



Deutsch-Brasilianische Wirtschaftstage 2008
Encontro Econômico Brasil-Alemanha 2008

Organization:



Cooperation:



Workshop 6

Demands on Brazilian Ports for Container Carriage

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Demands on Brazilian Ports



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Development of Container Carryings in Brazilian Ports

(thousands of units)

PORTS	1996	2001	2006	2007	%Growth 01/07
SANTOS	547	713	1.604	1.680	136%
STA CATARINA PORTS (Itajai+SFS)	127	255	525	570	124%
RIO DE JANEIRO PORTS (RJ+SEP)	130	199	418	420	111%
RIO GRANDE	109	211	330	360	71%
PARANAGUÁ	77	162	288	320	98%
VITÓRIA	57	72	192	200	178%
MANAUS	54	62	124	175	182%
SALVADOR	49	68	141	147	116%
NORTHEAST REGION (Suape, Pecém and Fortaleza)	40	86	230	244	184%
OTHERS	76	99	152	160	62%
BRAZIL	1.266	1.927	4.004	4.276	122%

52%

108%

7%

Source: ANTAQ and Datamar

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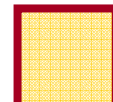


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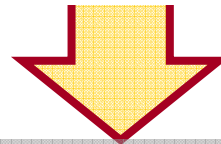
Brazilian Ports: Main Concerns

**Insufficient container terminals' capacity
and infrastructure access**

Limited depths of the access channels



As a consequence



Vessel delays waiting for berthing

Low berth productivity

Partial utilization of vessel capacity

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Yard area requirements 2007-2012

Scenarios		Available capacity in moves p.a.(*)	Additional capacity required m ² (**)
Total containers moved in 2007	4.3 million	3.2 million	1.1 million
Total containers projected for 2010	5.7 million	N/A	2.5 million
Total containers projected for 2012	6.9 million	N/A	3.7 million

10 % annual growth

NOTES:

(*) According to the international standards of service quality:

- Yard area required: 1,6 teu/m² / year
- Berth extension: 560 cont./ meter of pier/year
- Crane: 80.000 cont./year

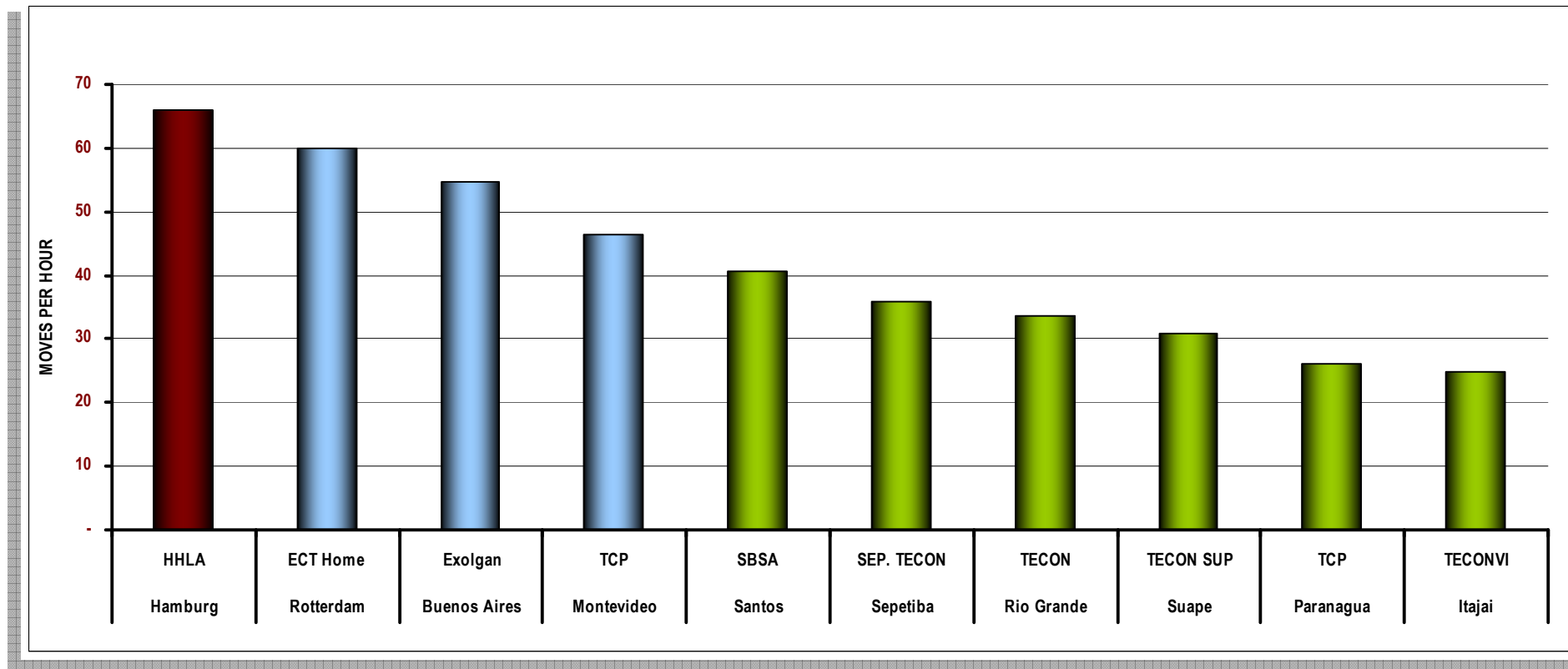
(**) Compared to 2007 available infrastructure

