

# New Generation of Port Concessions

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## TOC Panamá 2024

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CEO Puerto Valparaíso

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**PuertoValparaíso**  
CRECIENDO JUNTOS





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# Empresa Portuaria Valparaíso

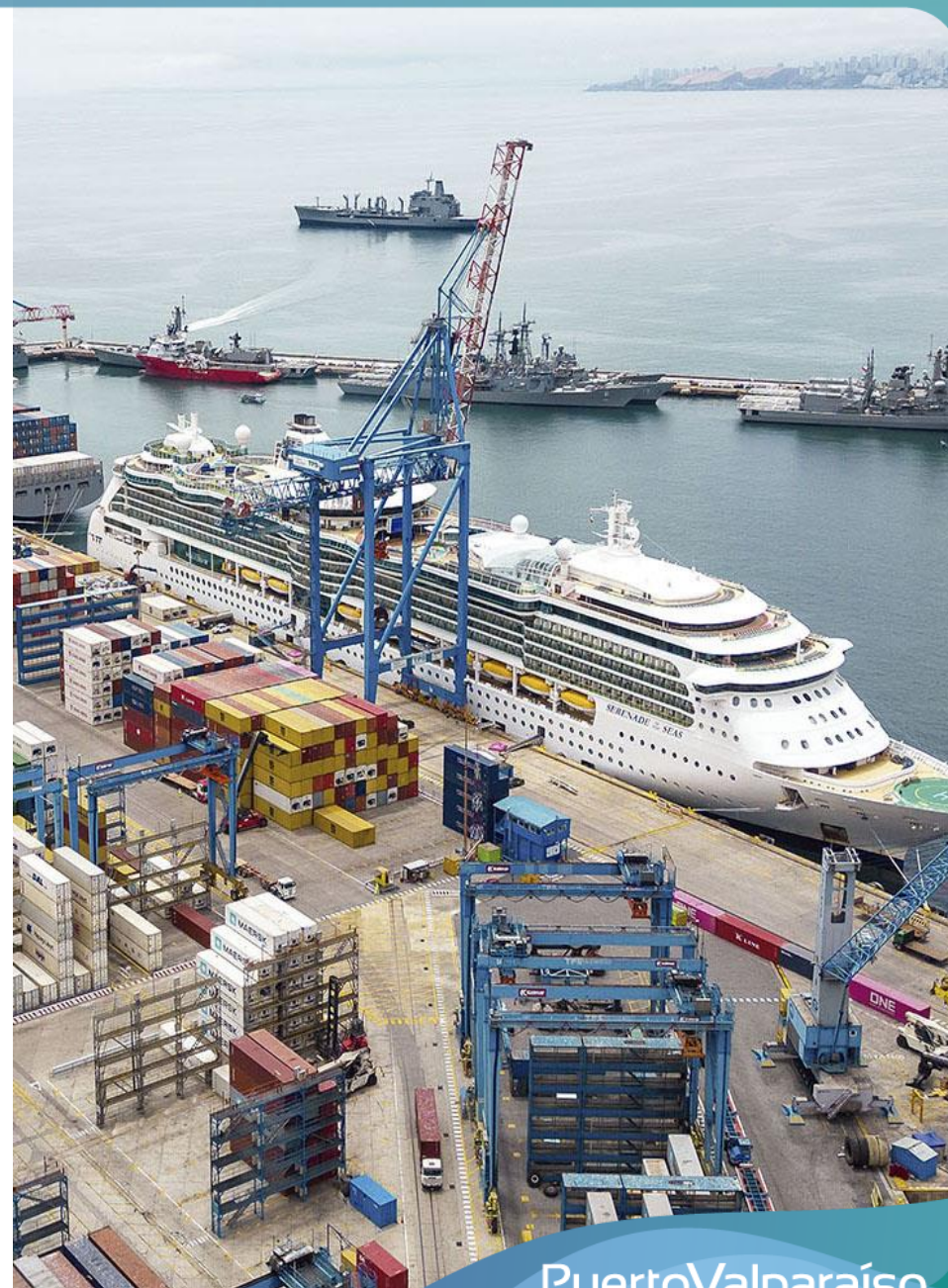
State own company established in 1998 by law 19,542 that looks to modernize the state operated Ports by EMPORCHI.

