



Netherlands Enterprise Agency

The Seaports of Central America

Commissioned by the ministry of Foreign Affairs

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International.*



Ministry of Foreign Affairs of the
Netherlands

The Seaports of Central America

DEVELOPMENTS, OPPORTUNITIES AND BACKGROUND INFO 2017

EMBASSY OF THE NETHERLANDS IN COSTA RICA

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1 Central America

The Central American region consisting of Guatemala, , El Salvador, Honduras, Nicaragua and Costa Rica hosts a total of 12 major ports. The countries have a geographic advantage by having both ports on the Atlantic as well as the Pacific Ocean. Also their proximity to the Panama canal highlights their advantageous location. However, the region's ports do face several challenges. Poor infrastructure causes high logistic costs. Many ports are relatively old and multipurpose. Also customs form a serious obstacle for the development of low-cost high efficiency transport. These challenges impede the competitiveness of the region. Therefore, investments in infrastructure are vital for the region's development.

General information

Country	Landmass	Population (in millions,2015)	GDP (in million USD, 2016)	Expected real GDP growth (in %, 2018)
Guatemala	108889	16.2	68763	3.4
El Salvador	20720	6.1	26798	2.1
Honduras	112492	9.1	21367	3.7
Nicaragua	121428	6.2	13204	3.8
Costa Rica	51100	4.8	57436	4.3
Central America	414629	42.4	187568	3.46*

* Not compensated for by size of economies

Data: <http://country.eiu.com/All>

1.1 Efforts for increased cooperation

The region of Central America consisting of Belize, Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica and Panama has called into being a cooperation mechanism to promote the integration of the region. Two of the forthcoming organs focus on transport i.e. COMITRAN (Central American Commission for transport) and COCATRAM (Central American Commission for Maritime Transport).

Within COMITRAM there is a consensus that the Central American region is facing numerous logistic challenges which form major impediments for trade growth. Around 40% of the total value of products consist of logistic costs. Therefore, infrastructure investments are highly necessary according to COMITRAN and a report by the Inter-American Development Bank. These investments should cover both the port infrastructure and the infrastructure in the hinterland. However, due to the poor land infrastructure, sea transport has in some cases a relative advantage. Transport between two points that are more than 1100 KM from each other is cheaper by ship than by truck, leading to relatively more intensive shipping.

Port development in the region is a vital instrument to promote the region's integration internally and externally. Better port infrastructure lowers the import and export costs increasing the region's competitiveness. However, this cannot just be achieved by the construction of more ports. Also

investments in existing ports and port adaptation is crucial for the region's development. This need for investments creates numerous business opportunities that will be highlighted in the following chapters.

2 Costa Rica

2.1 Costa Rica's port statistics in an overview (2016)

During the year of 2016, 16.7 million MT passed through Costa Rica's maritime ports. This is 9% more than in 2015. Offloaded cargo constituted 55% of this amount, which is an increase of 7% with the past year. Meanwhile the cargo loaded on the ships constituted the other 45% and increased 11% compared to the year before.

The ports of Caldera and Limón-Moín which are already the largest ports and the country's only ones to be able to receive Panamax vessels registered an increase in cargo of 11 and 9 percent respectively. Also the ports of Puntarenas and Quepos saw growth. However, the smaller ports of Golfito and Punta Morales saw a decrease in the volume of cargo managed by the port.¹

