PORT OF SANTOS

THE PORT OF BRAZIL

MAIN PORT FOR BRASIL AND JAPAN INTERCHANGE

Toshi-ichi Tachibana University of São Paulo
"Treaty of Friendship, Commerce and Navigation, signed in Paris in France, November 5, 1895, was officially started diplomatic relations between Japan and Brazil.

In 1908 the ship Kasato-maru docked in Santos, in São Paulo State, carrying the first 791 Japanese immigrants, and this event is the starting point for a close relationship between the two countries.
from 1908 to 1970, approximately 210 thousand Japanese immigrants came to Brazil and are incorporated in the formation of a new cultural identity, the Japanese-Brazilian.

The result of these exchanges can be found in our day to day in many ways. The recent popularity of football in Japan is due to the performance of players and Brazilian technicians. The music and Brazilian cuisine has been appreciated by the Japanese, who increasingly sympathize with Brazil and its people, known for his joyful spirit and big heart.
A bilingual dictionary Portuguese Japanese came to be edited in the old 1602, when Japan came out of the feudal era and join the process of political unification and territorial.

It may be that some copies of that precious editorial departed the port of Kobe on 28 April 1908, aboard the ship "Kasato Maru", and were transported to the coffee-west of Sao Paulo, where the immigrants had to fix their first roots.
Santos Immigrations
Train São Paulo to Santos - 1920
The immigrants guesthouse in Kobe
Dormitory of the immigrants guesthouse in Sao Paulo
Local where the processing was done on the coffee
Working in sugar cane planting in the times of migration mediated by the government
Japanese Immigrants Numbers

Transição do número de imigrantes japoneses
(acumulados)

- Fase inicial da imigração (1908-1923): 31,414
- Fase de imigração em massa (1924-1942): 157,372
Technical Cooperation of Japan to Brazil

Cooperação técnica Japão-Brasil

Acumulado até 1988

Acumulado até 1993

Aceitação de estagiários

1,280

Envio de especialistas

1,950

Envio de missão de pesquisa

¥10 bilhões

Doação de equipamentos

22

Cooperação técnica tipo projeto

28

Pesquisa sobre desenvolvimento

¥6 bilhões

2,853

810

1,238

15

19
O Japão importou do Brasil (1994)
(Unidade: US$1 milhão)

- Matérias-primas 1,297 (40%)
- Outros 31 (1%)
- Produtos das indústrias de transformação 1,197 (37%)
- Alimentos 736 (22%)

Valor total 3,261

Fonte: Ministério das Finanças

O Japão exportou ao Brasil (1994)
(Unidade: US$1 milhão)

- Produtos das indústrias pesadas e químicas 1,681 (90%)
- Outros 28 (1%)
- Matérias primas e combustíveis 39 (2%)
- Produtos das indústrias leves 133 (7%)

Valor total 1,881

Fonte: Ministério das Finanças
AERIAL VIEW
THE DRAFT OF THE CANAL OF PORT OF SANTOS
14 m
Beginning of the 20th century...
Loading coffee bags...
Embarking coffee bags...
Paquetá

Outeirinhos
Ponta da Praia

Left Bank
PORTS OF BRAZIL PRIVATIZATION LAW

Law nr 8.630

Promulgated in February 25, 1993
BEFORE THE LAW
FEB, 1993

AFTER THE LAW
COMPETITIVENESS

CONTAINER COST
BEFORE US$ 520
AFTER US$ 120~130

MONOPOLY OF SERVICES
TERMINALS

<table>
<thead>
<tr>
<th>CARGOES</th>
<th>Nr OF TERMINALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONTAINERS</td>
<td>4</td>
</tr>
<tr>
<td>BREAK BULK</td>
<td>12</td>
</tr>
<tr>
<td>LIQUID BULK</td>
<td>24</td>
</tr>
<tr>
<td>SOLID BULK</td>
<td>14</td>
</tr>
<tr>
<td>RO / RO</td>
<td>3</td>
</tr>
</tbody>
</table>
ASSETS

- AREA (m²)
  - Total: 7,700,000
  - Right Bank: 3,600,000
  - Left Bank: 4,100,000

- RAILROAD (m)
  - Total: 100 Km

- BERTHS
  - Total: 61
    - CODESP: 51
    - Privatives: 10

- YARDS (m²)
  - Total: 974,353

- HARBOR EXTENSION (m)
  - Total: 13,013
    - CODESP: 11,600
    - Privatives: 1,413

