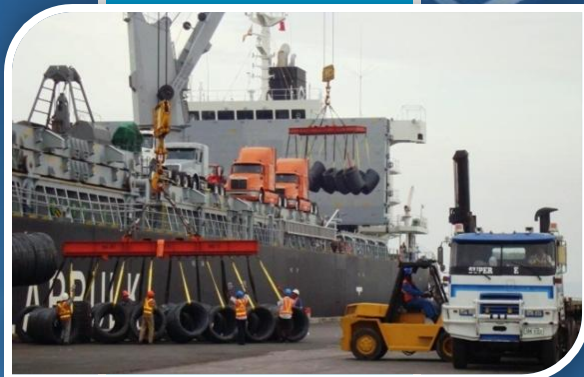


PROCESS OF DELEGATION UNDER THE GRANT METHOD FOR THE PORT OF MANTA



- ✓ Delegation of the Multipurpose Deepwater Terminal
- ✓ Logistic Activity Zone, LAZ



Ministerio de Coordinación
de la Producción, Empleo
y Competitividad



Ministerio de Transporte
y Obras Públicas



Delegation under the grant method for the Multipurpose Deepwater Terminal of the Port of Manta

Index:

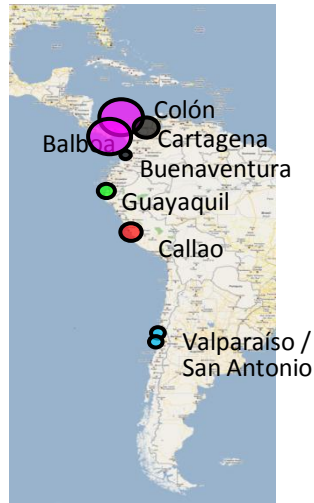
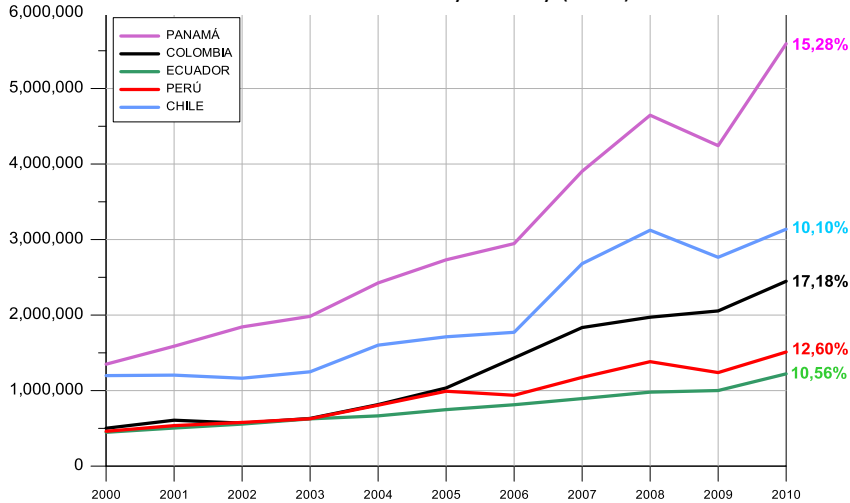
1. Background
 - 1.1 Situation in the Pacific Coast
 - 1.2 Situation in Ecuador
2. Purpose and approach of the delegation
3. Growth Program
4. Logistics Corridors
5. Manta Logistics Platform and Central Logistics Corridor
6. National Infrastructure Logistics Plan (ZEDE)
7. Multimodal Corridor Manta - Manaus
8. General Proposed of highway
9. Current and future network port



1. Background

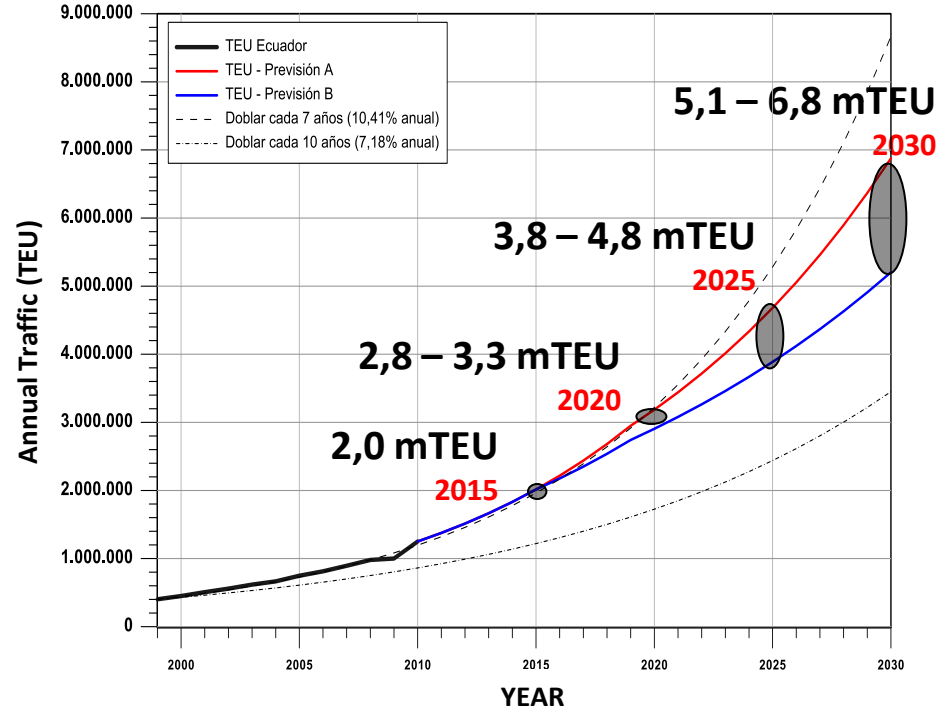
1.1 Situation in the Pacific coast

South America – Pacific Coast
Containers Traffic by country (TEUS)



