

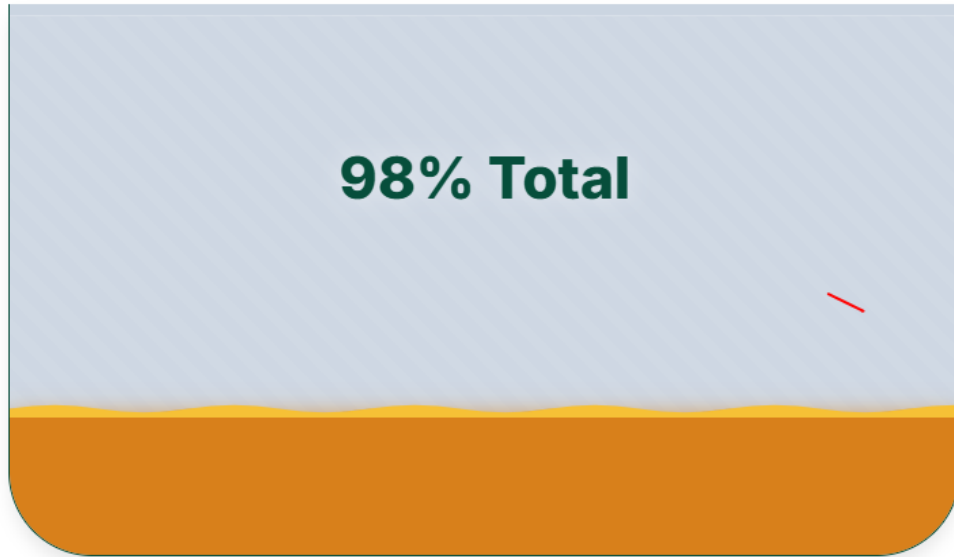
ELA MKD 2026

CONNECTING LATIN AMERICAS



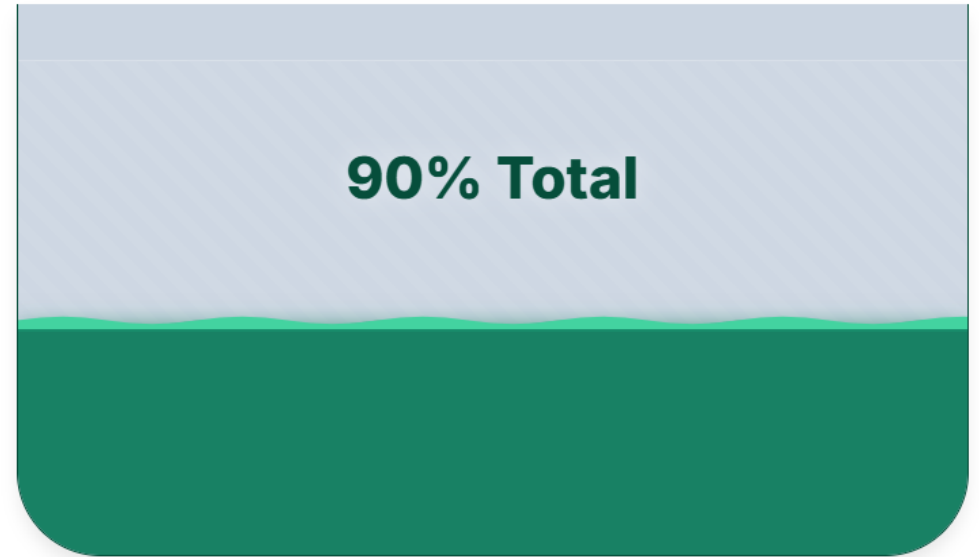
BACKHAUL REVIEW

MEXICO & WCSA TO ASIA BACKHAUL



<input checked="" type="radio"/>	Laden:	25%
<input type="radio"/>	Laden + Empty:	98%

ECSA TO ASIA BACKHAUL



<input checked="" type="radio"/>	Laden:	41%
<input type="radio"/>	Laden + Empty:	90%

