

Mauricio Suárez Ramírez:

“The successful case of four strategic alliances at a port terminal located in the heart of the most beautiful Colombia’s bay”

Mauricio Suarez Ramirez CEO Port of Santa Marta, Colombia



-Good afternoon to all those present in this auditorium. **Thank** you for the opportunity you have given me to share some information about Colombia, especially Santa Marta. As you may see in this photograph, our port is located in the heart of the city, thus we are greatly committed with the surrounding communities and the environment as a whole. In this opportunity I want to talk about

WHERE'S COLOMBIA?



-As most of you know, Colombia is located in the northwestern part of South America. Our currency is the Peso and one U.S. Dollar is equal to 2,500 Pesos.

-Our Income Per Capita according to National Planning is \$5,000 U.S. Dollars and the total area of our country is 1,141,748 km².

-An interesting fact is that for every 100 km of the Americas, only 6 km belong to Colombia.

-On the other hand, we have a competitive advantage before the world, which is that we have coasts on both the Pacific and Atlantic Oceans. We also share borders with Venezuela, Peru, Ecuador and Brazil.

PORT OF SANTA MARTA

WHO ARE WE?

- The Port of Santa Marta (SPSM) began operations in 1993 under a concession granted by the Colombian Government initially for 20 years and later extended until 2033.
- It has established important alliances with partners such as SSA Marine, Port of Miami, Port of Corpus Christi, Faste Terminal International, and others
- SPSM has invested more than \$162 MM USD in the Port of Santa Marta.

-Our port entered into the privatization decreed by the Colombian government in 1991. The Port of Santa Marta started operations in 1993 under a concession initially granted for 20 years and in 2010 extended until 2033.

-We have established important alliances with partners such as SSA International, the largest port operator of containers worldwide. At our terminal, we have invested approximately \$162 Million USD and we have an important competitive advantage by being a deep-water port with a natural draft of 60 feet in depth.

Our Port Today

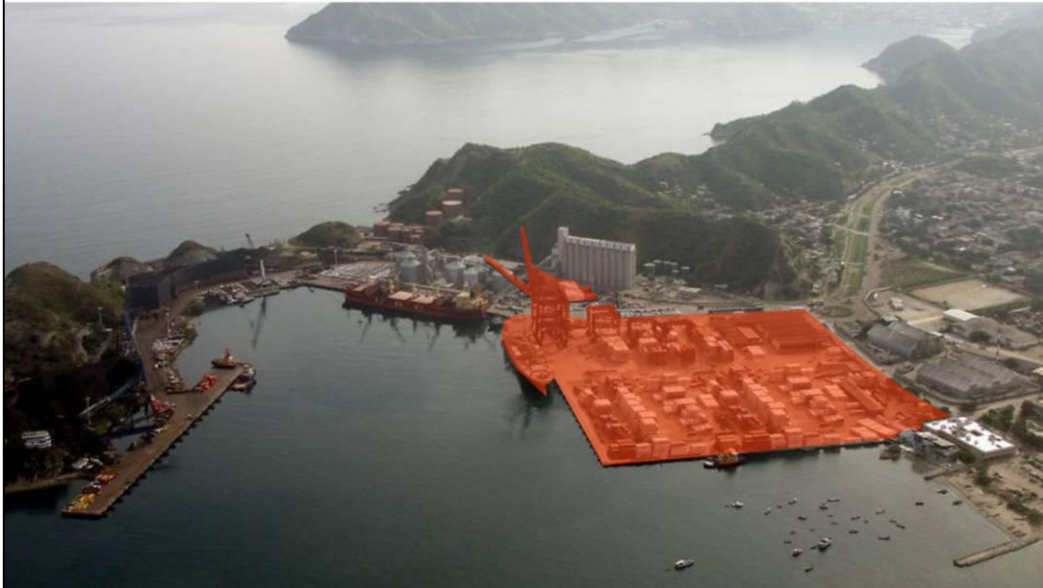


-It is a multipurpose Terminal divided into 3 big sub-terminals: the Container Sub-terminal in orange, Bulk and General Cargo Sub-terminal in yellow and the Coal Sub-Terminal in green.

-At SPSM, we have made commitment in the present and for the future to contribute to competitiveness and prosperity in the region.

-We generate 562 direct jobs and 8000 indirect jobs.

Container Sub-Terminal



-At first hand, allow me to speak to you about our Container Sub-Terminal that you see in orange and where we have entered into since year an entrepreneurial alliance with SSA MARINE, company of the CARRIX ENTERPRISE group.