1.2 Situation in Ecuador

Containers Traffic Evolution in Ecuador



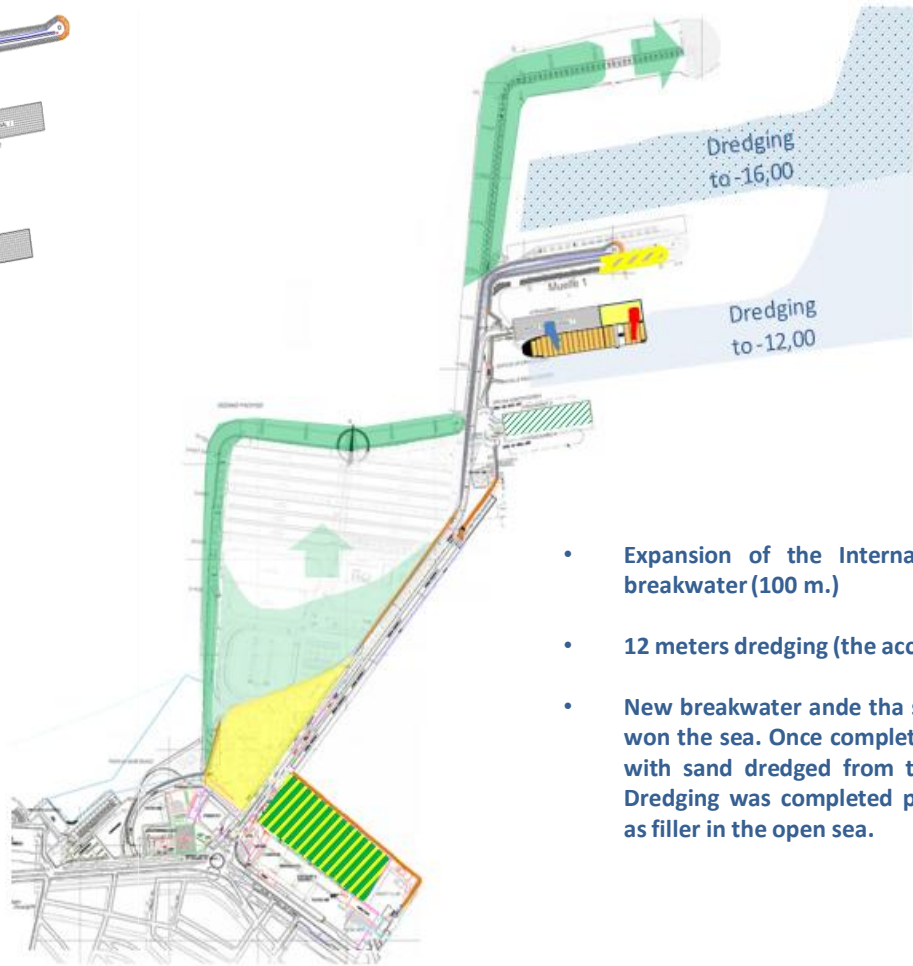
2. Purpose and approach of the delegation:

Objective

Having a Multipurpose Deepwater Port that integrates into the National Port System to improve the competitiveness of the national foreign trade.

- Building a Project "appropriately" attractive to the private sector.
- Rate treatment that, while respecting the corporate business, contribute to improving the competitiveness of the Ecuadorian trade permanently.
- Achieve recovery by the State of the investment with some benefit.

3. Growth program



- Expansion of the International Quay 1 and the breakwater(100 m.)
- 12 meters dredging (the access channel)
- New breakwater and the site of the new concourse won the sea. Once completed the site will start filling with sand dredged from the new dock access -16. Dredging was completed pouring the material used as filler in the open sea.

2013

Current Situation
Capacity: 0 TEU/year

Phase 0
Capacity: 50.000 TEU/year



3. Growth program

Dredging to -16,00

Dredging to -12,00

- Completion of the breakwater
- Construction of the deepwater quay length of 350 meters and depth of -16 meters.
- Installation of 2 post-panamax gantry at the new quay
- Installation of necessary equipment to meet demand
- Installed a third post-panamax gantry cranes at the new quay.

2015 - 2017

Phase 1

Capacity: 300.000 TEU/year

Dredging to -16,00

Dredging to -12,00

- Once traffic reaches the figure of 250,000 TEU within a year, it will begin the construction of the second quay with a length of 250 meters, with an extension of the breakwater.
- Installation of a fourth post-panamax gantry crane at the new quay.
- 25 acres for container yard and services.
- Installation of necessary equipment to meet demand.