Total current  
capacity:

- ✓ 11,5 Mill de Tons/Year
- ✓ 1,2 Mill de TEUS/Year

Type of ships:

- ✓ Full Container
- ✓ Reefer cargo
- ✓ Multipurpose
- ✓ Cruise ships





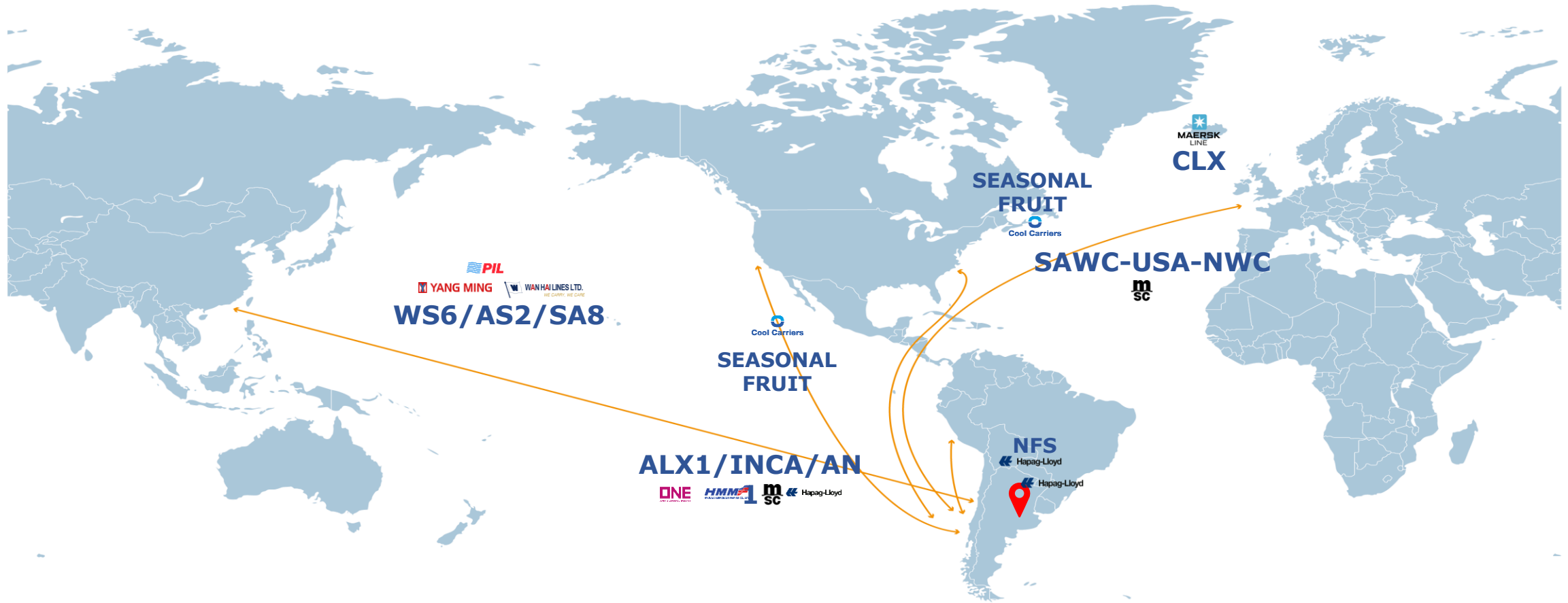
# Valparaíso Port Logistics Model Transfers More than 10 Million Tons on 16 Hectares / First PCS in Chile



- ✓ Port activity with a port-city perspective.
- ✓ Joint and collaborative work with the port community.
- ✓ Logistics Extension Zone that increases terminals efficiency.
- ✓ Low downtime due to its sheltered waters.