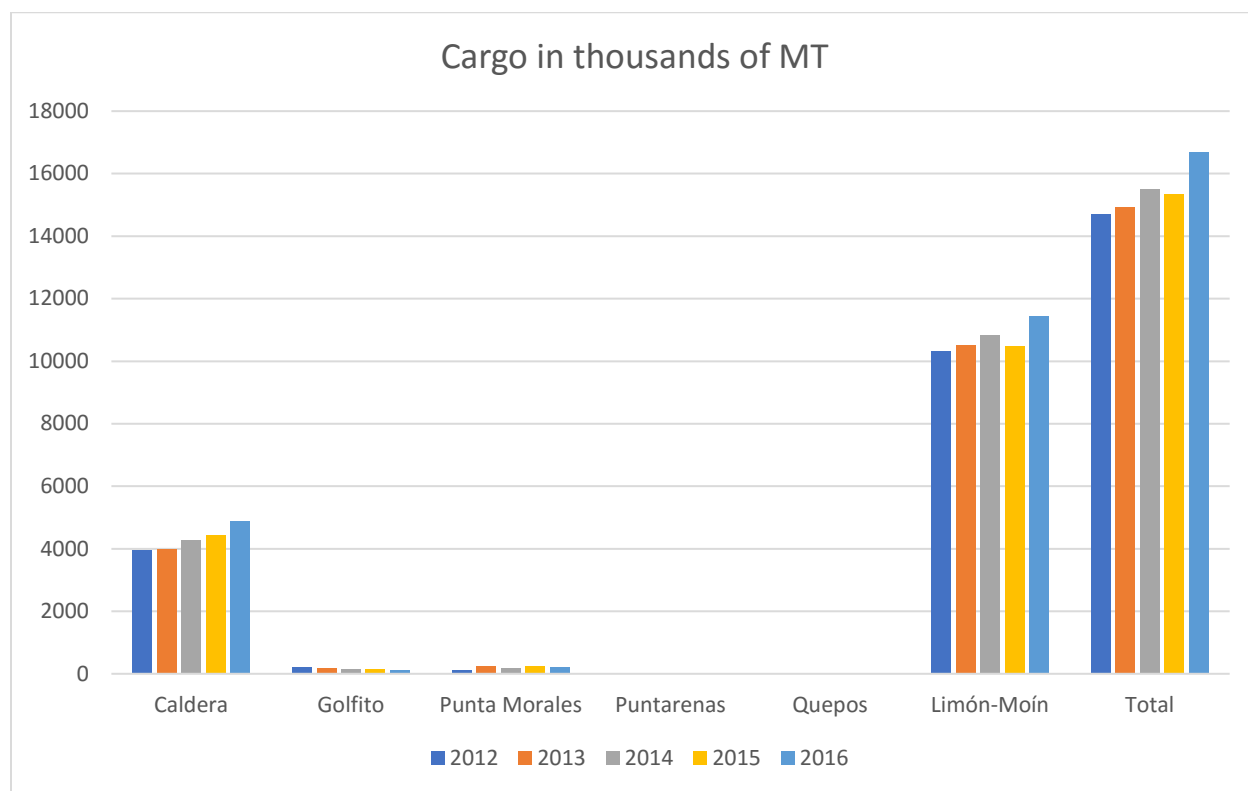
General information

Type of Cargo	% of total	% increase (base year 2015)	Port	Cargo in thousands of MT	Ships	Containers (TEU)
Containers	61	9	Caldera	4885.07	589	264371
Liquid bulk	16	4	Golfito	130.03	136	-
Solid bulk	15	4	Punta Morales	212.56	10	-
General cargo	7	32	Puntarenas	1.69	73	-
RO-RO	less than 1	-	Quepos	4.68	150	-
			Limón-Moín	11436.24	2063	1441757

Cargo in thousands of MT					
Port	2016	2015	2014	2013	2012
Caldera	4885.07	4420.82	4285.98	3978.47	3941.25
Golfito	130.03	154.42	161.43	169.4	206.62
Punta Morales	212.56	249.43	192.18	225.74	119.03
Puntarenas	1.69	1.21	1.32	0.92	1.44
Quepos	4.68	2.25	1.79	-	3.64
Limón-Moín	11436.24	10477.46	10812.64	10510.6	10325.59
Total	1667027	1534352	15499.23	14931.59	14691.28

Data: http://www.cocatram.org.ni/Estadisticas_Portuarias_2016.pdf

¹ http://www.cocatram.org.ni/Estadisticas_Portuarias_2016.pdf



Data: <http://www.cocatram.org.ni/redmarport.html>

2.2 Current developments

2.2.1 China and Costa Rica: Special Economic Zone

China and Costa Rica are currently exploring the desirability of a Special Economic Zone on the Pacific Coast of Costa Rica. The plan involves the construction of a new airport in Orotina, an extension of the route to Puerto caldera, the construction of a road from San José to San Ramón and the simplification of rules to facilitate trade. Costa Rica is favored by mainland China, among others, because it is the only country in Central America that favors mainland China over Taiwan. However, on the 4th of September, a report following an investigation started in 2014, rendered Costa Rica not ready for a Chinese special economic zone. Before such a special economic zone, there would be the need of investments, in several areas, such as the construction of an industrial zone and improvements in land infrastructure. The prospects of a Chinese special economic zone are now bleak. The full report is not yet available for the public.²

2.2.2 Puerto Moín

The port of Moín will need numerous upgrades in the coming years. These upgrades and maintenance works are partially financed by the Central American Bank for Economic Integration. The following business opportunities are available:

² http://en.centralamericadata.com/en/article/home/Costa_Rica_is_Not_Ready_for_a_Chinese_Economic_Zone

- The widening and deepening of the access channel
- The extension of the berth by 300 meters
- The construction of new yards (60.000m2), improving cargo handling and storage facilities
- The relocation and construction a new administrative building
- Operational equipment (tugs, forklifts, yard trucks, conveyors and material handling equipment)
- Dredging
- Financing (more funds are needed)
- Terminal management software
- Port security technology

2.2.3 Petroleum dock Moín

The consortium ICA-MECO is currently constructing a petroleum dock in Moín commissioned by the Costa Rican petroleum refinery RECOPE. These works contain the extension of the current petroleum dock, the extension of the breakwater and the construction of 4 dukes berths, four moorings and a loading platform. Also the construction of security and petroleum infrastructure is included in the project. These works should allow for the attendance of larger ships and higher efficiency.³ The construction was delayed due to financial problems of ICA. The dock is expected to be ready not before January 2018.⁴

2.2.4 Puerto Limón

In the long term, Puerto Limón will be converted to serve only tourist purposes. As such, it will be converted into cruise port joint by a marina. Because of its focus on tourism, there will be an increased need for businesses that support this focus on tourism, meaning that there will be a greater need for hotels, restaurants, shops and travel agencies offering trips in the region. While hotels will mainly serve the marina, most other businesses will be able to serve both the cruise terminal and the marina. Also in the master plan for the Caribbean, the integration of the city of Limón with the port of Limón is one of the main objectives. Ultimately this should lead to a greater benefit of the ports for the local population. Concrete opportunities here are in:

- Cruise terminal development **Port of Amsterdam thru concession or PPP????**
- The extension of the berth
- Dredging
- Construction of passenger and administrative buildings
- Development of shopping and food court facilities
- Financing