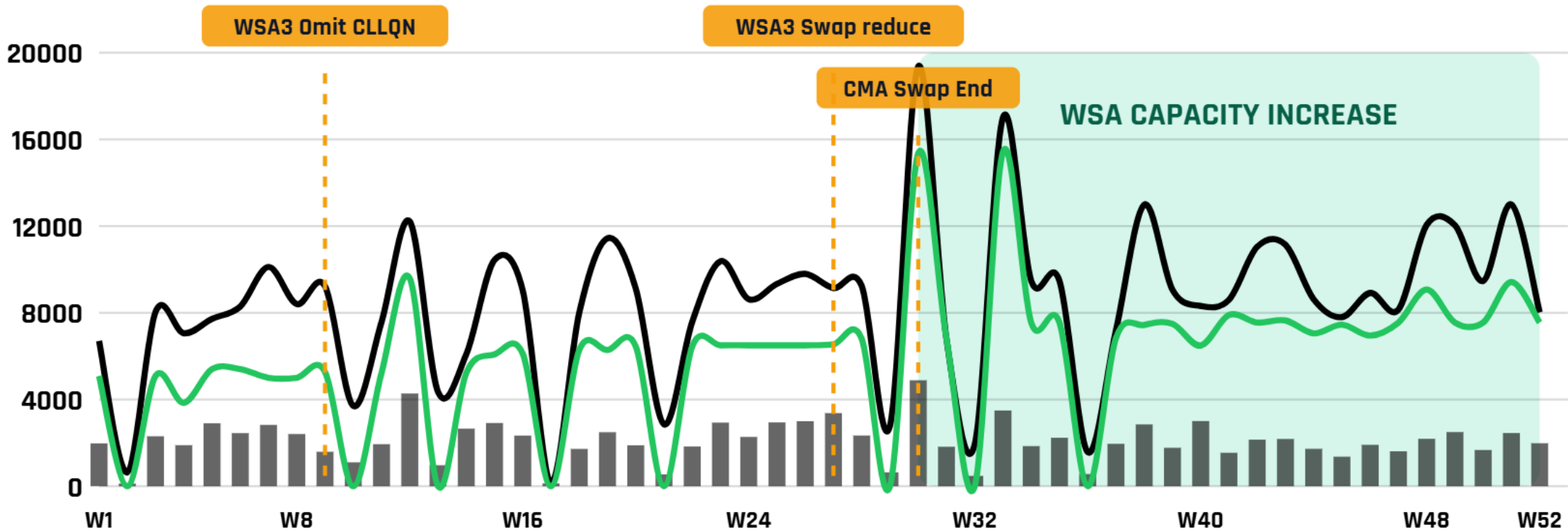


MEXICO & WCSA BACKHAUL

2025 WCSA CAPACITY EVOLUTION

Lines: Laden+Empty | Bars: Total Laden

SERVICE CHANGE
TOTAL CAPACITY
WSA
WSA2
WSA3
WSA4
WSA5



— Total: L+M Space
— WSA: EMC (9L+2F)
— WSA2: JV (EMC: 1F)
— WSA3: COSCO
— WSA4: CMA
— WSA5: CMA
■ Bar: Total Laden

SCHEDULE & FREQUENCY ANALYSIS

● WSA

BLANK SAILING	3
SKIP PABBA	3
SKIP CLVAL	4
MULTIPLE VESSEL / WEEK	0

● WSA2

BLANK SAILING	3
SKIP GTZNJ	5
SKIP 2ND MXMZO	2
SKIP PECAL	1
COR CAUSE EC DRAFT ISSUE	5
MULTIPLE VESSEL / WEEK	6

● WSA3

BLANK SAILING	11
SKIP 2ND MXMZO	4
MULTIPLE VESSEL / WEEK	2

⚡ SERVICE HIGHLIGHTS

- WSA shows the highest stability.
- PABBA was omitted to recover the PECAL window, and CLVAL was bypassed for an ad-hoc empty evacuation at MXMZO.



