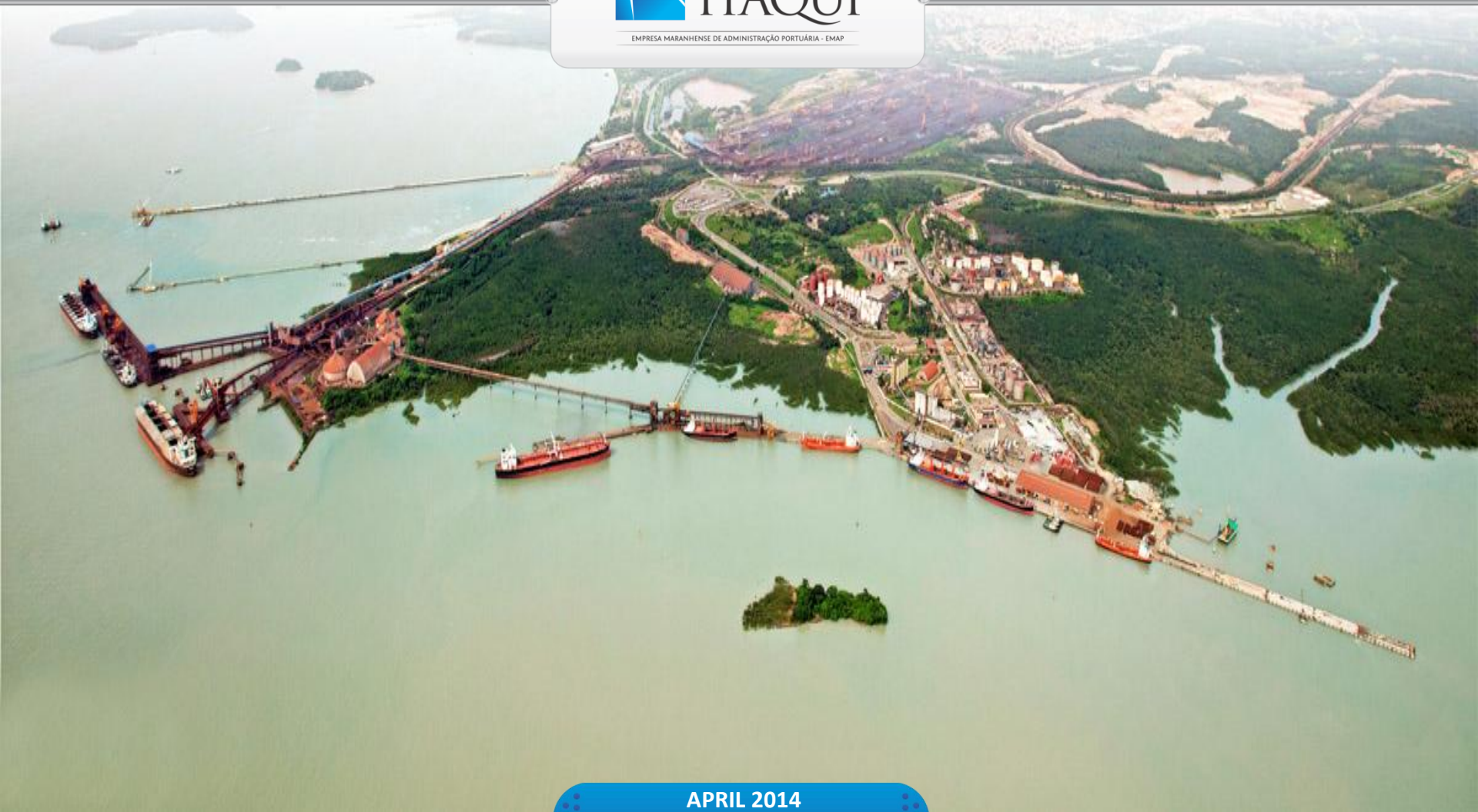




PORTO DO  
ITAQUI

EMPRESA MARANHENSE DE ADMINISTRAÇÃO PORTUÁRIA - EMAP



APRIL 2014

PORT OF ITAQUI

EMPRESA MARANHENSE DE ADMINISTRAÇÃO PORTUÁRIA - EMAP



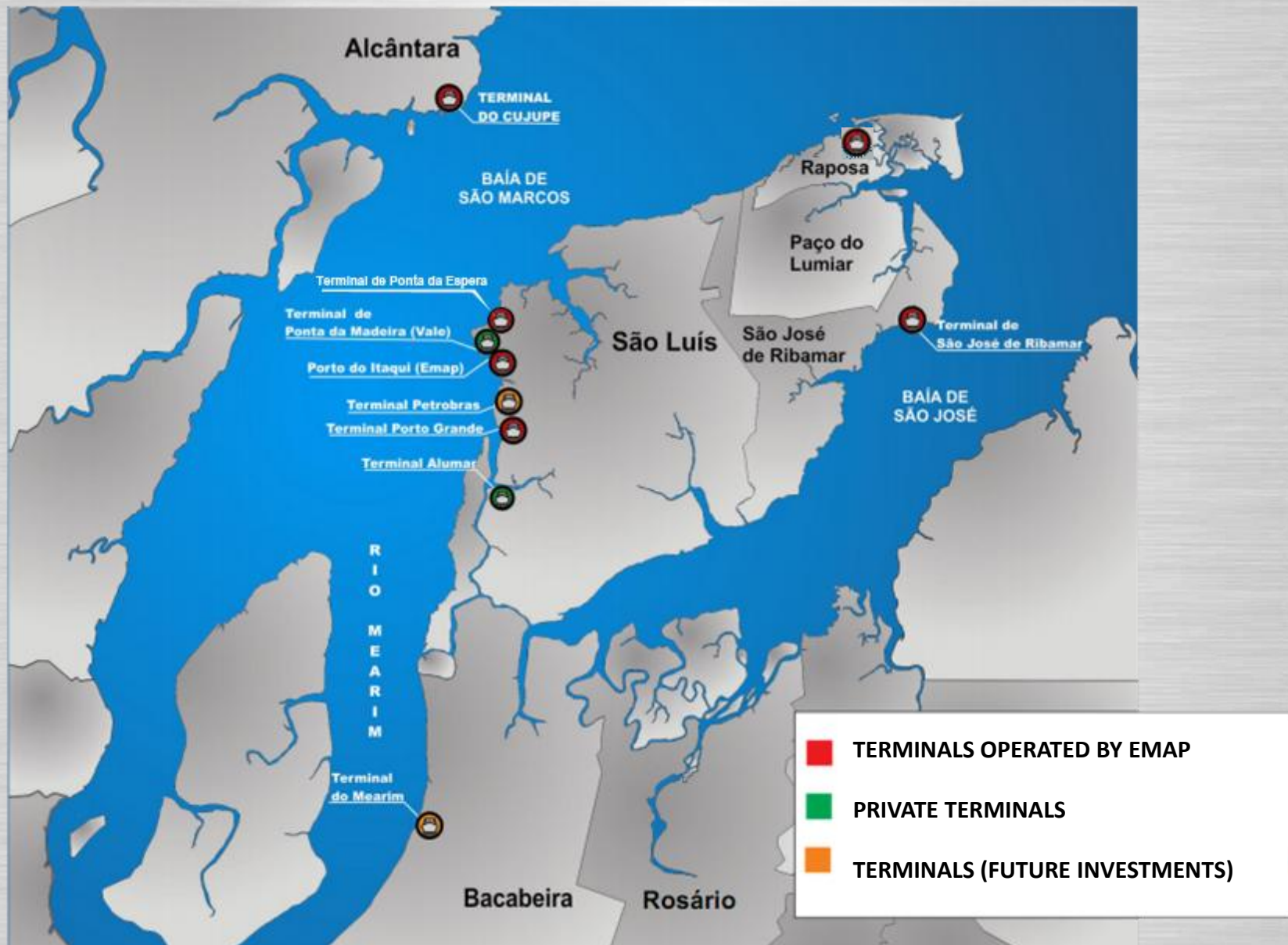
# PORT LOCATION



- Strategic location on the coast of the northeastern region;
- Shorter routes to Europe and USA comparing to ports of the South and Southeast (about one week);
- In 2015, after enlargement of Panama Canal ,the trip to ASIA will become more competitive.