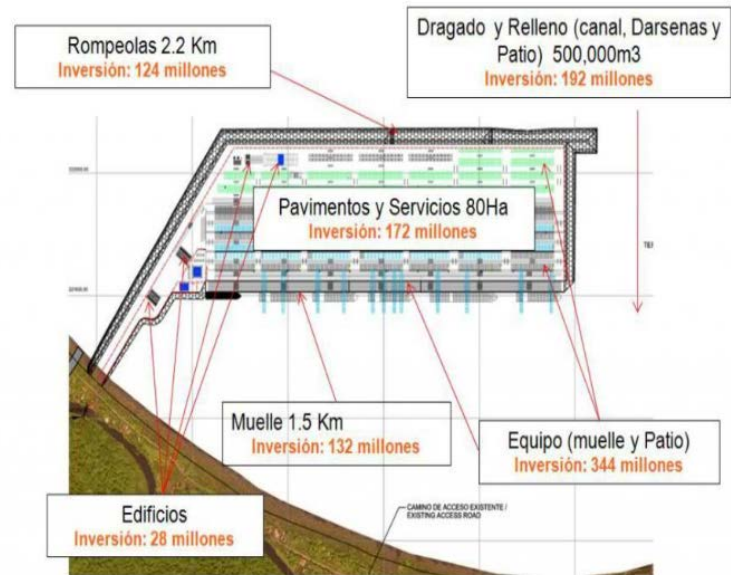
Website: <http://www.japdeva.go.cr/>

³ http://en.centralamericadata.com/en/article/home/ICAMECO_se_adjudica_muelle_petrolero_en_Costa_Rica

⁴ http://www.centralamericadata.com/es/article/home/Obras_en_muelle_petrolero_en_Mon_siguen_paralizadas

2.2.5 APM Container Terminal Moin

Currently, Van Oord and BAM International are constructing the first phase of development, scheduled for completion at mid-2018. The first phase calls for the access channel and turning-basin to be dredged to 16 meters, a new 1.5 km breakwater to be constructed with a 40 hectare container yard, 600 meters of quay and 2 berths equipped with 6 post-Panamax cranes. Upon the completion of the final phase, the terminal will have an area of 80 hectares, with 1500 meters of quay, 5 berths, a 2.2 km breakwater and an access channel 18 meters deep, serving as a shipping hub for the Caribbean and Central America. The TCM project represents an overall investment of approximately 1 billion USD. The deep-water TCM will increase the port's annual throughput capacity by 1.3 million TEUs at opening, with a potential build-out of 2.7 million TEUs. APM Terminals Moin is designed for fully-cellular container ships under JAPDEVA's master plan.



For phase 2 and 3 with an expected investment of 336 million USD, there are the following business opportunities:

- Engineering management
- Construction management
- Widening and deepening the access channel
- Dredging
- Break wall and berth wall expansion
- Constructing new yards
- Container handling equipment
- Cargo management software
- Port security equipment
- Cold storage/refrigeration equipment
- Financing

Website: <http://www.apmterminals.com/en/operations/latin-america/moin>

2.2.6 Americas Gateway Development Corporation (AMEGA)

AMEGA has developed studies for a transshipment container terminal at Moín, Costa Rica. AMEGA is planning to build a new deep-water international container transshipment terminal on the Atlantic coast of Costa Rica on Moín Bay near Limon, known as the Mega Terminal of the Atlantic (MTA). For this project an investment of around 1 billion USD is expected. With an initial capacity of 2 million TEUs per year (90% international transshipment, 10% domestic import-export), the MTA will provide:

- New and highly efficient transshipment capability for vessels up to super post-Panamax size with the deepest depth in Caribbean of 19 meters;
- Security meeting the stringent requirements of the US Secure Freight and Container Scanning Initiatives with 100% x-ray and radiation scanning;
- A strategic location:
 - o 223 nautical miles from the Caribbean terminus of the Panama Canal at Colon.
 - o In hurricane-free latitudes.
 - o In politically, economically, and socially stable Republic of Costa Rica.
- Caribbean terminus for a future “dry canal” across Costa Rica linking with high-speed rail and pipelines to the Pacific coast permitting effective inter-oceanic competition for the Panama Canal. It includes the capability to serve the newest class of container vessels too large for the expanded Panama Canal.

On February 3, 2017, the Government of Costa Rica formally announced that AMEGA Ltda received the notice to proceed with the proposition phase of the project development which includes Environmental Impact Studies (EIS), Financial Analysis, the Front-End Engineering Design (FEED) and Engineering Procurement Construction Contract (EPC) for the new transshipment terminal. For the construction of the transshipment there will be a need for:

- The widening and deepening the access channel,
- Construction of a break wall, berth wall,
- Constructing new yards, improving cargo handling and storage facilities,
- Operational equipment (cranes, tugs, forklifts, etc.)
- Dredging
- Financing

Website: <http://www.amegaholdingsinc.com>

2.2.7 Puerto Caldera

The Chilean company SAAM bought 51% of Puerto Caldera through which SAAM gained control of two concessions at Costa Rica’s second biggest port. SAAM operates ten terminals in six Latin American countries, as well as one in Florida, as part of its diversification and globalization strategy. The Chilean company will control 51% of Sociedad Portuaria de Caldera (SPC) and Sociedad Portuaria Granela de Caldera (SPGC). This deal will cost the company US\$48.5m if it is approved by the country’s regulatory authorities. Puerto Caldera is the second biggest in Costa Rica and is situated on the country’s West Coast. Its throughput in 2015 was 238,000 TEU.

As a result of the concession, new investments are made in the port area totaling to an amount of \$150 million. These lead to the following business opportunities totaling to an amount of \$150 million:

- The construction of a new/expanded breakwater wall,
- The widening and deepening the access channel to 13m depth,
- The extension of the berth,
- The construction of new yards, improving cargo handling and storage facilities,

- The relocation and construction of a new administrative building,
- Investments in operational equipment (cranes, tugs, forklifts, etc.),
- financing

Website: <http://www.saam.com/en/port-terminals/caldera-port/>

2.2.8 Construction of a liquids storage terminal

Since September 2017, the construction of a liquid goods terminal started at the port of caldera. \$4.6 million will be invested in two stages. In the first stage that will run till march 2018, 6 tanks of 825 cubic meter per unit will be constructed. The second phase that will be started in April 2018 will see the construction of 4 more of the same tanks. The project should be finished by the end of July. The tanks are meant to contain chemicals as well as vegetable and animal oils.