Container Sub-Terminal (BEFORE)



As you can see here, the technological resource of our container yard was very limited and we only had 6 Front-loaders, 14 trucks and we unloaded the containers by using the cranes on the ships. We could only unload 11 containers per hour back then, but the mentioned alliance we made a complete transformation of our container terminal, which led to the birth of.... Let us see....

¿Who is SSA MARINE?



This map shows the different logistics, railway, maritime and river operations of SSA Marine, company with headquarters in Seattle, USA and that with more than 150 multipurpose terminals in North, Central and South America, Asia and Africa is the largest operator of terminals worldwide. That is how Barranquilla is about to receive, in partnership with us, this important and historic investment that will not only generate development for the entire Region, but will make us altogether with this multinational the first specialized container port on the river.



SMITCO, the affiliate container company at the Port of Santa Marta, which is made up of SSA MARINE and SPSM.

Container Sub-Terminal

Equipment investment of over USD \$20 MM



2 Quayside Post-Panamax Gantry Cranes



4 Electric Rubber-tyred Gantry Cranes



Energy Management & Supply



Reefer Cargo

-Within our investment plan, we invested USD \$20 MM in technological resource on the Container Sub-Terminal.

-We acquired 2 Gantry Cranes each valued at USD \$7.5 MM, as well as 4 RTG Cranes and 4 Power Pack Generators for Reefer Cargo.

Construction Investment of Over USD \$25 MM



-We also invested USD \$25 MM on civil works at our Container Sub-Terminal, which covered 8 hectares (19.76 acres).

-The question is: What have we accomplished?

Container Achievements



-Please observe our new Container Sub-Terminal full of Cargo. We increased capacity from 100 thousand to 300 thousand TEUs per year, we went from 11 to 29 containers per hour and in stacking we went from 4 to 6 containers. But images are better than words, let us see this video....

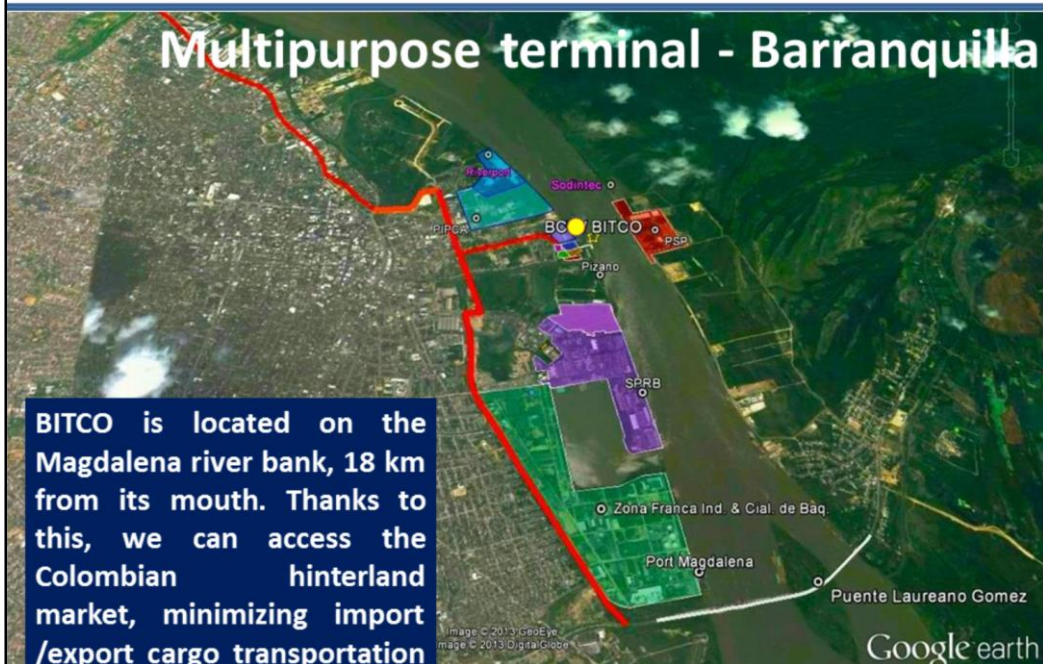
PORTMIAMI



 **Puerto de Santa Marta**
Sociedad Portuaria



Another successful alliance we had signed in is with the sister port of Miami since 2007 with a sister agreement and after a contract to buy, manage and maintain the three (3) gantry cranes at PortMiami until the final shipment and delivery of the cranes to Barranquilla, Colombia. Thanks to this sisterhood agreement and contract was possible, with SSA MARINE also, ... let us see....