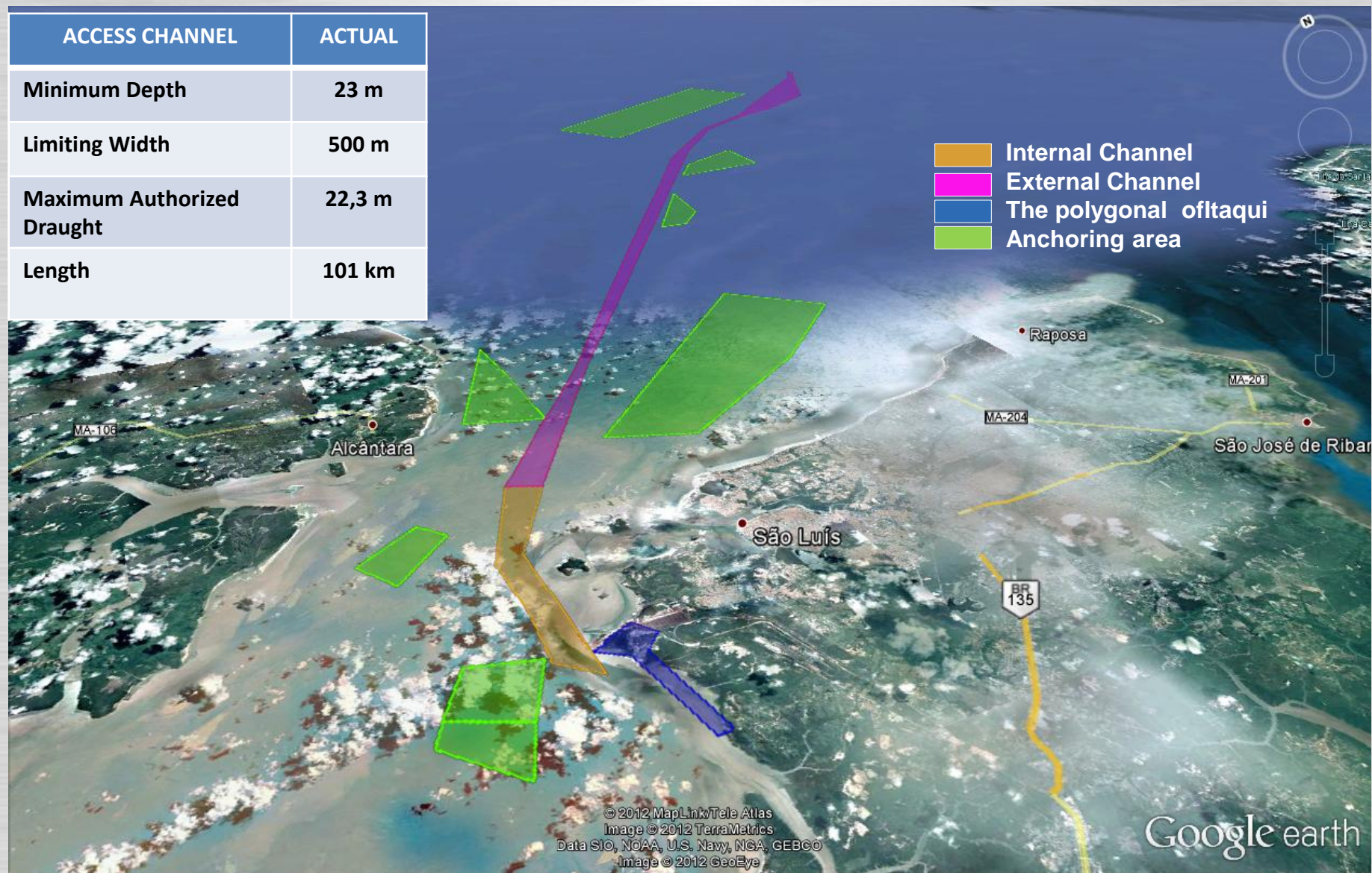


# SÃO LUIS PORT COMPLEX



# WATER ACCESS

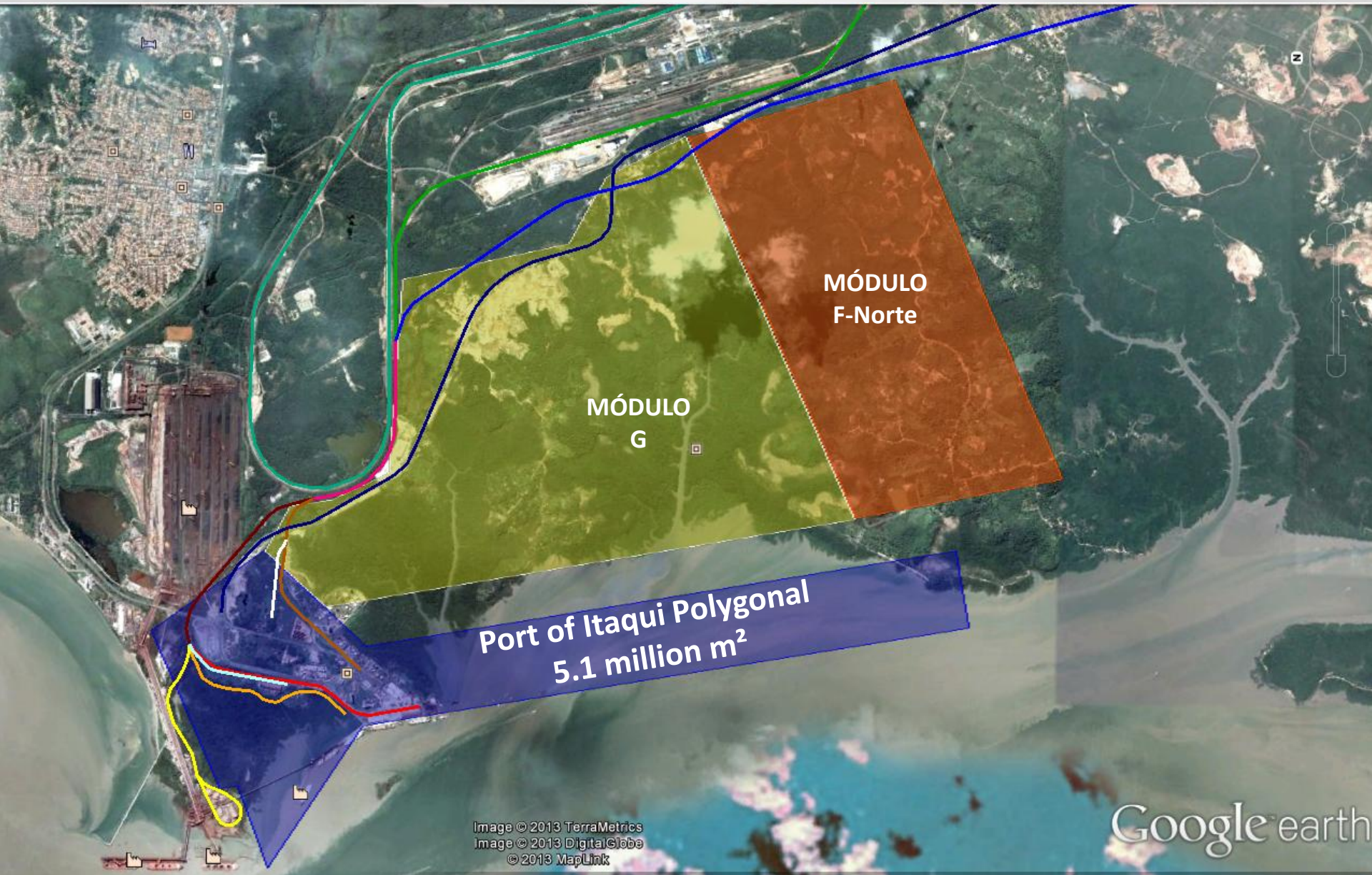
ACCESS CHANNEL	ACTUAL
Minimum Depth	23 m
Limiting Width	500 m
Maximum Authorized Draught	22,3 m
Length	101 km



