Datamar Week



Below is a ranking of the Brazilian port terminals that stood out most in container handling during the period from January to November 2020, and their comparison with the same months of 2019 according to DataLiner data:

Exports

In exports, the port with the largest volume was BTP, which grew 26.71% in the period. TMUT, from Pecém, grew 58.96%.

Ranking of Port Terminals – Exports | Jan to Nov 2019-2020 | TEII

Rank	Terminal	2019	2020	% Change
1	BTP	458.180	580.568	26.71%
2	TCP	330.508	358.675	8.52%
3	SANTOS BRASIL	374.431	311.463	-16.82%
4	PORTONAVE	250.027	289.263	15.69%
5	TECON RIO GRANDE	207.260	204.360	-1.40%
6	DP WORLD SANTOS	165.213	200.389	21.29%
7	ITAPOA	169.013	159.496	-5.63%
8	APM TERMINALS	121.118	152.929	26.26%
9	TECON SALVADOR	75.218	76.666	1.93%
10	MULTI-RIO	62.618	65.678	4.89%
11	TEC P1	45.511	45.169	-0.75%
12	ICTSI RIO BRASIL	32.662	30.098	-7.85%
13	TMUT (PECEM)	18.078	28.737	58.96%
14	CAIS PUBLICO NATAL	19.628	22.542	14.85%
15	SEPETIBA TECON	23.641	22.496	-4.84%
	TOTAL	2.353.105	2.548.529	8.30%
	OTHERS	111.819	57.922	-48.20%
	GRAND TOTAL	2.464.924	2.606.451	5.74%

Fonte: DataLiner

Imports

In imports, Santos Brasil took the lead in the period from January to November 2020, but despite this, it registered a 10.26% decrease in volume in relation to 2019. DP World Santos grew 22.01% in the comparison between January to November 2019 and 2020. See the chart below:

Ranking of Port Terminals – Imports | Jan to Nov 2019-2020 | TFII

Rank	Terminal	2019	2020	% Change
1	SANTOS BRASIL	412.434	370.120	-10.26%
2	BTP	427.188	358.722	-16.03%
3	TCP	218.484	210.836	-3.50%
4	PORTONAVE	199.580	199.143	-0.22%
5	DP WORLD SANTOS	130.871	159.670	22.01%
6	ITAPOA	174.044	156.695	-9.97%
7	APM TERMINALS	97.274	116.381	19.64%
8	TERMINAL CHIBATAO	68.459	76.604	11.90%
9	TECON SUAPE	64.484	58.985	-8.53%
10	TECON RIO GRANDE	68.446	56.931	-16.82%
11	MULTI-RIO	68.244	56.056	-17.86%
12	ICTSI RIO BRASIL	57.138	55.247	-3.31%
13	TECON SALVADOR	53.325	45.971	-13.79%
14	SEPETIBA TECON	57.486	42.925	-25.33%
15	SUPER TERMINAIS	47.017	42.185	-10.28%
	TOTAL	2.144.475	2.006.471	-6.44%
	OUTROS	69.307	30.796	-55.57%
	GRANDE TOTAL	2.213.782	2.037.267	-7.97%

Fonte: DataLiner

Ports and Terminals

After having expanded its operational draft, TCP – the company that manages the Container Terminal of Paranaguá – received the ship 'Seaspan Osprey' owned by the shipowner ONE. The ship arrived in Paranaguá on January 13th and is one of the largest to dock on the Brazilian coast: it is 330 meters long, with a capacity of 11,923 TEU. The ships that dock at the port of Paraná usually have an average capacity of only 9 thousand TEU.

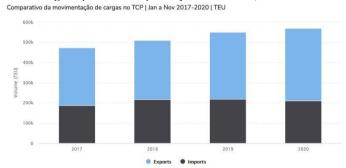
Originating in Asia, 'Seaspan Osprey' made vessel calls in Chinese and South Korean ports and is heading to Argentina and Uruguay, in the Plate region, with a new stop in Paranaguá. Import products include electronic equipment, solar panels, automotive parts; and chemicals. The main export products are frozen meats, pulp, grains, and leather.

