



TERMINAL PUERTO ARICA, PORT AT THE SERVICE OF THE ANDEAN MACRO REGION

October 2022

OUR TERMINAL

OUR VISION



To be the best port in the region to integrate our clients with the world

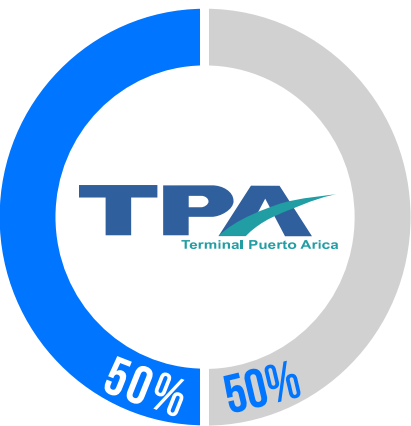
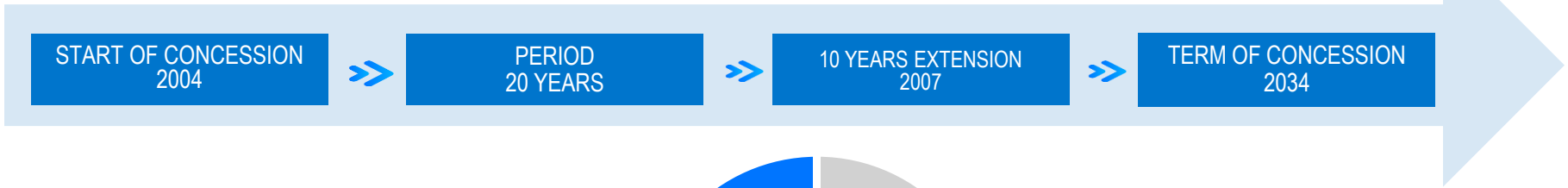
OUR PURPOSE

We contribute to people's quality of life through the development of foreign trade in the Andean Macro-Region

OUR VALUES



OUR HISTORY



Canada

United States

Mexico

Venezuela

Colombia

Peru



Chile

Argentina

Brasil
Brazil

TPA
Terminal Puerto Arica

*We are the "navel" of
South America*

South Pacific Ocean

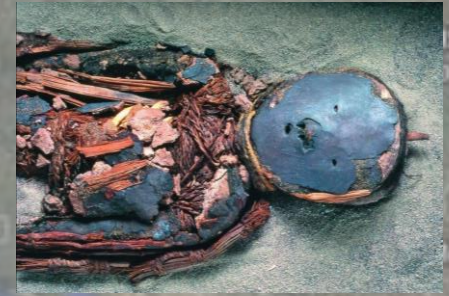
North Atlantic Ocean

Suomi
Finland

Sverige



Arica City



World's oldest mummies



Tourism Region



Agro-Industry



Fishing Industry



Commerce



Free Zone in Arica and Free Zone in Tacna (Peruvian city 58 km from Arica)

Indian Ocean

Australia

New Zealand

OUR SUSTAINABILITY STRATEGY

OUR CERTIFICATIONS



OUR HINTERLAND

We have the best connectivity with Bolivia, northern Chile and southern Peru.