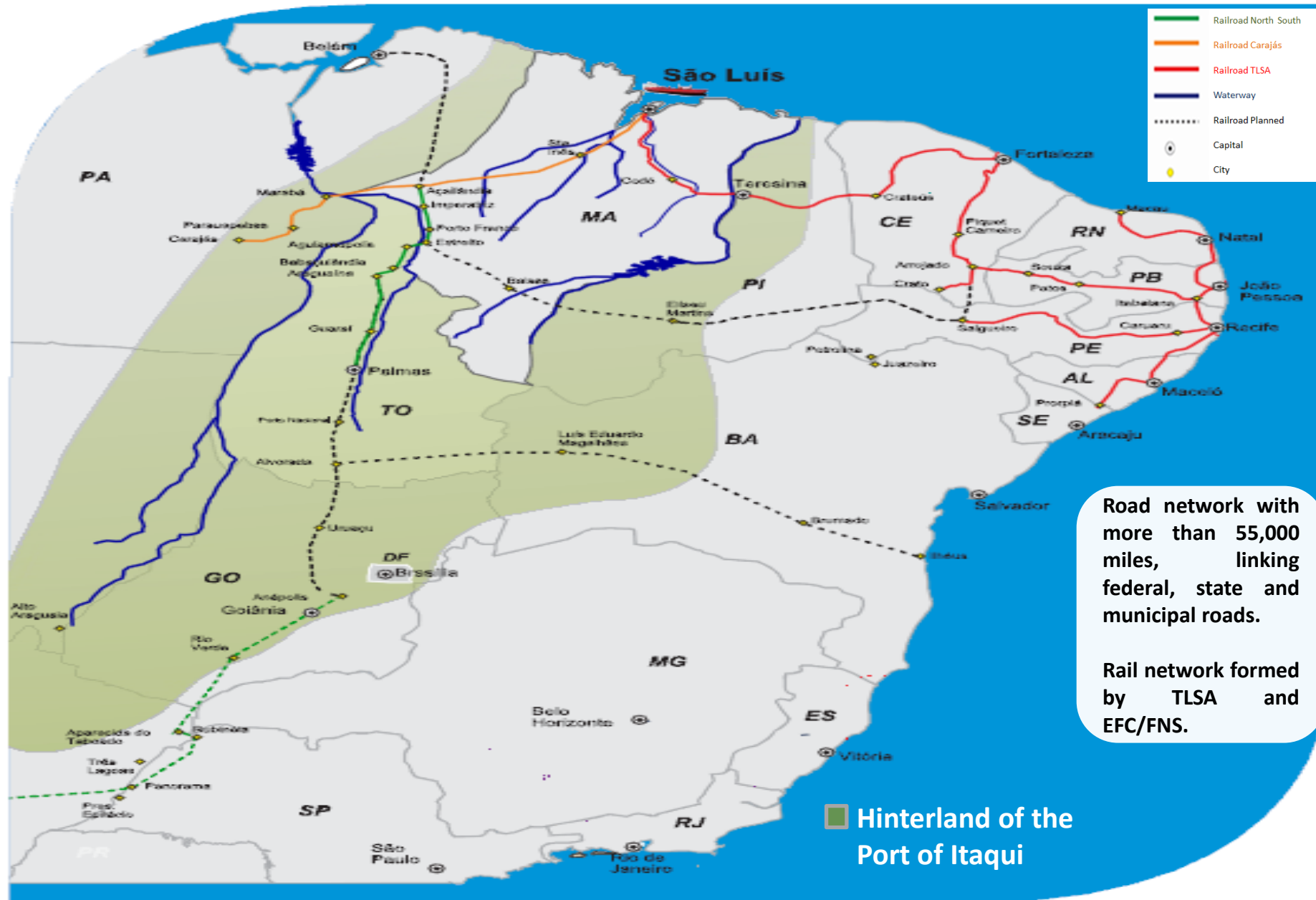




# AREA OF THE ORGANIZED PORT FUTURE INDUSTRIAL DISTRICT & PORT CONNECTION



# HINTERLAND: LOGISTICS INTEGRATION







# PORT OF ITAQUI

## ACTUAL INFRASTRUCTURE



(\*) B-108 under construction.  
To be released at the first semester of 2014.



# MARKET SEGMENTS



## AGRIBUSINESS

- 10 million tonnes of grains (soybeans and corn): TEGRAM
- Soya bran and vegetable oil (food chain and bio-diesel)
- Sugar and Ethanol
- Cotton



## OIL & GAS – GAS, ENERGY AND PETROLEUM DERIVATIVES.

- Input and outputs of Petroleum Derivatives - Refinery and Distribution companies.
- Potential development : supply chain related to energy and petrochemical projects.
- Development of off-shore and ship maintenance industry and services providers



## FOREST PRODUCTS

- Cellulose
- Pellets



## SOLID BULK MINERALS

- Fertilizers: increase on demand due to growth of agricultural production at MAPITOBA (around 10% per year)
- Civil Construction – new cement plants (clinker and slag).



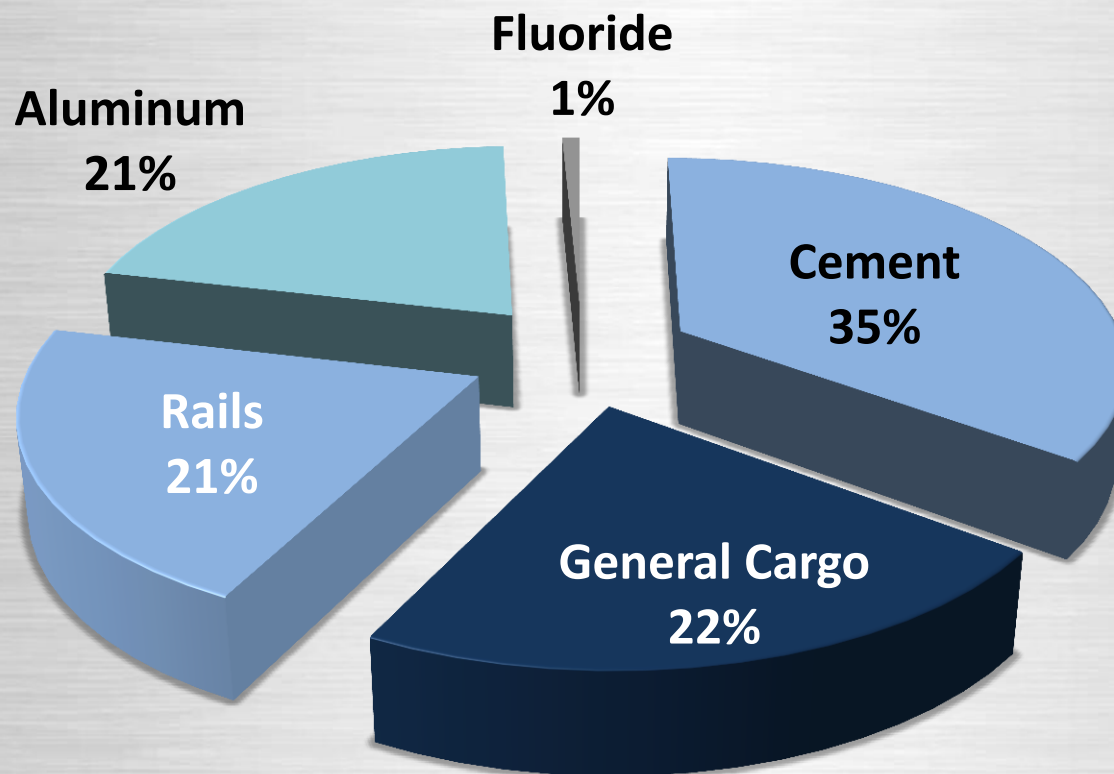
## GENERAL CARGO CONTAINERS

- New regular container lines
- Expansion of the Industrial Park of Maranhão
- Vertical integration of the production chain