# Valparaíso Port: Connections with +25 ports in the world



*Regular container services to  
Asia and Europe*

*Transfer of 80% of the  
Region's fractional cargo*

*Main Homeport  
of Chile*



## Valparaíso: gateway for Chilean exporters

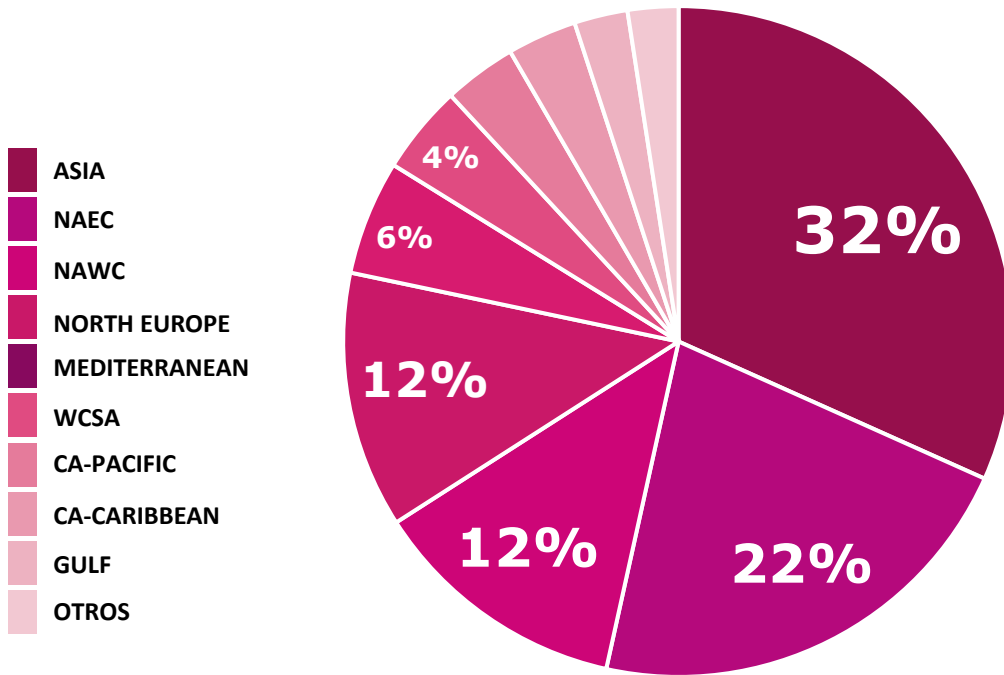


Chart 1: Maritime export traffic in 2023

### ASIA

**Main countries:** China, South Korea, Taiwan, India, Thailand.

**Main products:** Fruits and vegetables (cherries, grapes, apples), minerals and metals, foods (meats, salmon).

### NAEC NAWC GULF

**Main countries:** USA, Mexico y Canada

**Main products:** Fruits and vegetables (grapes, tangerines, apples), food, plastics, food (meats)

### NORTH EUROPE

**Main countries:** Netherlands, United Kingdom, Germany, Russia

**Main products:** Fruits and vegetables (grapes, avocados, kiwis), food and drinks (meats and wine), metals.

And also, an important gateway for goods to enter the country.