SCHEDULE & FREQUENCY ANALYSIS

● WSA

BLANK SAILING	3
SKIP PABBA	3
SKIP CLVAL	4
MULTIPLE VESSEL / WEEK	0

● WSA2

BLANK SAILING	3
SKIP GTZNJ	5
SKIP 2ND MXMZO	2
SKIP PECAL	1
COR CAUSE EC DRAFT ISSUE	5
MULTIPLE VESSEL / WEEK	6

● WSA3

BLANK SAILING	11
SKIP 2ND MXMZO	4
MULTIPLE VESSEL / WEEK	2

⚡ SERVICE HIGHLIGHTS

- WSA2 have significant schedule bunching cause donimo effect: COR/SKIP



SCHEDULE & FREQUENCY ANALYSIS

● WSA

BLANK SAILING **3**

SKIP PABBA **3**

SKIP CLVAL **4**

MULTIPLE VESSEL / WEEK **0**

● WSA2

BLANK SAILING **3**

SKIP GTZNJ **5**

SKIP 2ND MXMZO **2**

SKIP PECAL **1**

COR CAUSE EC DRAFT ISSUE **5**

MULTIPLE VESSEL / WEEK **6**

● WSA3

BLANK SAILING **11**

SKIP 2ND MXMZO **4**

MULTIPLE VESSEL / WEEK **2**

⚡ SERVICE HIGHLIGHTS

- Constantly Blank sailing when change service route
- Due to Mexico Contecon terminal congestion, skip MXMZO



COMMODITY REVIEW & SUMMARY (DRY CARGO)

EMX

TOTAL
11,813

ECO

TOTAL
3,700

EECU

TOTAL
5,966

EPE

TOTAL
50,260

ECL

TOTAL
13,745

EMX COMMODITY TREND (W1-W52)



SUMMARY

- Iron Ore did not get Mexico government permission at 2025, which represent at least 450 TEU/per week in the market
- Mineral 11% market share for EMC
- Scrap 13% market share for EMC
- Mexico Backhaul cargo represent 8.6% for market share
- Alternative cargo increase 159% from NOV to DEC

COMMODITY REVIEW & SUMMARY (DRY CARGO)

EMX

TOTAL
11,813

ECO

TOTAL
3,700

EECU

TOTAL
5,966

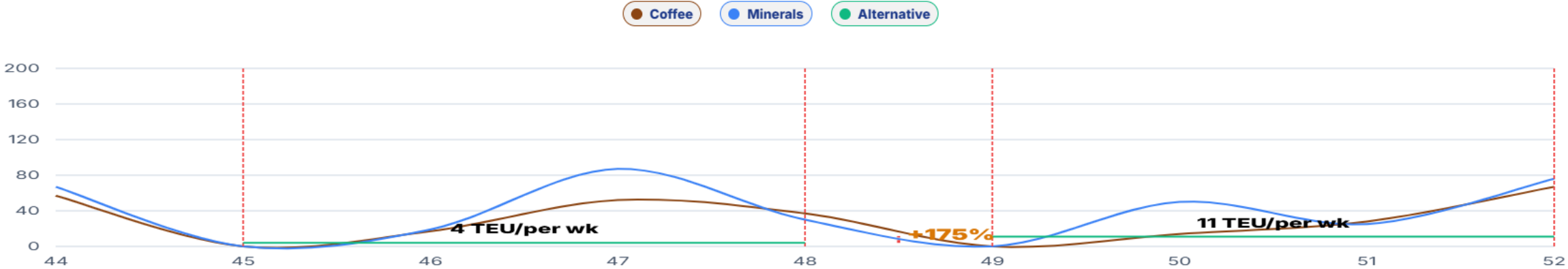
EPE

TOTAL
50,260

ECL

TOTAL
13,745

ECO COMMODITY TREND (W1-W52)



SUMMARY

- Colombia Backhaul cargo represent 25.5% for market share, 2nd Place of Market.
- Alternative cargo increase 175% from NOV to DEC



COMMODITY REVIEW & SUMMARY (DRY CARGO)