For 2017, the following projects by INCOP were envisaged:

- Design and construction of improvements to the Marine Park of the Pacific
- Reparation of the Bridge Mata de Limón
- Berth in Isla de Chira
- Berth in Bahía Ballena
- Fish market
- Remodelling and construction of Plaza Esparza
- Skating rink at the Paseo de los Turistas
- Construction of complementary works at the Parque de Muellero (Park of the Docks)
- Development of a Masterplan for Investment in Tourism (PMIT)⁵

Website: <http://www.incop.go.cr/>

2.2.9 Cruise port Puntarenas

The cruise terminal of Puntarenas hosts around 78 to 85 ships per year. Its dock of 553.44 meters allows for the arrival of two cruise ships at the same time. The depth of the water is measured at 10.5 meters.

For this port there are opportunities in:

- Cruise terminal development
- The extension of the berth,
- Construction of passenger and administrative buildings
- Development of shopping and food court facilities
- Financing
- INCOP is interested in giving out a concession for its cruise terminal in Puntarenas

2.3 Port objectives of MIDEPLAN

The Ministry of Planning and Political Economy (MIDEPLAN) has developed numerous objectives related to maritime transport and cruise tourism.

⁵ http://www.hacienda.go.cr/docs/585d5673735d7_DE-677-2016-INCOP.pdf

Project	Timeframe	Budget in USD	Description
Making Puerto Caldera more efficient	2015-2018	3.15 million	Under the umbrella of making the port of Caldera more efficient, MIDEPLAN has developed 2 projects to allow for this development. It has set the objective to decrease the amount of time that bulk carrying ships have to wait for the port with 69 percent over the period of 2015-2018. For regular ships, they aim to decrease the time with six hours in the same timeframe. However, the risk they are facing is the disablement of one or more berths at the port of Caldera due to the accumulation of sediments.
Making Puerto Limón and Moín more efficient	2015-2018	268 million	For the period of 2017-2018 they aim to reduce the inactivity of ships with 4 hours. In 2013 the average waiting time of the ships was 21 hours and after 2018 this number should be 17. The risks that were identified for this project are the insufficiency of the port infrastructure and equipment. The other risk is the risk of strikes and manifestations coming both from internal as external sources.
Breakwater Caldera	2016-2017	12 million	By the end of 2017 the extension of the breakwater in the port of Caldera should have been completed. However, the project has still not been tendered.
Reconstruction and extension works in Puntarenas, Paquera and Naranjo	2016-2017	9 million	Also in 2017, the reconstruction and extension of both terminals and docks in Puntarenas, Paquera and Naranjo will be completed
Dock in Golfito	2015-2018	3.1 million	The project to rehabilitate the dock in Golfito will be finished not before the end of 2018. In 2018 it is aimed to have completed at least 83%.
Cruise objectives	2015-2018	2 million	The Ministry of Planning and Political Economy has set the objective to give an impulse to cruise tourism to the country. The goal is to promote the affluence of the cruise visitors in order to generate opportunities for economic and social development in the port areas. The baseline they took for this is 2013. In the period 2010-2013 the number of cruisers visiting the country decreased by 52%. For the period of 2015 to 2018, they envision an increase of 1% (compared to 2013) in the number of cruise visitors.

		<p>However, in the period of 2013-2015 the cruise tourism grew again with 17.8% (2014) and 10.8% (2015). They will hold 4 campaigns to achieve this of which the integral aspects will be, advertisement, expo fairs, tourism activities and events in different areas within the nation, support for business partners, chambers and associations and finally public relations actions.</p>
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Source: <https://documentos.mideplan.go.cr/alfresco/d/d/workspace/SpacesStore/cd1da1b4-868b-4f6f-bdf8-b2dee0525b76/PND%202015-2018%20Alberto%20Ca%C3%B1as%20Escalante%20WEB.pdf> p. 412-413

3 Guatemala

3.1 Guatemala's port statistics in an overview (2016)

In 2016, Guatemala's ports handled a total of 26.4 million MT, which is an increase of 1% compared to 2015. The offloading of cargo reached 15.5 million MT which represented 59% of the total and was an increase of 5% compared to the previous year. Meanwhile, the loading of the ships represented 10.9 MT or 41% constituting a decrease of 4% compared to 2015.

Puerto Quetzal transported 12 million tons; Boyas de San José, a terminal specialized in liquids, transported 2.9 million tons. Both conceived to increase their business, the former with 4% and the latter with 6%. Santo Tomas de Castilla, however, moved 8 million MT and saw a decrease of 3%. Puerto Barrios moved 3.5 million MT and also experienced a decrease of 1%.

General information

Cargo in thousands of MT					
Port	2012	2013	2014	2015	2016
Boayas de San José	1748.84	1788.09	2263.98	2745.62	2896.73
Puerto Barrios	2728.62	3250.39	3329.66	3498.27	3455.64
Quetzal	8494.61	9391.07	10402	11606.39	12031.29
Santo Tomas de Castilla	5494.57	5946.87	8070.56	8321.36	8031.23
Total	18466.64	20376.42	24066.2	26171.64	26414.89

Type of Cargo	% of total	% increase (base year 2015)
Containers	36	4
Liquid bulk	22	4
Solid Bulk	33	-7
General cargo	8	39