- DRAFT OF BERTHS (m)
  - Total: 5,0 to 13,5
    - CODESP: 6,6 to 13,5
    - Privatives: 5,0 to 13,0

- CODESP Employees (2006)
  - 1,430

- WAREHOUSES (including silos)
  - Total: 499,701 (m²)

- PIPELINE (m)
  - Total: 55,676

- TANKS (amount)
  - Units: 520
  - Capacity (m³): 1,000,000
TRAFFIC IN 13 YEARS

Million in tons

76.5

81

F O R E C A S T

94 95 96 97 98 99 00 01 02 03 04 05 06 07

34 35 36 38 39 42 43 48 53 60 68 72

Liquid Bulk

General Cargo

Bulk Cargo

29
LEADING CARGOES

**SOLID BULK**
- Sugar
- Soy
- Wheat
- Sulphur
- Salt
- Iron
- Fertilizer

**LIQUID BULK**
- Diesel Oil
- Fuel
- Ethanol
- Oil
- Caustic Soda
- Ammonia
- Acids

**BREAK BULK**
- Vehicles
- Sugar in Bags
- General Parts
PORT OF SANTOS
ACCESS

HIGHWAYS
Anchieta-Imigrantes System
Piaçaguera-Guarujá
BR-101 - Rio / Santos
SP-55 – Rov. Manoel da Nóbrega
ANCHIETA – IMIGRANTES SYSTEM
CONNECTON BETWEEN SANTOS – S. PAULO
CÔNEGO DOMENICO RANGONI
BEHIND THE TERMINALS
LEFT BANK

MANOEL DA NOBREGA HIGHWAY
TO THE SOUTH OF BRAZIL

BR-101 – RIO DE JANEIRO / SANTOS
TO THE NORTH OF BRAZIL
PORT OF SANTOS
ACCESS

HIGHWAYS
Anchieta-Imigrantes System
Piaçaguera-Guarujá
BR-101 - Rio - Santos
SP-55 – High. Manoel da Nóbrega

RAILWAYS
M.R.S. Logística

AMERICA LATINA LOGISTICA

FCA
MRS LOGISTIC PROJECT

IRON ORE: 7 MILLION T PER YEAR

MINÉRIO

Santo André (Campo Grande)
Paranapiacaba
O minério será transportado por correia
Como é hoje
O minério desce a serra por trem, pelo sistema de cremalheira
Capacidade de carregamento
20 mil toneladas/dia
7 milhões de toneladas/ano

720 m
800 m

13,5 km
4,5 km

Cubatão (Cosipa)

10 m

Santos
PORT OF SANTOS
ACCESS

HIGHWAYS
Sistema Anchieta-Imigrantes
Piaçaguera-Guarujá
BR-101 - Rio / Santos
SP-55 – Rov. Manoel da
Nóbrega

RAILWAYS
M.R.S. Logística
AMERICA LATINA
LOGÍSTICA
FCA

WATERWAYS
TIETE – PARANÁ
RIVERS
TIETÊ-PARANÁ WATERWAY

Embark in barges

Transhipment to wagons or trucks

BY TRUCKS OR WAGONS

Porto de Santos
PORT OF SANTOS
ACCESS

HIGHWAYS
- Sistema Anchieta-Imigrantes
- Piaçaguera-Guarujá
- BR-101 - Rio / Santos
- SP-55 - Rov. Manoel da Nóbrega

