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LATIN AMERICA PORT EXPANSION SUMMIT

19 - 20 MAY 2016 | CALLAO, PERU



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LETTER OF THANKS FROM THE EVENT PRODUCER

Dear Participants of the "Latin America Port Expansion Summit"

After successful port summits in Asia, Europe and Africa, Lnoppen hosted the first Latin American edition on 19 & 20 May 2016 at the Sol de Oro Hotel & Suites in Lima, Peru. I would like to express my gratitude for your participation in Lnoppen's "Latin America Port Expansion Summit". It was a great pleasure meeting you at the conference, and seeing the vibrant interactions that took place on site. We were honored to host parties flying in not only from Latin America but also from Europe and the USA, to discuss the current situation how we can work together to create a beneficial future to boost the port industry.

During the conference, more than 25 eminent speakers shared numerous presentations and their visions with the delegates and provided during 2 discussion panels the most valuable insight and opinions to answer questions regarding new route development, the implications of the enlarged Panama Canal for ports, expectations from shipping lines, as well as the financing of port projects and the different models there are. Both domestic and international experts evaluated current conditions, analyzed strengths & weaknesses and emphasized opportunities to develop the market further.

I would like to start by thanking The Embassy of the Kingdom of the Netherlands in Peru as well as Latinports for supporting our event. Furthermore I want to thank **Mr. Edgar Patiño** from the **National Port Authority Peru** and **Mr. Wiebe de Boer**, **Embassador of the Kingdom of the Netherlands in Peru** for delivering keynote presentations and also **Mr. Micheal Kaasner Kristiansen** from **CK Americas** for chairing this conference.

Moreover, my deepest thanks and appreciations to the speakers and panelists for their tireless contributions, exclusive knowledge, expert insight, and unique presentations:

- **Edgar Patiño** – President of the board – **National Port Authority, Peru**
- **Wiebe De Boer** – Ambassador – **The Embassy Of The Kingdom Of The Netherlands In Lima, Peru**
- **Julián Palacio** – Executive Director – **Latinports**
- **Manuel Delgado** – CFO – **APM Terminals Callao, Peru**
- **Cesar Contreras** – Operations Director – **Terminal de Contenedores de Buenaventura; TCBUEN, Colombia**
- **Michael Kaasner Kristiansen** – Owner / President – **CK Americas, Panama**
- **Vino Kumar** – Operations & Logistics Director – **CMA CGM**
- **Fausto Arroyo** – Senior Logistics Executive ; Vicepresidency of Infrastructure – **CAF Development Bank of Latin America**
- **Rafael Sapina** – Development Director – **Yilport Holding, Turkey**
- **Helge Kahlen** – CEO & President – **Franz Woelfer Elektromaschinenfabrik, Germany**
- **John Murnane** – Principal & **Ricardo Moya-Quiroga** – Senior Expert - Member of the Shipping and Ports Service Line – **McKinsey & Company**
- **Marco Lippuner** – Senior Vice President Infrastructure & Industry Sales, Energy Management Division – **Siemens AG**
- **Silvia Bermúdez Cerqueiro** – Head of Engineering & Acquisitions – **Ultramar, Chile**
- **Oscar Rodríguez Luna** – President – **Consemar Group, Venezuela**
- **Cees Klaver** – Port Planner and Nautical Expert – **Port Consultants Rotterdam, The Netherlands**
- **Alberto Borquez** – Head of Port Projects – **SAAM, Chile**
- **Gabriel Monge** – General Manager – **Terminal Internacional del Sur, Peru**
- **Robert Rocha** – Business Development Director – **Soletanche Bachy**
- **Janis Kasalis** – Deputy CEO – **Riga Universal Terminal (100% owned by PORTEK)** – Responsible for Caribbean and Latin America Terminal Development
- **Tok Soon Chong** – Executive Director Engineering – **Portek**
- **Sergi Sugranyes i Palef** – General Supervisor – **Puerto Verde Panamá Atlántico, Panama**
- **Camilo George Díaz** – Head of Communications and Institutional Relations – **Sociedad Portuaria de Santa Marta, Colombia**
- **Shashi Shrivastava** – Director, International Practice & **Sara Fumagalli-Hui** – Vice President & Project Director – **COWI Marine**
- **Ing. Octavio Doerr** – Ports & Logistics Specialist – **UN ECLAC, Chile**
- **José Antonio Pejovés** – Owner – **Estudio Pejovés Marítimo, Peru**
- **Pedro Arizmendi** – Partner Transactions & Corporate Finance Services / Infrastructure Leader – **EY Peru (Ernst & Young)**
- **Ignacio Andino** – Director, Structured Financing / Directorate for Specialized Financial Services – **CAF Development Bank For Latin America**
- **Luc Dejonckheere** – Portfolio Manager Latin America & Caribbean – **IFC**

Their presentations and insights spoke to the heart of the main issues facing the sector and their eagerness to build the industry is commendable.