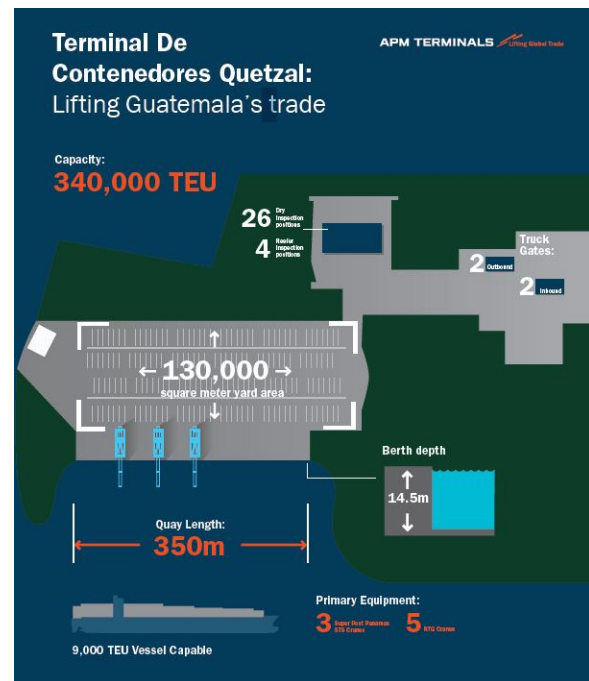
Data: http://www.cocatram.org.ni/Estadisticas_Portuarias_2016.pdf

3.2 Current developments

3.2.1 Puerto Quetzal

Puerto Quetzal is Guatemala's largest port on its pacific coast. The port serves cargo ships as well as cruise liners. It is the only port in Guatemala able to receive Panamax vessels. The port is managed by the Empresa Portuaria Quetzal. It is responsible for the management and administration of Puerto Quetzal. Due to its location it mainly serves the Pacific Basin and the west coast of the American continent. The port has a container terminal which is managed by APMT since it acquired the Barcelona-based Grup Maritim TCB which had won a concession to construct this new container terminal.

On July 7th, the port of Quetzal decided to start a tender for the crane services at the port. The current contract with Servicios Bayside expires in May 2018. The tender is expected to last half a year.⁶



For the period of 2016-2020 the port authorities have planned to conduct the following actions and projects:

- Construction of a road connecting the development zones in the south-west of the port (2016-2018)
- Construction of a small western dock at the cruise terminal (2016-2018)
- Extension of the commercial port (2016-2019)
- Construction of a sea dock and the modernization of the port series (2016-2020)
- Increase the security of the software and ICT (2017)
- Change of location and design of the control tower and the maritime traffic office (2017-2018)
- Improvement of the drainage and water treatment plant (2017-2018)
- Construction of an emergency center (2017-2018)
- Extension of the southern dock (2017-2019)⁷

Website: <http://www.puerto-quetzal.com/>

Furthermore, the Empresa Portuaria Quetzal is putting out to tender the supply of 12 forklifts. The deadline for bids is November 15, 2017. The Empresa Portuaria Quetzal is looking for:

- (5) 7-Ton Forklifts
- (4) 3-Ton Forklifts
- (1) 10-Ton Forklift with boom

⁶ http://en.centralamericadata.com/en/article/home/Portuaria_Quetzal_to_Tender_Crane_Service

⁷ http://www.puerto-quetzal.com/c/document_library/get_file?folderId=797281&name=DLFE-6063.pdf

- (1) 20-ton forklift with boom
- (1) 32-ton forklift with boom

Link: https://centralamericadata.com/es/article/home/ADQUISICION_DE_MONTACARGAS_CON_CAPACIDAD_DE_DI_Compra_del_Gobierno_de_Guatemala_6678599

3.2.2 Santo Tomás de Castilla

Santo Tomás de Castilla is considered to be the second most important port in Guatemala. The port is the gateway for goods coming from Europe and the East Coast of the United States. Through this port many vehicles and technological products enter. It is also an important port for the export of bananas, coffee, cardamom to the US and Europe. The port is administered by the Empresa Nacional Portuaria Santo Tomas de Castilla.⁸



Port specifications

Dock	Marginal Type
Length	914.52 meters
Dock platform	6 berths
Length of berths	152.42 mts.
Access channel width	90 m.
Access channel length	10,700 m.
Draft	11 m. ⁹

Website: <https://www.santotomasport.com.gt>

Currently, there is a tender for a container stacking machine. The tender is open until October 25th. The machine must have the following specifications:

- Minimum load capacity under the spreader of 40 tons.
- It must stack 3 ISO-height containers, 9 feet 6 inches high. (2 + 1), and circulate over the stacked containers.
- Seat which can rotate 180 degrees.

⁸ <http://www.laprensa.hn/economia/948976-410/concesi%C3%B3n-de-puerto-castilla-contempla-una-inversi%C3%B3n-de-425-millones>

⁹ <https://www.santotomasport.com.gt/web/guest/instalaciones>

- Type of fuel to use: diesel.
- The lifting system must be by means of cables.
- Telescopic spreader with hydraulic selection, to handle ISO containers of 20 and 40 feet."

Website: <http://www.guatecompras.gob.gt/concursos/consultaDetalleCon.aspx?o=5&nog=6692346>

3.3 DRIVE

Public infrastructure projects in Guatemala (and Nicaragua) might be eligible for the DRIVE program. DRIVE is a program of the Dutch Ministry of Foreign Affairs that facilitates investments in infrastructural projects that contribute towards a good business climate and entrepreneurship in the area of water, climate, food security and sexual and reproductive health and rights (SRHR). Eligible projects must be sized between 5 million and 60 million euros (including financing costs). DRIVE financial support can include:

- A grant up front together with a commercial loan (the total financing needs to be concessional)
- A 100% commercial loan made concessional by paying the cost of the loan (interest, premiums, insurance) with DRIVE subsidy
- The same as the previous one, but when not enough to reach the minimum level of concessionality, DRIVE can also contribute for a part of the loan itself
- Guarantees
- Loans.¹⁰

For more information: <https://english.rvo.nl/subsidies-programmes/development-related-infrastructure-investment-vehicle-drive>

¹⁰ <https://english.rvo.nl/subsidies-programmes/development-related-infrastructure-investment-vehicle-drive>

4 El Salvador

4.1 El Salvador's port statistics in an overview (2016)

El Salvador moved through its ports in 2016, 6.7 million mt, which was 5% more than the year of 2015. Offloaded cargo accounted for 84% and increased by 9% and loaded cargo accounted for 16%, perceiving decrease compared to 2015 of -13%.