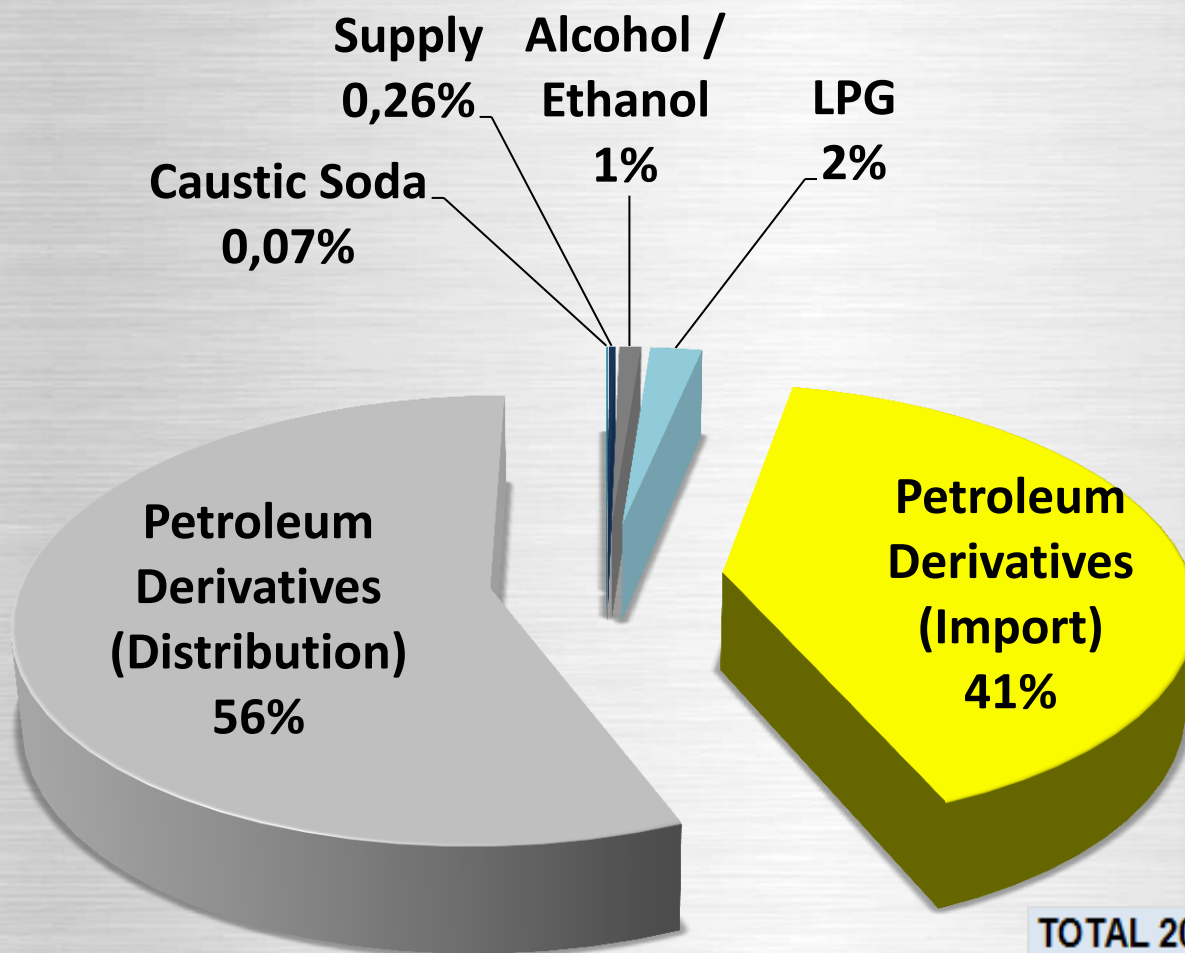
# GENERAL CARGO 2013



TOTAL 2013	205.875
Cement	72.311
General Cargo	45.958
Rails	43.613
Aluminum	42.454
Fluoride	1.538



# LIQUID BULK CARGO 2013

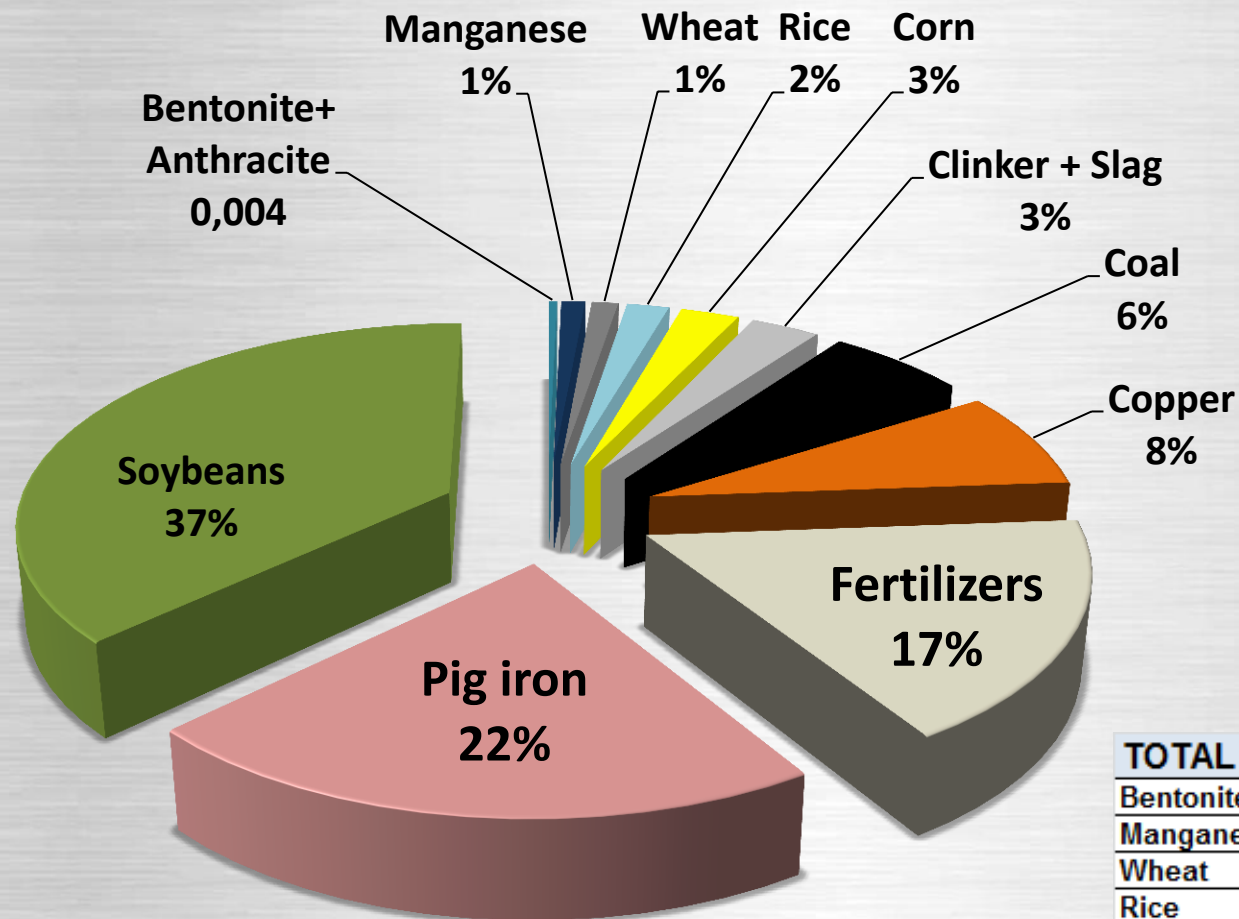


<b>TOTAL 2013</b>	<b>7.011.069</b>
Caustic Soda	4.592
Supply	18.519
Alcohol/Ethanol	61.344
LPG	146.508
Petroleum Derivatives (Import)	2.834.769
Petroleum Derivatives (Distribution)	3.945.339



