Porto de Fortaleza

Northeast and the Panama Canal

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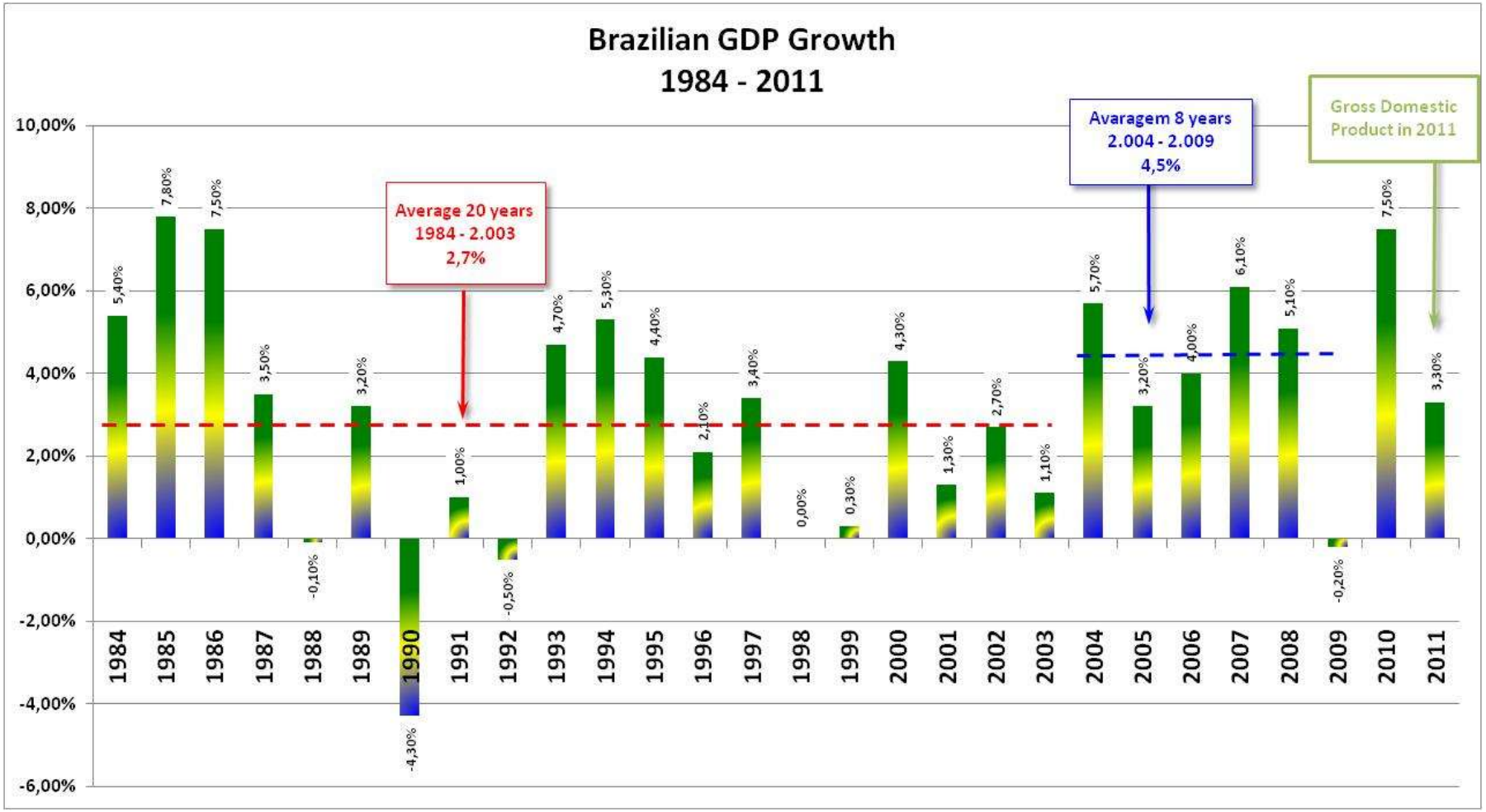
Brazilian Gross Domestic Product



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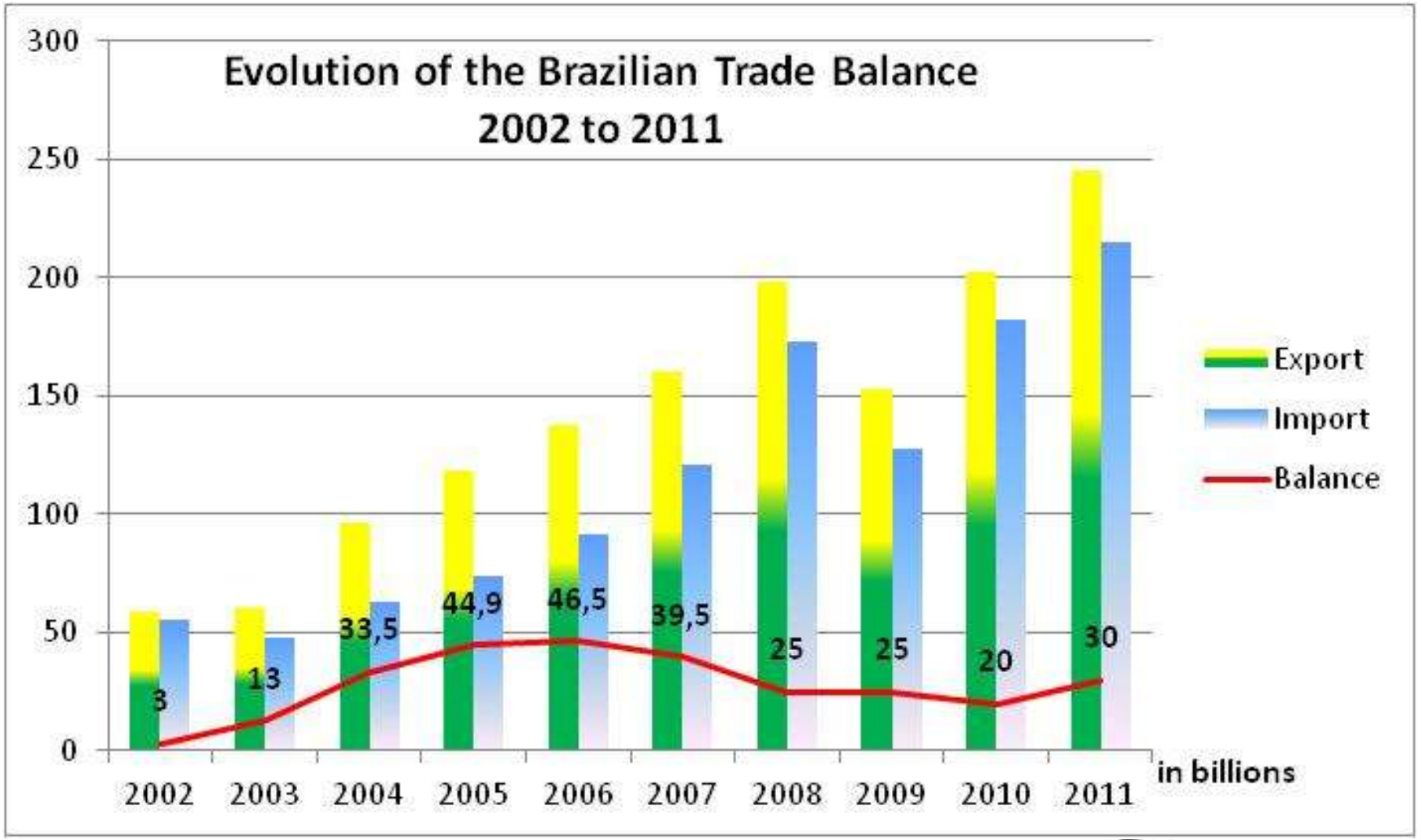
Evolution of the Brazilian Trade Balance



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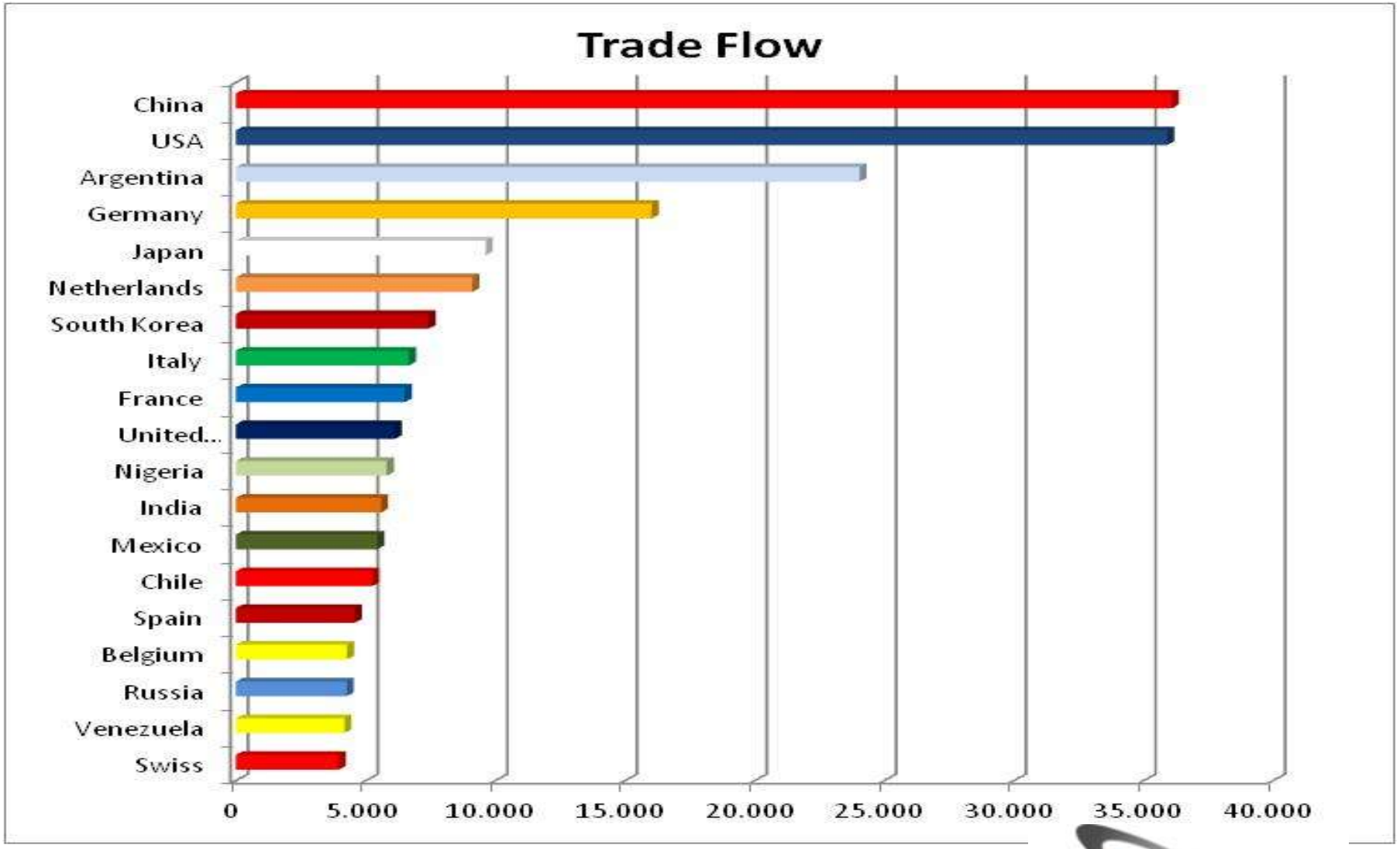
Main Foreign Trading Partners of Brazil