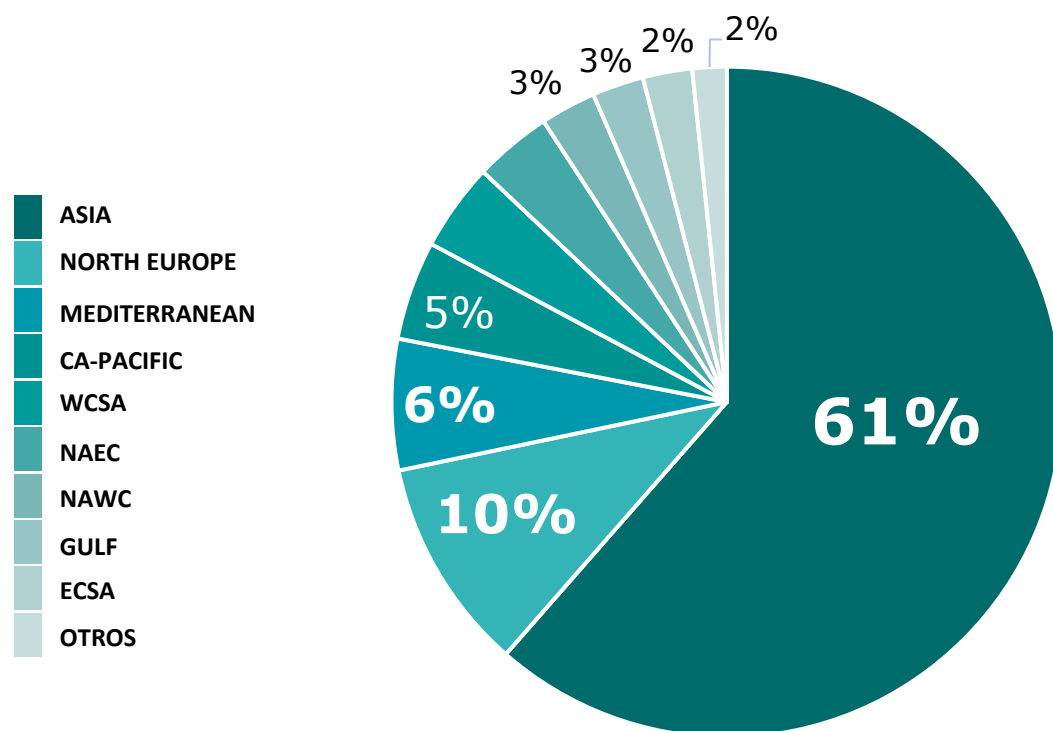


Chart 2: Maritime traffic of imports in 2023

## ASIA

**Main countries:** China, Japan, South Korea, India.

**Main products:** metals, machinery, chemicals, plastics, textiles.

## NORTH EUROPE / MEDITERRANEAN

**Main countries:** Spain, Germany, Türkiye, Italy, Belgium.

**Main products:** Food, metals, chemicals, cellulose and wood, machinery.

## NAEC/NAWC/GULF

**Main countries:** USA, Mexico, Canada

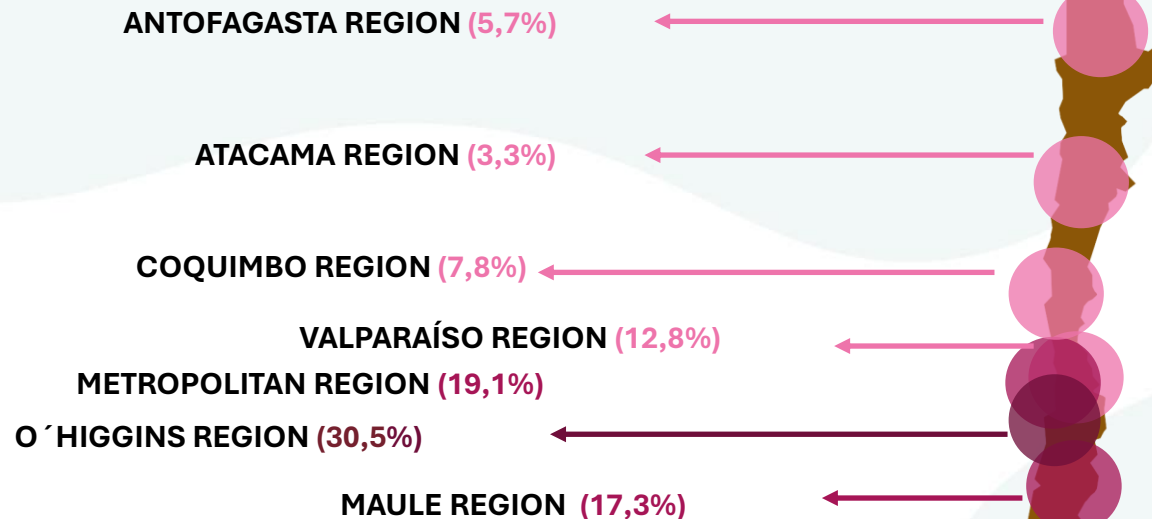
**Main products:** Plastics, chemicals, food, cellulose and wood, metals.