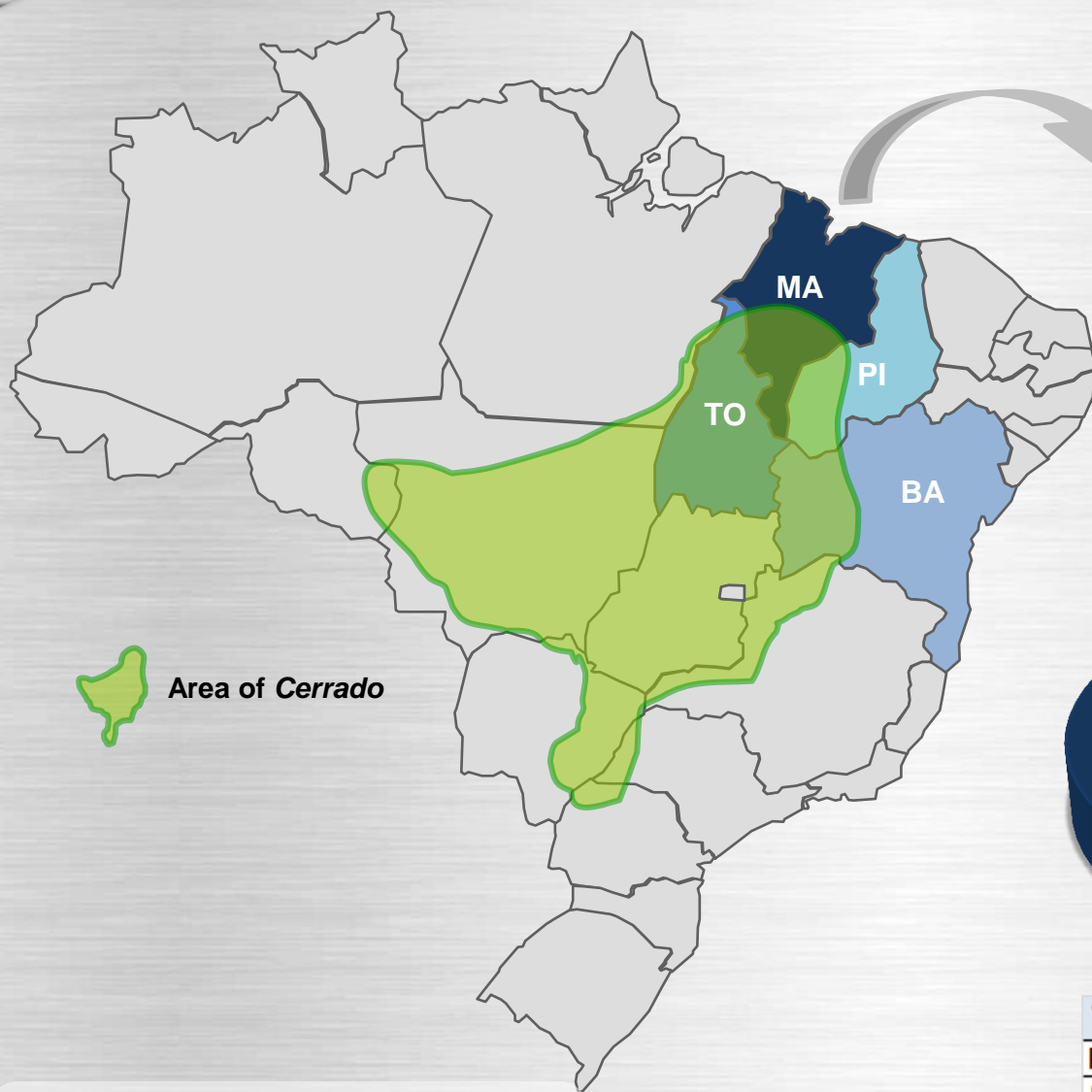


# SOLID BULK CARGO 2013



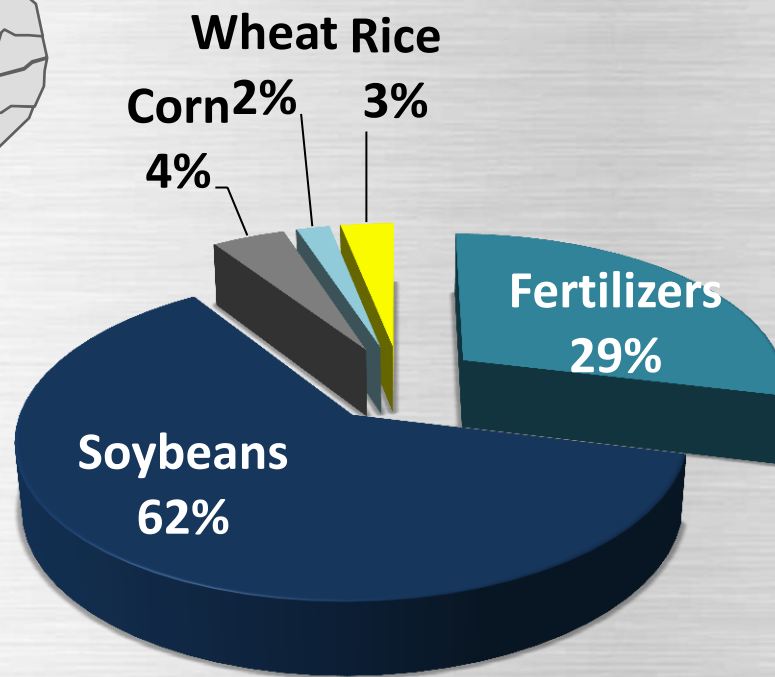
TOTAL 2013	8.004.354
Bentonite+ Anthracite	29.465
Manganese	84.414
Wheat	93.541
Rice	148.803
Corn	204.446
Clinker + Slag	242.340
Coal	485.901
Copper	617.237
Fertilizers	1.384.420
Pig iron	1.739.162
Soybeans	2.974.624

# ➤ NEW AGRICULTURAL FRONTIER



## AGRIBUSINESS AT ITAQUI

31% of the cargo handled  
2013 - 4,8 million tonnes



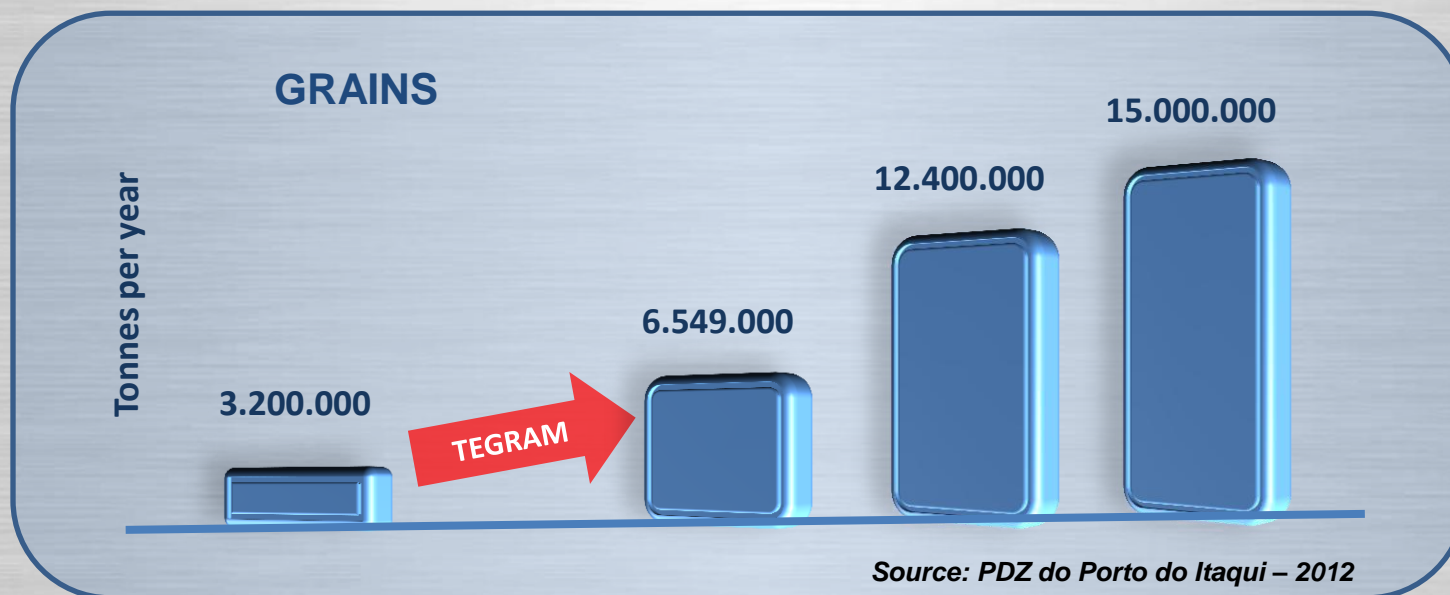
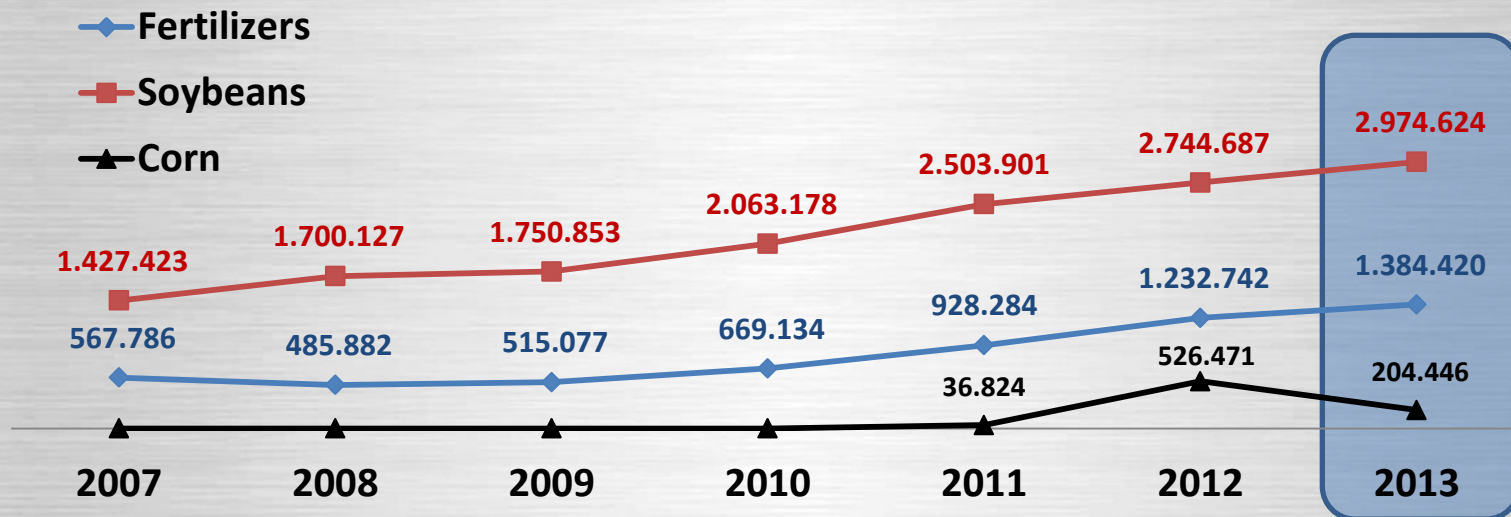
Food production in Brazil will grow by 40% between 2010 and 2020 according to the Organization for economic co-operation and development (OECD).