Last but not least, I want to thank all our sponsors: **Soletanche Bachy, Franz Wölfer, L3 Communications, Musco Lighting, Siemens, COWI, Arcelor Mittal, Intercomp, Svitzer, Liebherr, Bring, TMSA** and **PGO** for their contributions to the event.

Again, thank you for your valuable participation, I have no doubt that your presence and involvement directly contributed to the overall success of this meaningful event. We will keep you abreast of our upcoming industry events and I am earnestly looking forward to meeting with you again.

Kind regards,
Barbara Cornelissen, General Manager & Conference Director **Lnoppen Latin America**

EVENT PHOTOS



A group of people are gathered around a table, engaged in a discussion. One man in a light-colored suit is looking at a document on the table. The setting appears to be a meeting or a break area during the event.



REMARKS OF THE CHAIRMAN



**Michael Kaasner
Kristiansen**

Owner & President

CK Americas

Dear participants

The Latin America Port Expansion Summit finished with a visit to APM Terminals Callao that had undergone some impressive changes since I last visited.

Over the 2 days, we reviewed the current market conditions where the Panama Canal will soon make its impact on liner networks and even more mega vessels in Latin America and the quantity of hub capacity is a major question mark. We discussed the major new challenges for ports, and ideas how to address them ranging from cost reductions and efficiencies to adding new value-adding services.

We had case studies from Buenaventura, Callao, Matarani, Ponce, Puerto Bolivar, Puerto Verde Panama Atlantico and Santa Marta, as well as the Maasvlakte-2 (Rotterdam) project. We reviewed the port growth in Peru, as well as concession structure and new projects.

We also had time to look at designs, construction and the financing of the projects, with focus on PPP and development banks.

Most important, we met old friends and made new ones!

Michael Kaasner Kristiansen

Owner & President

CK Americas

En la ciudad de Lima se desarrolló la primera versión del Latin America Port Expansion Summit

Congregó a relevantes actores de la industria en torno al desarrollo de proyectos portuarios

Entre los días 19 y 20 de mayo se desarrolló en el Hotel Sol de Oro, Lima, Perú, la primera versión del Latin America Port Expansion Summit, evento que contó con cerca de 200 asistentes, entre funcionarios de gobierno, inversionistas, autoridades portuarias, operadores de puertos y terminales, quienes tuvieron la ocasión de reunirse con consultores, arquitectos, empresas constructoras, proveedores de equipos y grupos de servicios, con el fin de explorar mejor el mercado y apoyar el desarrollo de proyectos de infraestructura.

El encuentro fue patrocinado oficialmente por la Embajada del Reino de los Países Bajos y de Latinports. Recibió también el auspicio de destacadas empresas internacionales, especialmente del área de la ingeniería y de equipamiento portuario y además, contó con el apoyo de MundoMaritimo como media partner junto a otras publicaciones internacionales.

La apertura oficial de evento estuvo a cargo de la Autoridad Portuaria Nacional (APN) de Perú, cuyo presidente, Edgar Patiño, se refirió al "Desarrollo del sistema portuario nacional" del país anfitrión.

Además, en la jornada inaugural destacaron: Manuel Delgado, CFO de APM Terminals Callao, quien expuso el tema "Modernización del puerto de Callao, fortaleciendo la capacidad y la competitividad del Perú"; Alberto Bórquez, gerente de Proyectos Portuarios, de SAAM Chile, quien en el panel proyectos actuales se refirió a las "Prácticas y estrategias para hacer frente a los nuevos desafíos de la industria". En el mismo panel también expuso Gabriel Monge gerente general de Terminal Internacional del Sur (Tisur), Perú, quien se refirió al "Proyecto de Desarrollo del Puerto de Matarani".