2020 - 2022

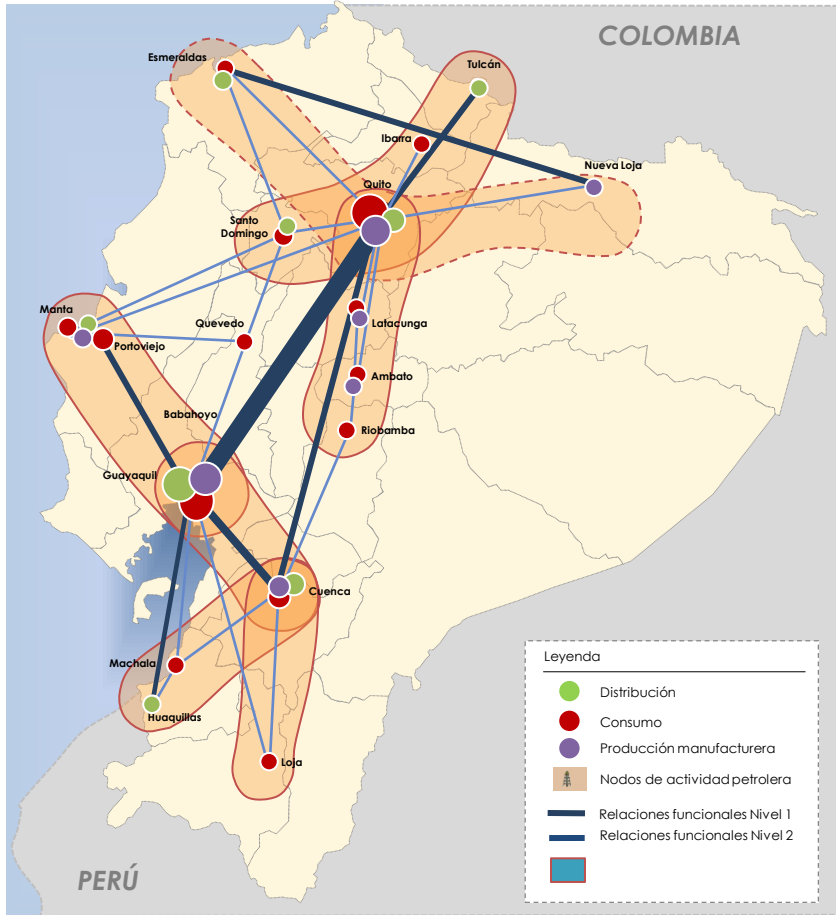
Phase 2

Capacity: 700.000 TEU/year

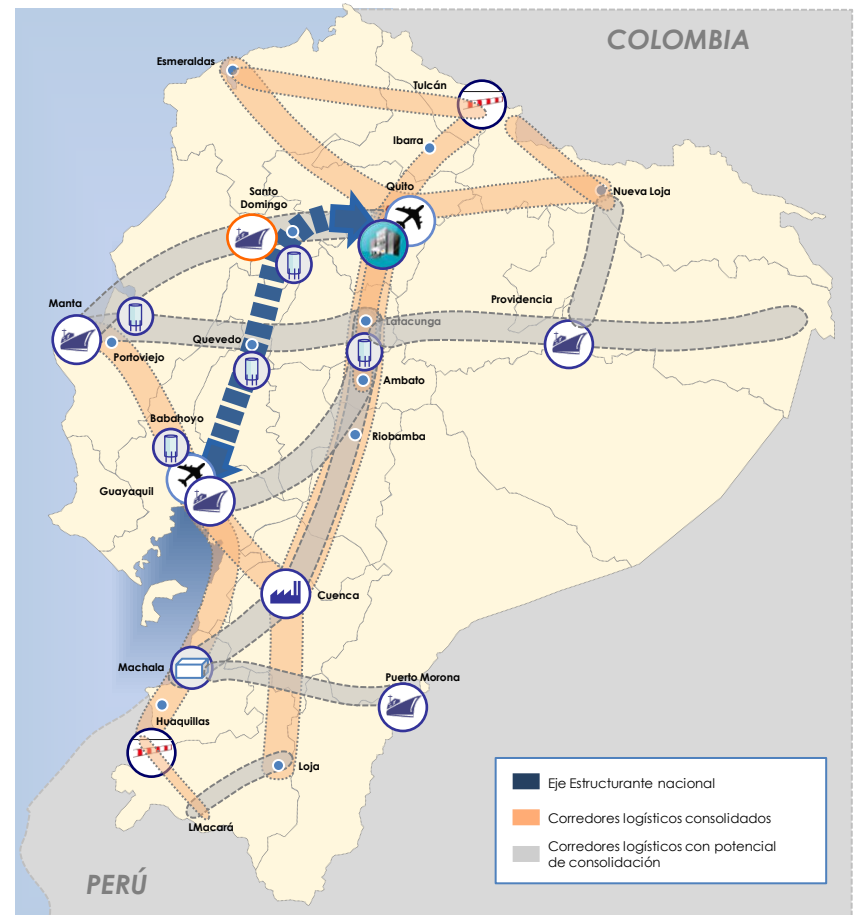


4. Logistics Corridors

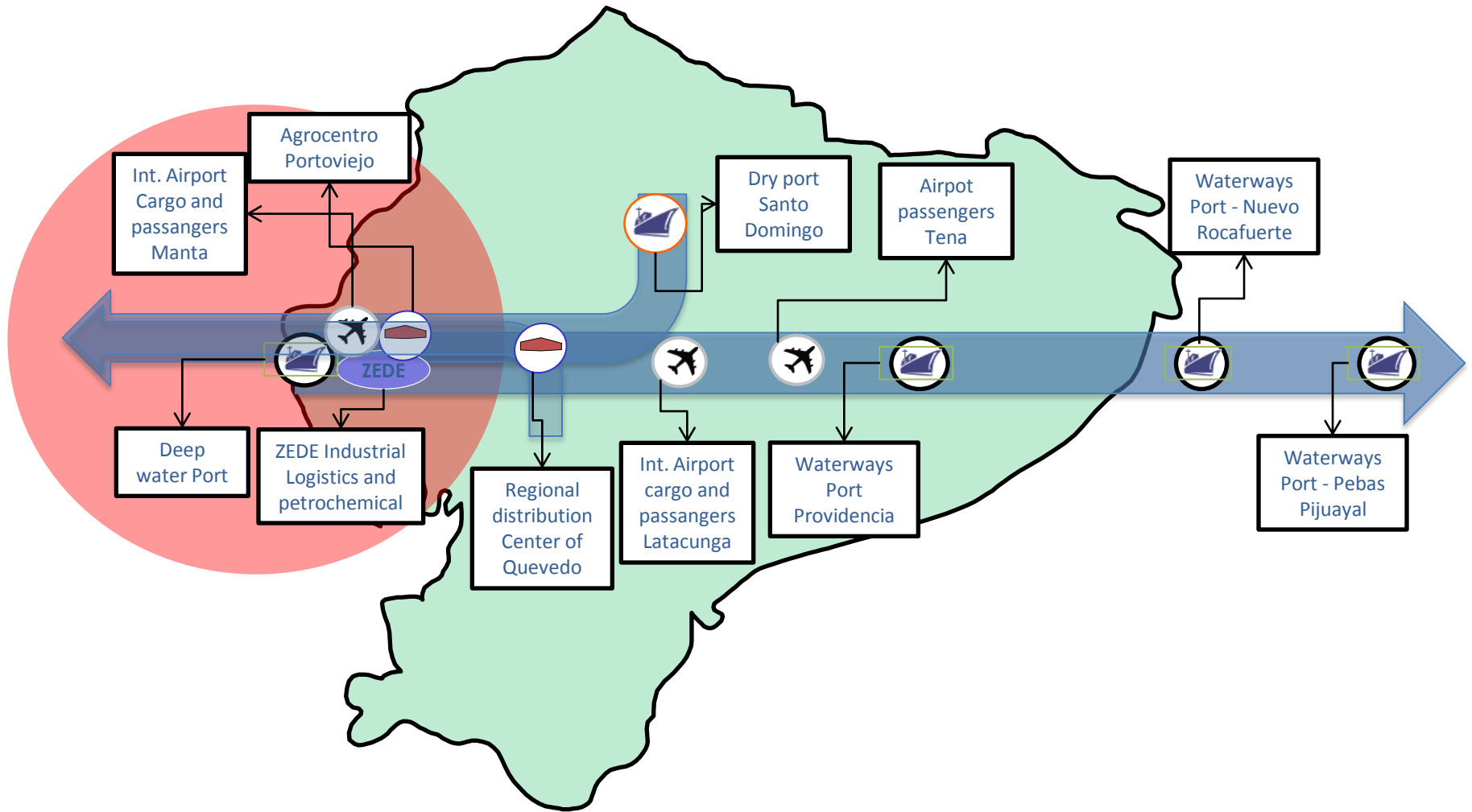
Current situation



Forecast 2015

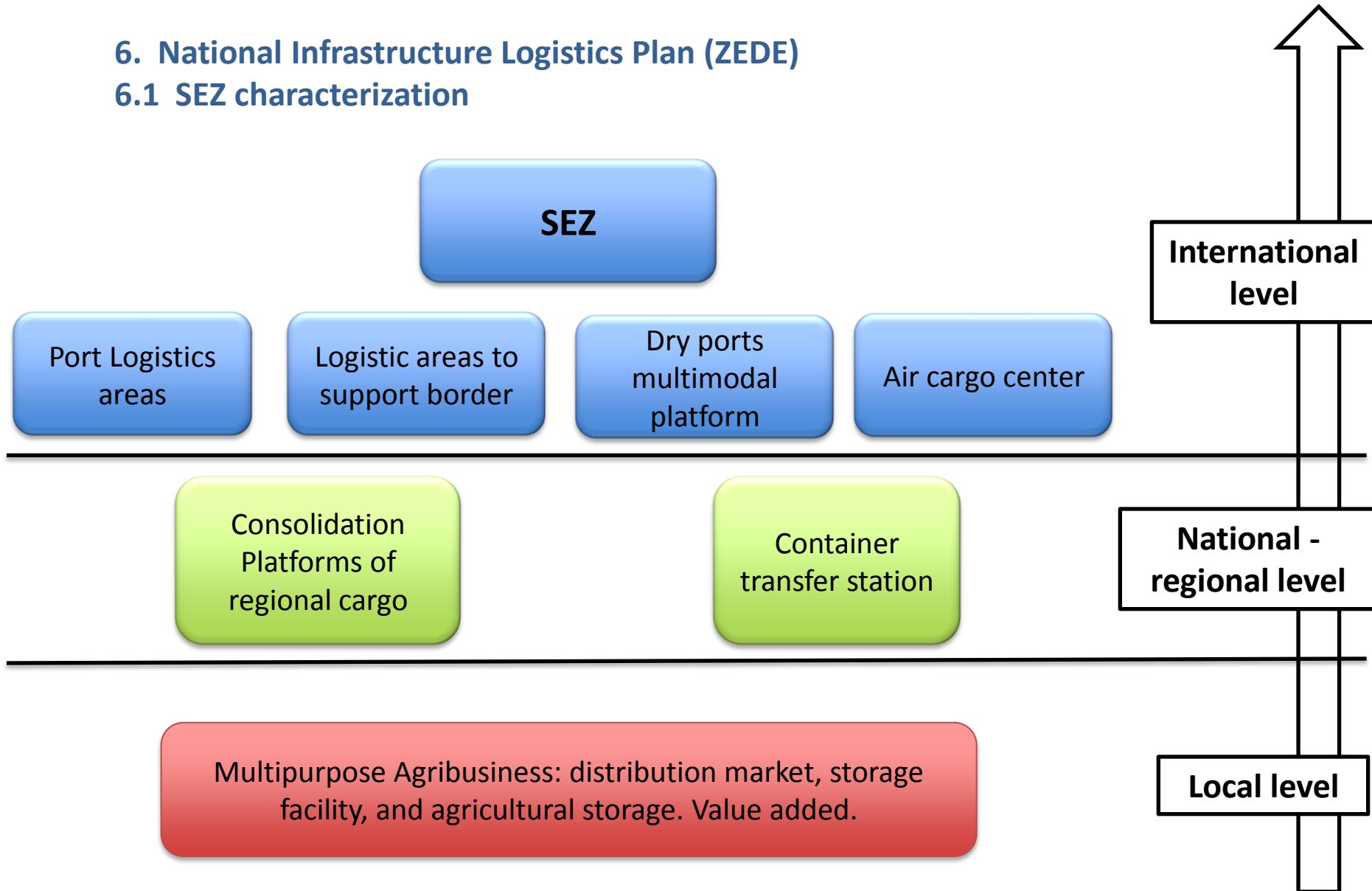


5. Manta Logistics Platform and Central Logistics Corridor



6. National Infrastructure Logistics Plan (ZEDE)

6.1 SEZ characterization



6.2 Location analysis

E1 Accessibility

O1.1. Connection to the main road axes

E2 Port Logistics

O2.1. Port logistics optimization

E3 Urban and Industrial Logistics

O3.1. Accessibility to the Main Centers of Production and Consumption

E4 Investment

O4.1. Minimization of the Investment Cost

E5 Environment