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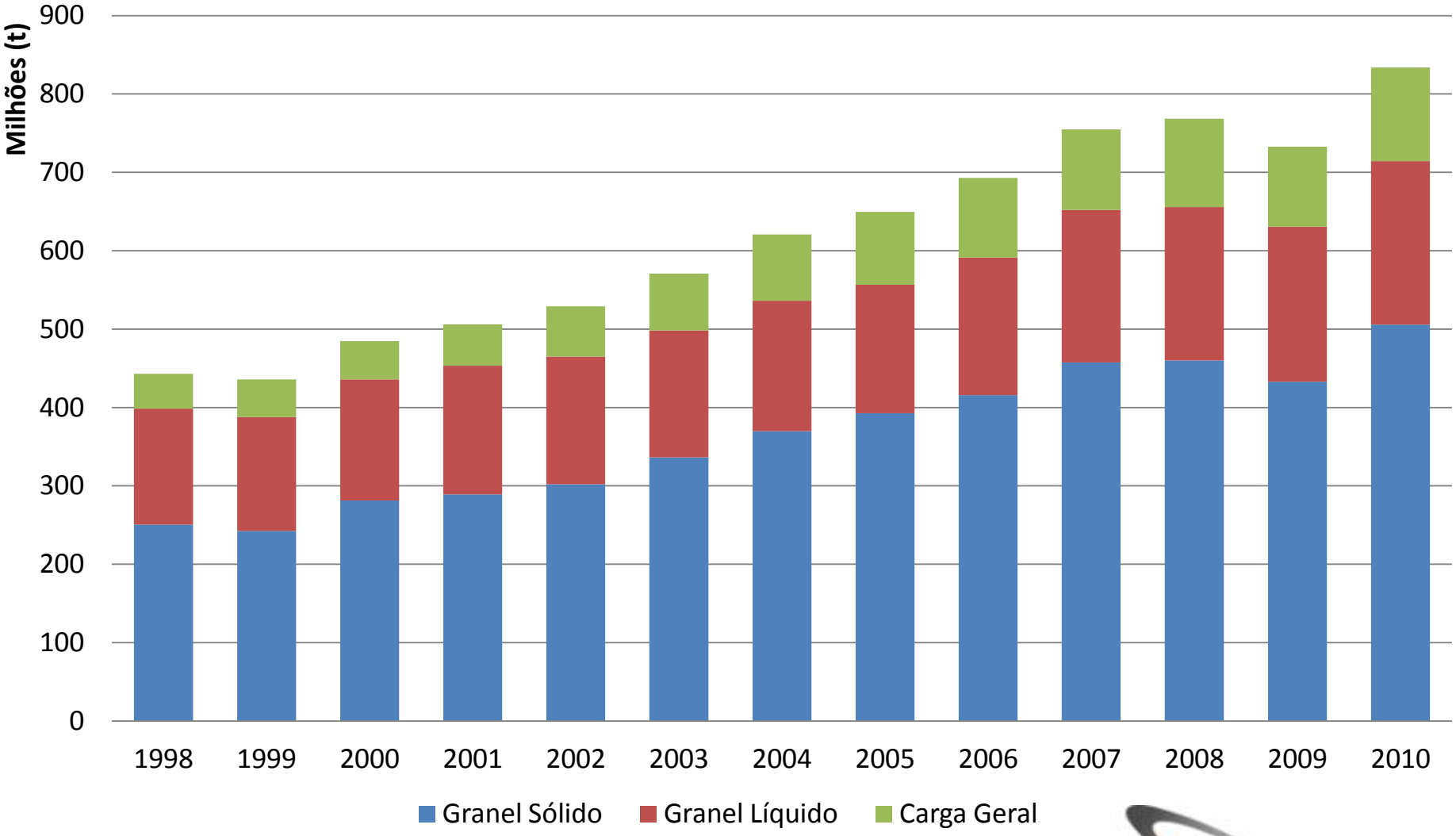
Evolution of the Movement



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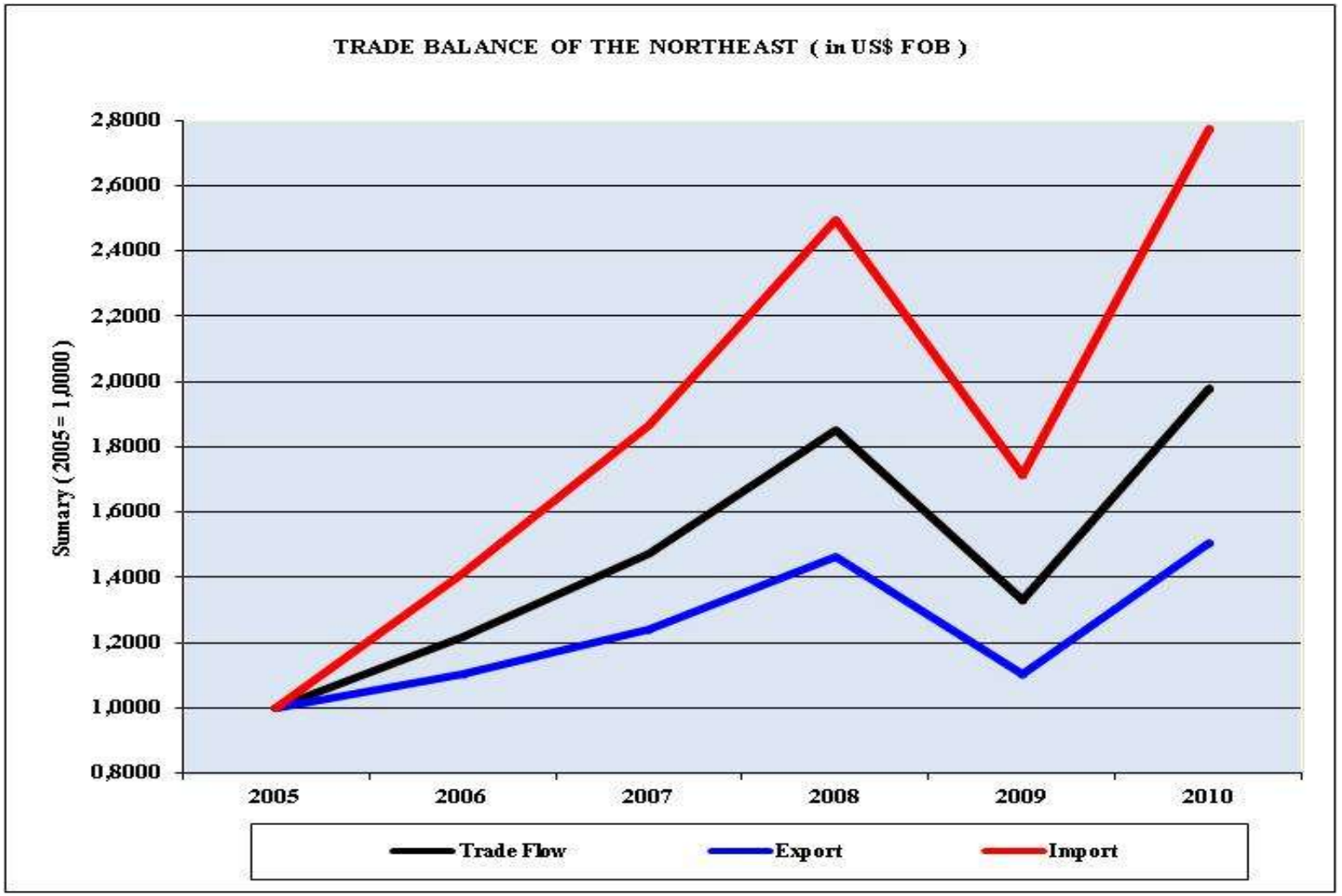
Brazilian Northeast Gross Domestic Product



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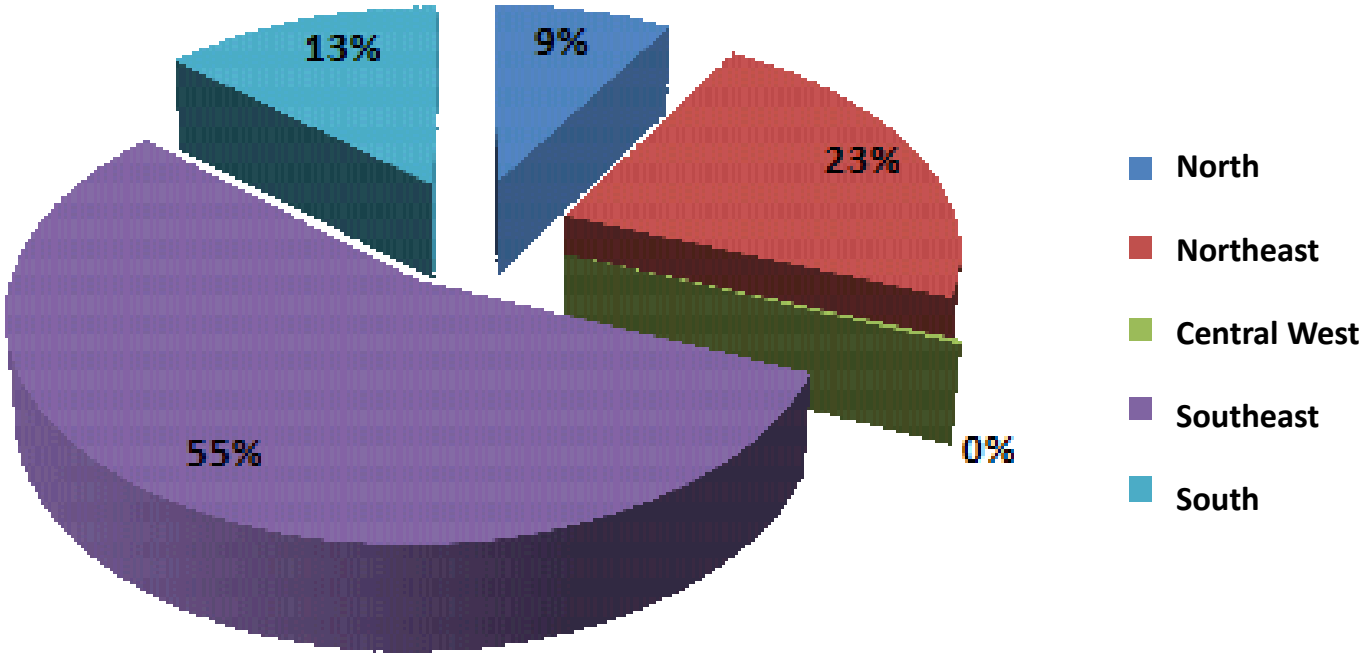
Participation of the Regions in Total Cargo Handling in Ports and Terminals Organized Private Use in Brazil

The set of Port Facilities available today consists of eleven Public Ports and sixteen Organized Ports Terminals Private Use – TUPs.



The Northeast accounts for almost 25% of the national maritime movement.

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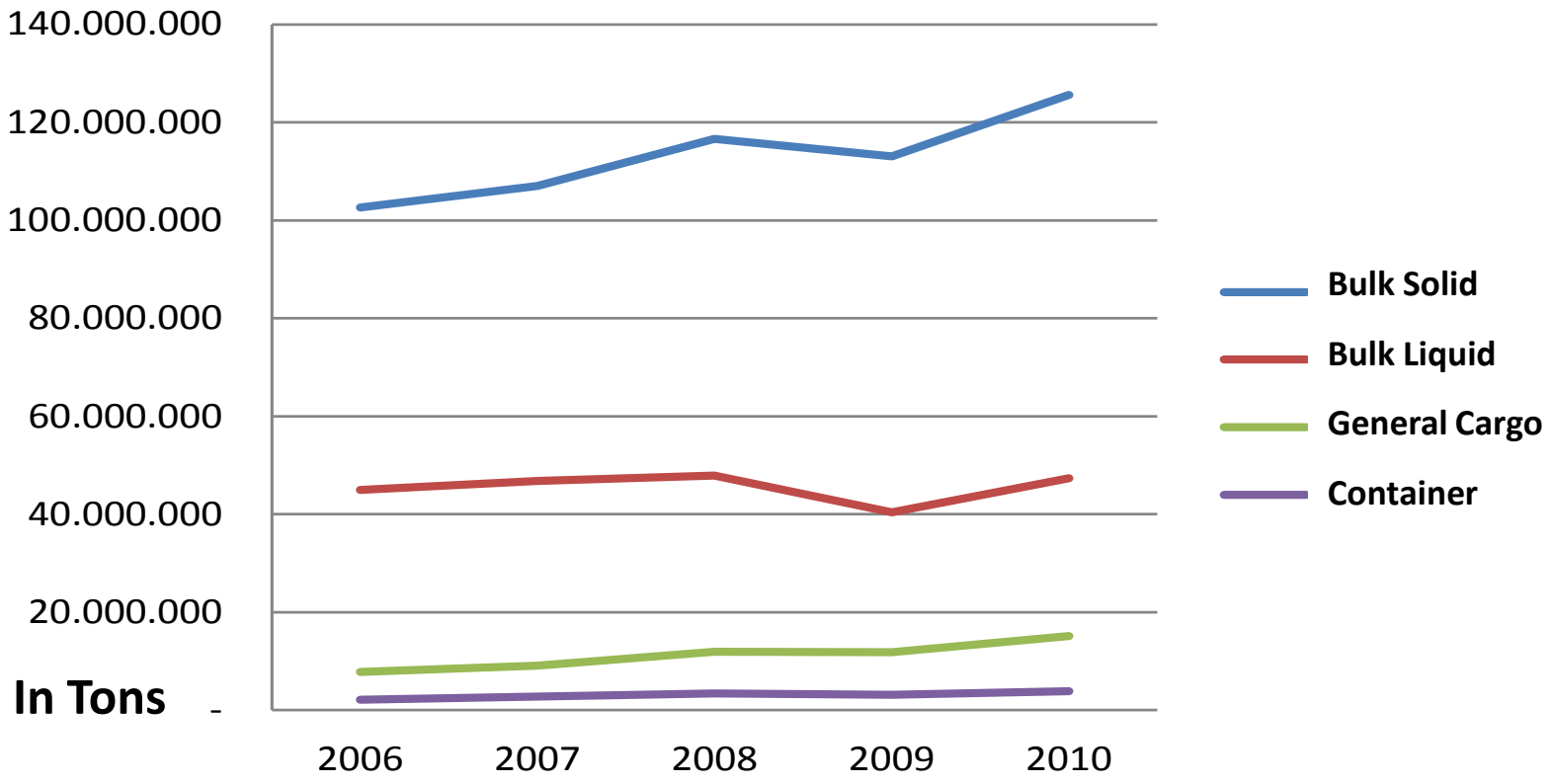
Evolution by Type of Cargo Handled in the Northeast