EMX

TOTAL
11,813

ECO

TOTAL
3,700

EECU

TOTAL
5,966

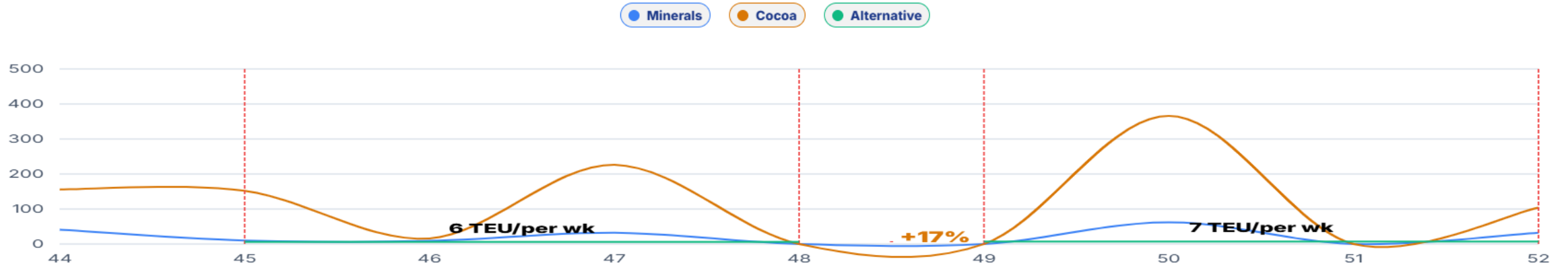
EPE

TOTAL
50,260

ECL

TOTAL
13,745

EECU COMMODITY TREND (W1-W52)



SUMMARY

- Ecuador backhaul 66% Reefer (Frozen seafood/Banana), but depend on Reefer supply.
- Teakwood is majority commodity, but main POD is IN area, suffer space/weight issue.
- Ecuador backhaul cargo represent 10% of Market Share in Dry cargo.
- Alternative cargo increase 17% from NOV to DEC



COMMODITY REVIEW & SUMMARY (DRY CARGO)

EMX

TOTAL
11,813

ECO

TOTAL
3,700

EECU

TOTAL
5,966

EPE

TOTAL
50,260

ECL

TOTAL
13,745

EPE COMMODITY TREND (W1-W52)



SUMMARY

- Peru fishmeal I campaign (W18-W32) 40% market share, 1st place of market
- Peru fishmeal II start 2025W51 til 2026W13
- Peru backhaul dry cargo represent 23%, 1st place of market
- Alternative cargo increase 57% from NOV to DEC

COMMODITY REVIEW & SUMMARY (DRY CARGO)

EMX

TOTAL
11,813

ECO

TOTAL
3,700

EECU

TOTAL
5,966

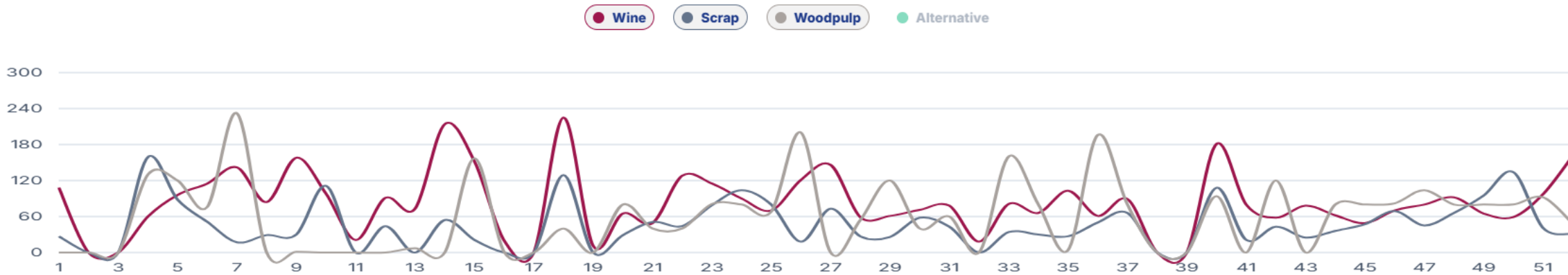
EPE

TOTAL
50,260

ECL

TOTAL
13,745

ECL COMMODITY TREND (W1-W52)