# Port of Valparaíso: the entry route for Chile's foreign trade



In 2023, Puerto Valparaíso transferred 3 million tons of exports

Fuente: SEMPAT







# Valparaíso's development plan

#SOMOSCIUDADPUERTO

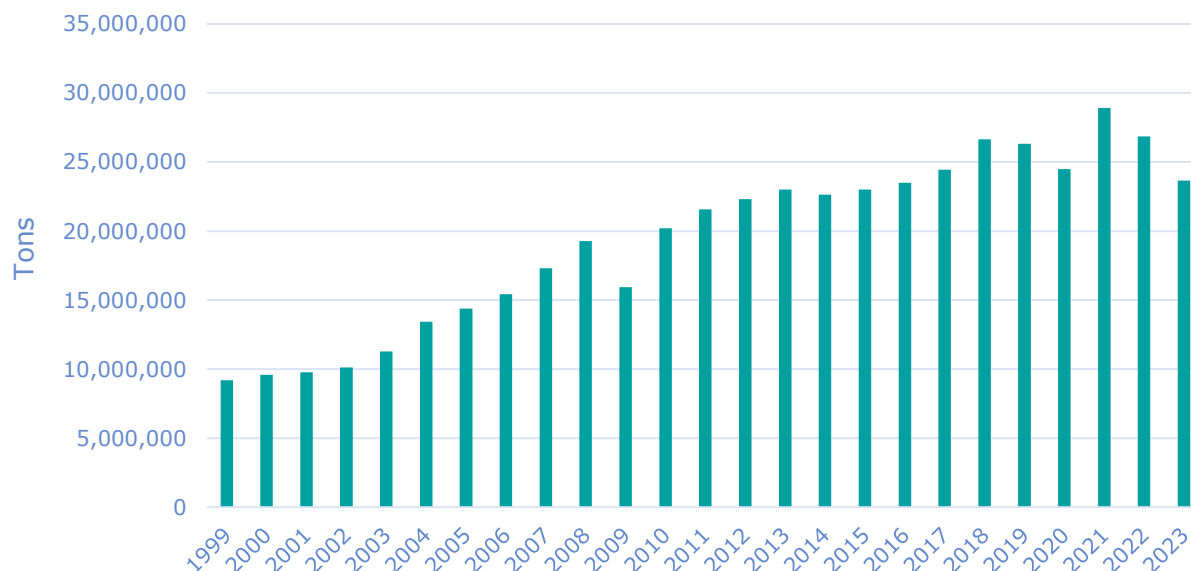
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# Port context

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Cargo transfer Central Macro Zone



- This rise of demand encourages the development of larger and better equipped ports.
- Generate complementary developments in the central macro zone.
- This is the time to rethink the concession strategy and generate a project that offers a competitive Business Unit, providing certainty to the market.

- In 2030, the first generation of port concessions in Chile (in Valparaíso, San Antonio and San Vicente) will expire.
- Since 2009, the size of ships has grown at a rate greater than cargo flows.
- Data analysis shows a risk of congestion from 2028 onwards.
- It is necessary to add new infrastructure between 2029 and 2032. Risk would be critical from 2032 if new port works are not added in the region.



