754 B

MAIN PORTS OF JAPAN

<table>
<thead>
<tr>
<th>Port</th>
<th>HANDLED TEUS (M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tokyo</td>
<td>3.69</td>
</tr>
<tr>
<td>Yokohama</td>
<td>2.79</td>
</tr>
<tr>
<td>Nagoya</td>
<td>2.63</td>
</tr>
<tr>
<td>Kobe</td>
<td>2.36</td>
</tr>
<tr>
<td>Osaka</td>
<td>2.17</td>
</tr>
<tr>
<td>TOTAL</td>
<td>13.64</td>
</tr>
</tbody>
</table>

By: Edgar Pineda
COMMERCIAL CONSIDERATIONS

- Japan has a bigger economy than South Korea.
- Nevertheless, overcapacity doesn’t allow them to continue developing their infrastructure.
- They are forced to use feeder services to move their cargo to Busan.
- 50% (9.4M TEUs) of Busan handled volume is transshipment cargo & they expected to handle 13 M TEUs of transshipment cargo by 2020.

<table>
<thead>
<tr>
<th>INDICATOR</th>
<th>SOUTH KOREA</th>
<th>JAPAN</th>
<th>VAR</th>
</tr>
</thead>
<tbody>
<tr>
<td>GPD (T)</td>
<td>1.4</td>
<td>4.2</td>
<td>(2.8)</td>
</tr>
<tr>
<td>POPULATION (M)</td>
<td>51</td>
<td>127</td>
<td>(76)</td>
</tr>
<tr>
<td>EXPORT (B)</td>
<td>$583</td>
<td>$714</td>
<td>$131</td>
</tr>
<tr>
<td>IMPORT (B)</td>
<td>$508</td>
<td>$754</td>
<td>$246</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>INDICATOR</th>
<th>BUSAN</th>
<th>5 MAIN PORTS OF JAPAN</th>
<th>VAR</th>
</tr>
</thead>
<tbody>
<tr>
<td>HANDLED TEUS (M)</td>
<td>18.7</td>
<td>13.6</td>
<td>5.0</td>
</tr>
</tbody>
</table>

By: Edgar Pineda
• POLITICAL STABILITY
• REGULATION FOR FOREING INVESTMENT
• CONSTITUTIONAL GUARANTEES
• RELATIONS WITH WORFORCE & SOCIAL PEACE
• LAWS TO FACILITATE THE ECONOMIC INTERCHANGE
• INTERNATIONAL ALLIANCES
• MONETARY SYSTEM
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