También tuvieron una activa participación en las charlas: Cesar Contreras, director de Operaciones del Terminal de Contenedores de Buenaventura, Tcbuen, Colombia; Julián Palacio, director ejecutivo de Latinports; Fausto Arroyo, ejecutivo principal de logística y vicepresidente de Infraestructura de CAF, del Banco de Desarrollo de América Latina; Rafael Sapina, director de desarrollo de Yilports Holding, Turquía; Silvia Bermúdez, gerente de adquisiciones de Ultramar, Chile; Octavio Doerr, especialista portuario y de Logística de UN ECLAC, Chile; y José Antonio Pejovés del Estudio Pejovés Marítimo, de Perú.

Entre los asistentes destacó la presencia de ejecutivos de diversas compañías peruanas (APN, Enapu, DP World Callao, APM Terminals Callao, TISUR, Svitzer Perú, Terminales Portuarios Peruanos, Terminal Portuario Paracas, TPE Paita, Ransa, Woll Corp, Impala Terminals Perú, CMA CGM Perú, entre otras).

La presencia de Colombia tuvo un lugar relevante también, a través de profesionales de SPRC, Contecar, SPSM, Tcbuen y Puerto de Agua Dulce. Desde Chile, destacó la asistencia de MSC Chile, SAAM y Ultramar; igualmente tuvieron una participación relevante los asistentes de Ecuador, EE.UU., Países Bajos, Francia, Alemania, Brasil, España, Bolivia, Honduras y Haití; así como miembros de compañías del ámbito de la ingeniería, construcción, dragados, tecnología y de organizaciones tales como CAF, IFC, entre otras.

Link - <http://www.mundomaritimo.cl/noticias/en-la-ciudad-de-lima-se-desarrollo-la-primera-version-del-latin-america-port-expansion-Summit>

Great Opportunity to meet industry leaders

Musco

Muy ilustrativo y muy bueno, encontré lo que buscaba

ABB

Enfocar temas portuarios ha sido bueno. Pudimos estrechar relaciones y conocer nuevos conceptos

Tramarsa

Buen evento, organizado, permite mantener conocimiento del negocio T.O Shipping. Se ha alcanzado el objetivo, se logró observar servicios y prácticas del negocio.

Sociedad Portuaria de Cartagena

Excelente evento, magnificas ponencias / presentaciones

Consemar

Muy interesante, Buena calidad de Expositores. Se han tenido buenas entrevistas con compromisos de seguir contactando con buenas reuniones.

Empresa Portuaria Talcahuano San Vicente

Los temas tocados son muy actuales y mirando hacia el futuro cercano. Pude ver los proveedores adecuados de la industria.

Terminales Portuarios EuroAndinos Paita

Excelente organización, amplia visión del sector. Muy recomendable. Atención excelente, muy buena preparación del evento, sistemas audiovisuales muy adecuados. Alta participación.

Puerto Verde Panamá Atlántico

De relevante importancia por el tema portuario y la forma de enfocarlo.

APEFEX

Good Network, good contact list.

DP WORLD

Amplio conocimiento con una visión más moderna y tecnológica. Encontré contactos para la empresa que represento.

Administración de Servicios Portuarios - Bolivia

Great Intel Exchange about Latin America ports.

Grupo SCR

I will highly recommend this summit to my colleagues in Ecuador. Great Organization.

Royal Haskoning

I managed to meet many port developers which is very good

CMA - CGM

Interesante, concreto y de mucho análisis de la actividad portuaria

Cámara de Comercio Callao

I want to thank you for this opportunity and congratulate you all for the very well-organized event!

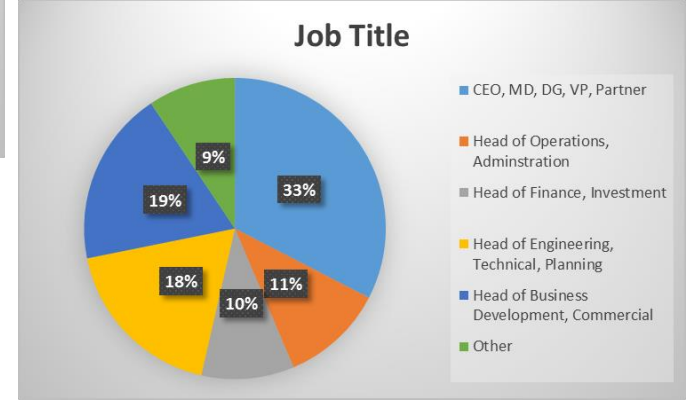
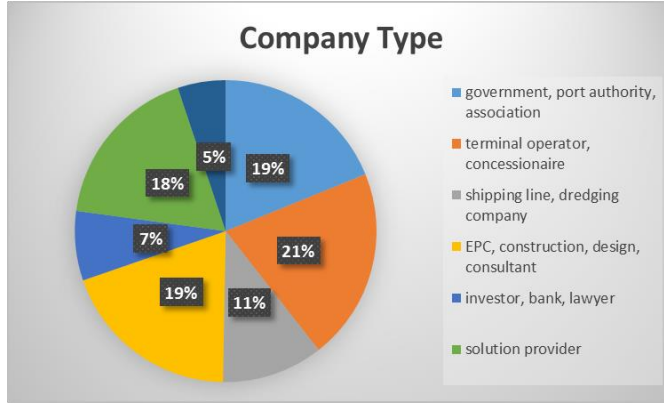
Trelleborg