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### 1 Cruise ship dock

Dock length: 288m  
Access bridge: 155m  
Depth: 12.2m



### 2 Costanera Site

Docking front: 430m  
Yard: 3,7 ha  
Depth: 15,5m



### 3 Berth 3 extensión



Quay extensión: 122mt  
Yard 1,5 Ha/17Ha  
Depth: 15,5 mt

### 4 San Mateo Esplanade



Yard: 6,5 ha  
568 MTEUs/year

### Port expansion capacity

3,4 MM Ton/Year

2,3 MM TEUs/Year



# Port expansion and contributions to the city

## Design and construction of Malecon

829m long promenade  
Variable width with a minimum of 4m of pedestrian circulation and 2.4m of cycle path includes stops and green areas

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## Design and construction of Plaza del Mar

Park of 1500 sqr meters  
Underground conecios with metro station  
Green áreas, programs and public equipment



## Design and construction of Paseo Mirador

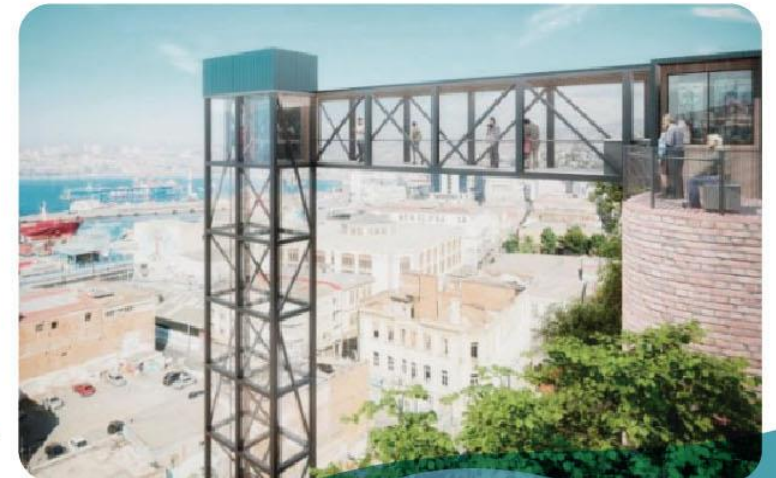
291m long promenade  
Variable width with a minimum of 4m of pedestrian circulation and 2.4m of cycle path includes stops and green areas

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Referencia: Race Street Pier , Philadelphia 2011