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2007 Terminal Productivity Comparison (containers/hours/vessel)



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Impact of the port inefficiency to the HSud services 2007

	2007 Total Lost Hours at Ports
Manaus	895
Northeast	2.846
Rio / Itaguaí / Vitória	2.504
Santos	6.296
Paranaguá	1.038
Itajaí / São Francisco	1.128
Rio Grande	1.063
Montevideo	1.191
Buenos Aires	259
Patagonian Ports	1.030
Total	18.250

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Impact of the port inefficiency on HSDG services 2007

1. Impact on service quality

	Total 2007
Total port calls	2.811
Cancelled port calls	108
Missed berth windows	527
Lost hours at ports	18.250

2. Impact on Hamburg Sud Costs

Additional costs at the ports (Thousands of USD)	14.000
Additional vessel cost (Thousands of USD)	38.000
Lost Revenues (Thousands of USD)	10.000
Total (Thousands of USD)	62.000

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Snap Shot of Waiting Times for Main Terminals in Santos 20.08.2008

20/8/2008 (12:00)			
Vessels Berthed		Vessels at anchor	
Quantity	Average Waiting Time (hrs)	Quantity	Average Waiting Time (hrs)

SANTOS TOTAL	6	32	12	49
T-37	3	35	5	61
SBSA	3	29	7	40

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Status quo of Access by Land and Sea to Main Container Ports

Port	Accessibility		Maximim Operational Draft (m) (1)		Average Waiting Time to Berth (h)	Average Productivity (cntrs/hours)	Yard
	Waterway	Land	Actual	Necessary			
Pecém	Excellent	Excellent	13,6	14,0	6	31	Adequate
Suape	Excellent	Excellent	14,0	14,0	4	29	Insufficient
Salvador	Satisfactory	Satisfactory	12,0	12,5	8	30	Insufficient
Vitória	Unsatisfactory	Unsatisfactory	9,3	12,5	9	37	Insufficient
Rio	Satisfactory	Unsatisfactory	12,3	14,0	6	28	Adequate
Sepetiba	Unsatisfactory (*)	Unsatisfactory	14,3	14,3	7	38	Adequate
Santos	Unsatisfactory	Unsatisfactory	12,1	14,0	20	33	Critical
Paranaguá	Unsatisfactory	Unsatisfactory	10,3	12,5	11	30	Adequate
S.Francisco do Sul	Unsatisfactory	Unsatisfactory	9,5	12,5	14	32	Critical
Itajaí	Unsatisfactory	Unsatisfactory	9,5	12,5	21	23	Critical
Rio Grande	Unsatisfactory	Excellent	12,2	12,5	7	40	Adequate