Thanks a lot for the good summit!! My expectations were widely met – and topped! To me you selected the right people and I could find a lot of relevant contacts for my business.

Franz Woelfer



DEMOGRAPHICS



EMINENT SPEAKERS OF THE EVENT



Michael Kaasner Kristiansen
Owner / President
CK Americas, Panama
"CHAIRMAN OF THE EVENT"



Cesar Contreras
Operations Director
Terminal de Contenedores de Buenaventura; TCBUEN, Colombia



John Murnane
Principal
McKinsey & Company



Edgar Patiño
President of the board
National Port Authority, Peru
"KEYNOTE SPEAKER"



Vino Kumar
Operations & Logistics Director
CMA CGM



Ricardo Moya-Quiroga
Senior Expert
McKinsey & Company



Wiebe De Boer
Ambassador
Embassy Of The Kingdom Of The Netherlands In Lima, Peru
"KEYNOTE SPEAKER"



Fausto Arroyo
Senior Logistics Executive ; Vicepresidency of Infrastructure
CAF Development Bank of Latin America



Marco Lippuner
Senior Vice President Infrastructure & Industry Sales, Energy Management Division
Siemens AG



Julián Palacio
Executive Director
Latinports



Rafael Sapina
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Silvia Bermúdez Cerqueiro
Head of Engineering & Acquisitions
Ultramar, Chile



Manuel Delgado
CFO
APM Terminals Callao, Peru



Helge Kahlen
CEO & President
Franz Woelfer Elektromaschinenfabrik, Germany



Oscar Rodríguez Luna
President
Consemar Group, Venezuela

EMINENT SPEAKERS OF THE EVENT



Cees Klaver
Port Planner and Nautical
Expert
**Port Consultants Rotterdam, The
Netherlands**



Tok Soon Chong
Executive Director
Engineering
Portek



Ing. Octavio Doerr
Ports & Logistics Specialist
UN ECLAC, Chile



Alberto Borquez
Head of Port Projects
SAAM, Chile



Sergi Sugranyes i Palet
General Supervisor
**Puerto Verde Panamá
Atlántico, Panama**



José Antonio Pejovés
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Peru**



Gabriel Monge
General Manager
**Terminal Internacional del Sur,
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Camilo George Díaz
Head of Communications
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**Sociedad Portuaria de Santa
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Partner Transactions &
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Robert Rocha
Business Development
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Shashi Shrivastava
Director, International
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Ignacio Andino
Director, Structured Financing
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Janis Kasalis
Deputy CEO
**Riga Universal Terminal (100%
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Responsible for Caribbean
and Latin America Terminal
Development**



Sara Fumagalli-Hui
Vice President & Project
Director
COWI Marine



Luc Dejonckheere
Portfolio Manager Latin
America & Caribbean
IFC



Upcoming Events



13 | 14
October
2016

Latin America Hospital Expansion Summit
Panama City, Panama



10 | 11
November
2016

2nd Latin America Airport Expansion Summit
Mexico City, Mexico



28 | 30
November
2016

Critical Infrastructure & Resilience Latin America
Bogotá, Colombia



15 | 15
September
2016

4th Africa Port & Rail Expansion and Cargo Capacity Upgrade Summit
Accra, Ghana



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Lnoppen is a leading international company facilitating business across Asia, Europe, Africa and Latin America. Driven by the desire for excellence and supported by an unparalleled understanding of the Asian, European, and African markets, Noppen Group has delivered exceptional events, assisted new market entries and established government relations since 1998. Our top-level business connections paired with our close relations to the many levels of government have given Lnoppen an edge on the marketplace our competitors just can not match.

With offices in China, Belgium, India, Philippines and Colombia, Noppen Group offers reputable, reliable services and a large range of deliverables to help your company successfully meet its goals.



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