Puerto Acajutla, handled 71% of the total amount cargo. With 4.7 million MT it perceived an increase compared to 2015 of close to 3%. They received 3.6 million MT of cargo, representing 77% of the moved cargo at the port. This constituted an increase of 8%. Outgoing cargo represented 1.1 million mt, representing 23% which is a decrease of -13%.

The three terminals of Boyas Alba Petróleo, Cenergica and Rasa saw a decrease compared to the previous year. The Terminal of ALBA Petróleo suffered the most with a decrease of 20%. Terminal Cenergicas registered a decrease of 7%. On another note, RASA increased the passing of liquid cargo with 4% while Puerto Corsain increased its handled cargo by almost 230 thousands of mt. 11% of this increase was due to general cargo while the other 89% was due to the increase in liquid bulk.

General information

Cargo in thousands of MT					
Port	2012	2013	2014	2015	2016
Acajutla	3957.57	4113.16	4256.62	4610.59	4727.22
Corsain	128.06	28.34	31.51	54.01	281.52
La Unión	118.42	30.44	33.71	21.98	9.6
T. Boyas Alba Petróleo	Together 1602.5	Together 1563	203.82	192.69	154.7
T. Cenergica			296.98	384.02	357.28
T. RASA			922.51	1098.47	1137.16
Total	5806.55	5734.93	5745.15	6361.77	6667.48

Puerto Acajutla		
Type of Cargo	% of total	% increase (base year 2015)
Containers	35	3
Liquid bulk	15	4
Solid Bulk	42	-2
General cargo	7	24

Data: [http://www.cocatram.org.ni/Estadisticas Portuarias 2016.pdf](http://www.cocatram.org.ni/Estadisticas_Portuarias_2016.pdf)

4.2 Current developments

4.2.1 Acajutla port investments

The port of Acajutla is administered by the Comisión Ejecutiva Portuaria Autónoma (CEPA). This commission plans to invest 9 million USD in the modernization of the port. These funds will go to the improvement of the infrastructure. Among the projects are the construction of overpasses, parking areas for trucks, LED lighting systems for all docks and a fire system for the warehouses. Furthermore, 20 million USD will be invested in the acquisition of two new RTG cranes allowing for greater mobility of cargo, more attention to container ships, and support for the higher stacking of cargo. Despite being the country's largest port, it does not have any operational cranes and must therefore rely on geared ships¹¹

Website: www.cepa.gob.sv

4.2.2 Acajutla LNG terminal

Energía del Pacífico, a joint venture of Quantum Energy and Wartsila, won a tender to construct an LNG terminal and gas powerplant of 355 MW. This project will be fully constructed on the property of the Acajutla port authority. The project is divided in three stages: 1) development (2014-2017 term), 2) construction (2017-2020 term), and 3) operation (starting in the year 2020). However, the project is facing delays. The delays are caused by a requirement in Salvadorian law that requires the passing of a law for the award of a concession on maritime areas. Business opportunities here are in the following sectors:

- Engineering and equipment suppliers in the design, engineering and construction management of the offshore terminal,
- Piping and tank farms onshore
- Construction of a jetty of 950m
- Power plant
- Financing

Website: www.energiadelpacifico.com

4.2.3 Lack of interest in La Unión

Like the Acajutla port, La Unión is also administered by the CEPA. The construction of La Unión started in January 2005 and finished it in December 2008. It was called the largest and most modern port of the region. However, there are no bids for a possible concession to operate the port of La Unión due to the belief that there is too little traffic to support the port. Therefore, it appears that the port will remain inactive more than eight years after it being opened.

Website: www.cepa.gob.sv

¹¹ <http://elmundo.sv/invertiran-9-millones-en-puerto-de-acajutla-este-ano/>

5 Honduras

5.1 Honduras' port statistics in an overview (2016)

The total amount of cargo handled by the Honduran ports appeared to be stagnant the last two years. Nevertheless there were significant changes in the composition of the cargo. The solid bulk as well as the container cargo have seen an increase in the past three years. All loading and shipping activities of the ports together consisted of 63% offloading and 37% loading.

General information

Cargo in thousands of MT					
Port	2012	2013	2014	2015	2016
San Lorenzo	2388.48	2776.09	1614.68	1185.71	1148.49
Puerto Castilla	843.15	1061.19	1453.5	1158.99	1219.91
Puerto Cortés	9558.02	10003.74	10608.6	11192.85	11168.12
Tela	260.49	276.04	258.49	306.76	302.81
Total	13056.94	14117.34	13935.72	13844.61	13839.33

Type of Cargo	% of total
Containers	37
Liquid bulk	27
Solid Bulk	23
General cargo	3

Data: [http://www.cocatram.org.ni/Estadisticas Portuarias 2016.pdf](http://www.cocatram.org.ni/Estadisticas_Portuarias_2016.pdf)

5.2 Current developments

5.2.1 Puerto Cortés

Puerto Cortés is by a large margin the largest port of Honduras. Just like all other Honduran ports, it is operated by the Empresa Nacional Portuaria (ENP). The port has six dock berths, of which docks 4, 5 and 6 have been concessioned to the Philippine ICTSI (International Container Terminal Services Inc.). This company formed a partnership with the Central American Port Operator (OPC). The third dock was awarded to the Mexican consortium Multisur SA of C.V., which is operated by Seaports of Honduras (PMH). Puerto Cortés, like Puerto Castilla, is already able to receive Panamax vessels.