O5.1. Maximization of environmental sustainability

E6 Social and Urban Environment

O6.1. Maximization of the Positive Impact of the Platform in the Municipality

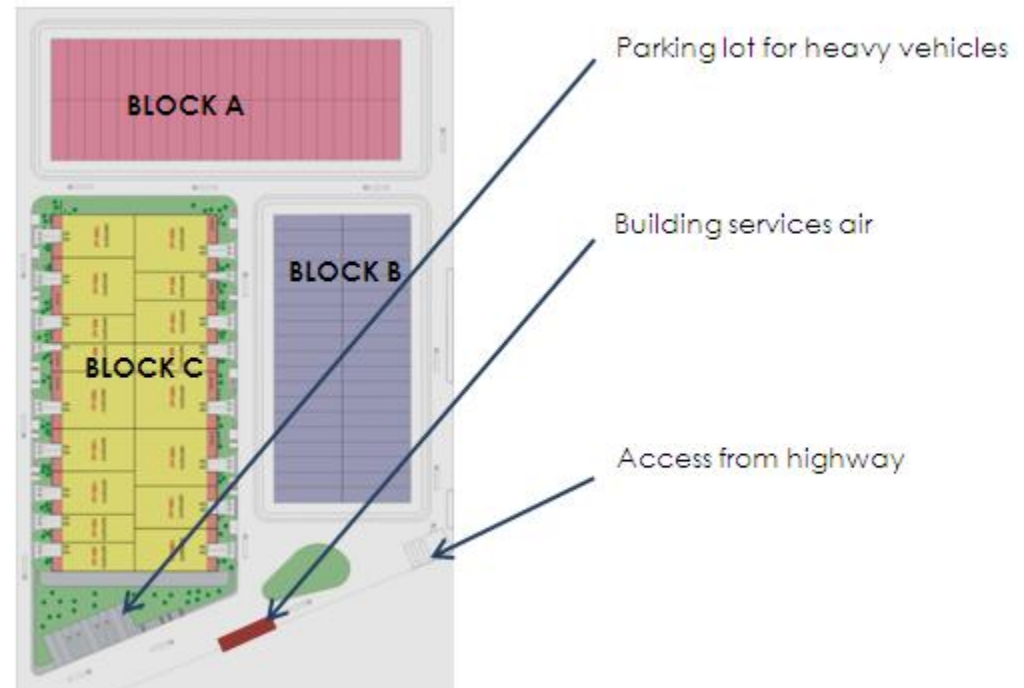
6.3 Location Plant of SEZ

First Stage of ALZ

The platform is designed in a flexible manner to ensure its progressive adaptation to the demand for storage as a result of the implementation and consolidation of related infrastructure projects, such as container terminal, airport expansion and the Manta- Manaus axis. Thus, the platform will be able to work as SEZ industrial logistics. The ships will also maintain the versatility to adapt well to the diversity of operations that will host



	Quantities	Surface
Block A	38 modules (41 m x 9 m)	14.022 m ²