TOTAL 2013	4.805.835
Fertilizers	1.384.420
Soybeans	2.974.624
Corn	204.446
Wheat	93.541
Rice	148.803



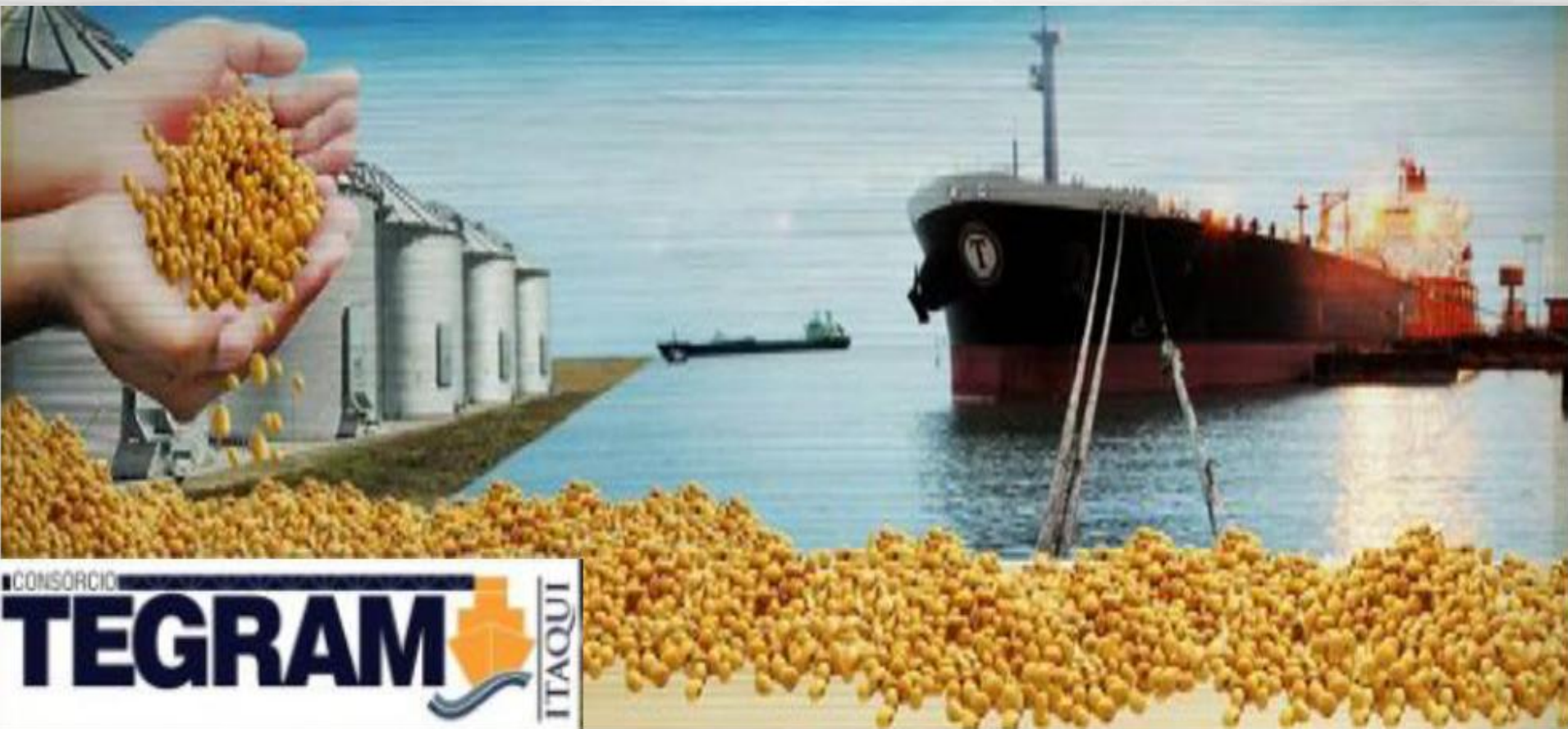


# HISTORIC & PROJECTION



# GRAIN TERMINAL OF MARANHÃO

MULTIMODAL EFFICIENCY





# Investment of R\$ 578 million

**FOUR INDEPENDENT WAREHOUSES** with a capacity of 125,000 tons each, totaling 500,000 tons (static capacity).

**I**

LOTE I – TERMINAL CORREDOR NORTE (TCN) (NOVAAGRI-ESTRUTURA DE ARMAZENAGEM E ESCOAMENTO AGRÍCOLA S.A. AND CHS DO BRASIL )

**II**

LOTE II – GLENCORE SERVIÇOS E COMÉRCIO DE PRODUTOS AGRÍCOLAS LTDA.

**III**

LOTE III – CGG TRADING S.A.

**IV**

LOTE IV – CONSÓRCIO GRESCIMENTO (LOUIS DREYFUS COMMODITIES BRASIL S.A. e AMAGGI EXPORTAÇÃO AND IMPORTAÇÃO LTDA)





## Investment of R\$ 578 million

### Warehouses

Four independent warehouses with capacity of 125.000 Tonnes each.

Total Storage Capacity 500.000 tonnes.

### Road Reception System

Capacity of 750 tons/hour each.

### Train Reception System

Extension with capacity of 3,000 tons/h per phase.

### Port Shipment system

**1st phase-2,500 t/h – Berth 103**

- 5 million tons/year

**2nd phase-2,500 t/h – Berth 100**

- Additional 5 million tons/year

**Vessels type: PANAMAX**

**LOT I – TERMINAL CORREDOR NORTE (TCN)  
(NOVAAGRI-ESTRUTURA DE ARMAZENAGEM ESCOAMENTO AGRÍCOLA  
S.A. AND CHS DO BRASIL )**

