



Santos Port: Belt and Road Hub Ningbo's Sister City/Sister Port

Maritime Silk Road Port International Cooperation Forum
11th-12th July, 2019
China - Ningbo

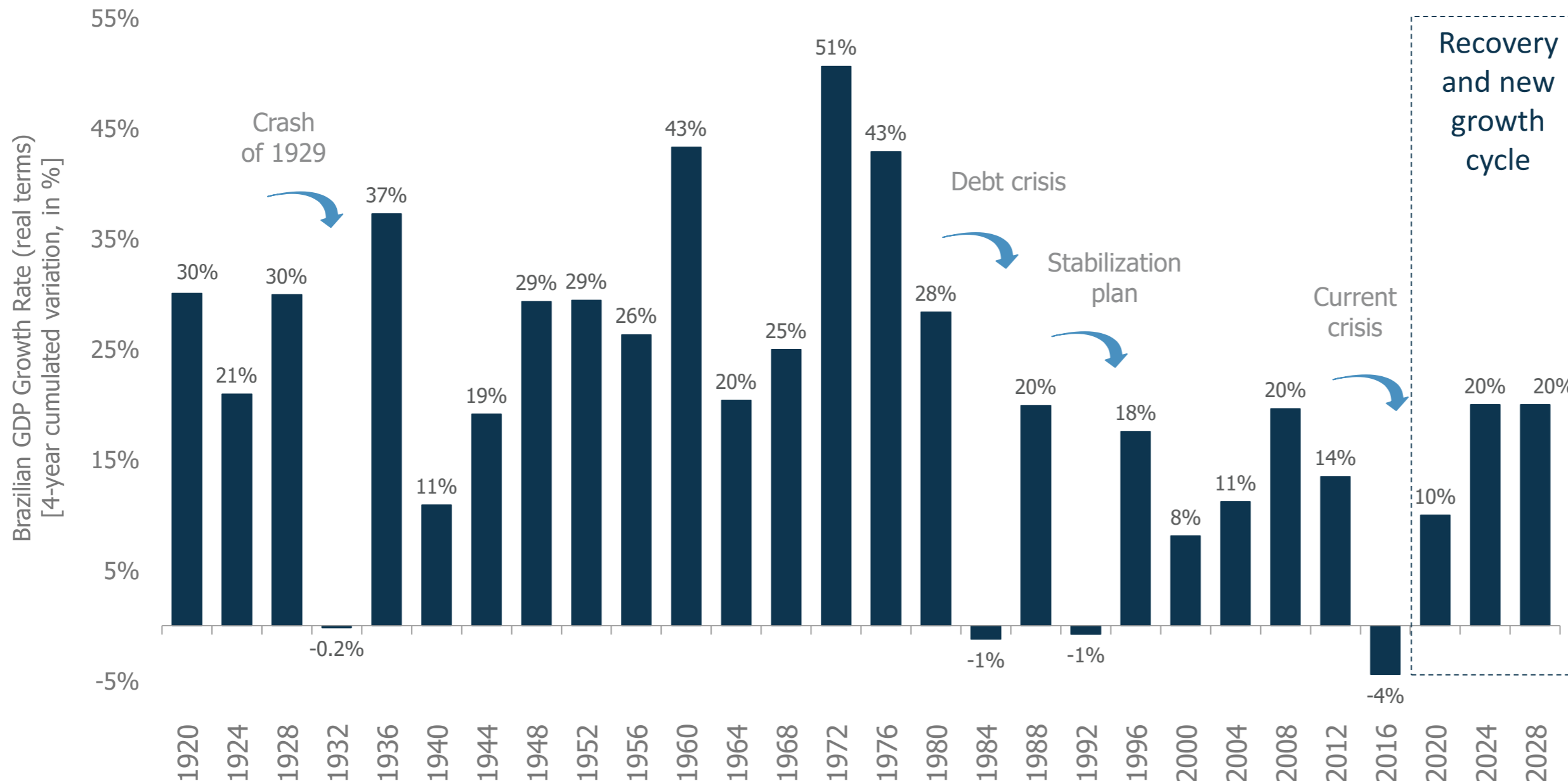


Brazil has a strong growth history, although the recent crisis was its toughest. Next decade brings promising opportunities for infrastructure investments



100 years timeline of Brazilian GDP growth rate

4-year cumulated Brazilian GDP variation



What to expect to the next decade?