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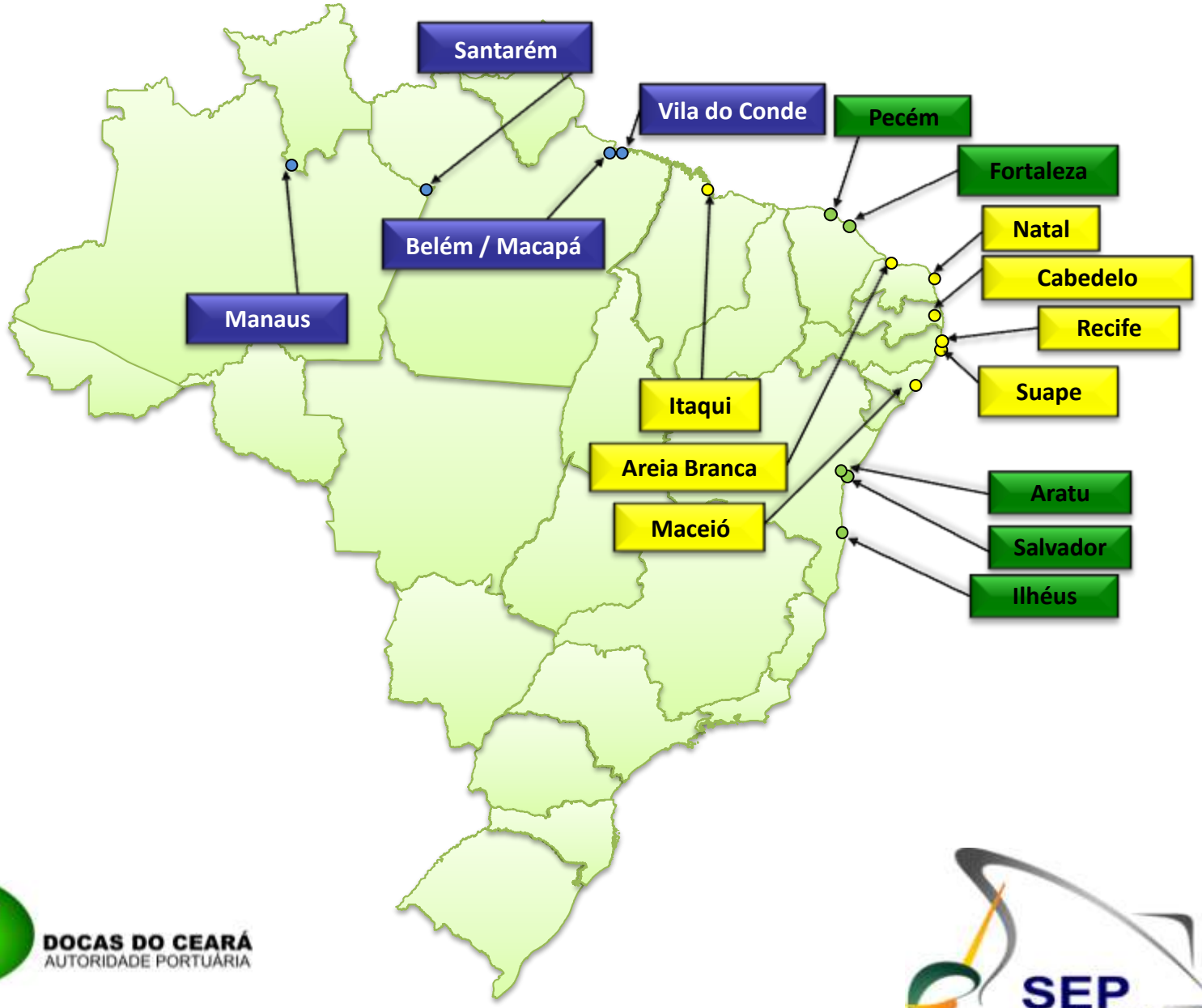
Northeast Ports



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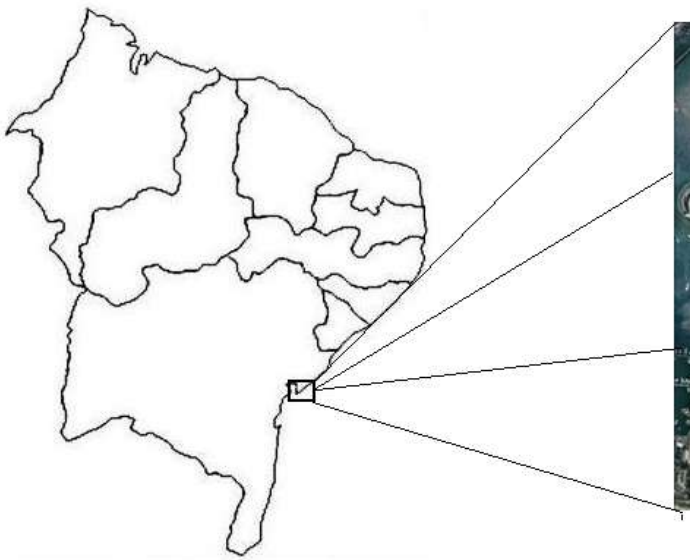
Port of Salvador



The port has 2,092 meters of wharf with a depth of 8m (warehouses 1 and 2), 12m (warehouses 3 and 4), 10m (warehouses 5, 6, 7 and 8) and the 15m container terminal and dock connection. Moreover, it has nine stores and availability of dock for mooring up to ten ships simultaneously. Presents the average frequency of seventy-five vessels / month. The cargo handling capacity is five million tons a year.

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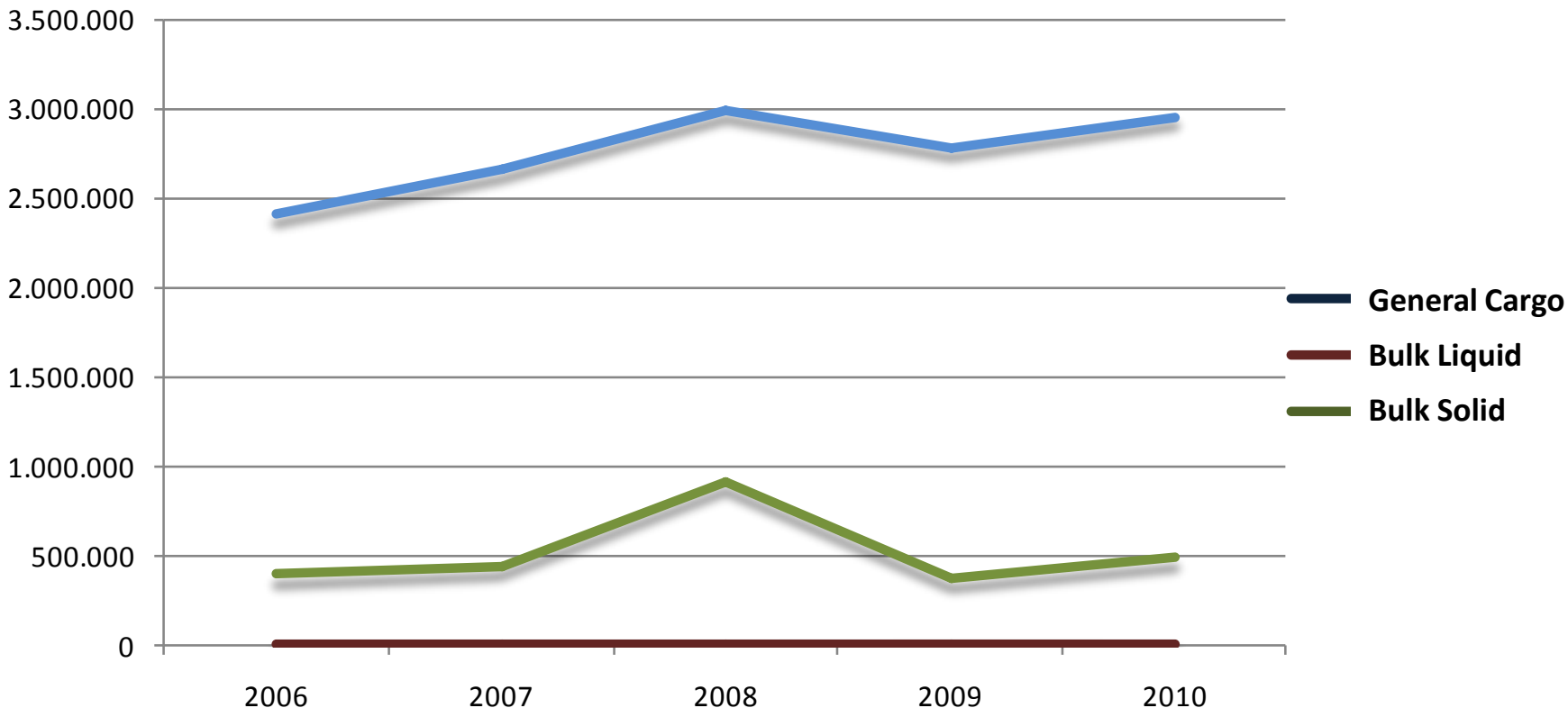
Port of Salvador



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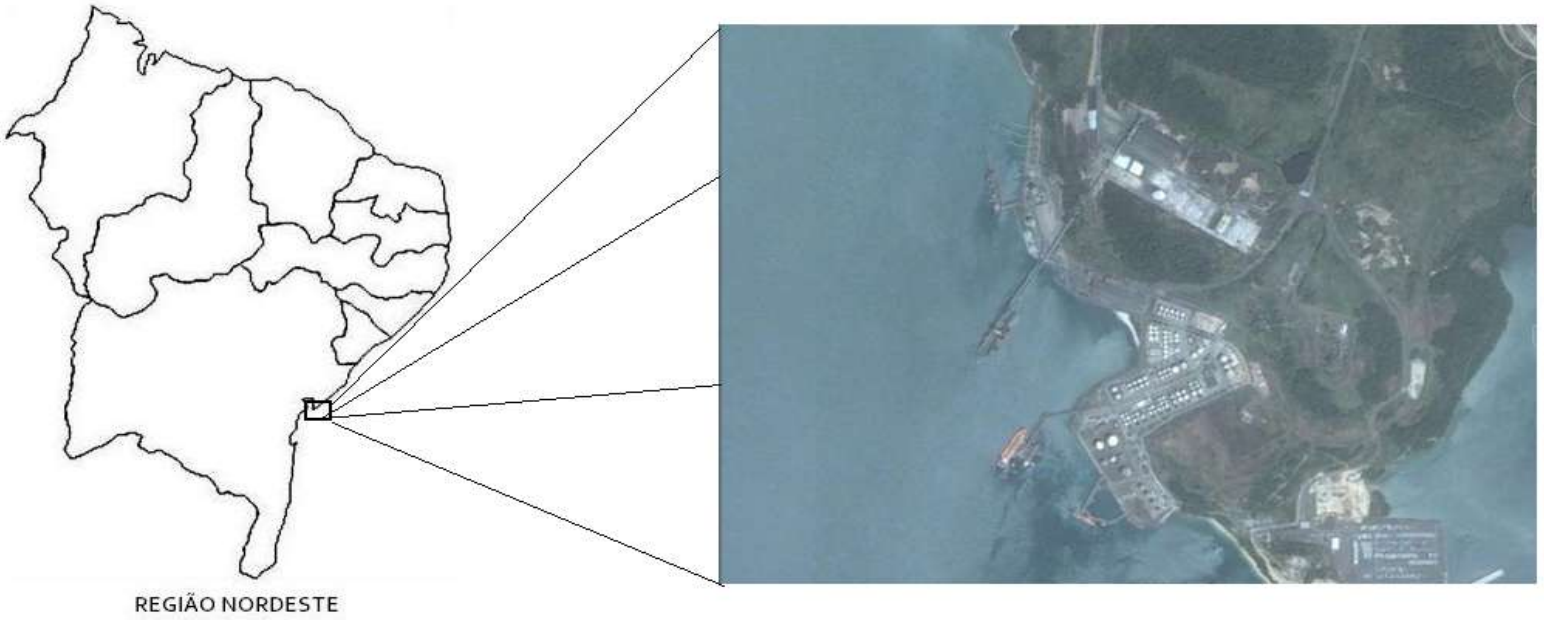
Port of Aratu



The Port of Aratu consists of specialized terminals: one for gaseous products, TPG, with a 297m berth and another for liquid bulk, the TGL, with two berths totaling 390m, and one for solid, the TGS, with three berths , and a length of 660m.