Block B	42 modules (38 m x 9 m)	14.364 m ²
Block C	50 modules (50 m x 9 m)	22.500m ²
Streets		22.990 m ²
Trails		7.094 m ²
Green Areas		19.030 m ²
		Total 100.000 m²

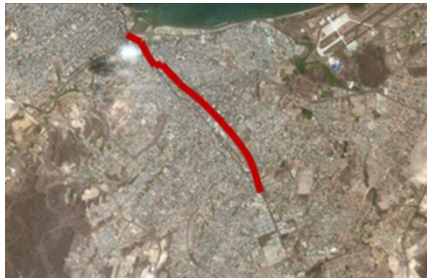


6.4 Highways

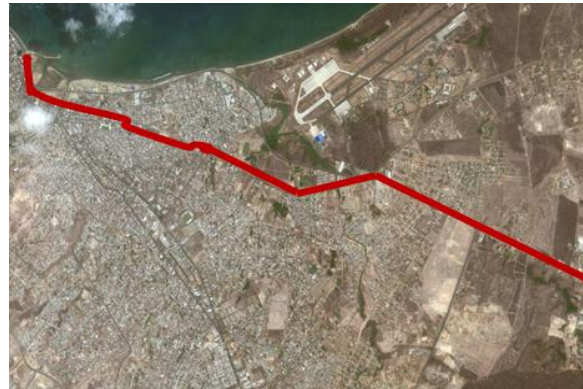
ROAD NETWORK OF MANTA

The most important highways of manta as shown below:

Montecristi-Portoviejo road by November 4th Av
IMD = 9,000 vehicles
Lanes = 2 +2, except start 3 +3
Operational speed = 37.2 miles/h



Road to Rocafuerte-Pichincha through 108th ave
IMD = 5,000 vehicles
Lanes = 2 +2 lanes before reaching the airport
Operational speed = 80km / h



Port-Airport Connection
Lanes= 3 +3 lanes before reaching the airport
Operational speed = 49.6 miles/h