## Design and construction of Arrayan Public Elevator



## Port Extension Numbers



**656 MMUSD**

Civil work



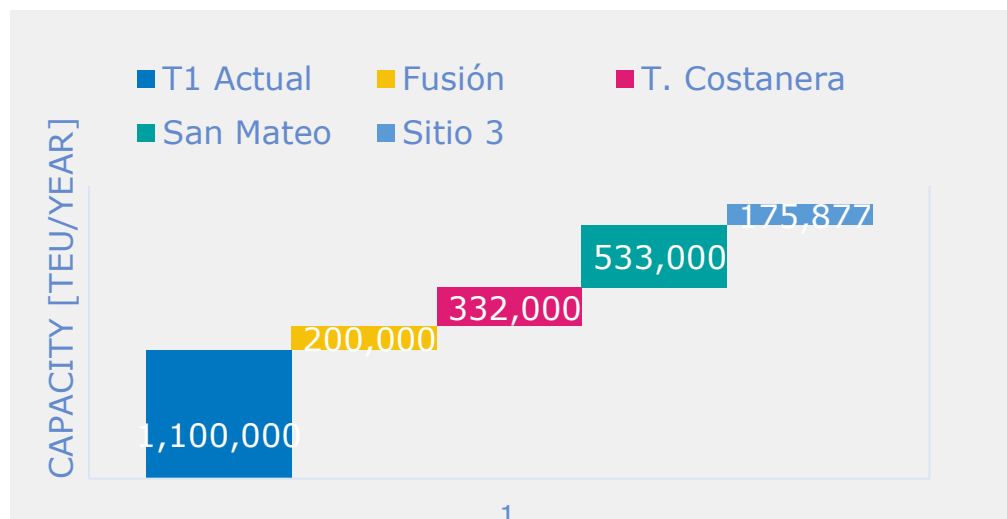
**130 MMUSD**

Equipment



**+50 MMUSD**

City integration



### Port Capacity

**3,4 MM  
Ton/year**

Bulk cargo

**2,3 MM  
TEU/year**

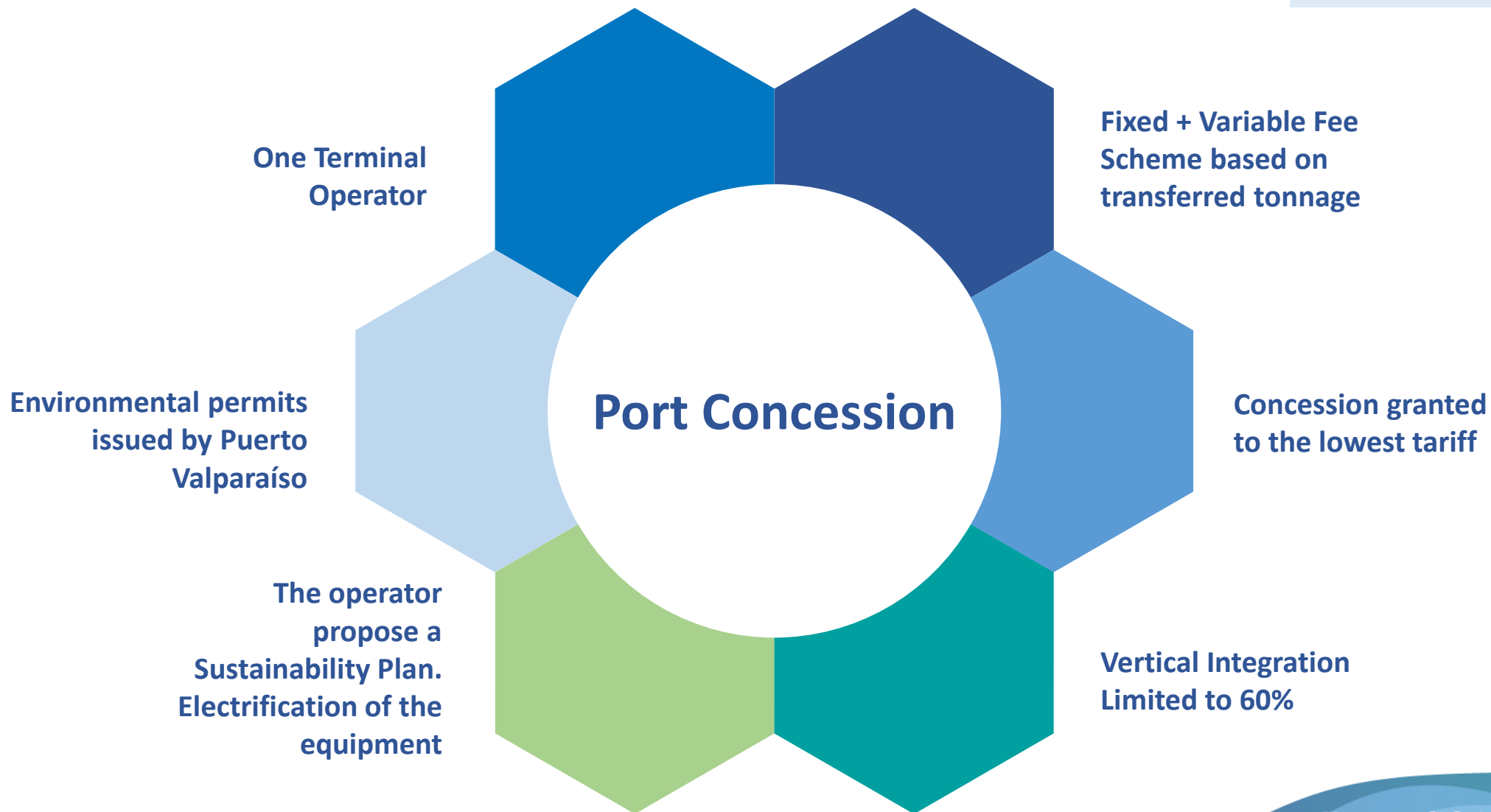
Container cargo

