



2026 LAAM



1. Terminal cost
2. Terminal update
3. Fleet CII monitoring
4. 2026 Challenge

TPE OCD





TOPIC 1

***(1) 2025 Terminal Stevedore
Cost Review***

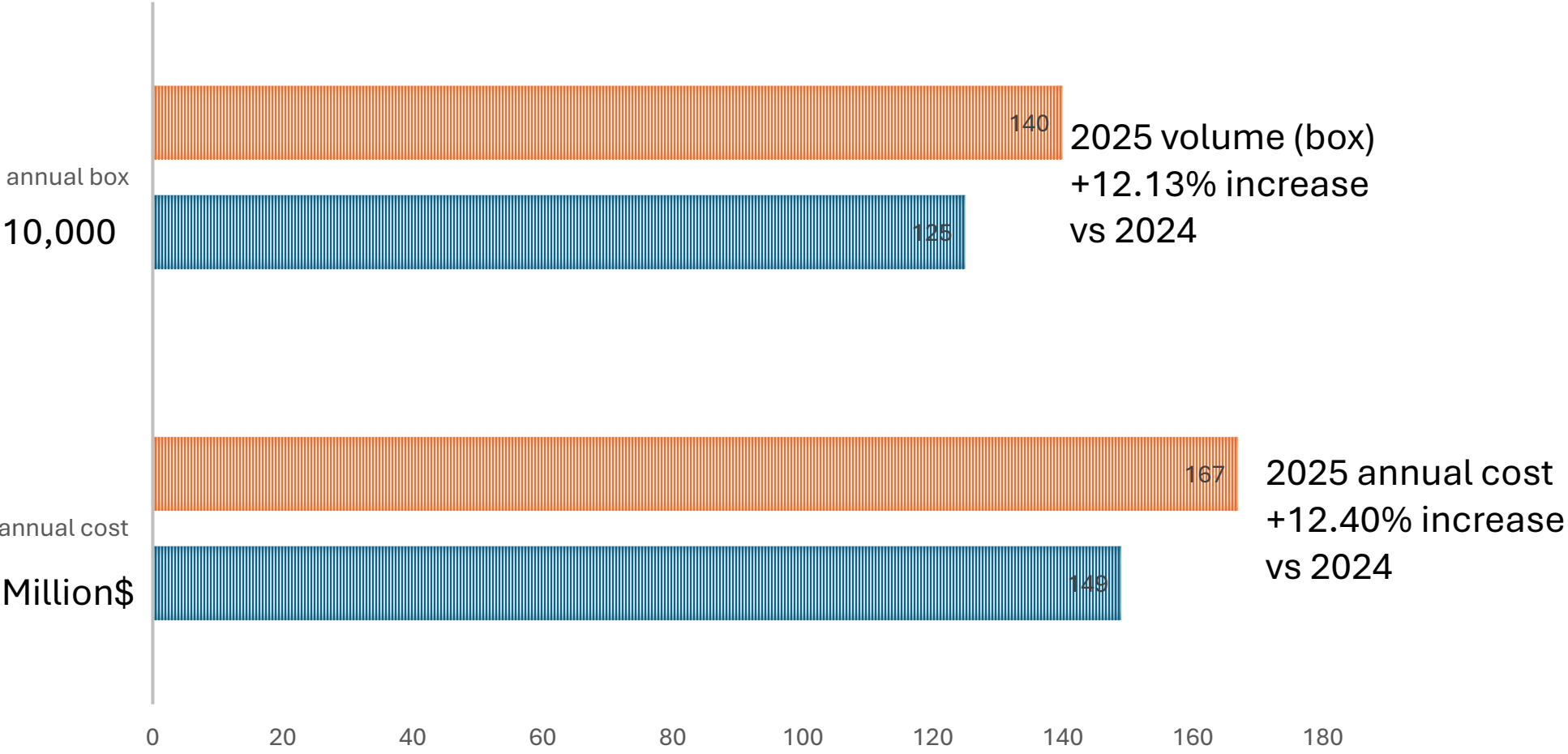
***(2) 2025 Terminal Cost
Control Result***