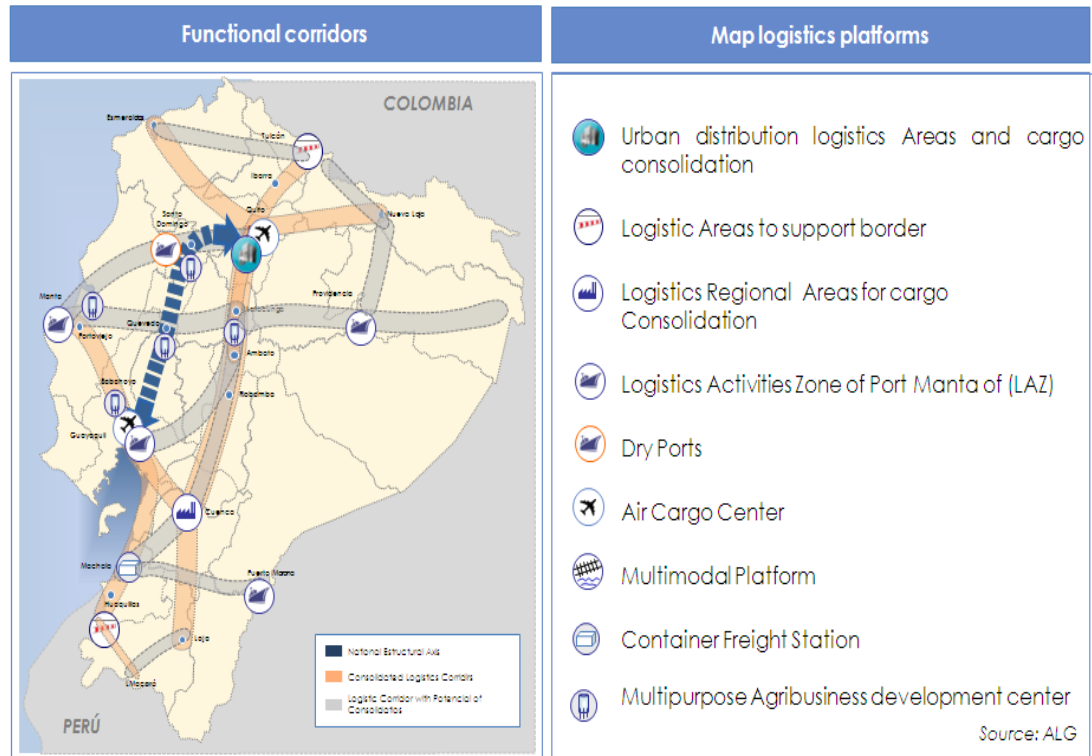
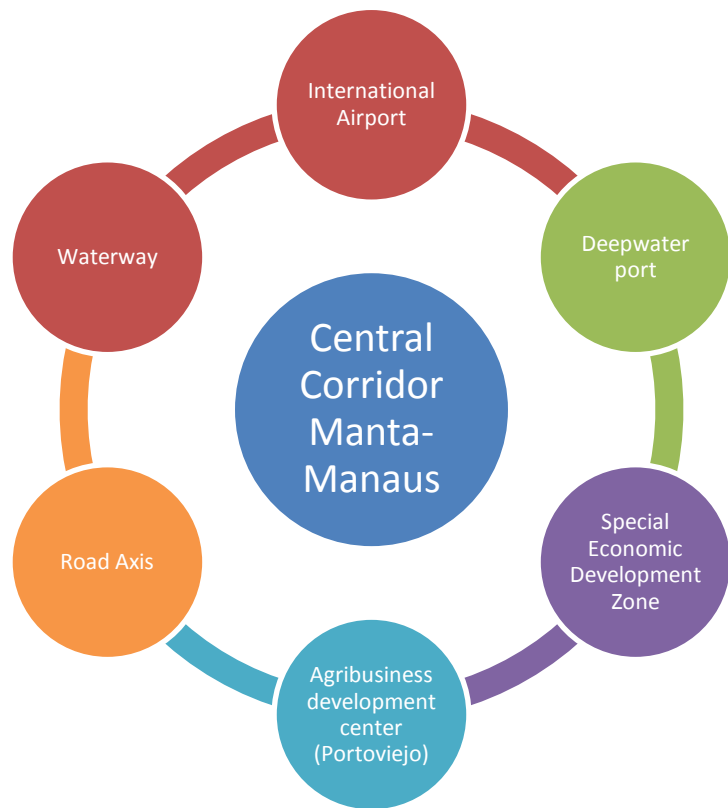
Circunvalacion av. since University Av. Eloy Alfaro
until the axis to Rocafuerte
Lanes = 2 +2 lanes
Operational speed = 49.6 miles/h



Culture Av. since manta river mouth until
Circunvalacion av. following its course
Lanes = 3 +3 lanes
Operational speed = 49.6 miles/h



7. Multimodal Corridor Manta-Manaus



7.1 Components of Multimodal Corridor Manta - Manaus

The Project have three strategic components:



Stages of the project

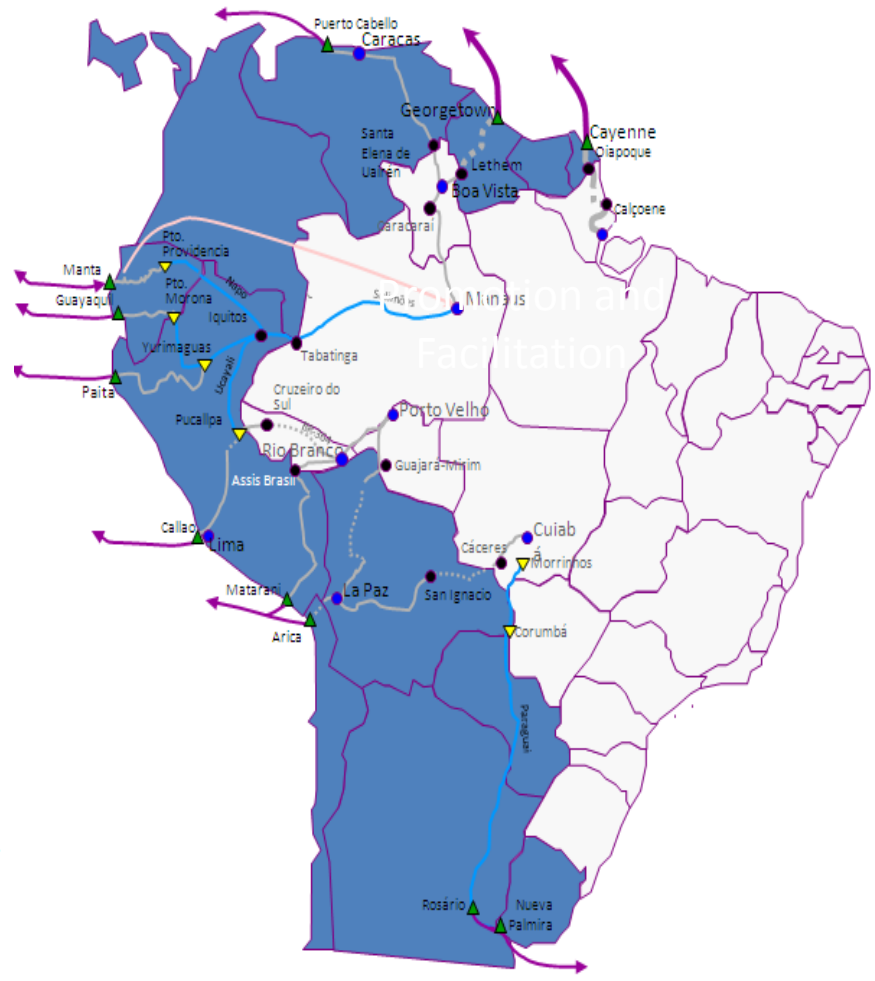
1 Exports to countries in the Ecuadorian Amazon basin (Colombia-Peru-Brazil-Venezuela)