- Brazil has just recovered from economic crisis, with reduced interest rate and lowest inflation
- New trend in infrastructure projects: leadership changed from large construction companies and national groups to foreign companies and investment funds
- Potential demand: infrastructure as a key link to commodities value chains
- Moderate risk and reasonable price levels
- Solid infrastructure legal and regulatory framework



Recovery of private sector confidence: In the first 100 days of the government, 23 biddings and nearly US\$ 2.0 Bi in down payments in infrastructure projects



Airports



Railway



Port terminals



Down payment

US\$ 1.1 Bi

US\$ 700 MM

US\$ 170 MM

Scope

12 airports

1 railway (North-South Brazilian connection)

10 port terminals

Expected CapEx

US\$ 2.2 Bi

US\$ 675 MM

US\$ 160 MM

Expected biddings

20 additional airports

Renewal of 2 railway networks in negotiation

2 terminals in Santos (SSZ)
6 terminals in other ports



LOCATION OF THE SANTOS PORT



SÃO PAULO
THE BIGGEST INDUSTRIAL
COMMERCIAL/FINANCIAL
CONSUMER CENTER IN BRAZIL





HINTERLAND OF THE SANTOS PORT



80 Million People

67% of Brazil's GDP

56% of the Brazilian Trade Balance (\$)



SHARE IN THE TRADE BALANCE (2018)

SANTOS
28.0%

US\$ 103.3 bi
BRAZIL **US\$ 421.1 bi FOB**

2nd to 5th
22.4%

Paranaguá - PR
7.7% - US\$ 28.4 bi

Rio Grande - RS
4.6% - US\$ 17.1 bi

Sepetiba - RJ
5.0% - US\$ 18.3 bi

Vitória - ES
5.1% - US\$ 18.8 bi

OTHERS
49.6%

US\$ 368.5 bi

Brazilian trade balance in 2016



MEAN INFRASTRUCTURE INSIDE THE PORT



Terminals
Total: 58



Berths
Total: 65



Pier length
Total: 15 km



Pipelines: 55 km
Railways: 100 km
Roadway¹: 20km



Channel depth: 15 m
Channel length: 25 km



TERMINALS AND THROUGHPUTS



THROUGHPUT (2018)

05



CONTAINERS

4.12 MM TEUs

12



BREAK BULK

5.0 MM ton

24



LIQUID BULK

17.0 MM ton

14



SOLID BULK

64.2 MM ton

02



ROLL ON/
ROLL OFF

1.1 MM units

01



PASSENGERS

542.5 K passangers



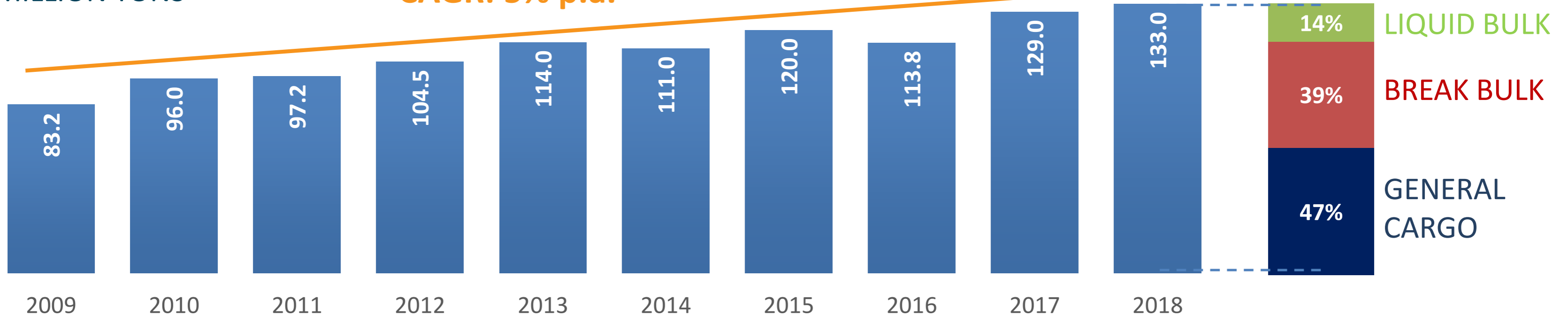
ANNUAL GROWTH (CAGR):

the throughputs in the Santos Port reached 133MM ton in 2018, a growth of 5% p.y. since 2009