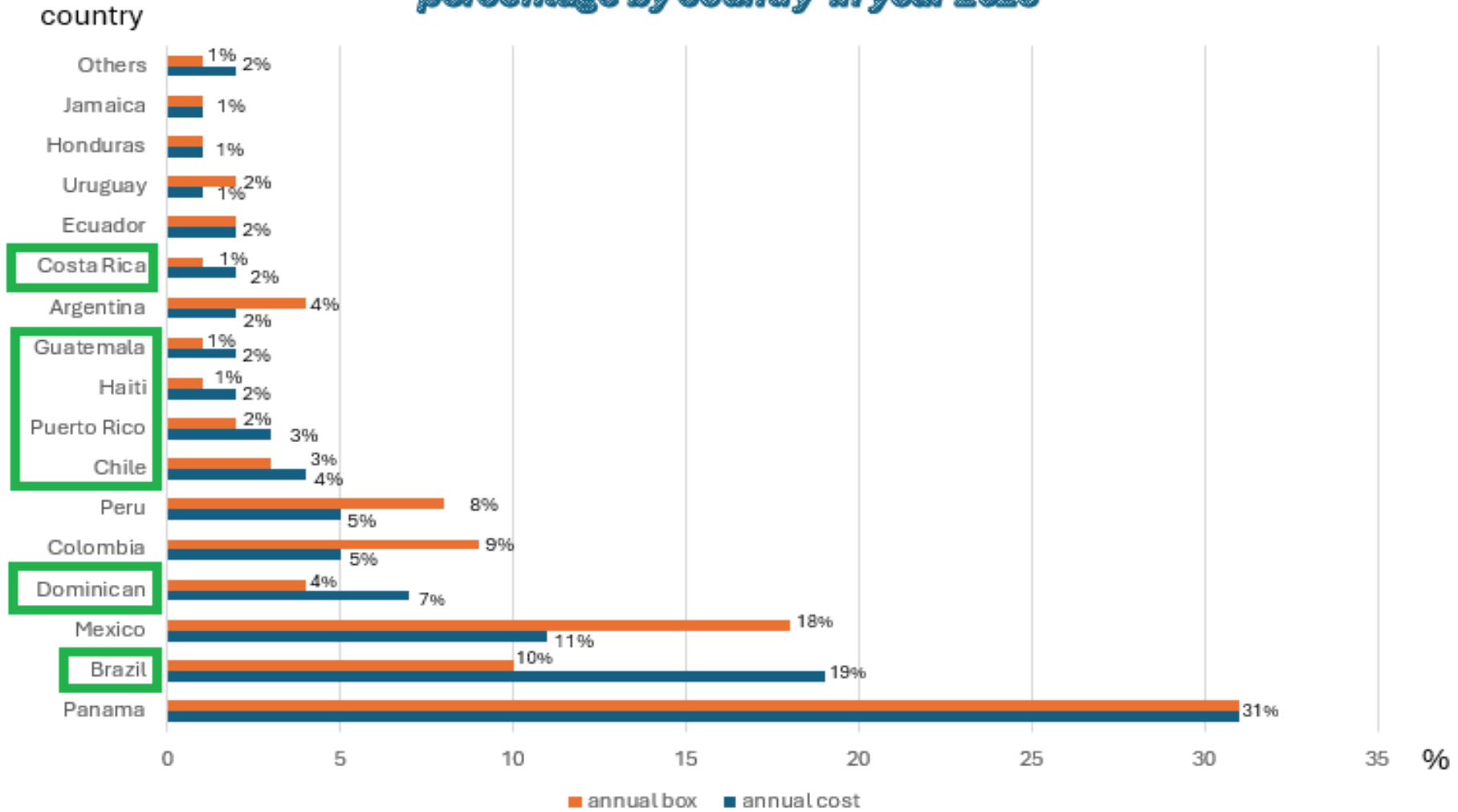
Latin American region

ANNUAL COST AND VOLUME GROWTH


2025 2024



Latin America annual stevedore cost and volume percentage by country in year 2025