**LOT III – CGG TRADING S.A.**

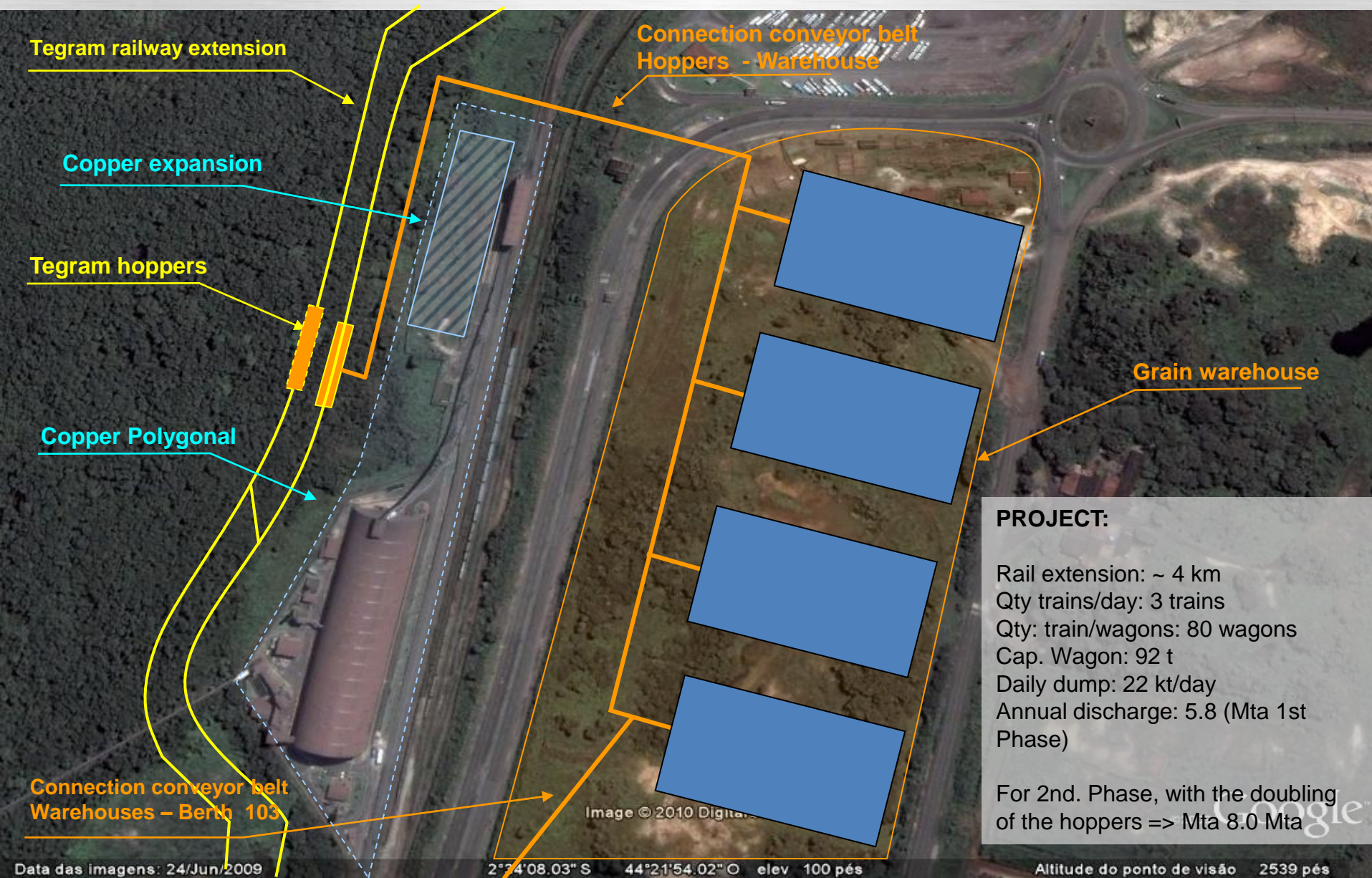
**LOT II – GLENCORE SERVIÇOS E COMÉRCIO DE PRODUTOS AGRÍCOLAS  
LTDA.**

**LOT IV – CONSÓRCIO GRESCIMENTO (LOUIS DREYFUS COMMODITIES  
BRASIL S.A. AND AMAGGI EXPORTAÇÃO E IMPORTAÇÃO LTDA)**





# TEGRAM RAILWAY CONNECTION



Copper Polygonal

Railway extension

Storage / Shipment





# PORT EXPEDITION



Berth 103  
1<sup>o</sup> Phase – 5MTPA

Berth 100  
2<sup>o</sup> Phase – additional  
5MTPA





# TEGRAM WAREHOUSES



















# CONTAINERS



**ALIANÇA**– Manaus, Itaquí, Pecém, Suape, Santos, Itapoá (SC) returning by the ports of Sepetiba, Suape, Pecém and Manaus.



**LOG-IN**– Itaquí, Vila do Conde, Suape, Fortaleza.



**CMA-CGM** – Itaquí, Belém, Vila do Conde, Santana, Santarém, Fort-De-France e and Port of Spain.



# CONTAINERS

SHIPOWNER	CONTAINERS HANDLED (TEUS)	DISCHARGE (TEUS)	SHIPMENTS (TEUS)	Nº OF SERVICES	CONTAINERS AVERAGE PER-SERVICE (TEUS)
<b>CMA CGM</b>	<b>5.307</b>	<b>2.729</b>	<b>2.578</b>	<b>13</b>	<b>408</b>
<b>ALIANÇA</b>	<b>2.147</b>	<b>1.395</b>	<b>752</b>	<b>8</b>	<b>268</b>
<b>LOGIN</b>	<b>2.864</b>	<b>1.237</b>	<b>1.627</b>	<b>20</b>	<b>143</b>
<b>OTHERS SHIPOWNERS</b>	<b>463</b>	<b>313</b>	<b>150</b>	<b>16</b>	<b>29</b>
<b>TOTAL</b>	<b>10.781</b>	<b>5.674</b>	<b>5.107</b>	<b>57</b>	<b>189</b>

(\*) New regular line started by Aliança on July 2013.



# BERTH 102

## MULTIPURPOSE



**B-102**  
**Length 236m**  
**Depth:**  
**Approved 10, 5 m**  
**Project: 12 m**





# BERTH 100

## MULTIPURPOSE



**B-100**  
**Length 320m**  
**Depth:**  
**Under approval 10m(\*)**  
**Project: 15m**

(\*) Under approval process.