The Bulk Terminal, TGS, is composed of two piers, the pier I have two berths, one for the export of magnesite and urea, and 153m in length, and one for imports of copper concentrate, alumina, coal, sulfur fertilizers, manganese and phosphate rock, with 202m in length, the pier II, with a single cradle of 210m in length, serves as a complement to the pier I imports of Bulk Solids.

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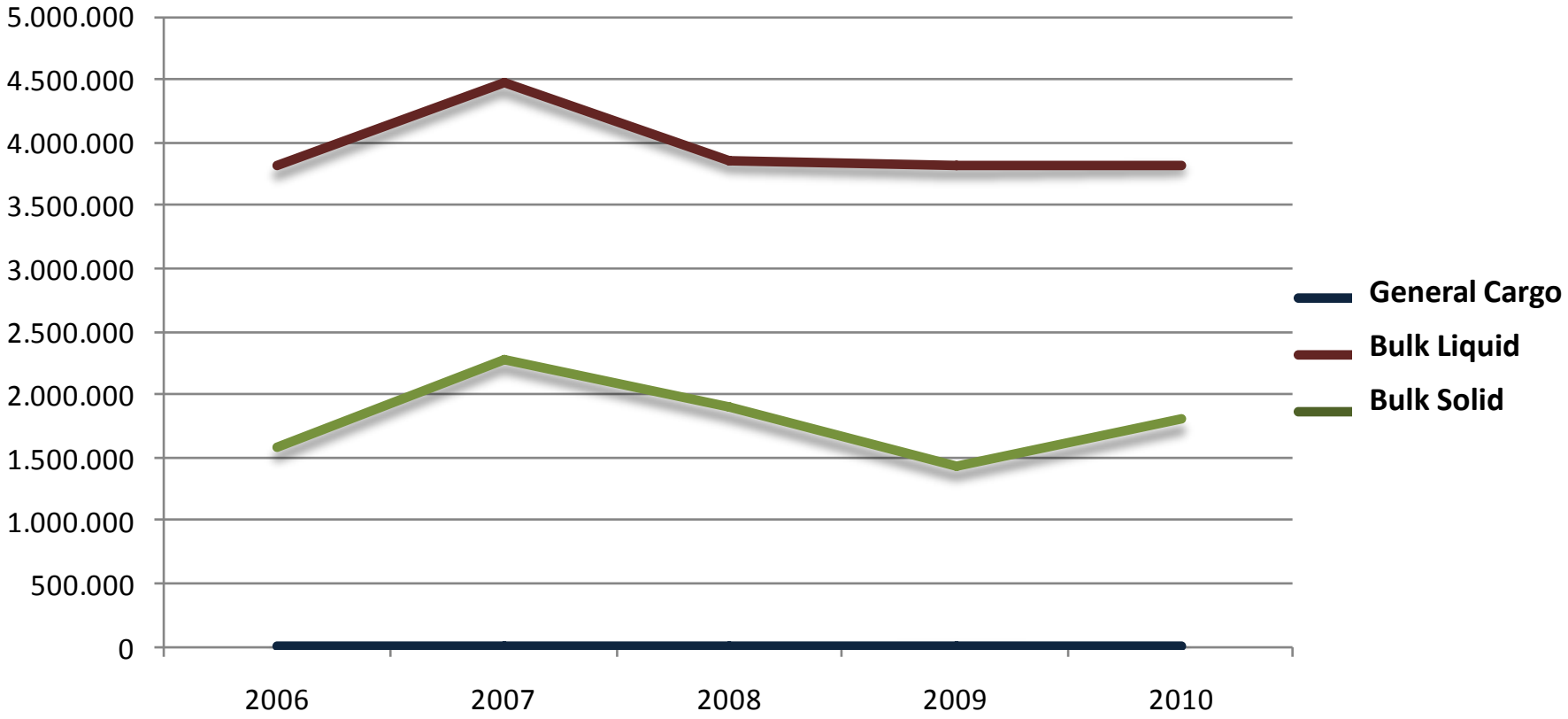
Port of Aratu



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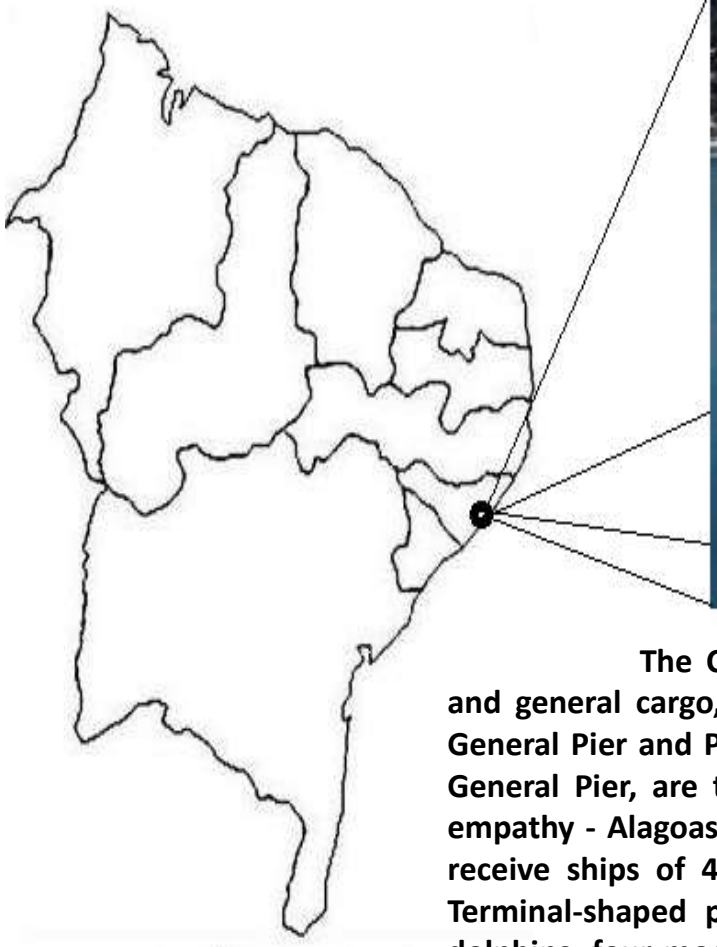
Port of Maceio



The Commercial Wharf, for the movement of grain, fertilizer, PVC, containers and general cargo, has a length of 400m and is divided into two sections of the pier, the General Pier and Pier closing. Closing The Pier has a 100m long and 10m deep berth. In the General Pier, are the other two berths with a depth of 10.5 m each. The Sugar Terminal empathy - Alagoas Terminal Company Limited. is 250m long, home to 10.5 m deep, and can receive ships of 40,000 DWT, and is served by a rail spur. There is also the Liquid Bulk Terminal-shaped pier, with 307m in length, featuring four access bridges, two mooring dolphins, four mooring, a platform for parallel operation and two berths, with a 220m long and 10 5, depth, and the other with 170m in length and 6.0 m deep, forming a structure able to accommodate vessels up to 50,000 DWT.

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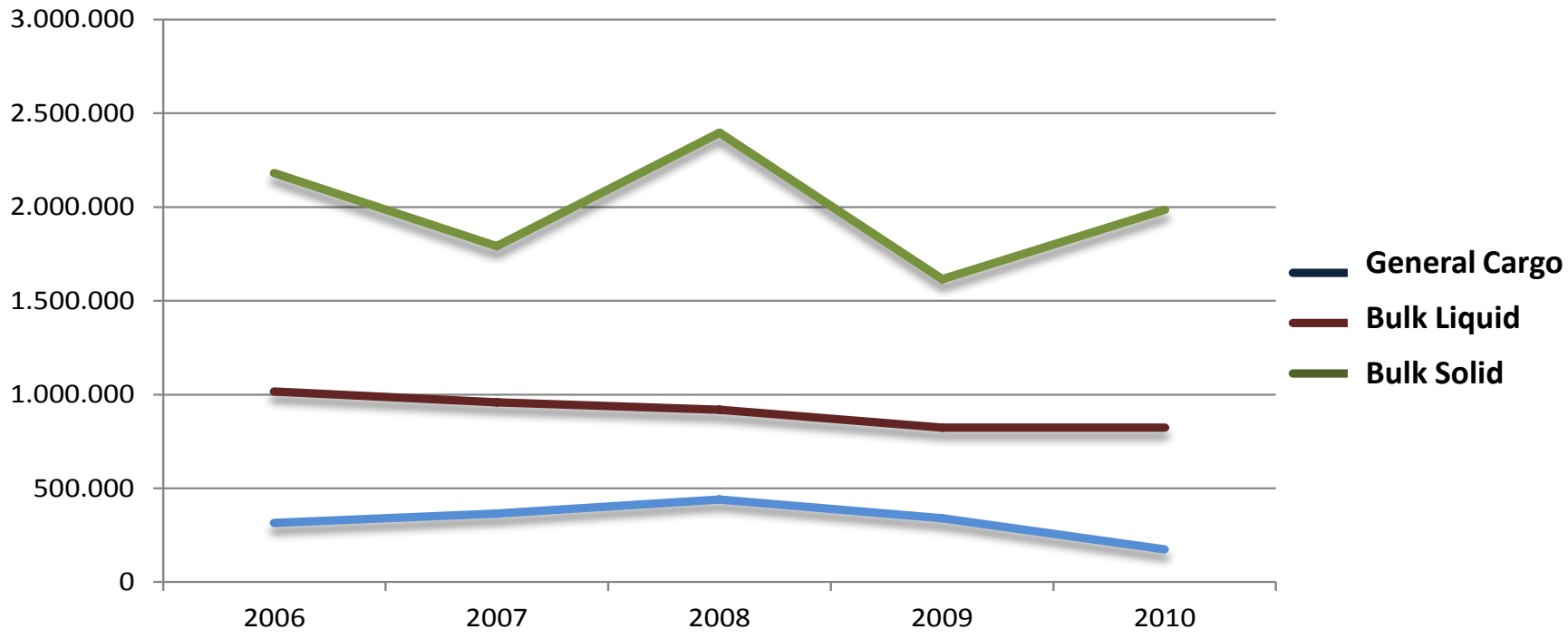
Port of Maceio



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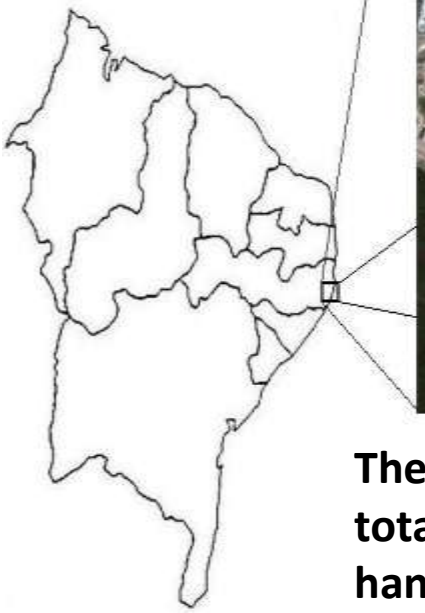
Port of Suape



The port is divided into External Port and Internal Port and has a total area of 13,500 hectares. In External Port are two piers for handling of liquid bulk, the PGL-1 and PGL-2, and a Multiple Use Pier, the CMU. There are six berths at 1.6 km from the pier. In the Internal Port's five berths at 1.6 km in length, and a specialized Container Terminal, TECON Suape.