RAILWAYS
- M.R.S. Logística
- FERROBAN
- FERRONORTE
- FCA
- NOVOESTE

WATERWAYS
- TIETE – PARANÁ RIVERS

AIRPORT
METROPOLITAN AIRPORT

+300m

INFRASTRUCTURE FOR PASSENGERS AND CARGO

Santos Air Base
## FOREIGN TRADE BALANCE

<table>
<thead>
<tr>
<th>YEAR</th>
<th>BRAZIL (US$)</th>
<th>SANTOS (US$)</th>
<th>SHARE. (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2001</td>
<td>113,794,817.913</td>
<td>27,803,278.893</td>
<td>24.4</td>
</tr>
<tr>
<td>2002</td>
<td>107,593,717.359</td>
<td>27,359,650.486</td>
<td>25.4</td>
</tr>
<tr>
<td>2003</td>
<td>121,350,841.870</td>
<td>32,405,349.381</td>
<td>26.7</td>
</tr>
<tr>
<td>2004</td>
<td>159,257,270.133</td>
<td>42,936,287.205</td>
<td>26.9</td>
</tr>
<tr>
<td>2005</td>
<td>191,859,686.990</td>
<td>50,945,219.419</td>
<td>26.6</td>
</tr>
<tr>
<td>2006</td>
<td>228,866,155.961</td>
<td>60,341,538.623</td>
<td>26.4</td>
</tr>
<tr>
<td>PORT</td>
<td>Export</td>
<td>Import</td>
<td>TOTAL</td>
</tr>
<tr>
<td>-----------------------------</td>
<td>------------</td>
<td>------------</td>
<td>-------------</td>
</tr>
<tr>
<td>PORT OF SANTOS - SP</td>
<td>39,755,040</td>
<td>20,781,862</td>
<td>60,536,902</td>
</tr>
<tr>
<td>PORT OF VITORIA - ES</td>
<td>12,521,804</td>
<td>5,064,443</td>
<td>17,586,247</td>
</tr>
<tr>
<td>PORT OF PARANAGUA - PR</td>
<td>9,060,776</td>
<td>3,682,594</td>
<td>12,743,370</td>
</tr>
<tr>
<td>VIRACOPOS AIRPORT - SP</td>
<td>3,567,421</td>
<td>8,230,488</td>
<td>11,797,909</td>
</tr>
<tr>
<td>PORT OF SEPETIBA - RJ</td>
<td>7,086,229</td>
<td>3,619,162</td>
<td>10,705,391</td>
</tr>
<tr>
<td>CUMBICA AIRPORT - SP</td>
<td>4,463,713</td>
<td>6,088,416</td>
<td>10,552,129</td>
</tr>
<tr>
<td>PORT OF RIO DE JANEIRO - RJ</td>
<td>6,852,313</td>
<td>3,602,292</td>
<td>10,454,605</td>
</tr>
<tr>
<td>PORT OF RIO GRANDE - RS</td>
<td>7,645,343</td>
<td>2,441,734</td>
<td>10,087,077</td>
</tr>
<tr>
<td>NATIONAL TOTAL</td>
<td>137,470,270</td>
<td>91,396,418</td>
<td>228,866,270</td>
</tr>
</tbody>
</table>

SOURCE: FEDERAL GOVERNMENT
## FOREIGN TRADE

**US$ FOB x 1,000**

### Jan – Dec 2006

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>BRAZIL</th>
<th>PORT OF SANTOS</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.º</td>
<td>EUA</td>
<td>39.120.574</td>
<td>11.362.080</td>
</tr>
<tr>
<td>2.º</td>
<td>ARGENTINA</td>
<td>19.770.330</td>
<td>3.236.608</td>
</tr>
<tr>
<td>3.º</td>
<td>CHINA</td>
<td>16.388.616</td>
<td>3.603.568</td>
</tr>
<tr>
<td>4.º</td>
<td>GERMANY</td>
<td>12.178.156</td>
<td>4.740.230</td>
</tr>
<tr>
<td>5.º</td>
<td>JAPAN</td>
<td>7.723.333</td>
<td>2.273.807</td>
</tr>
<tr>
<td>6.º</td>
<td>CHILE</td>
<td>6.803.955</td>
<td>2.627.602</td>
</tr>
<tr>
<td>7.º</td>
<td>NETHERLANDS</td>
<td>6.529.433</td>
<td>2.067.652</td>
</tr>
<tr>
<td>8.º</td>
<td>ITALY</td>
<td>6.398.544</td>
<td>2.002.873</td>
</tr>
<tr>
<td>9.º</td>
<td>MEXICO</td>
<td>5.750.298</td>
<td>2.189.991</td>
</tr>
<tr>
<td>10.º</td>
<td>FRANCE</td>
<td>5.499.351</td>
<td>1.436.776</td>
</tr>
</tbody>
</table>
## Top 10 South American Ports (In Value)