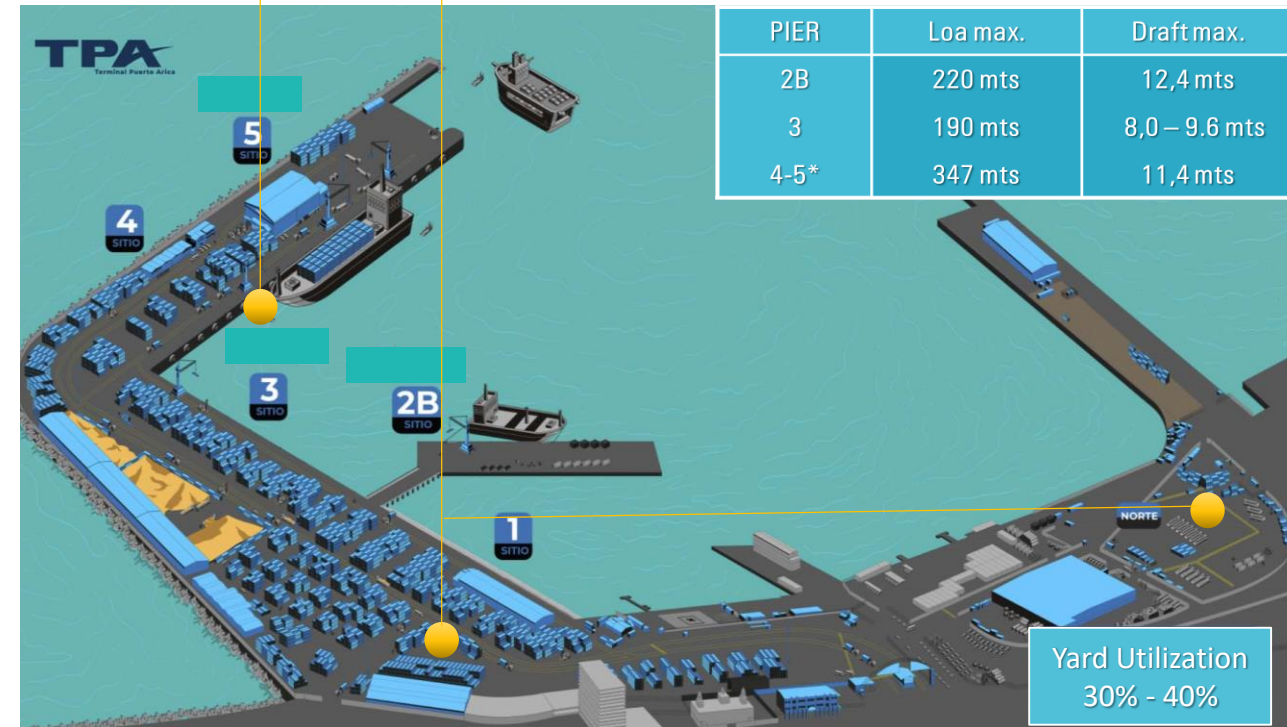
OUR INFRASTRUCTURE

● New capacity for vessels after deepening project piers 4 and 5

- ✓ Máx LOA: 347 [mts]
- ✓ Máx Draft: 11,4 [mts]
- ✓ Without beam restrictions

● Pre gate activities

● Stuffing and Stripping services inside the Port.



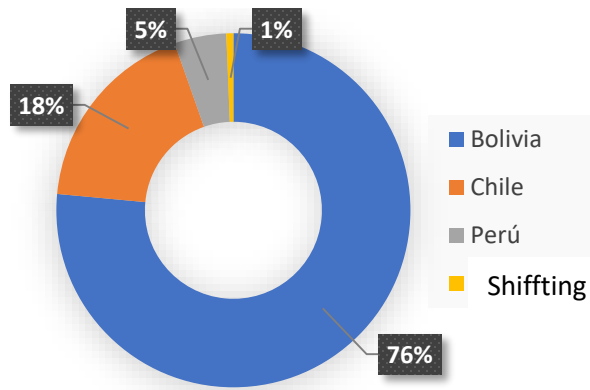
Pier/Date	Monday			Tuesday			Wednesday			Thursday			Friday			Saturday			Sunday			
	1°	2°	3°	1°	2°	3°	1°	2°	3°	1°	2°	3°	1°	2°	3°	1°	2°	3°	1°	2°	3°	
2B															Inca							
4/5				Perú Feeder			Llama									Conosur/ABA C						

OUR TERMINAL

OUR MARKET SHARE

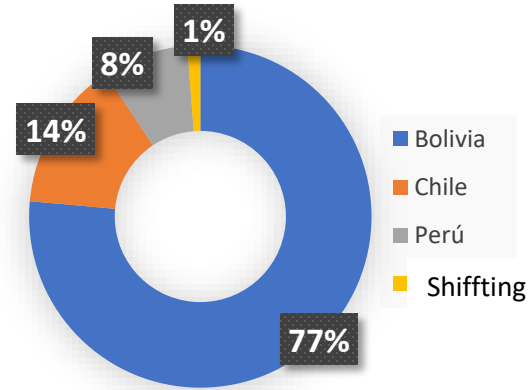
SHARE OF TYPE OF TRANSIT

(All of type of cargo)