5 shipments arrived at Leticia; Colombia, increasing capacity shipping of 780 Mt, with returning cargo in process (scrap). Container shipment scheduled to 2012.

2 Capture "transit cargo" Asian-Brazil

- Export Potential 627 MM equivalent to 93,000 Mt
- ✓ Main strength: reduced transit time compared to traditional maritime route (10 days vs. 37 days) at a similar cost.
- ✓ Important alternative to strengthen markets like Iquitos (This city is considered the fourth in sales, according to Novacero)
- ✓ The fuel for boats is a competitive factor (price per gallon):
 - \$ 5.50 Brazil
 - \$ 4.43 Colombia
 - \$ 3.50 Peru
 - \$ Ecuador 0.81 (Ecuadorian Vessels)
- Potential traffic load on the first year 40,000 containers:
 - Main disadvantage: transport times and costs are currently under the Panama Canal.
 - Opportunities: channel congestion and high costs

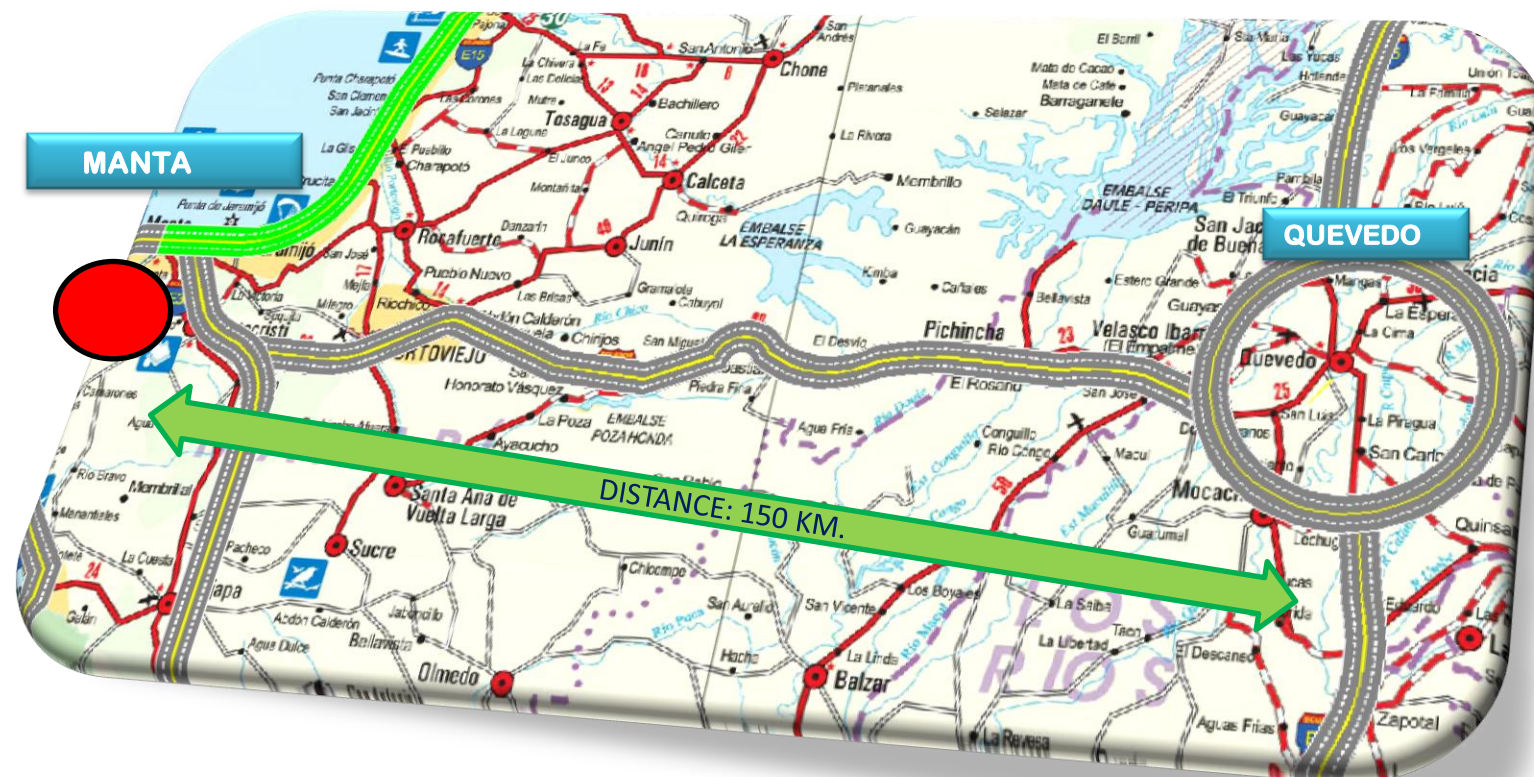
Geographic multimodal road axis