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Port</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>1°</td>
<td>Santos</td>
<td>Brazil</td>
</tr>
<tr>
<td>2°</td>
<td>Buenos Aires</td>
<td>Argentina</td>
</tr>
<tr>
<td>3°</td>
<td>El Callao</td>
<td>Peru</td>
</tr>
<tr>
<td>4°</td>
<td>San Antonio</td>
<td>Chile</td>
</tr>
<tr>
<td>5°</td>
<td>Cartagena</td>
<td>Colombia</td>
</tr>
<tr>
<td>6°</td>
<td>Guayaquil</td>
<td>Equador</td>
</tr>
<tr>
<td>7°</td>
<td>Itajaí</td>
<td>Brazil</td>
</tr>
<tr>
<td>8°</td>
<td>Puerto Cabello</td>
<td>Venezuela</td>
</tr>
<tr>
<td>9°</td>
<td>Montevideo</td>
<td>Uruguai</td>
</tr>
<tr>
<td>10°</td>
<td>Valparaíso</td>
<td>Chile</td>
</tr>
</tbody>
</table>

Source: CEPAL
**Terminal of Passengers.**

<table>
<thead>
<tr>
<th>Season</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002 / 03</td>
<td>151,471</td>
</tr>
<tr>
<td>2003 / 04</td>
<td>153,828</td>
</tr>
<tr>
<td>2004 / 05</td>
<td>225,553</td>
</tr>
<tr>
<td>2005 / 06</td>
<td>350,754</td>
</tr>
<tr>
<td>2006 / 07</td>
<td>491,895</td>
</tr>
</tbody>
</table>

**Forecast**

<table>
<thead>
<tr>
<th>Year</th>
<th>Passengers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007 / 08</td>
<td>530,000</td>
</tr>
</tbody>
</table>
Name: Zenith
Shipowner: CVC

Name: Costa Magica
Shipowner: Costa
MAIN PROJECTS

CONSTRUCTION
PORTO OF SANTOS
EXPANSION

PRIVATE INVESTMENT
EMBRAPORT

Area: 800,000 m²

Multipurpose

Annual Handling Capacity
400,000 cc
300,000 vehicles
2 million t - liquid bulk
NEW PORT PROJECT
BARNABE BAGRES PORT COMPLEX
Santos Continental Area
NEW PORT PROJECT

( BARNABÉ – BAGRES PORT COMPLEX )

Santos Continental Area
NEW PORT PROJECT

(BARNABÉ – BAGRES PORT COMPLEX)
Santos Continental Area

Total Surface: 6 million m²
Quay Total Length: 11,000 m
Number of Berths: 45 berths
Medium Length per Berths: 250 m
Operational Area per Berth: 120 mil m²
Total Investment (Standard Area): US$ 680 million
ETHANOL BRAZILIAN PRODUCTION

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>19 billion of Liters</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXPORT</td>
<td>2,5 billion of Liters</td>
</tr>
</tbody>
</table>

2007
## ETHANOL PROFILE

<table>
<thead>
<tr>
<th>Plants in Operation</th>
<th>In Construction (Work End 2009)</th>
<th>Investment (Billion of US$)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BRAZIL</td>
<td>336</td>
<td>73</td>
</tr>
<tr>
<td>USA</td>
<td>114</td>
<td>80</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Raw Material</th>
<th>Sugar – Cane (Brazil)</th>
<th>Corn (USA)</th>
<th>Beetroot (EU)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost/Liter (US$)</td>
<td>0,22</td>
<td>0,30</td>
<td>0,53</td>
</tr>
<tr>
<td>Productivity L/Ha</td>
<td>6,000</td>
<td>3,100</td>
<td>5,000</td>
</tr>
<tr>
<td>BRAZILIAN COMPANY</td>
<td>ETHANOL FROM CELLULOSE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>-------------------</td>
<td>------------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>B I O C E L</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**FIRST ETHANOL REFINARY**

Investment: **US$ 40 Million**

Construction Start: **2nd Semester 2007**
WORLD ETHANOL PRODUCTION

In Billion of Liters

2002  2003  2004  2005  2006  2012

34  39  41  45  50  113

FORECAST
WORLD ETHANOL MAIN BUYERS

1. USA
2. Netherland
3. Japan
4. El Salvador
5. Sweden
6. Venezuela
7. Jamaica
8. Costa Rica
9. South Korea
10. Trinidad y Tobago

Source: Aliceweb
MAIN PORTS OF BRAZIL

GOIÁS

PORT OF S. SEBASTIÃO

PORT OF SANTOS
ALCOHOL PLANT

PORT AND ALCOHOL STORAGE TANKS

1.150 km or 780 miles
Santos: Oil-fields

Bacia de Santos
(Area of 352,000 km² from 0 to 3000m)
• Doomo arigatou gozaimashita
• Thanks for your attention
• Muito Obrigado