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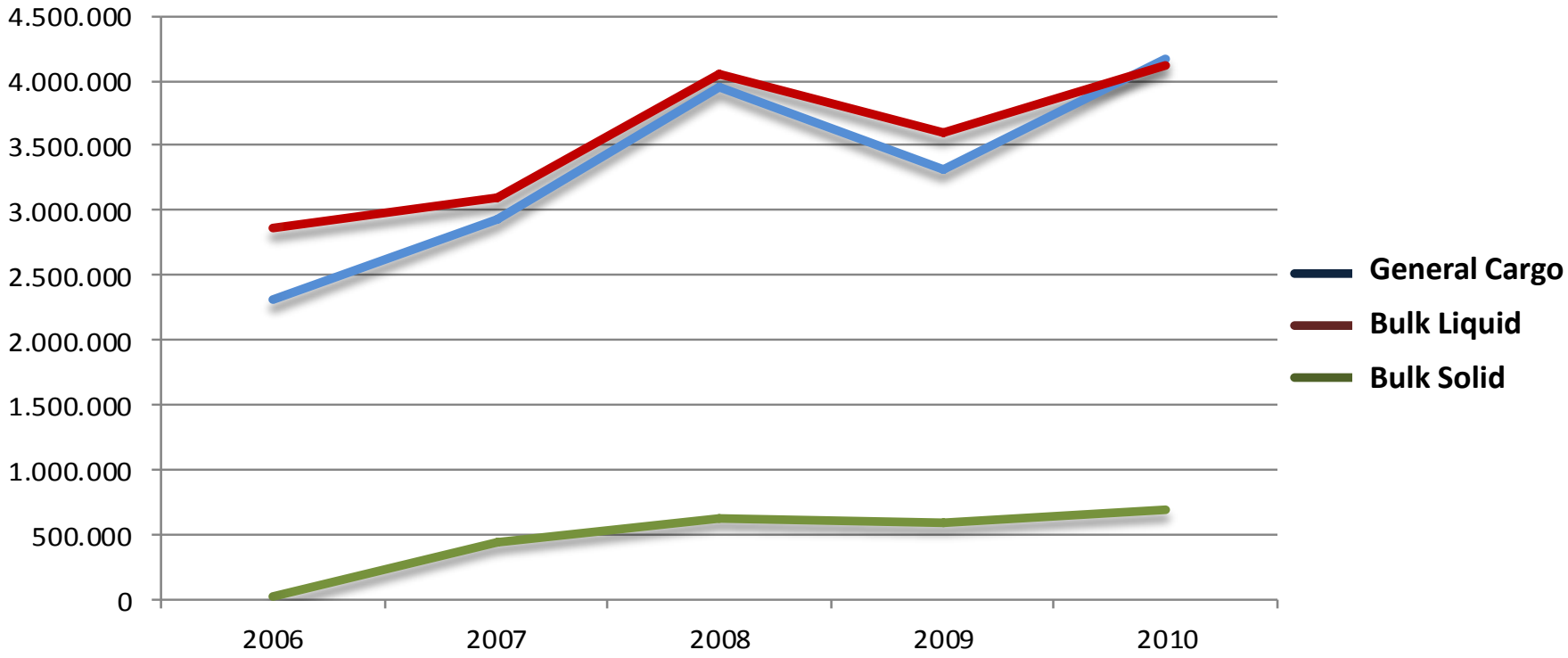
Port of Suape



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Port of Recife

Its infrastructure is composed of a large wharf of 2.950m in length, with sixteen cots divided into five sections of continuous quay. The excerpt I understand the cradles 1 and 2, totaling 568m in length and depth ranging from 8.5 m to 10m. The Passage II houses the cradles 3, 4 and 5, with 574M of breadth and depth of 9m. The Stretch cradle III has a 196m long and 9m deep. The houses cribs Excerpt IV 7, 8 and 9, 1.262m long wharf, and depths ranging from 6m to 8m. The V Stretch cradle 15 houses, with 348m and a depth of 3 to 5m.

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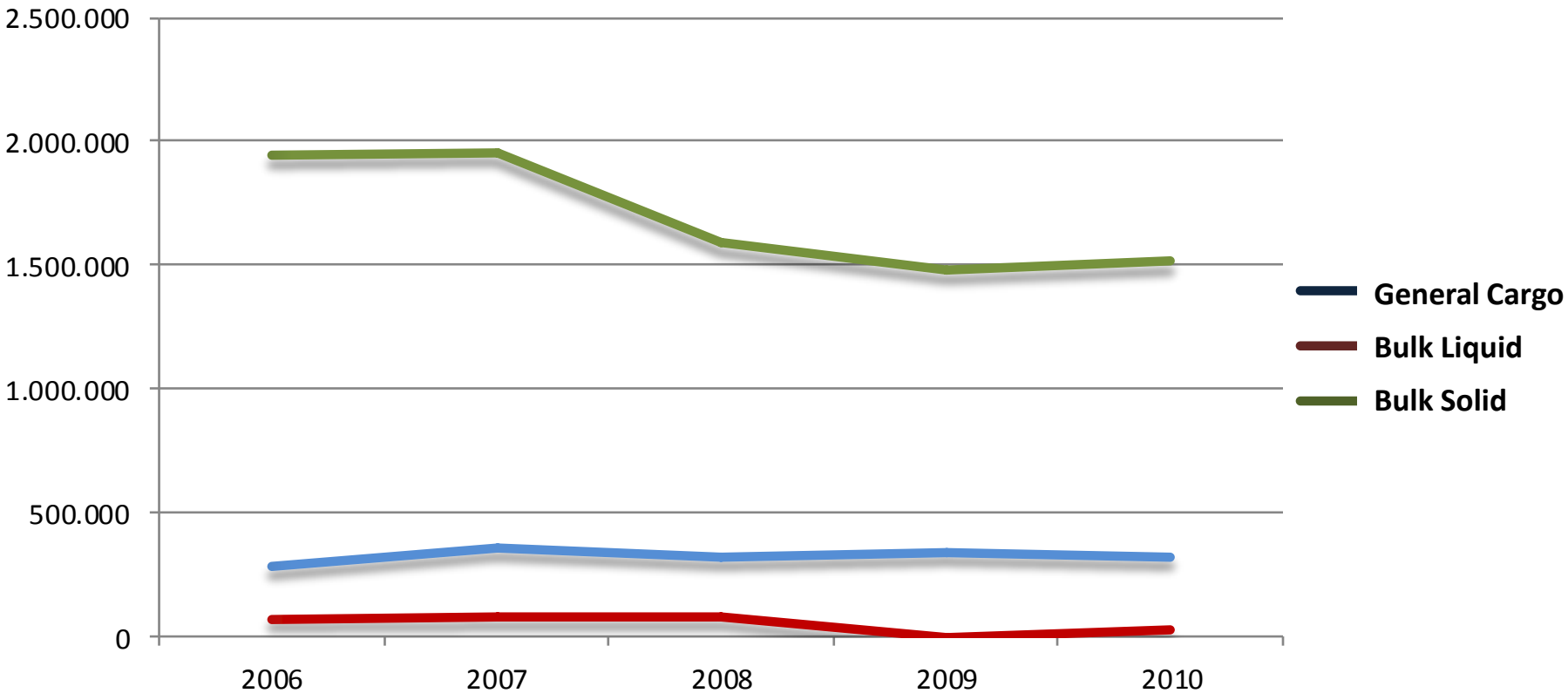
Port of Recife



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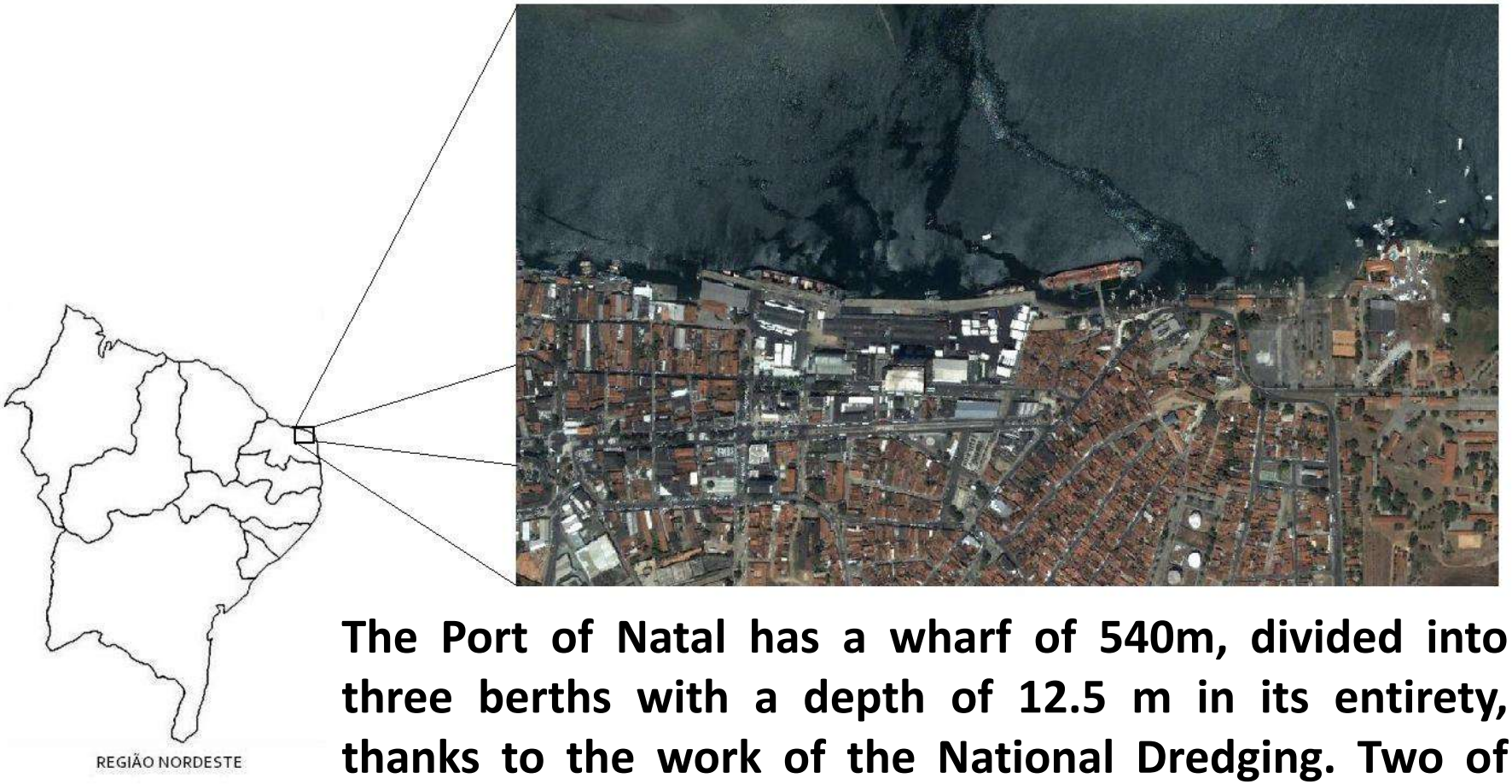
Port of Natal



The Port of Natal has a wharf of 540m, divided into three berths with a depth of 12.5 m in its entirety, thanks to the work of the National Dredging. Two of these cribs are 200m long and 25m wide, and the third berth is 140m long and 17m wide.