(1) Depth = minimum 110% of draft

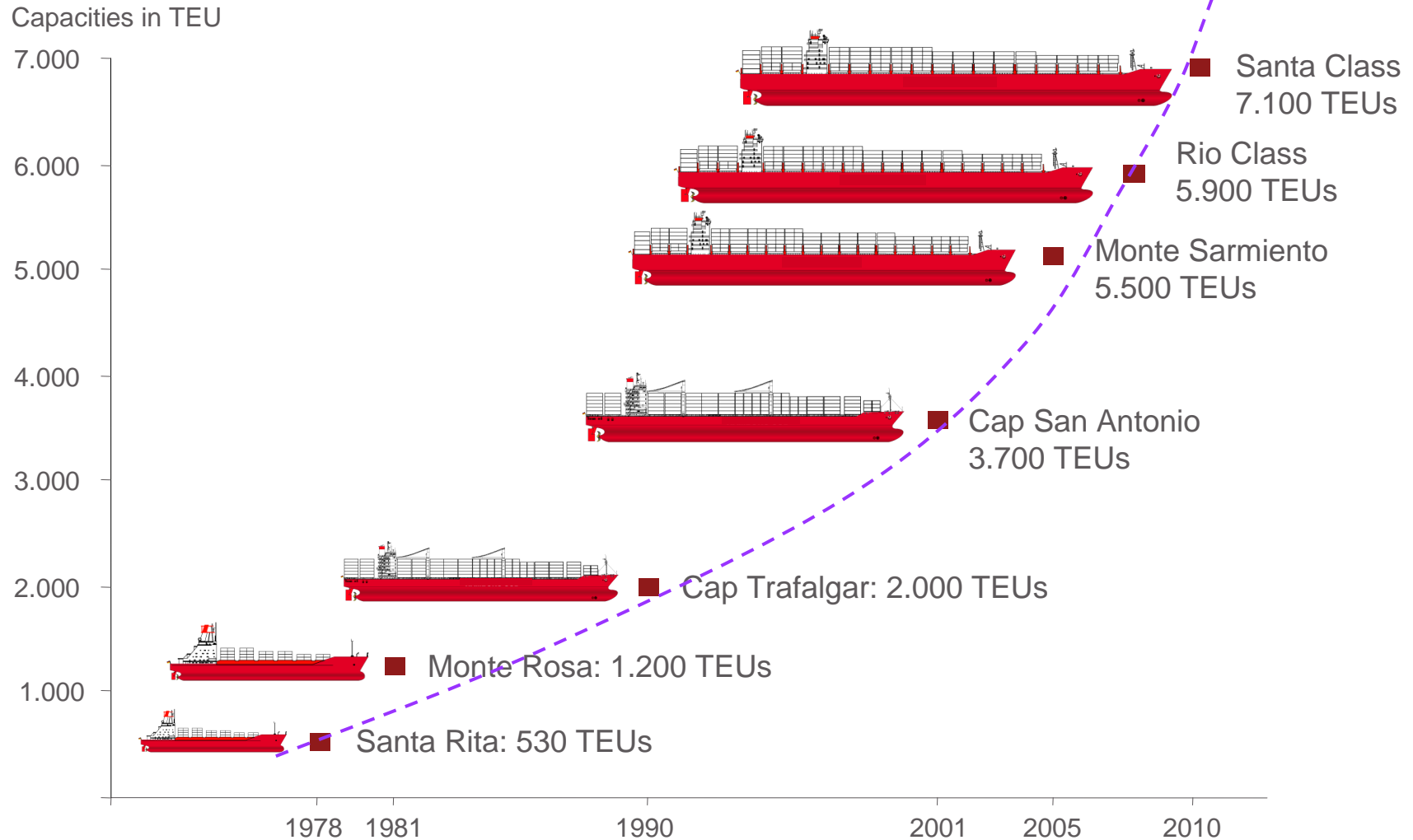
(*) Does not allow two way traffic

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Development of vessels' type in the South America East Coast Services



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What is being done?

- **Public Sector:**
 - **Creation of Special Secretary for Ports with ministerial status under Minister Pedro Brito:**
 - **Actions taken:**
 - **Programme for Accelerated Growth earmarking R\$ 2.7 billion for development of the port sector 2007-2010**
 - **National dredging programme simplifying tender process and allocating R\$ 1 billion in funds**
 - **Tender of Imbituba concession**
 - **Release of Barnabe Bagres project in Santos**
 - **Focus on professional management for Port Authorities**
- **Private Sector**
 - **Portonave Terminal operational in 2007 green field site with 3 berths & 270.000 m² yard**
 - **Expansion of Chibatão terminal in Manaus adding 100.000 m²**
 - **Expansion of Santos Brasil adding 1 berth & 100.000 m² yard operational end 2008**
 - **Expansion of TC Rio Grande adding 1 berth & 80.000 m² yard operational end 2008**
 - **Itapoa green field project with 3 berths & 560.000 m² forecast 2010**
 - **Imbituba expansion 1 berth + 80.000 m² yard forecast 2010**
 - **Emraport green field project with 3 berths & 600.000 m² yard forecast 2012**

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Itapoa Terminal Project

- 3 berths/ 990 m
- 560.000 m² yard
- 6 Gantry Cranes
- 4 MHC
- Phase 1- 2010
- Total investment US\$ 300 million



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What needs to be done?

- More than double 2007 capacity required to meet demand in 2012
- Investment estimated at US\$ 3.5 billion
- Some projects underway but not enough to meet demand
- Many more projects in the pipe line
- Urgent Regulatory Definition required