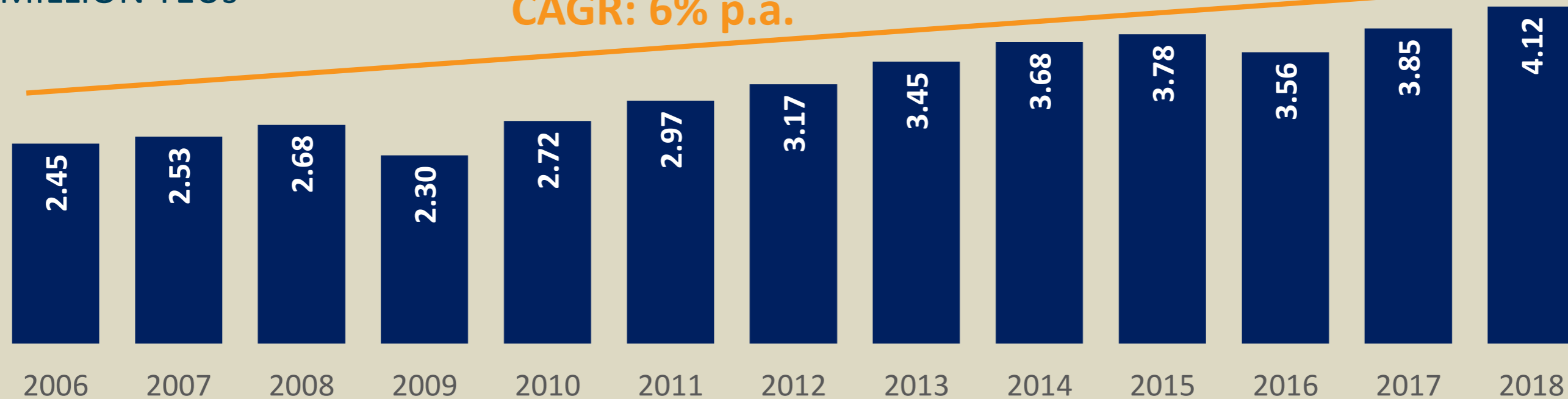
IN MILLION TONS

CAGR: 5% p.a.



IN MILLION TEUs

CAGR: 6% p.a.