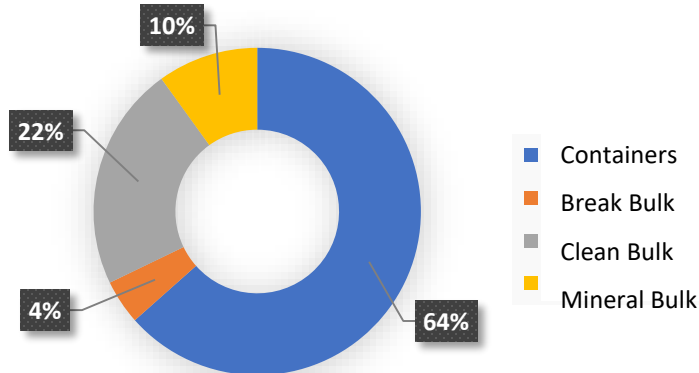


SHARE OF TYPE OF TRANSIT

(Containers)



SHARE OF TYPE OF CARGO



TERMINAL PUERTO ARICA YEAR 2021

3.0 MILLIONS TONS PER YEAR

161%

OUR PRODUCTIVITY

We have 5 ground cranes available and are in the process of acquiring a sixth crane.

SHORE CRANE

1°
2°
3°
4°
5°
Is coming

ROW

13
13
17
19
19
19

MPH

16
17
17
19
21
21



The maximum performance we deliver is
65 MPH

This performance depends on the size of the ship and the number of movements.

navis™ N4
OUR TOS

SAP
OUR FINANCIAL SYSTEM

Our Investments

+ 170 million dollars in 18 years of concession

2017 - 2022



SAFER MOORING; EFFICIENT AND SUSTAINABLE OPERATIONS

SHORE TENSION

To attend vessels under swell conditions



5th Mobile Harbour Crane:

Best Productivity in the Macro Andean Region

navis TOS N4:
N4

Automated Processes, Traceability and Optimization Opportunities

2018

2019-2020

Deepening Pier 4&5



New draft capacity of 11.4 mts

MECLIFT Forklift crane:



ML1612R Model:
✓ Lifting capacity: 16 ton
✓ Lifting height: 6 mts
✓ Curb weight: 20 ton

2021

Our Equipment



**05 Mobile
Harbour
cranes**



**12 Reach
stackers
and Empty
Handlers**



43 Forklifts



**35 Terminal
Tractors**



**02 MECLIFT
Forklifts**



**2 SHORE
TENSION
Equipment**

**navis
N4**

TOS: NAVIS N4

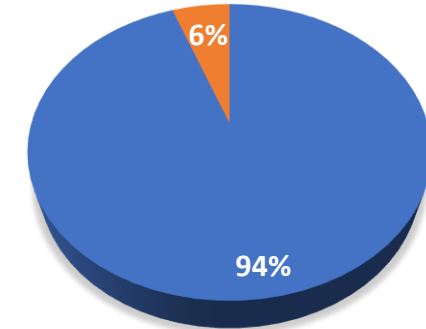
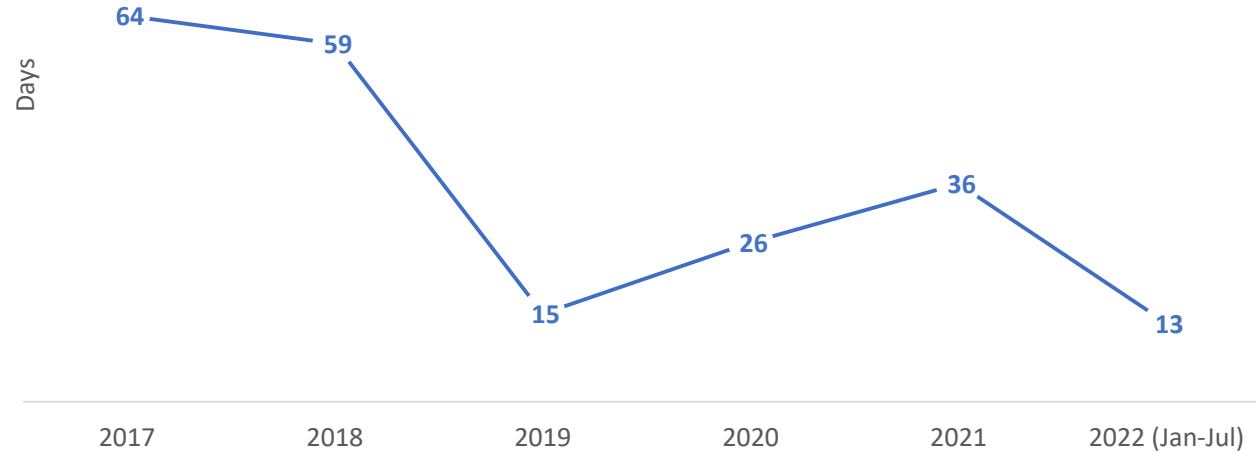