8. General proposed of highway

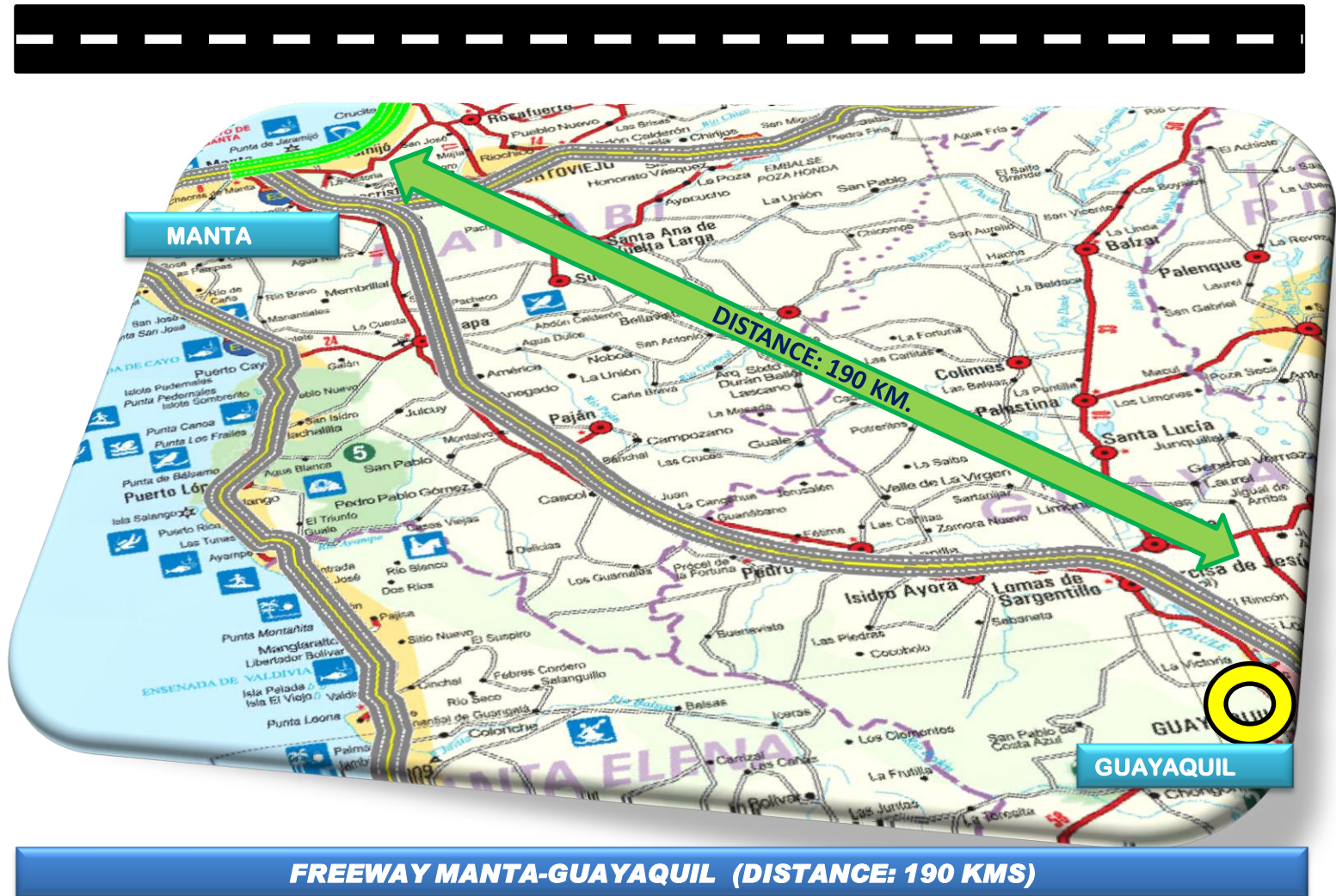
PROJECTS	DIST. (KM)	PROJECT COST
RUMICHACA - RIOBAMBA	300,00	909.000.000,00
SANTO DOMINGO-ESMERALDAS "QUININDE - ESMERALDAS"	90,00	242.700.000,00
ALOQ-SANTO DOMINGO	98,00	296.940.000,00
STO. DOMINGO -MILAGRO	350,00	1.060.500.000,00
MILAGRO-HUAQUILLAS	320,00	969.600.000,00
MANTA – GUAYAQUIL	180,00	545.400.00,0
MANTA – QUEVEDO	200,00	606.000.00,0
CUENCA - NARANJAL	112,00	339.360.000,00
GUAYAQUIL - SANTA ELENA	150,00	454.500.000,00
TOTAL	1.825,66	5.520.596.036,67 Usd.

9. Current and future network port



FREEWAY MANTA-QUEVEDO Y RING ROAD OF QUEVEDO (DISTANCE: 150 KMS)

9. Current and future network port



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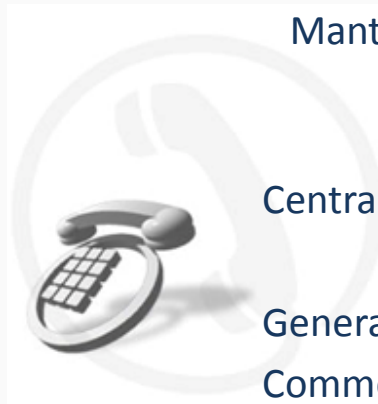
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Manta Ports Authority appreciates your trust and offers its multipurpose port.



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