*2 preferred berth for cruise ships up to 300 m in length*



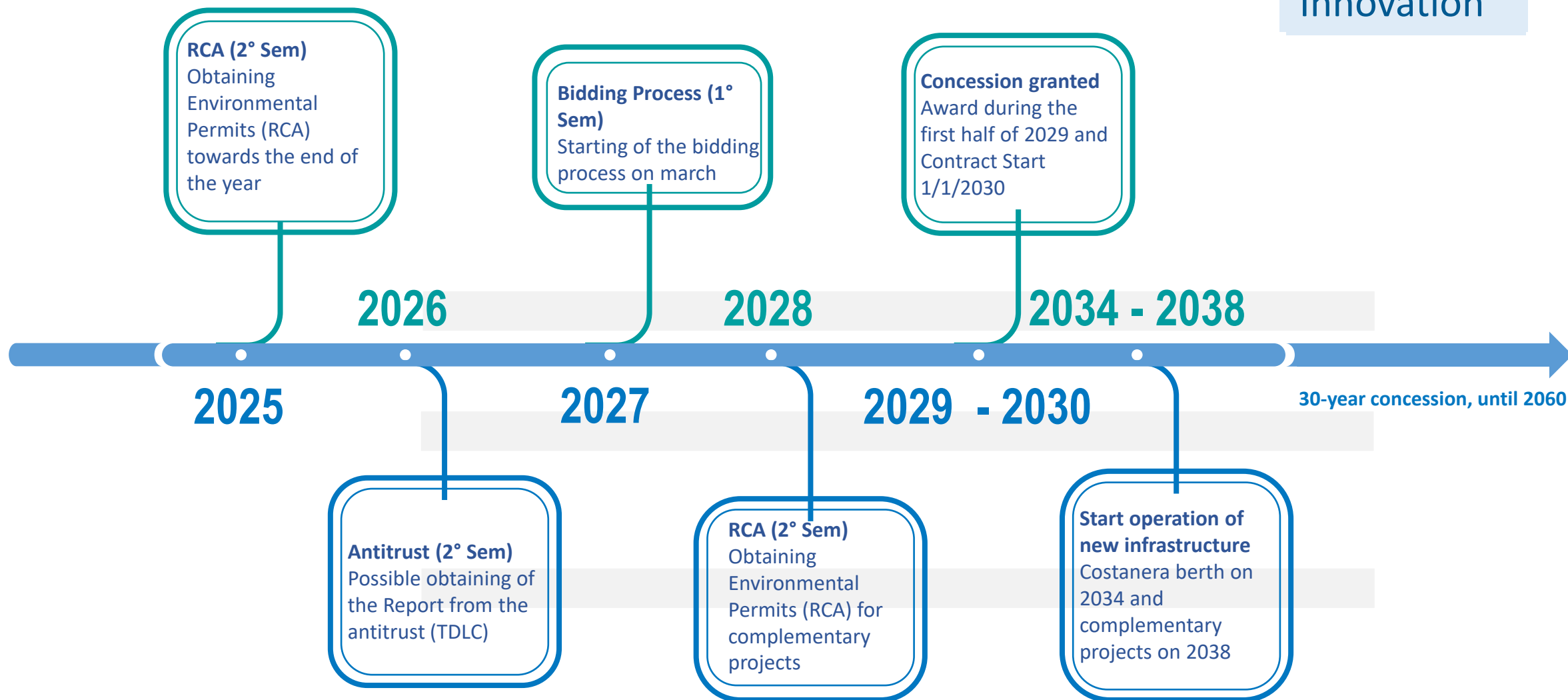
# Puerto Valparaíso Concession Model

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# Plazos Ampliación Portuaria

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# Thank you very much

We look forward to seeing you at the Puerto Valparaíso stand