New draft - TCP's new operational draft was approved in December 2020; it increased from 11.80 meters to 12.10 meters, an increase of 30 centimeters. The new measure applies to berths 217 and 218 and can be extended to berth 216, ensuring customers greater availability and space for shipments.

"For ONE, the increase in draft represents more flexibility and operational capacity in receiving large ships, in addition to allowing more handling capacity. The partnership with TCP is strengthening after this increase in depth", says Gláucio Vargas, Commercial Manager at ONE.

To reach this level, the Port of Paranaguá underwent deepening dredging works between 2017 and 2018. In 2020, approvals were given with the Brazilian Navy in a job led by the Port Authority with assistance from TCP and other port segments.

The following graph shows a comparison of cargo movement at TCP during the period from January to November, 2017 to 2020:



Fonte: DataLiner (Para solicitar uma demo do DataLiner clique aqui)

The Executive Secretary and the National Secretary of Ports and Water Transport of the Ministry of Infrastructure (MINFRA), Marcelo Sampaio and Diogo Piloni, respectively, met on January 20 with representatives of the Brazilian Federal Revenue Service (RFB), representatives of the Ministry of Economy's Special Secretariat of Foreign Trade (SECEX) and the Digital Government Secretariat (SGD), and with the Federal Data Processing Service (SERPRO) for the presentation and approval of the implementation schedule for the Single Waterway Window. This project refers to the integration of two systems: Porto sem Papel (PSP), managed by MINFRA, and the Single Foreign Trade Portal (PUCOMEX), managed by the RFB and SECEX.

"This is one of the main digital transformation projects at MINFRA. We took another important step towards the federal

government's mission to reduce bureaucracy and reduce costs for the country. The unification of these two systems will have a positive impact on the port logistics sector and thereby increase Brazil's competitiveness, "said Sampaio.

The Secretary also recalled that the Single Waterway Window is an opportunity to fully carry out the restructuring and optimization of cargo and logistical clearance processes. "I believe it will make life easier for companies that drive the Brazilian economy. We researched users in the sector and went to the ports and saw what the main problems were, in order to solve them", he concluded.

The meeting also authorized the creation of a joint working group that will detail the planning and implement the project, and the participants of each body were defined. In addition, they discussed the performance guidelines of SERPRO, the technological arm that operates and develops the two systems and that will operationalize the integration.

Secretary Diogo Piloni added that the project is integrated with other initiatives in the portfolio: "This project will generate greater efficiency for carrying out port operations, together with other initiatives for modernization and digital transformation in Brazilian ports," he said.

The Port of Vitória in Espírito Santo now has a new operation by BR Distribuidora to expand the supply of marine diesel to the region. The supply is now also carried out by means of tank rafts, which can navigate to any terminal on the Vitória channel where the ship is docked. With this modal, the service capacity was increased up to ten times in comparison with road transport (tank truck).

The expansion of the company's operations in ES reflects the growth in port handling in that state, thanks to the strategic geographic location and characteristics of the local oil & gas market. This scenario paved the way for BR to invest in cabotage distribution, which not only optimizes logistics but also increases the supply of marine diesel in the region.

BR already supplied the product to port vessels via tank trucks. With the expansion of the supply capacity, they can service maritime support vessels in the offshore segment, seismic surveys, dredging, port support, cabotage, long-haul, and other vessels that require diesel for their operations.

The first cargo was shipped at the end of 2020. The operation has already reached a significant milestone with a delivery that took only three hours between the customer's order and the start of supply.

The new modal brought by BR allows large volumes of emergency supplies in a short period of time. Currently, the service capacity is up to 1,150 m^3 of marine diesel per delivery, with a flow rate of up to $150\text{m}^3/\text{hour}.$

On January 18, the Superintendence of the Ports of Rio Grande do Sul (Portos RS) released the 2020 result for the three public ports under its administration: the Port of Rio Grande, Pelotas, and Porto Alegre. The total handling of the three public ports in Rio Grande do Sul was 39,917,286 tons.

Throughout 2020, the Port of Rio Grande handled more than 38 million tons of cargo in the public complex alone. One of the

highlights of the year was June, when 4,401,716 tons were handled, breaking the record that had been set in September 2018, when 4,340,915 tons were handled. June 2020 was therefore the port's best month ever.