SUMMARY

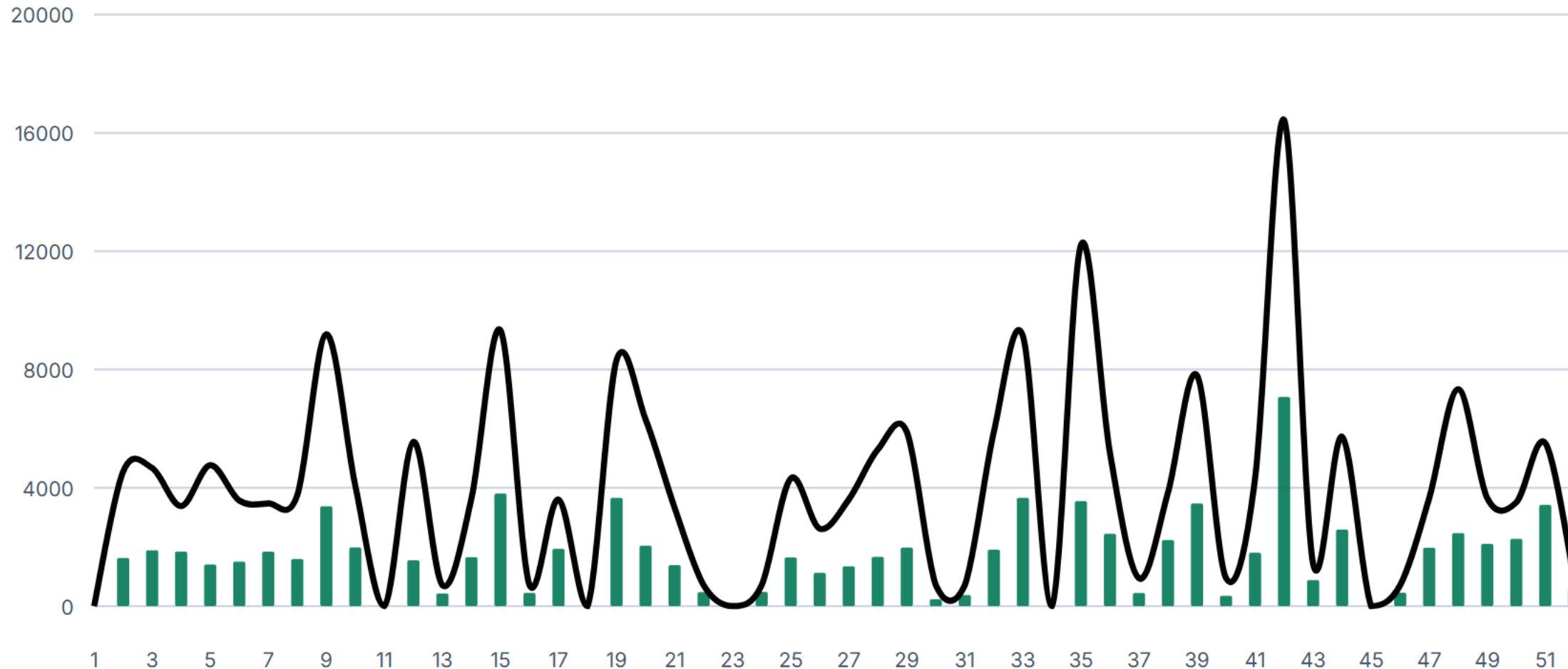
- WSA3 2025W9 omit Lirquen, Woodpulp is majority commodity 150 TEU/per wk, depend on dry container repo in.
- WSA ommsion/slide affect export.
- Alternative cargo increase 19% from NOV to DEC



ECSA BACKHAUL

2025 ECSA CAPACITY EVOLUTION

Lines: Laden+Empty | Bars: Total Laden



— Total: L+M Space
 — ESA: EMC (6F)
 — ESA3: COSCO+CMA
 ■ Bar: Total Laden

SCHEDULE & FREQUENCY ANALYSIS



SKIP BREAKDOWN

Port	ESA (Skips)	ESA3 (Skips)	Total
ITAPOA	-	14	14
SANTOS	5 (EMC 2)	6	11
PARANAGUA	6 (EMC 2)	2	8
NAVEGANTES	-	7	7
MONTEVIDEO	-	-	-
BUENOS AIRES	-	-	-
TOTAL	11	29	40