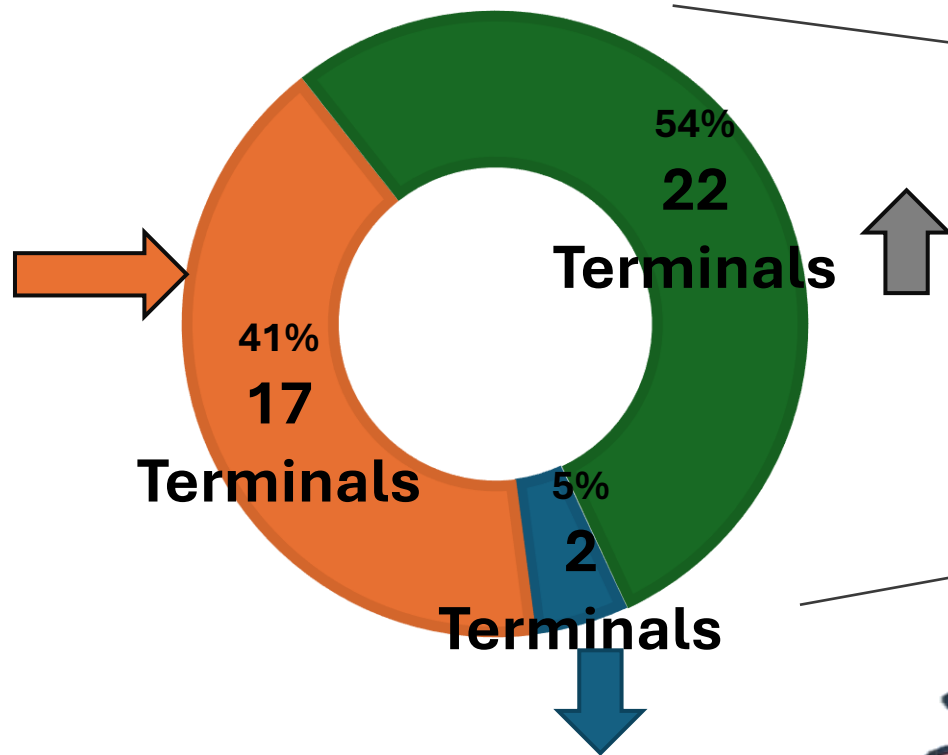
2025 Latin American Terminal Stevedore Cost Control Result

 Inform BCC to adjust THC accordingly when terminal handling rate increased

Total 41 Terminals

■ Rate Decrease ■ Rate Freeze ■ Rate Increase

BRRIO/BRNVT
MXDHJ/MXLZC
MXMZOA/MXALT
MXVRC/GTZNJT
GTZST/SVAGR
HNSLO/CRCAL
PACCT/PABBA
HTPAP/JMKNP
CWCUR



ARBUE/COBVT



UYMVD/MXMZO
HNZPU/CRMBOB
DORHN/JMKSN
COCTG/ECGYE
PECAL

BRSTO/BRPNP
BRIOA/MXMZOS
MXMZOC/GTZNJP
NICPK/PAZJP
DOCAU/PRSJU
COBQL/COSMM
CLSAI





TOPIC 2

1) Potential terminal in Latin America research

(2) Terminal information collection and update



Cuyutlán terminal in Manzanillo project pending due to environment issue (Mexico)

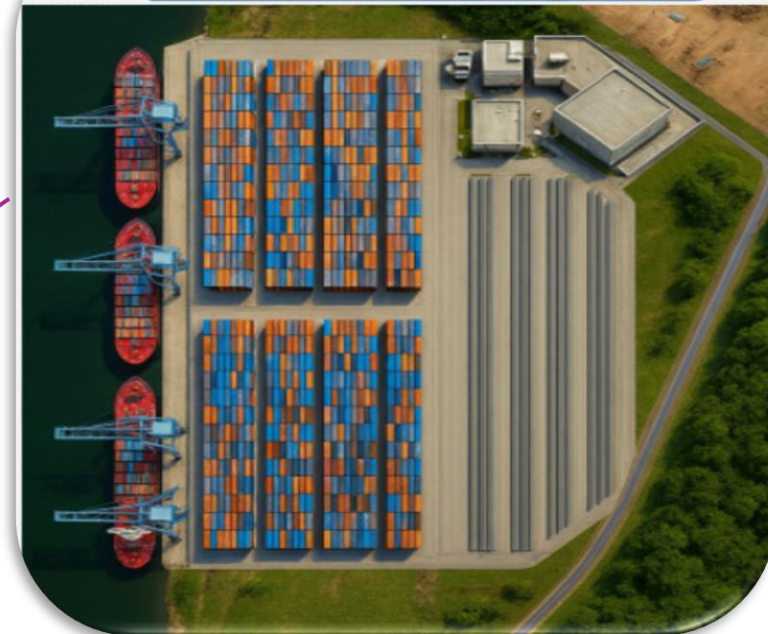
Santos, Brazil STS10 tender postpone to April/30/2026



Latin America



Panama Atlantic (Telfers)



Panama Pacific (Corozal)



Current Status
Market outreach stage
Initial feedback from interested parties.

Request for qualification
~3-4 months
(Target start Dec. 2025)
Participants submit statements of qualification.

Bid Proposals
~2-3 months
(Target start June 2026)
Qualified participants submit their final proposals for evaluation.

Deadline for RFQ April/08/2026

Terminal Information

Terminal Information Collection purpose

- Update terminal situation for the demand of future fleet development study and the solution discussion to cope with optimization and sudden operation events in case.