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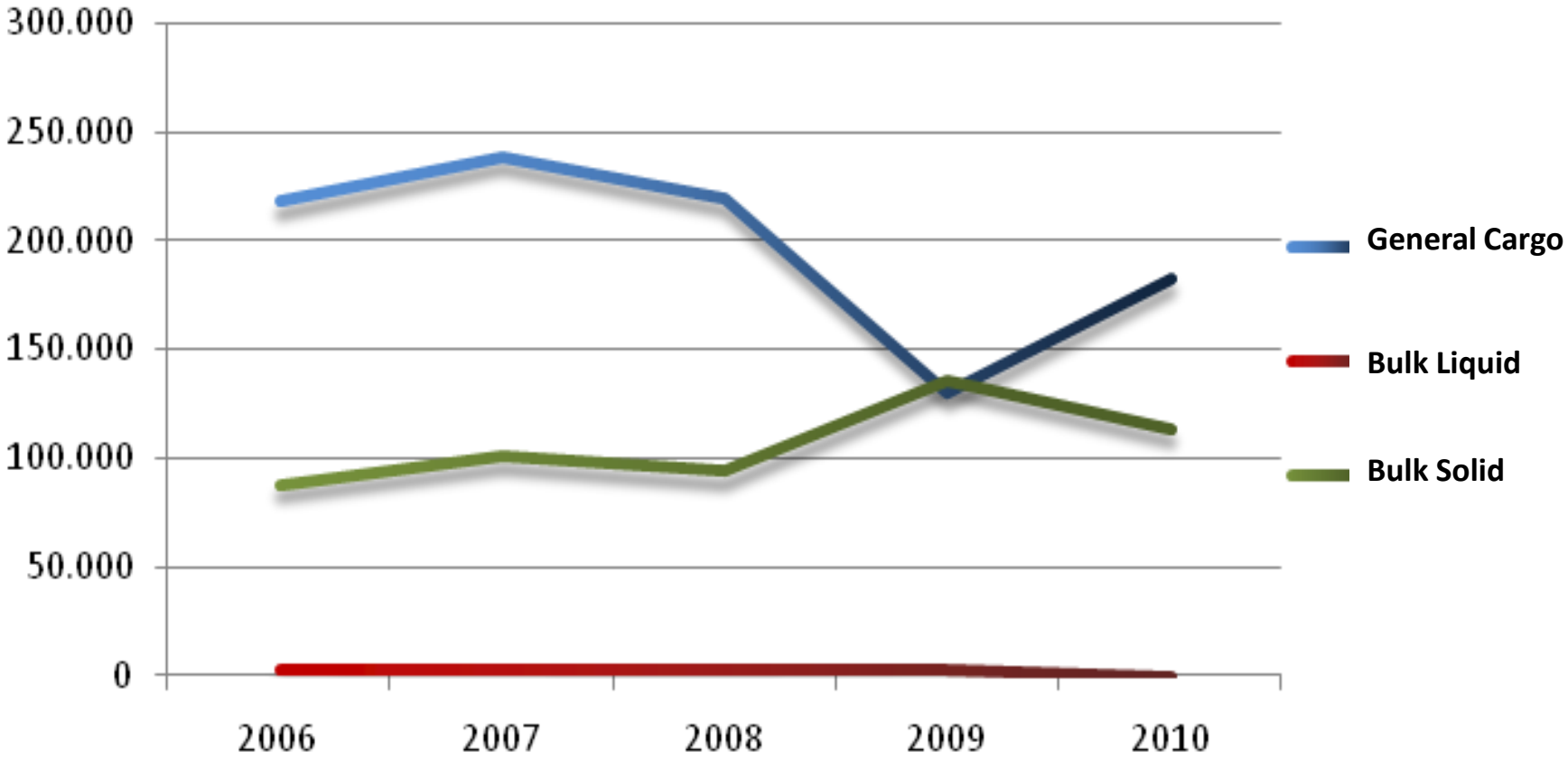
Port of Natal



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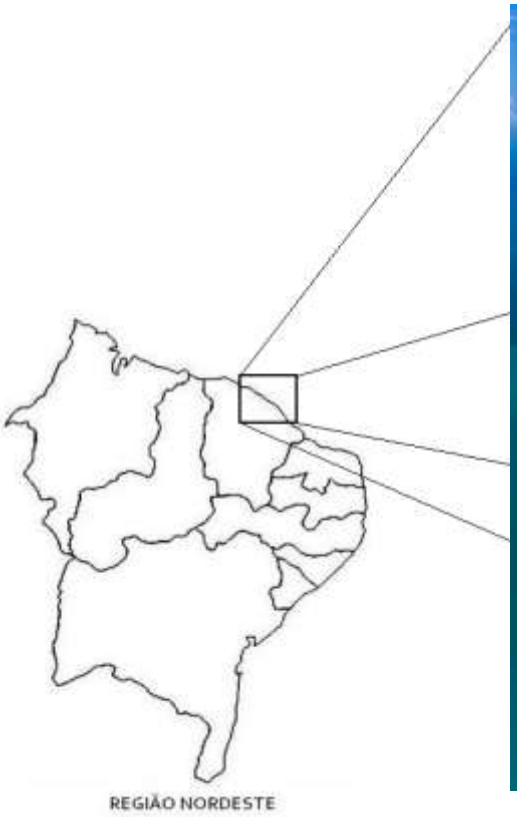
Port of Fortaleza



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Port of Fortaleza

Its catchment area comprises the commercial states of Ceara, Piaui, and part of the states of Maranhao, Rio Grande do Norte, Pernambuco and Paraiba. It extends also to the North and Midwest, the São Francisco Valley and other areas of distribution reach of cargo handled by the port.

The main products handled by the Port of Fortaleza are the fuel, grain and containers. In 2010, the overall handling of the port was 4.270.000,00 tons.

The infrastructure of the Port of Fortaleza has a commercial dock, divided into three sections, with extensions of 390m, 530m and 160m, a total of 1.080m in length, 20m width and depth between 5m and 13m. It also has an oil pier consists of a 853m access bridge and a mooring platform with two berths: an internal depth of 11.5 m, and outer, with 12m.

The deepening dredging performed by the Department of Ports, when completed, will provide the port of an access channel and basin evolution and 14m deep. The work is scheduled for completion in January 2011. There are still only a fishing pier, extending 210m, 20m in width and depth of 3m to 5m.

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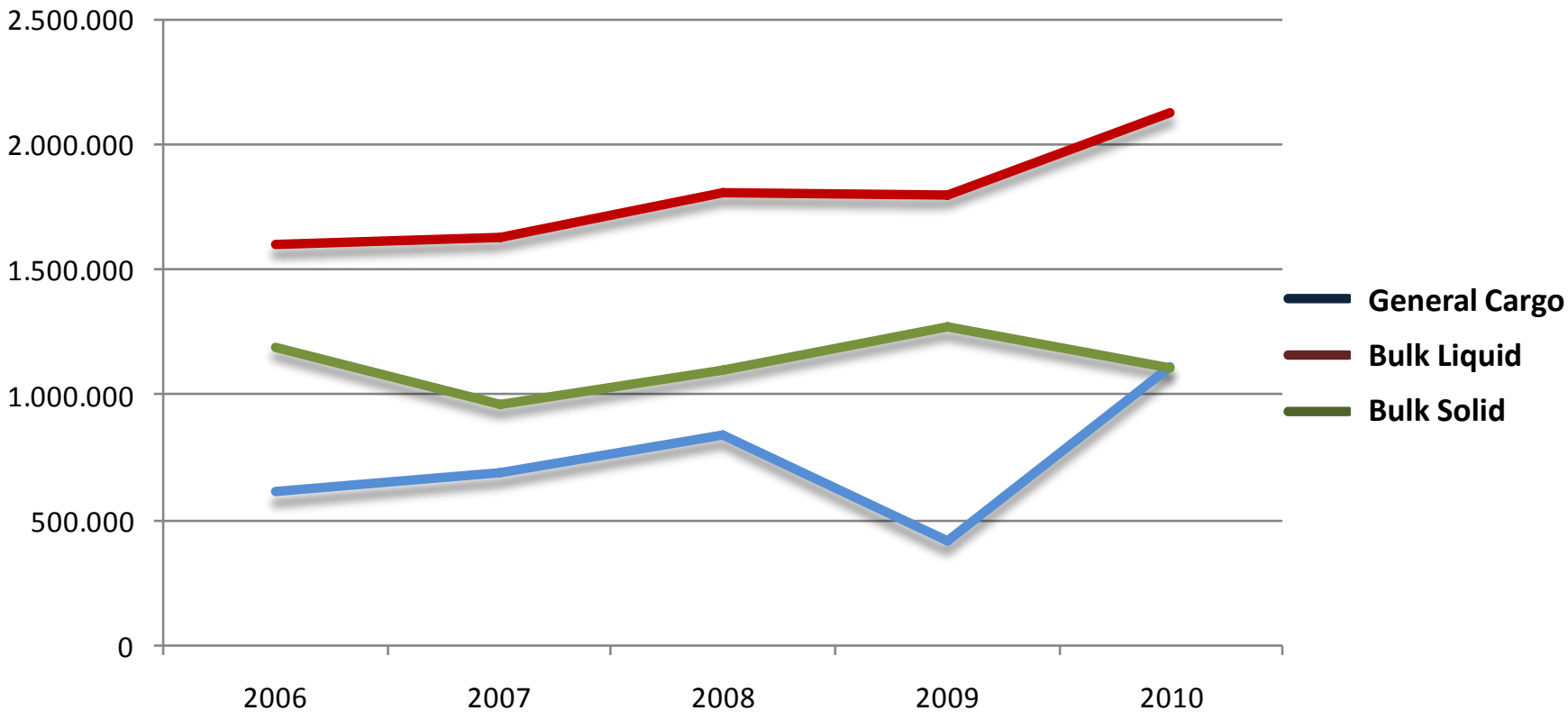
Port of Fortaleza



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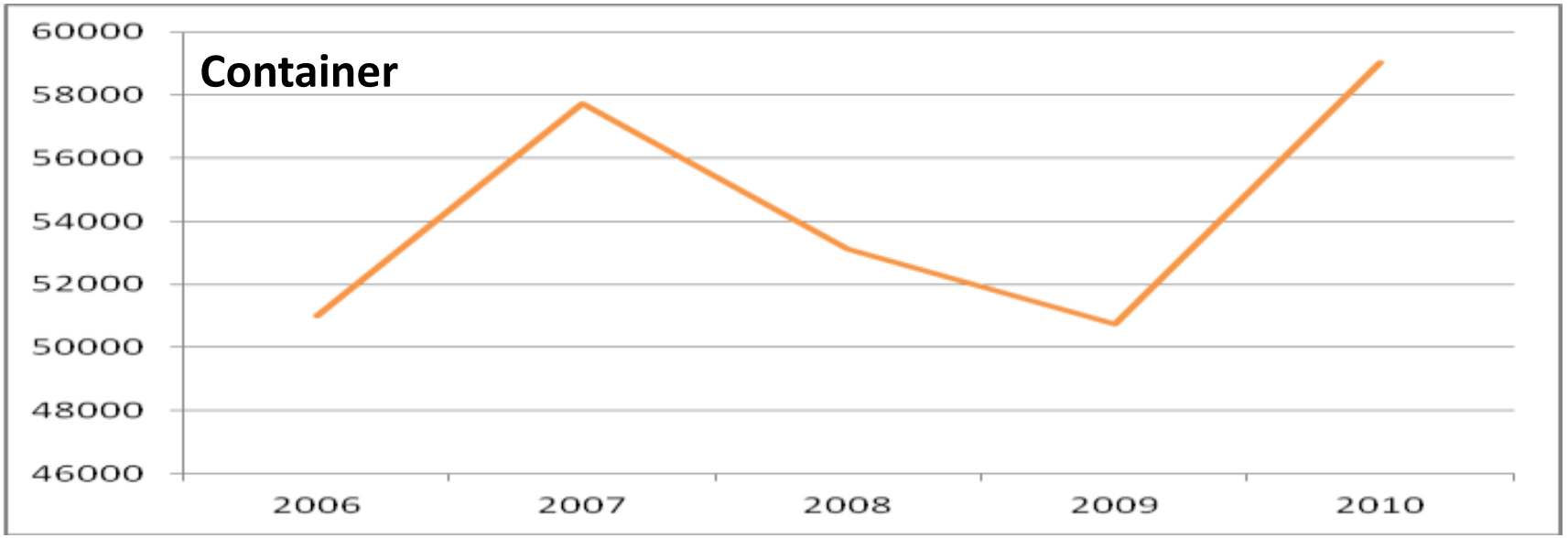
Port of Fortaleza



With respect to container traffic, were moved through the Port of Fortaleza approximately 51,000 TEUs in 2006. Throughout the period analyzed, there is a tendency of growth of the movement. In 2010, the Port of Fortaleza moved about 59 000 TEUs, an increase of 16% over the year 2006.