BLANK SAILING

ESA Vessel	Count	ESA3 Vessel	Count
TOTAL	3	TOTAL	6

MULTIPLE VESSEL / WEEK BREAKDOWN			
ESA Vessel	Count	ESA3 Vessel	Count
TOTAL	7	TOTAL	4

2026 BACKHAUL STRATEGY

MEXICO & WCSA

 ALTERNATIVE COMMODITY INCREASE

 SEASONAL DOMINANCE

 REEFER INVENTORY SUPPLY

 SCHEDULE INTEGRITY

ECSA

 RECOVER ESA BRNVT 2ND CALL

 SCHEDULE INTEGRITY

 SANTOS MAXIMIZATION

2025 REGIONAL PERFORMANCE

43,890

TOTAL TEU

10.2 M

GPS

13

TRADES

21

MARKETS



2024 PERFORMANCE

41,127 TEU

2025 PERFORMANCE

43,890 TEU (7%↑)

2025 REGIONAL PERFORMANCE

43,890

TOTAL TEU

10.2 M

GPS

13

TRADES

21

MARKETS



GPS BREAKDOWN

M/V GPS

9.4 M (92%)

FDR

0.8 M (8%)

2025 REGIONAL PERFORMANCE

43,890

TOTAL TEU

10.2 M

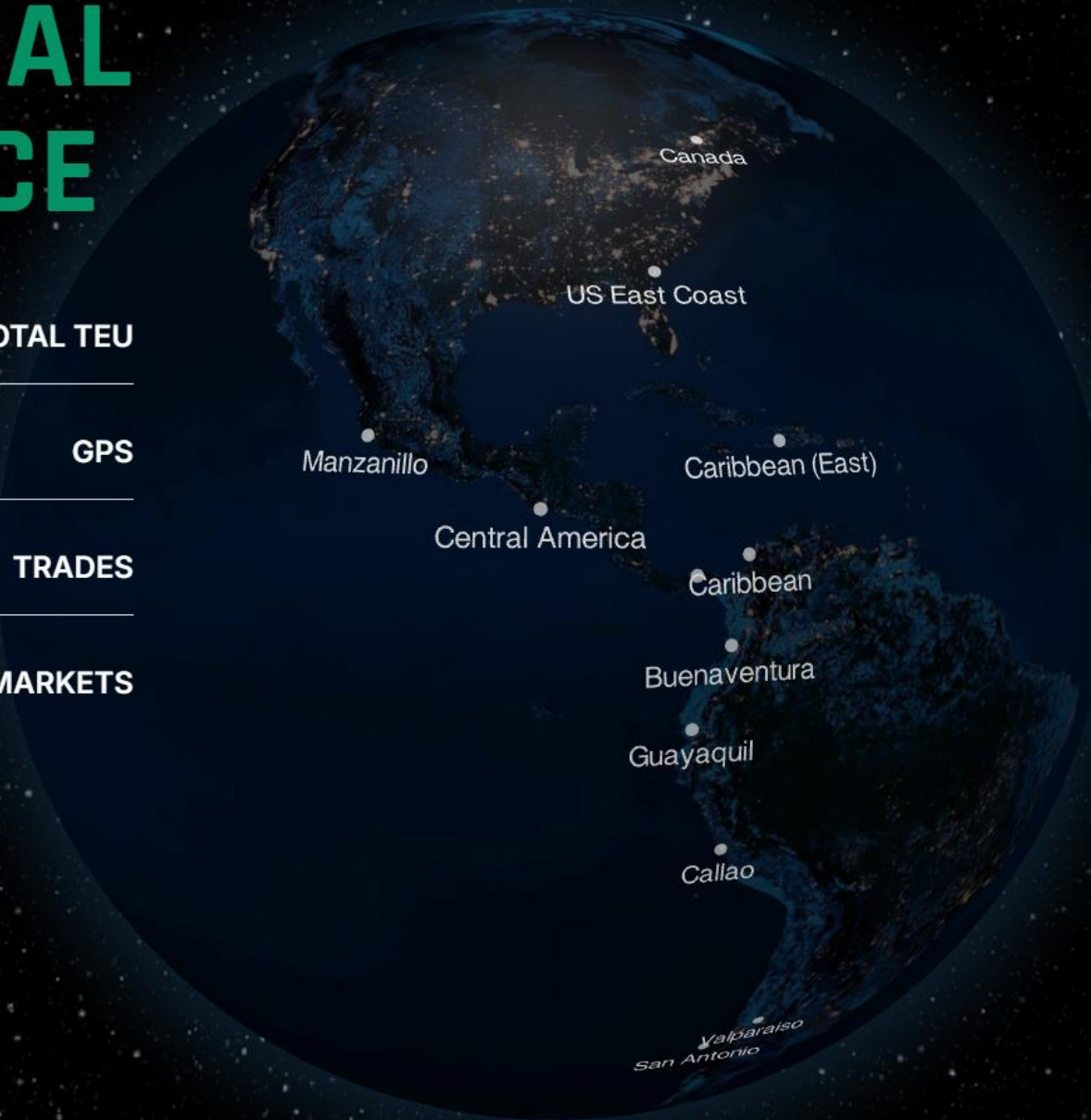
GPS

13

TRADES

21

MARKETS



TOP 5 EXPORT TRADES

1
WS (Intra-WCSA)
 17,376
 39.5%

2
619+AW
 CA/NAME - WCSA
 7,101
 16.0%

3
CW (MX)
 Mexico - WCSA
 4,404
 10%

4
WC
 WCSA - Mexico
 4,344
 9.8%

5
CW (WCCA)
 Central America - WCSA
 3,191
 7.2%

Reset View

CHALLENGES



REGIONAL PRICE WAR

AWARDED

MABE

AWARD VOLUME: **1,668 TEU** EST AVG GPS **76** 2025 AVG GPS **84**

AB-Inbev

AWARD VOLUME: **1,769 TEU** EST AVG GPS **4** 2025 AVG GPS **12**

PENDING

KIMBERLEY CLARK (both end Local charge need ALL-IN)