Port Reliability

OUR DOWNTIME

% VESSEL ATTENDED ON ARRIVAL

PORT CLOSURES 2017 – 2022 (JAN – JUL)



■ on ■ out



SHORE TENSION
System that reduces the impact of swell



New Pilot Boat and New RAMS
Increased wave height for vessel maneuvers.



Strategic planning
Weekly meeting with Mr. Pilots.



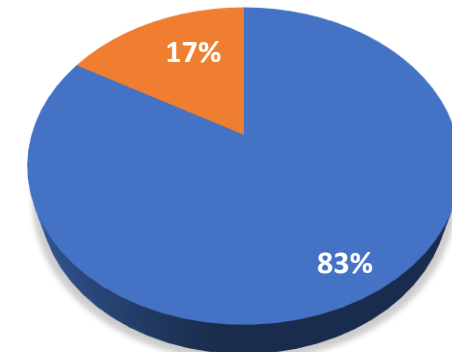
Current meter pier 2B and 5
Installation of new instrument within pier 2B.



Dashboard of Wave
Forecast dashboard and real-time measurements of climatic parameters



Second SHORE TENSION
To secure the berthing window

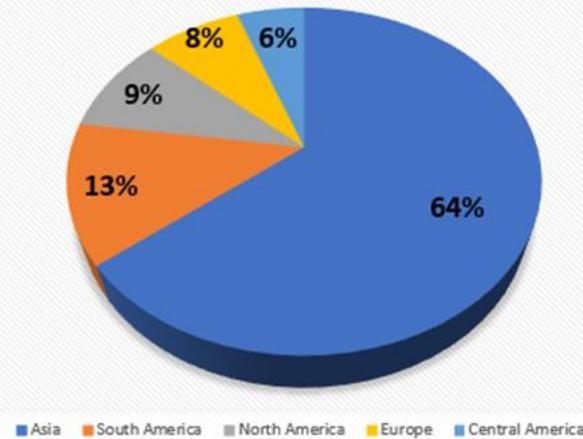


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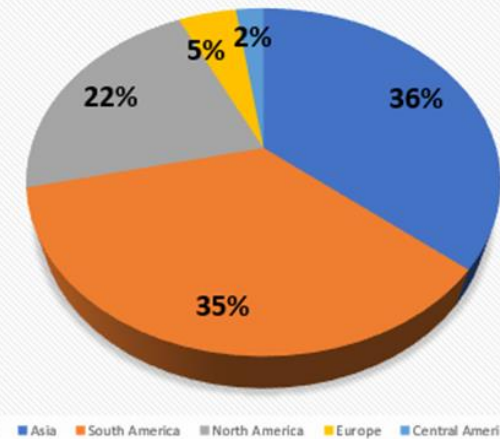
Investments and steps taken to improve the downtime rate.

CURRENT MARKET: MAINS ORIGINS AND DESTINATIONS

Main Origins (Import cargo)



Main Destinations (Export cargo)



POTENTIAL MARKET:

ARICA

	EXPORT	IMPORT	Mty cont	Total
	18,603	58,213		76,816
	4,541	5,168	39,430	49,139
	2,487	5,442		7,929
Total				133,884

IQUIQUE

	EXPORT	IMPORT	Total
	10,441	15,689	26,130

Total Bolivia Market 102,946

Total BOL+CL+PER Market 160,014

Potential Reefer per year

	3,000
	3,000
Total	6,000

Potential Dry per year

	15,000
	20,000
Total	35,000

TPA Potential market : 201,014 containers



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