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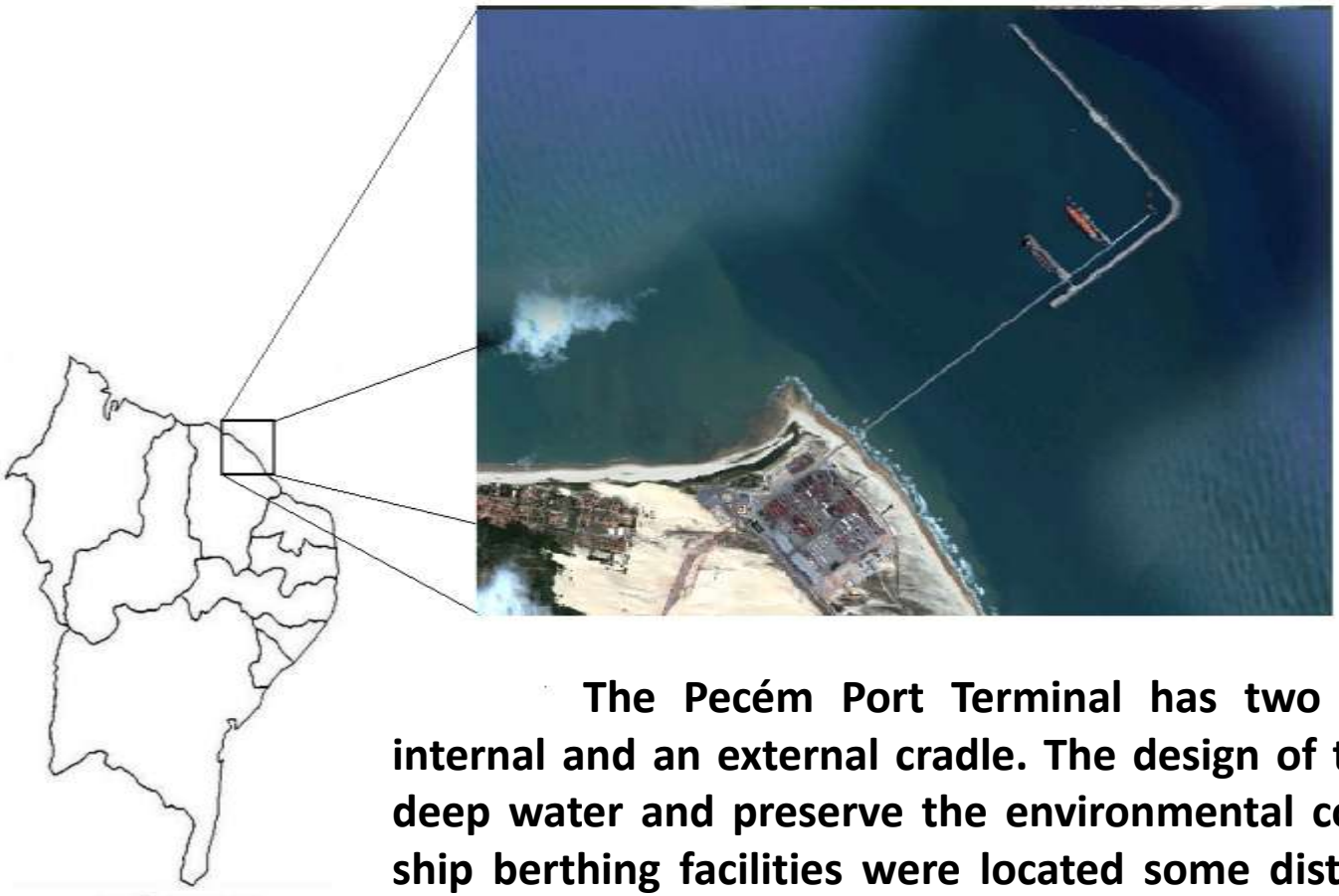
Port of Pecem



The Pecém Port Terminal has two piers, each with an internal and an external cradle. The design of the terminal, look for deep water and preserve the environmental conditions, caused the ship berthing facilities were located some distance from the coast, with access via a bridge. With the recent inauguration of TMUT - Terminal Multiple Utilities, plus two berths with depths higher come into operation.

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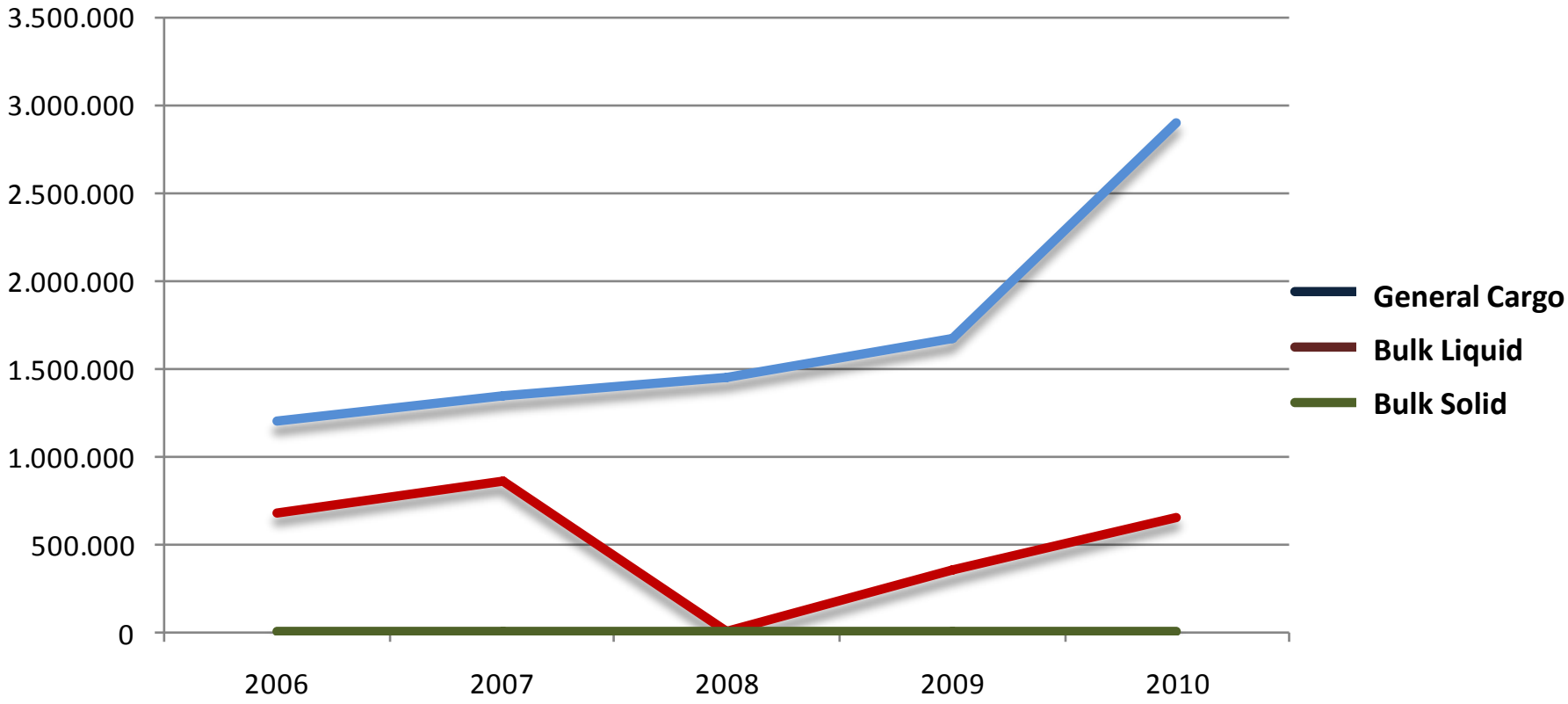
Port of Pecem



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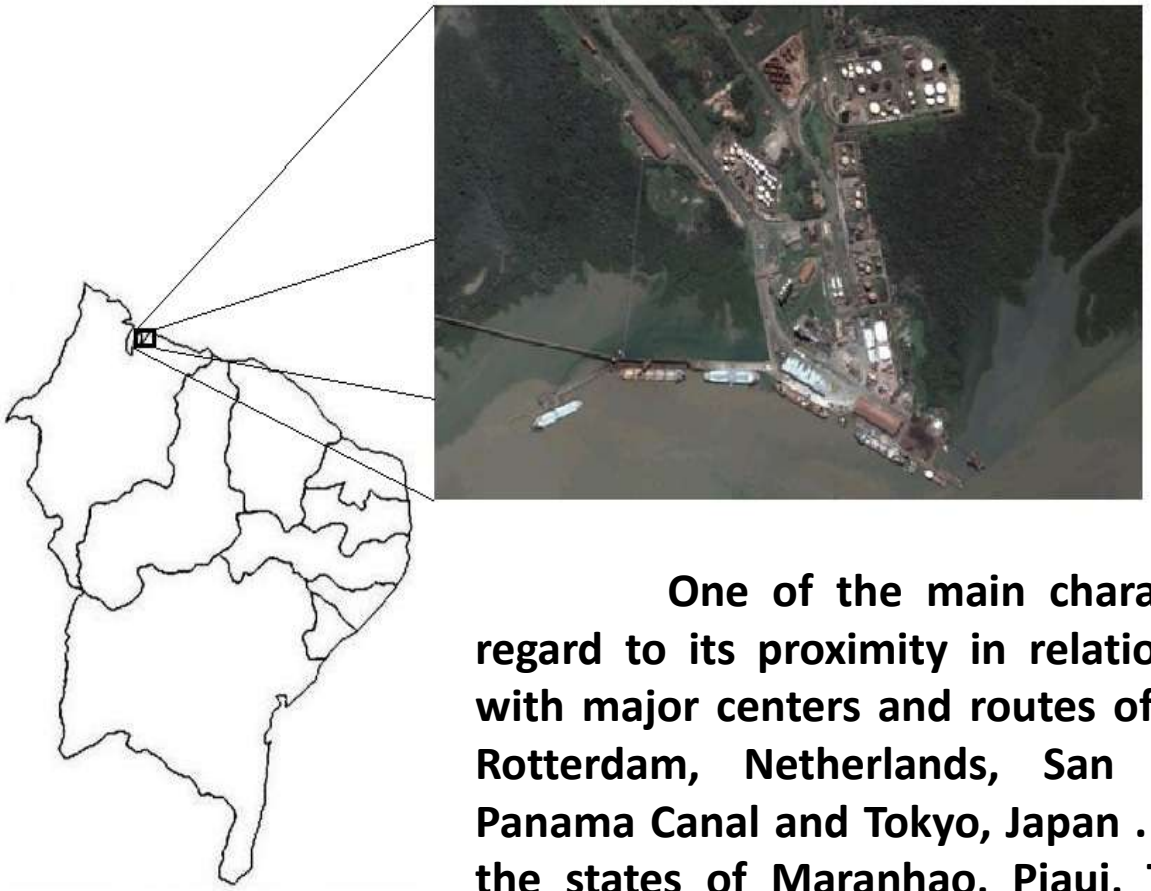
Port of Itaqui



One of the main characteristics of the port with regard to its proximity in relation to other Brazilian ports, with major centers and routes of the world market, such as Rotterdam, Netherlands, San Francisco, United States, Panama Canal and Tokyo, Japan . Its area of influence covers the states of Maranhao, Piaui, Tocantins, southwestern of Para, northern of Goias and northeastern of Mato Grosso.

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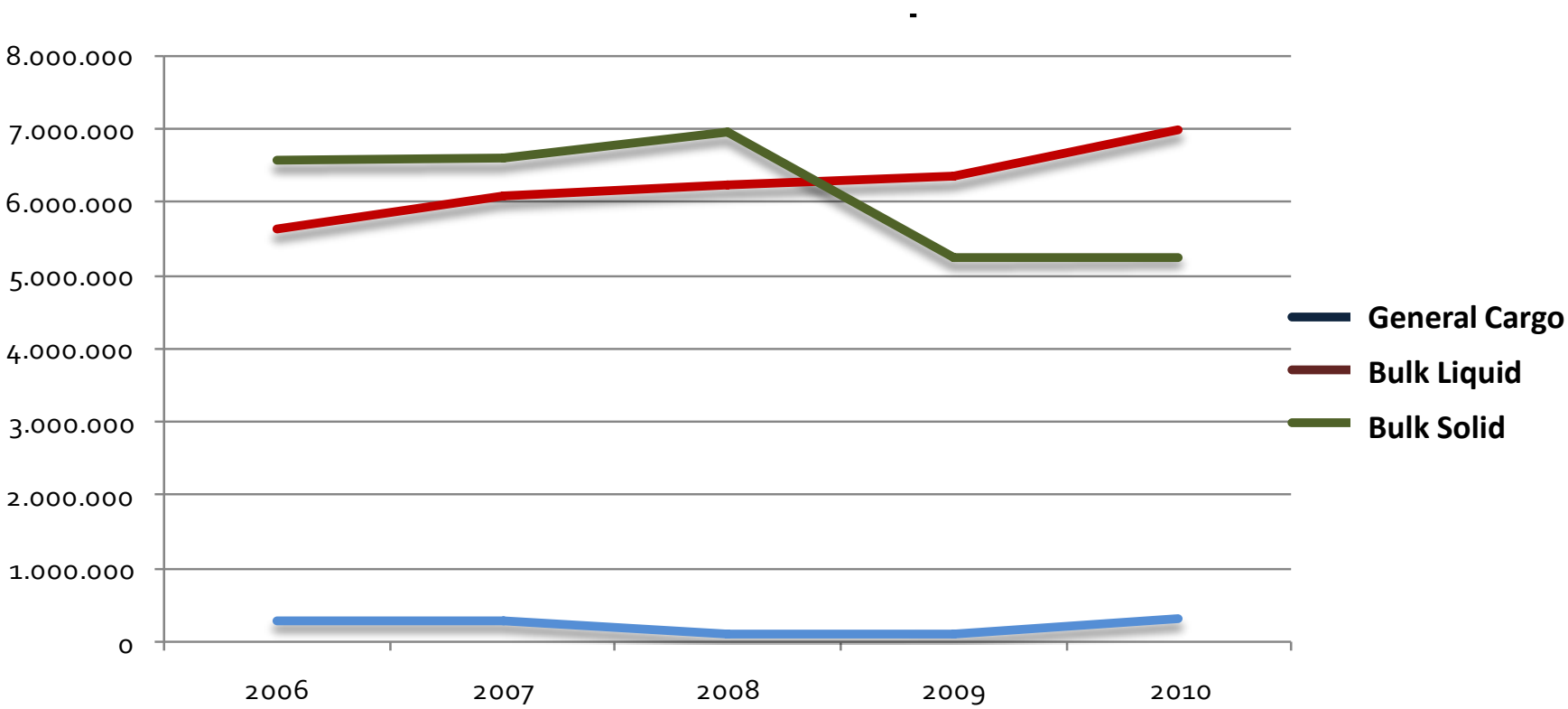
Port of Itaqui