Website: www.enp.hn

5.2.2 Investments in Puerto Cortés.

On the first of February 2013, the Philippine multinational ICTSI (International Container Terminal Services, Inc.) won a concession for 30 years for the design financing construction, maintenance, operation and exploration of the general cargo and container terminal of Puerto Cortés. The contract obligated ICTSI to invest 624 million USD in the port in 14 years' time. Part of these investment will go to the extension of the dock with 350 meters, the dredging of the access canal up to a depth of 14.5 meters and the acquisition of two new super post panamax cranes. This terminal expansion is scheduled for completion by September 2018.¹²

Business opportunities here are in the field of:

- The provision of 10 elevator chain drive systems, 8 forklifts, 3 crawler loaders, tractors, gantry cranes, and yard cranes
- The construction management services
- The construction of a linear berth up to 1,500 meters long (with a maximum depth of 15.5 meters)
- Providing 6 spreaders, 2 ship-to-shore cranes, 3 straddle carriers, 22 forklifts, 58 tractors, 62 chassis, 17 reach stackers, 30 rubber tired gantry (RTG) cranes, reefer plugs,
- Tugboats,
- Dredging
- Financing

Website: <http://www.ictsi.com>

5.2.3 Puerto Castilla

Puerto Castilla is Honduras' second largest port located on their Atlantic coast. It was constructed for the export of bananas from the Dole plantations and the company remains to play an important role in the port as the primary user. With its dock of 225 meters long, 30 meters wide and a water depth of 12 meters it is able to attend panamax vessels. In the near future, the port of Castilla will see a large investment of around \$450 million. There are plans to construct a cruise dock and a modern terminal. Also there are plans for dredging and improving the logistic equipment. As such, there are opportunities in:

- Dredging and breakwater construction
- Engineering and construction management services with experience in port design
- Bulk cargo management equipment; silos, front wheel loaders, conveyor belts, grab-type ship unloaders, piping systems and storage tanks,
- Container and cargo management software, container cranes and reach stackers,
- Security equipment; cargo container scanners, automated threat recognition software and perimeter security closed-circuit televisions (CCTV) and access controls,
- Financing

¹² <http://coalianza.gob.hn/images/proyectos/terminal-de-carga-y-contenedores/presentaciones/presentacion-terminal-d.pdf>

Website: <http://www.enp.hn/web/puerto-castilla.html>

5.2.4 Modernization of Henecán

The administration of President Hernández is looking for companies willing to invest in the modernization of the country's Pacific port Henecán in San Lorenzo. It is the country's most important port on the country's limited Pacific coast. The offices of the Turkish company Yilport in Ecuador appears to be interested and started talks with the Honduran government in August.

6 Nicaragua

6.1 Nicaragua's port statistics in an overview (2016)

The amount of cargo managed by the Nicaraguan ports in 2016 reached 4.4 million mt, which was an increase of 3% compared to 2015. The offloaded cargo represented 77% which was an increase of 3%, while the other 23% was represented by the outgoing cargo registering an increase of 4%.

The principal port, the port of Corinto, represented 82% of the total. This port saw an increase of 13% in its offloaded cargo bringing this number up to 72%. The other 28% was the loaded cargo which also saw an increase, though smaller, of 4%.

General information

Cargo in thousands of MT					
Port	2012	2013	2014	2015	2016
Corinto	2702.27	2685.75	2949.74	3255.52	3584.17
Sandino	872.18	813.49	814.61	935.5	717.63
Arlen Siu (El Rama)	43.64	13.51	47.76	48.22	46.88
Cabezas	16.13	61.75	14.28	18.23	27.54
- El Bluff	17.24	47.83	27.63	17.94	20.88
Total	3651.46	3622.33	3854.02	4275.41	4397.1

Type of Cargo	% of total	% increase (base year 2015)
Containers	27	13
Liquid bulk	42	2
Solid Bulk	25	> -1
General cargo	4	-26

Data: http://www.cocatram.org.ni/Estadisticas_Portuarias_2016.pdf

6.2 Current developments

6.2.1 Puerto Corinto

Puerto Corinto is the largest port of the country and also the only port able to attend Panamax vessels. It is located 152 kilometers to the northeast of Managua and houses three terminals. One for general cargo, one for containers and one for liquid cargo. While its focus is on cargo, it is also receives the second largest amount of cruise ships in the country after the cruise port of San Juan del Sur. The port is administered by the Empresa Portuaria Nacional. While it is the largest port of the country, it does not have any operational cranes and must therefore rely on geared ships.

Website: www.epn.com.ni

Port specifications

General cargo terminal	Container terminal	Liquid cargo terminal
<ul style="list-style-type: none">• Two berths: Docks # 2 and # 3 of 370 meters in length by 22.5 meters in width• Maximum draft: 11 meters	<ul style="list-style-type: none">• Marginal dock 240 meters long and 39 meters wide.• Maximum draft 11: meters• Capacity in TEUS: 1,500 stored, 3,000 in transit with boats for boats of 245 meters in length.	<ul style="list-style-type: none">• Exclusive for tanker ships.• Docking and mooring area, 160 meters long.• Maximum draft depth of 11 meters.• Access bridge 7 meters wide, 125 meters long.• Berth for tanker ships with a maximum capacity of 30,000 DTW.