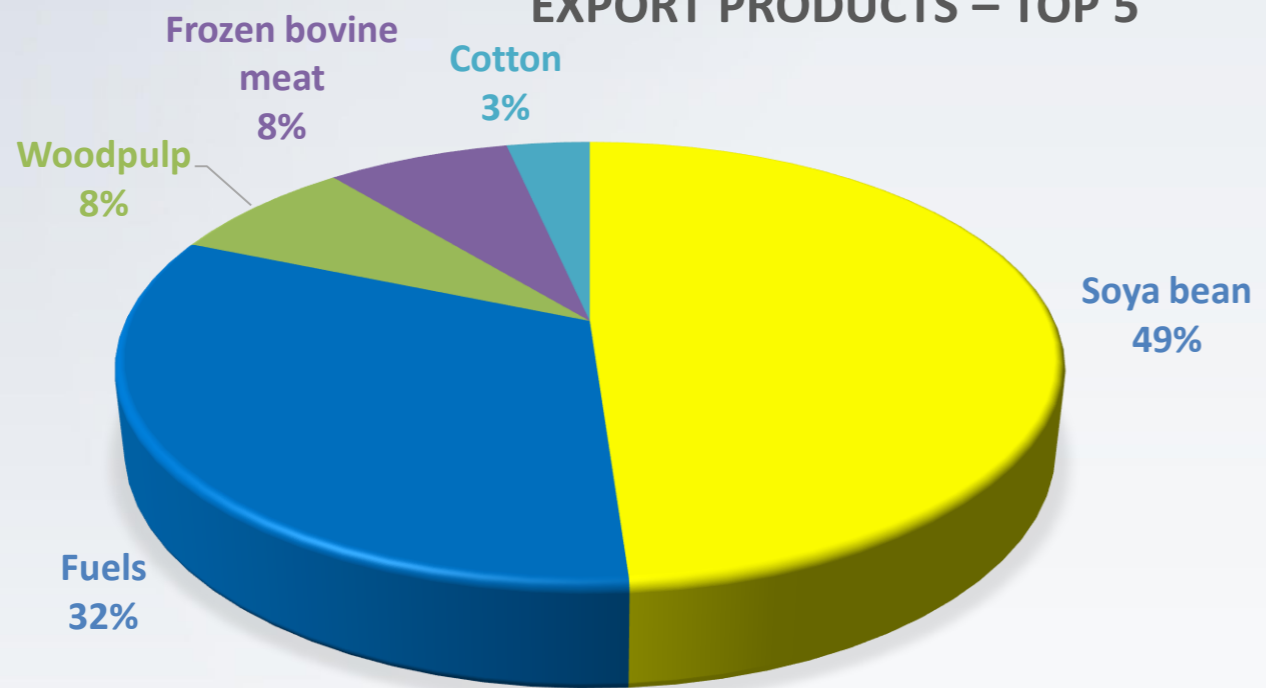
Foreign Trade 2018: From Santos to China

Total volume: US\$ 26 Bi.

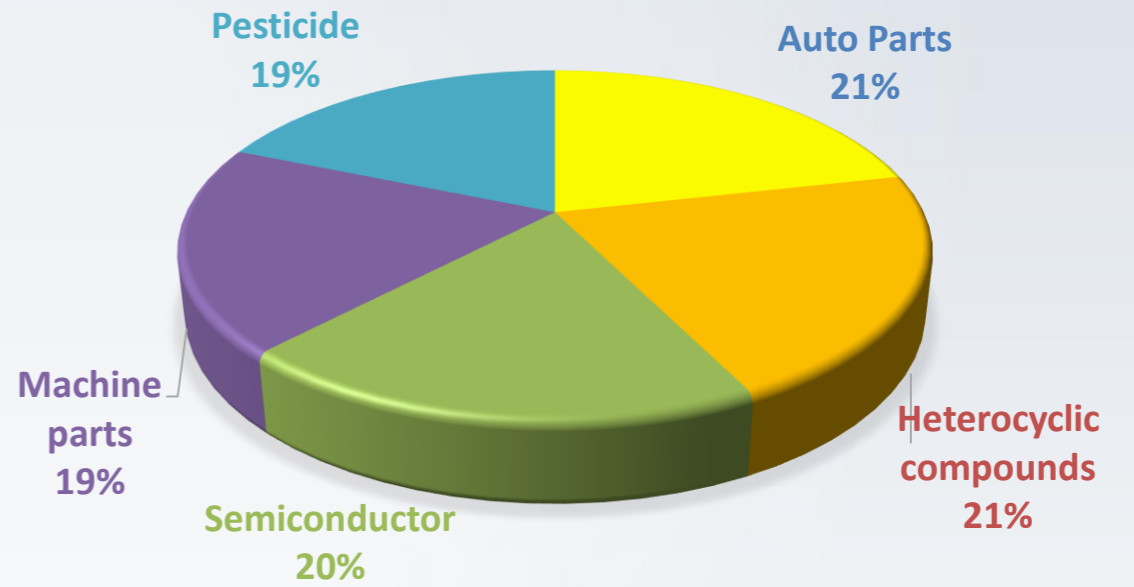
60% Export - 40% Import



EXPORT PRODUCTS – TOP 5



IMPORT PRODUCTS – TOP 5





Casemiro Tercio Carvalho
CEO

Santos Port Authority

tercio.carvalho@portodesantos.com.br

Av. Cons. Rodrigues Alves, s/nº . Macuco . Santos/SP . Brasil
Cep/ZipCode: 55 (13) 3202.6400 / 3202.6401 - www.portodesantos.com.br