Monthly Data Submission

- The platform is ready, agents and offices received notifications and detailed instructions.
- Agencies will receive an email at the start of each month to review and update terminal data in an Excel file.
- The file must be uploaded to the platform, where it will be automatically processed.

Other Important terminal information collection

- Collect information related to terminal competition in each area under your territory to understand the negotiating leverage.
- Collect new terminal project in each area under your territory for the purpose of investment opportunity.



TOPIC 3

The CII standards and corresponding Measures

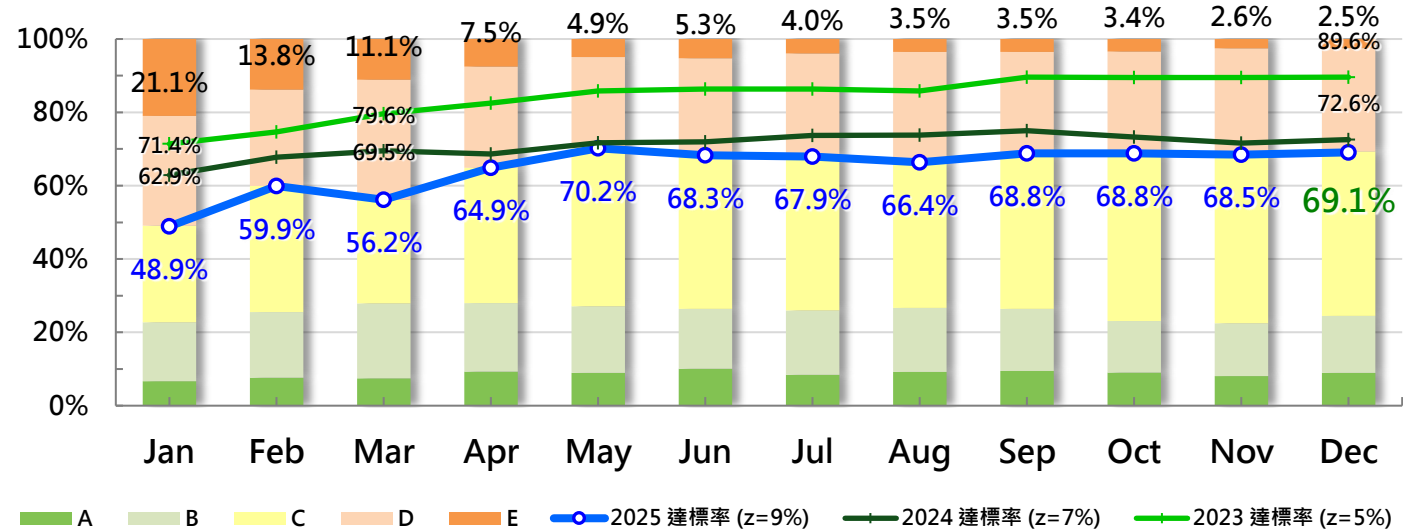




2025 Annual Target Rating C

Operation Monitoring :

- Monitor berth schedule
- Adjust speed for BOA
- Shorten port stay



Up to: 2025/Dec



1. CII Self -assessment : **69.1% reach Target** · E class: 6 vessels / D class 67 vessels in year 2025.
2. Compared to year 2024 (reach 72.6%) : down to 3.5%.
3. Due to either achieving a Class E in 2025 or two consecutive years of Class D , 41 vessels must maintain a Class C rating in 2026 .





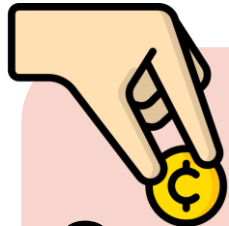
TOPIC 4

OUTLOOK – Challenge Year 2026

Latin America



2026- Challenge



Costing Competitiveness

Cost Control

Find ways for cost-cutting & Minimize the cost increase, if statutory tariff applied, the bottom line is not higher than CPI and inform BCC for THC tariff review.

Market Monitoring

Close monitoring local competition and volume growth, Timely action to induce any possible rebate/incentive with respective vendors(Terminals).



Operation Monitoring

Berth Management

Close monitoring ship berth schedule, spare no efforts for BOA & maximal gang arrangement to minimize port stay, timely report to Regional Center(ELA) & HQ proactively if any abnormality confront.

Always solve the problem timely!!

Incident Reporting

Maintain ALDS/abnormal report timely.

Port Information Update



Regulation Updates

Always update port regulation such as the maximal vessel size allowed.

Investment Monitoring

Close Monitoring port notice and feedback any potential new port terminal investment project.

MUITO
OBRIGADO

Thank
You

Merci
beaucoup!

Muchas
Gracias