6.2.2 Planned investments and possible concession

Currently, the government is in the process of deciding upon the future of the port of Corinto. One of the probabilities is that the port will be privatized by means of a concession. This is also the option which the Superior Council of Private Businesses (COSEP) advocates. This concession would then be part of a plan of the government to facilitate the export of merchandize and modernize its ports. Another option for the future of the port would be a government investment. However, several companies have anticipated a concession. Mexican, French (Bellore Ports), Colombian and Arab businesses have already demonstrated their interest in the exploitation of Puerto Corinto. In any case, a government investment as well as a privatization as well as anything in between, there will be large investments and thus business opportunities. Details in which sectors the investments will be made are still unknown at the moment of writing (26-09-2017). The plan is to recreate the experience of Puerto Cortés in Honduras where the winner of the concession had to invest a certain amount of money into the port.

6.3 DRIVE

Public infrastructure projects in Guatemala (and Nicaragua) might be eligible for the DRIVE program. DRIVE is a program of the Dutch Ministry of Foreign Affairs that facilitates investments in infrastructural projects that contribute towards a good business climate and entrepreneurship in the area of water,

climate, food security and sexual and reproductive health and rights (SRHR). Eligible projects must be sized between 5 million and 60 million euros (including financing costs). DRIVE financial support can include:

- A grant up front together with a commercial loan (the total financing needs to be concessional)
- A 100% commercial loan made concessional by paying the cost of the loan (interest, premiums, insurance) with DRIVE subsidy
- The same as the previous one, but when not enough to reach the minimum level of concessionality, DRIVE can also contribute for a part of the loan itself
- Guarantees
- Loans.¹³

¹³ <https://english.rvo.nl/subsidies-programmes/development-related-infrastructure-investment-vehicle-drive>

Annex

Contact list

Name	Position	Company/ institution	Telephone	E-mail
Ann McKinleyMeza	Executive president	JAPDEVA	2222-4900	amckinley@japdeva.go.cr
Pablo Díaz Cháves	General manager	JAPDEVA	2795-4747	pdiaz@japdeva.go.cr
José Aponte Quirós	Port administration manager	JAPDEVA	2758-0567	japonte@japdeva.go.cr
Jorge Soto Morera	Development administration manager	JAPDEVA	2795-3116	jsoto@japdeva.go.cr
MBA. Luis Navarro Roldán	Port intendent Moín	JAPDEVA	2795-4143	lnavarro@japdeva.go.cr
Ing. Luis Vargas	Director Engineering	JAPDEVA	2758-0991	Lvargas@japdeva.go.cr
Karla Piedra Alfaro	Chief planning department	JAPDEVA	2795-4747	kpiedra@japdeva.go.cr
Walter Anderson Salomons	Chief providor department Limón	JAPDEVA	2799-0147	wanderson@japdeva.go.cr
Róger Ríos Duarte	Executive president	INCOP	(506) 2634-9118	presidencia@incop.go.cr
Christian Rojas Rivera	General manager	INCOP	(506) 2634-9188	presupuesto@incop.go.cr
Marvin Sibaja Vanderlucht	Deputy Manager	INCOP	(506) 2634-9140	utsc@incop.go.cr
Luis Antonio Rojas Víquez	Audit Secretary	INCOP	(506) 2634-9135	sfc@incop.go.cr
Ricardo Ospina León	General Manager	Sociedad Portuaria Caldera	(+506) 2634 9500	r.ospina@spscaldera.com

Sr. Kenneth Waugh	Managing Director	APM Terminals Moin S.A.		kenneth.waugh@apmterminals.com
Moris Joseph	Chief Operations Officer	APM Terminals Moín S.A.		joseph.m.morris@apmterminals.com
Aubrey de Young	Chief Executive Officer	AMEGA Holdings		adeyoung@amegaholdings.com
Oscar José Álvarez Abularach	General Manager	Empresa Portuaria Quetzal		
Nelson Vanegas	President	CEPA	+502 2537-1231	
Emérito Velásquez	General Manager	CEPA	+502 2537-1230	
William Zúniga	Legal Manager	CEPA	+502 2537-1225	william.zuniga@cepa.gob.sv
José Armando Echeverría	Security Manager	CEPA	+502 2537-1388	jose.echeverria@cepa.gob.sv
Leo Yamir V. Castellón	General Manager	EPN Honduras		
Mario Francisco Coto Arce	Deputy General Manager	EPN Honduras		
Bruno Fontana Hedman	Superintendent Puerto Cortés	EPN Honduras		
Manuel de Jesús Álvarez	Superintendent Puerto San Lorenzo	EPN Honduras		
David Ricardo Nasser	Director Acquisitions Team	EPN Honduras		
Anders Kjeldsen	Manager Americas	ICTSI		akjeldsen@ictsi.com

Arthur R. Tabuena	ICTSI Investor Relations	ICTSI		atabuena@ictsi.com
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This is a publication of

Netherlands Enterprise Agency
Prinses Beatrixlaan 2
PO Box 93144 | 2509 AC The Hague
T +31 (0) 88 042 42 42
E klantcontact@rvo.nl
www.rvo.nl

This publication was commissioned by the ministry of Foreign Affairs.

© Netherlands Enterprise Agency | March 2018
Publication number: RVO-050-1801/RP-INT

NL Enterprise Agency is a department of the Dutch ministry of Economic Affairs and Climate Policy that implements government policy for Agricultural, sustainability, innovation, and international business and cooperation. NL Enterprise Agency is the contact point for businesses, educational institutions and government bodies for information and advice, financing, networking and regulatory matters.

Netherlands Enterprise Agency is part of the ministry of Economic Affairs and Climate Policy.