Through an investment of more than 42 million dollars, we built, altogether with our partners on the northeastern fringe of the Magdalena River, at kilometer 18 from Bocas de Ceniza, located in the city of Barranquilla, a 1 hour ride from Santa Marta, the first dock specialized in container handling on this river, with a capacity to mobilize 100% of the market Barranquilla moves today in containers.

BARRANQUILLA CONTAINER TERMINAL

SPECIALIZED CONTAINER DOCK



This is our terminal name Barranquilla Container Terminal with our partner SSA MARINE and thanks the sister agreement as I said with the sister port of Miami with an investment of USD 42 millions with three (3) Kocks Panamax, or low profile shuttle boom cranes with a capacity to handle in average 18 containers per hour, a terminal where we have the logistic center in Barranquilla of Hamburg Sud.....

AGREEMENT WITH PORT OF CORPUS CHRISTI

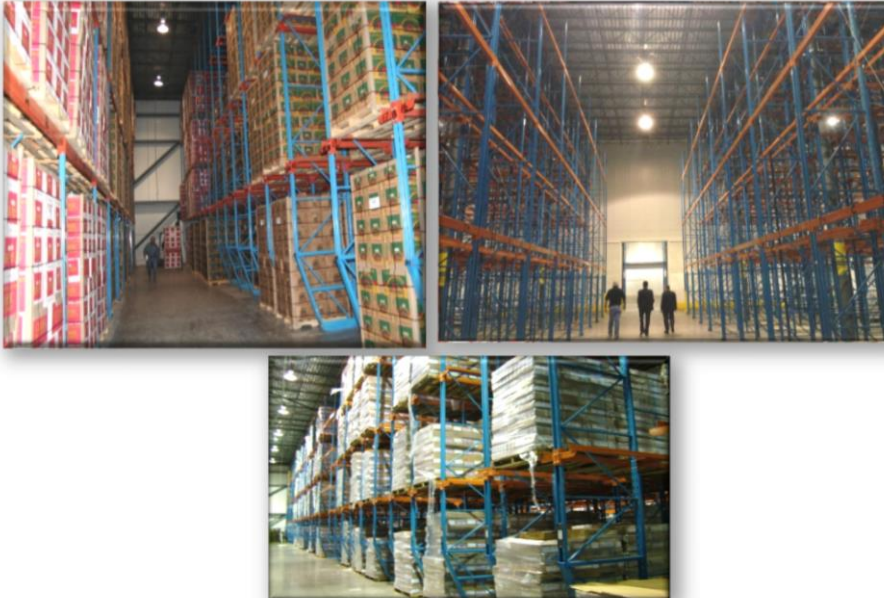


Another of the important agreements we have entered into is a brotherhood agreement signed with the port of CORPUS CHRISTI, to strengthen strategic alliances and achieve a business of great impact for our country... Through a tender based on this brotherhood agreement we presented ourselves to compete for a reefer warehouse of which not only we won, but we are now undergoing the last procedures to transport it to our country...

REEFER WAREHOUSE



Which will be the largest reefer warehouse of Colombia, one hectare in size, and will dynamize in great measure several lines of the economy, not only of our department, but of the entire country...



- ✓ We will honor our commitment of naming the warehouse **CORPUS CHRISTI**, in honor of our sister port, warehouse who also have the next technical specifications:
- ✓ 10,000 Sq. Mt of Refrigerated Space.
- ✓ Ammonia Refrigerated-Split System.
- ✓ Currently Five rooms; Eight rooms for the future. All convertible to cooler/freezer.
- ✓ Cooler Temperature ranges +28F to +50F.
- ✓ Grand total Capacity: 8,615 pallets.
- ✓ Blast Temperatures: -35F.
- ✓ Refrigerated Truck Dock – Currently 12 Doors; 19 Doors for the future.
- ✓ Computerized inventory controlled FIFO.

ECOPORTS CERTIFICATION OAS-CIP RECOGNITION



But i cannot leave without talking of maybe the most important alliance with our country, city and habitants of santa marta and is it the protection of the environment, the protection of the population's environment, which has brought us great acknowledgments at international level as a result of our environmental management, which is in this case the environmental certification ECOPORTS, and the first prize of the Americas presented by the OAS in social responsibility... But what is ECOPORTS??? Let us see...

VIDEO