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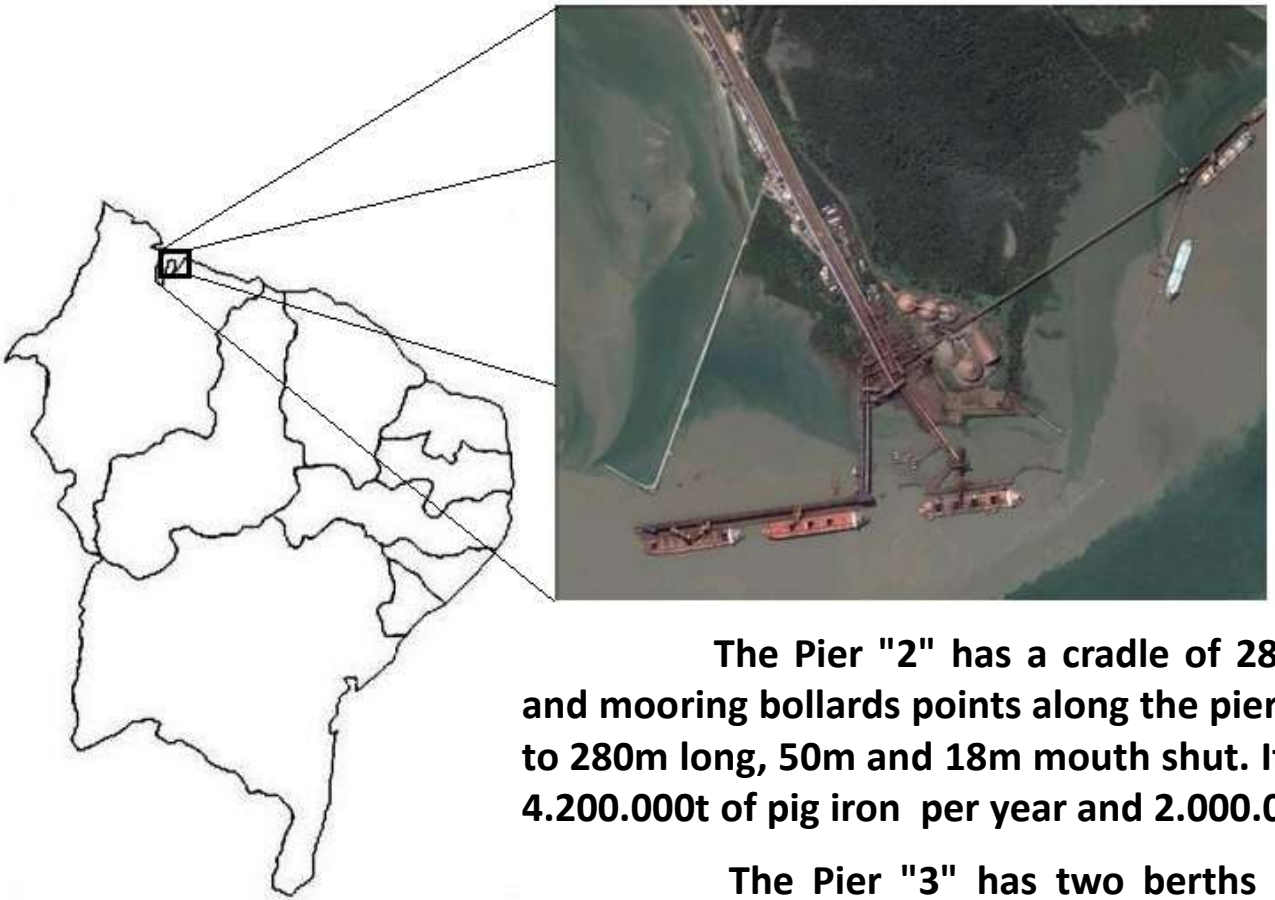
Terminal of Ponta da Madeira



The Pier "1" has a cradle of 490m long, with four mooring dolphins and six mooring dolphins. Allows the berthing of vessels up to 342m long, 64m and 23m mouth shut.

The Pier "2" has a cradle of 280m long, with a mooring dolphin and mooring bollards points along the pier. Allows the berthing of vessels up to 280m long, 50m and 18m mouth shut. It has a handling capacity installed 4.200.000t of pig iron per year and 2.000.000t of soybeans per year.

The Pier "3" has two berths with a total length of 640m and allows the berthing of vessels up to 365m long, 65m and 21m of mouth quiet. It has capacity for mooring and loading 180.000t two ships simultaneously, or a ship 220.000t. It has three ship loaders with a capacity of 8.000t / h each.

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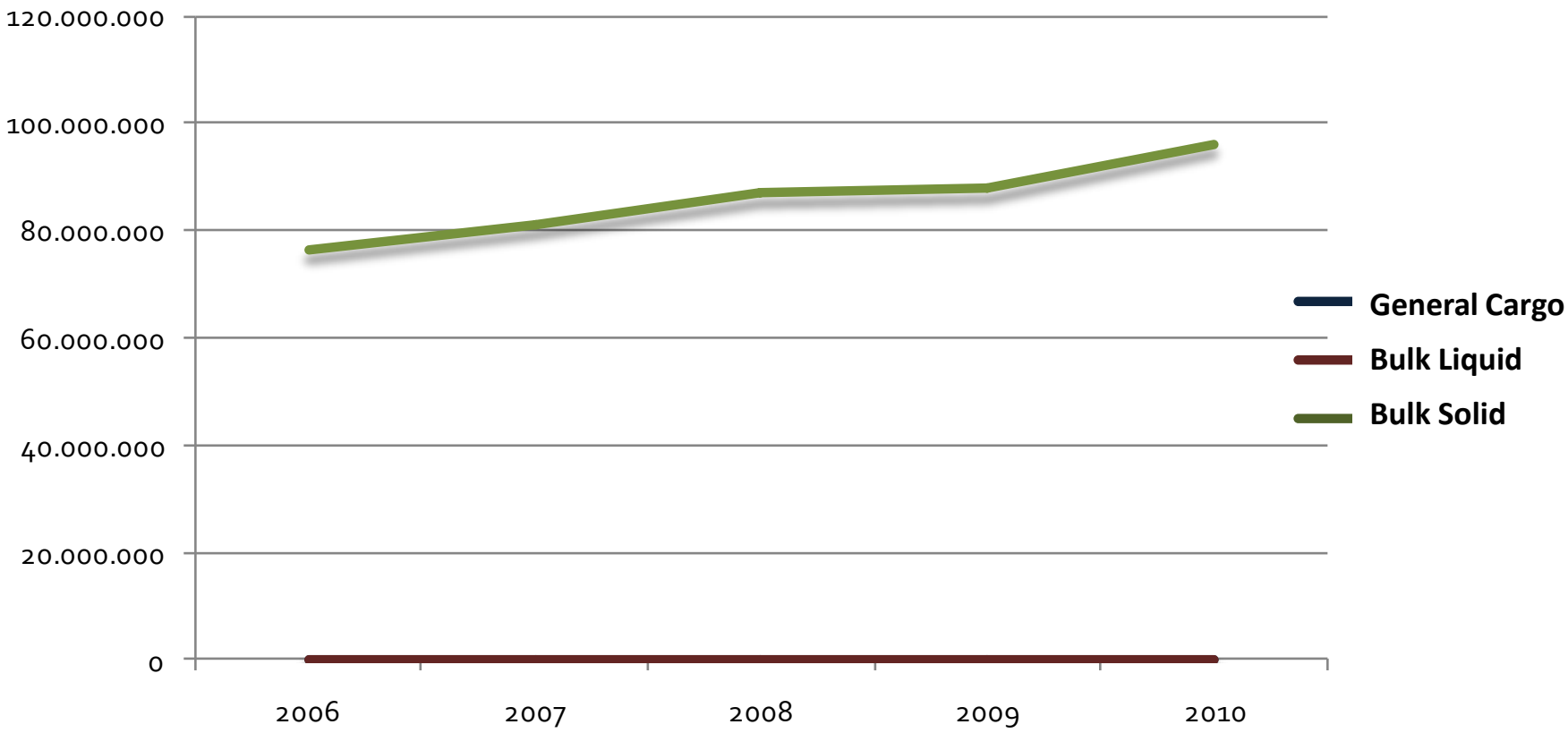
Terminal of Ponta da Madeira



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Hub Port

Depending on the process of globalization and economic growth world in recent decades, Ports Hub* have been used in the strategy of concentrating the sea routes and reduce the number of scales of the shipping companies, given the trend in increasing the size of ships.

REASONS FOR CHOOSING A PORT HUB:

- Frequency of routes;
- Volume flow of cargo;
- Strategic positioning;
- Capacity of physical infrastructure.

Operational Efficiency:

Concentration of Routes + Reducing the Number of Scales = Reduction in Operating time in Ports

*** Port hub of cargo and shipping lines.**

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Geographic Vocation

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Geographic Vocation

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Important Points

•With 144 sea routes and access to 80 countries, the Panama Canal now ranks as one of the most important points of movement of international trade.

•The current interconnection system operates close to 14 000 ships per year, It allows the crossing of Panamax class bulk carriers with about 60 000 tons of cargo in its 82 KM.

•The operational capacity should rise from 320 millions to more than 600 millions tons per year with potential impact on the containers segment.

•In 2014, the logistics between Atlantic Ocean and Pacific Ocean will suffer a huge transformation with the opening of the canal, with a estimated cost of US$ 5,25 billions.

•This expansion, which started in 2007 and scheduled to be completed in 2014, will boost its influence in Asia and the Americas.

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Important Points

•The access to ships with greater capacity will enable the moviment of large quantities of cargo, now limited to 64 000 tons, the owners may use vessels with a capacity of 226 tons, the “POSPANAMAX”.

•The new parallel canal will allow ships of about 150 mil tons. As for containers vessels, it will rise from the current 4,400 to over 12,000 TEUs.

•The expansion goal is to creat new locks on transoceanic lobby reducing by two days the transport of cargo between the ports of north and northeast of Brazil with east Asia.

•The northeastern of Brazil has a very large geographical importance to Panama.

•The changes will have a lesser impact in the ports of South and Southeast Brazil, taking into account the development of foreign trade in the Northeast.

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Important Points

•The north and northeast cost of Brazil will take advantage from this increase, particularly the ports of Suape, Recife, Pecem, Fortaleza, Itaqui, Bethlehem, and Vila do Conde.

•The largest bulk carriers “cape size” departing from near the equator, currently uses basically the route from southern Africa (via the Cape of Good Hope). This is the case of export lobbies of Nortth Arc: Santarem, Itacoatiara, Belem, Sao Luis and Pecem.

•The relevance of this fact has increased, because in the coming decades the main markets for soybeans and corn will be in Asia and these markets will heavily depend on supplies from new frontiers of Brazilian production, located in the North Arc. It is expected that shipments from the ports of Arc North / Northeast through this route may represent more than U.S. $ 1 or $ 2 per bag for producers in this area.

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Important Points

•Today, these regions are transfering more than 30 millions tons per year of soybeans and corn to ports in South and Southeast of Brazil, because their availability is around 8 millions and the only real increase is the Port of Itaqui, with more than 7 millions tons, from 2014.

•It is necessary that the government gives priority attention to the expansion of the arc north and northeast, releasing and giving legal stability to private companies to invest in this matter.

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Conclusion

- The determination of a Hub Port is a prerogative of the Market.

- The Northeast, by geographic location, may be an option for the market concentration of cargo in Brazil, with distribution to the rest of the country through coastal shipping.

- The distance between the Northeast and the Panama Canal offers a geographical and economic integration.

- China has become an important trading partner for Brazil, as the route through the Panama Canal the best logistical option to achieve this important market.

- The investments that the Brazilian government is doing and partnerships with the northeastern states enable their ports to receive a cargo volume than the existing.

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Thank you very Much.