# CONTAINER STORAGE YARD (B-102)



## ***Retroarea of B-102***

***Total area of 6.000m<sup>2</sup>***

***To be concluded by Dec 2013.***



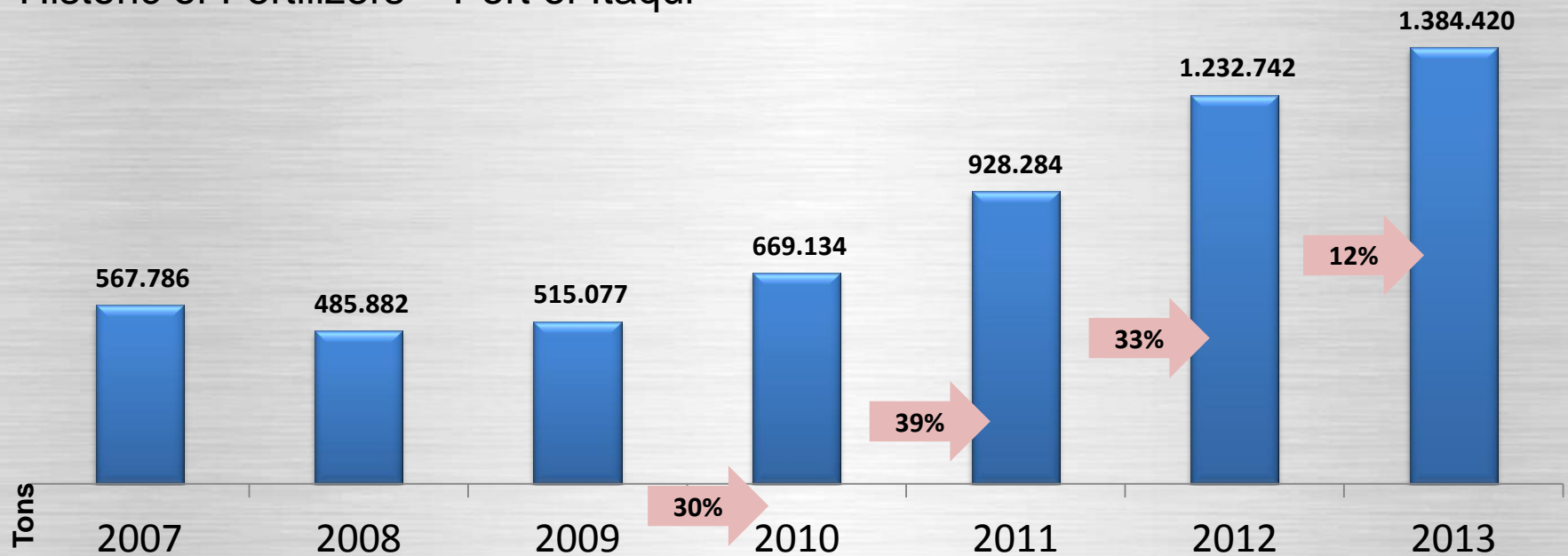
# FUTURE CONTAINERS TERMINAL

TECON



# FERTILIZERS

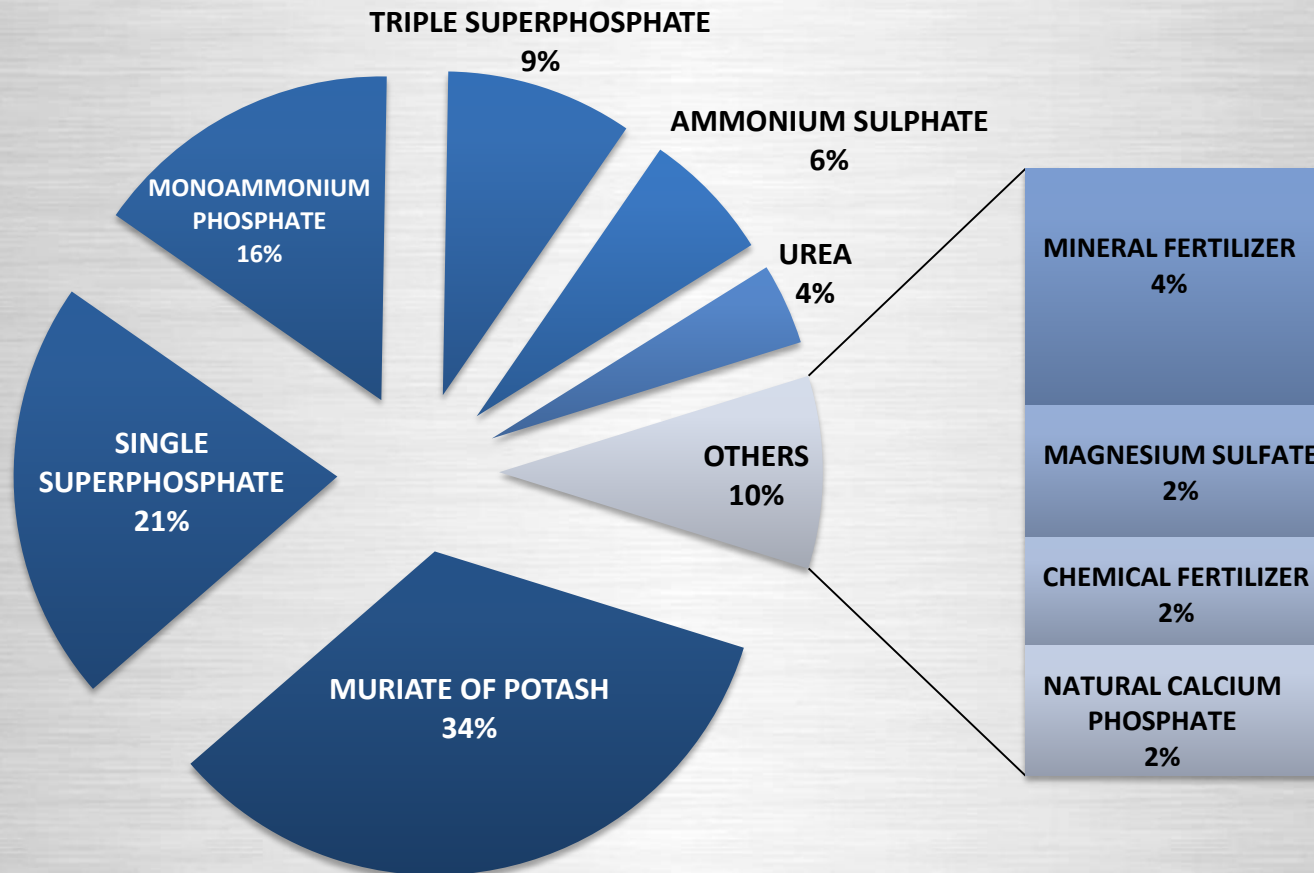
## Historic of Fertilizers – Port of Itaquí



Forecast 2014 – 8% ( 1.5 MTPA)



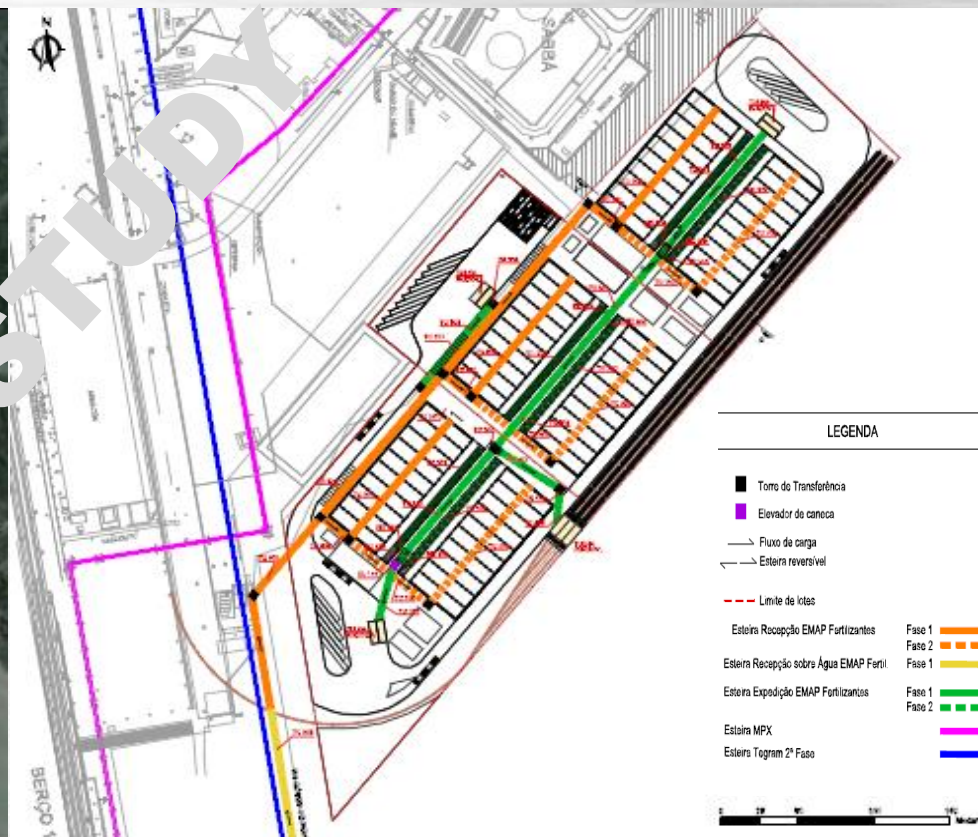
# FERTILIZERS 2013





# FUTURE PROJECTS

## FERTILIZERS TERMINAL



### -STRUCTURING PROJECT with final capacity of 5mtpa

-3 LOTS

-2 WAREHOUSES per lot, each with 5,000 m²

-25,000 ton Capacity, totaling 150,000 ton static capacity

-Type vessel: Panamax

### - EQUIPMENT

- Dedicated berth

- Ship Unloader: capacity 2000 tons/h

- Conveyor belt

- Rail and Road Drainage System (16,000 tons/day – at least 50% rail)





# FUTURE PROJECTS

NEW PIER CONSTRUCTION - BERTH 99 (CELULOSE)

NEW PIER CONSTRUCTION - BERTH 98 (FERTILIZES)

Maquete eletronica - Porto Itaquí





# FUTURE PROJECTS

## RETROAREA FOR BERTH 100 AND BERTH 101







# FUTURE PROJECTS

## RETROAREA OF BERTH 104 AND BERTH 105 FOR GENERAL CARGO











## NEW BUSINESS MANAGEMENT

**Luciana Ferreira Kuzolitz**

**luciana.ferreira@emap.ma.gov.br**

**Phone: 00 55 98 3216 6066**

**Felipe Duailibe**

**felipe.duailibe@emap.ma.gov.br**

**Phone: 00 55 98 3216 6507**

**comercial@emap.ma.gov.br**



Porto do Itaqui.  
O melhor caminho  
para grandes  
negócios.



**SÃO LUÍS | MARANHÃO | BRASIL**

**+ 55 98 3216 6000 • FAX: + 55 98 3231 3884**

**[www.emap.ma.gov.br](http://www.emap.ma.gov.br)**