COBVT - PECAL PV: 1,402 TEU

A/C IDEAL GPS **-467.54**

PECAL - CLVAL PV: 5,650 TEU

A/C IDEAL GPS **-391.19**

NESTLE (SUPER ALL IN)

COBVT - PECAL PV: 600 TEU

A/C IDEAL GPS **-446.99**

MXMZO - WCSA PV: 1,818 TEU

A/C IDEAL GPS **-314.66~-398.84**



LIMITED NORTHBOUND SERVICE

Currently only WSA2/WSA3 provide service back to Manzanillo, but both service suffer move count & service delay. Also affect MTA platform, although AC have PV but EMC can't offer service.



MOVE COUNT LIMITS

BSA restrictions

- WSA2: Puerto Quetzal (GT)
- WSA3: San Antonio (CL)



SCHEDULE

- 2026 WSA2/LAE Schedule Recovery

EXISTING SERVICE

WSA6 SERVICE ▼

Ensenada - Manzanillo - Lazaro Cardenas - Puerto Quetzal - Buenaventura - Callao - San Antonio



✓ Recover Ensenada regional service

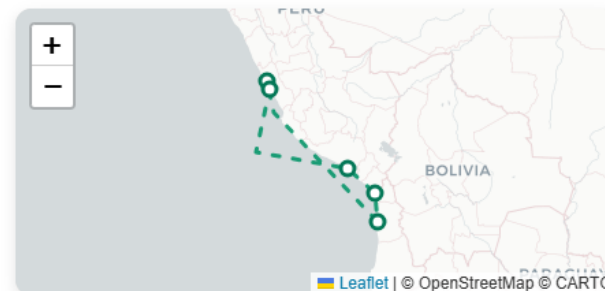
✓ Puerto Quetzal to WCSA, create 30-40 TEU/per wk

✓ San Antonio do not have move count restriction

NEW SERVICE

IQUIQUE / ARICA SERVICE REGIONAL SERVICE ▼

Chancay - Callao - Iquique - Arica - Matarani - Callao



✓ Increase EMC port coverage

WSA ADD CALL: POSORJA ▼

Manzanillo - Balboa - Buenaventura - Posorja - Callao - Valparaiso



✓ EC Reefer inventory become stabilize

✓ New direct service for regional