At the close of 2020, the Port of Pelotas showed an increase in the movement of wood logs, moving more than 23,000 more tons than in 2019, a positive difference of 2.60%. Currently, the handling of logs accounts for more than 90% of the handling at Port of Pelotas.

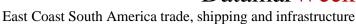
Regarding the main destinations and origins of exports and imports from the Port of Rio Grande, there are few differences with 2019 in terms of the percentage share of countries. China, which was in first place in 2019 and received 58.38% of cargo exported, remained in first place in 2020, receiving 52.77% of cargo exported. In terms of exports, Algeria lost the first-place position to Morocco, which increased its share position from 7.82% of imports to 9.27% of imports. In 2020, there was an increase of 5.86% in imports at the Rio-Grandino terminal, representing a difference of approximately 483,000 more imported tons. The biggest quantitative highlights of exports in the period were soybeans, pulp, and rice.

The star of the Rio Grande Port Complex's handling is still soy (grains and soybean meal), representing more than 32% of the complex's handling, and pulp, which represents almost 9%. Some of the goods handled that stood out in terms of handling increases in 2020 were shipments of rice, which increased by 21.74%, and shipments of fertilizer, which increased by more than 15% compared to 2019.

Information referring to the state's Private Use Terminals (TUPs) has not yet been released by the superintendence, as these numbers are awaiting approval by ANTAQ and should be available in mid-February.

Outlook for 2021 - According to Fernando Estima, Superintendent of Portos RS, the year 2021 is a great window for the promotion of multimodal logistics – among them the waterway - through actions and public policies that were already realized in 2020, such as approval of the Porto do Rio Grande Complex's new draft which already allows the movement of some of the largest ships in the world on the Rio Grande channel. The executive also highlights the signing of agreements and deals with the private sector in the search for new partnerships for the logistics market, especially for the Rio Grande Porto Indústria project. Among other 2020 achievements that are already being positively impacted in 2021, the superintendent also highlighted the public-private partnership for the Embarcadero Project on the pier of Porto Alegre's historical city center, with the opening of the commercial complex scheduled for March this year. Finally, Fernando also mentioned the prospect of the autarchy becoming a public company in 2021, providing more agility and autonomy to the state's ports.

According to Companhia Docas do Ceará, the year 2020 was marked by several records set at the Port of Fortaleza. In terms of indicator growth compared to the same period in 2019, EBITDA increased by 254.35% (from R\$ 3.3 million to R\$ 11.8 million); this shows CDC's cash-generation potential for future investments. Revenues increased by 13.49% (from R\$ 56.4 million to R\$ 64 million), and cargo handling increased by 12% (from R\$ 4.4 million tons to R\$ 4.9 million tons).



Between January and December 2020, 1157 ships docked at the Port of Fortaleza, an increase of 9.5% over the previous year. Solid bulk (cereals and non-cereals) accounted for 46.6% of all movement, followed by liquid bulk (oil and oil products) at 45.3% and general cargo at 8.1%. Respectively, there were 2,285,614 tons of solid bulk, 2,219,815 tons of liquid bulk, and 389,501 tons of general cargo.

Regarding wheat, grain imports by the mills M. Dias Branco, Grande Moinho Cearense, and J. Macêdo were 9.9% higher than in 2019; 1.2 million tons were imported via 53 ships and reached an average daily board of 8,213,112 tons. The cargo came mainly from Argentina, the United States, and Canada; this amount will be surpassed again in 2021, according to the management of Terminais de Grãos de Fortaleza Ltda (TERGRAN), tenant in the Port of Fortaleza. Wheat imports alone accounted for 5.8 million tons over the last 5 years.

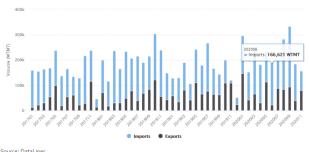
In relation to solid non-cereal bulk, the highlight of 2020 was the handling of clinker, slag, steel products, chemicals, manganese, iron ore, scrap, coal, and plaster. This cargo was shipped to the United States, Spain, China, and Manaus.

Solid bulk (cereals and non-cereals) grew by 28.7% in 2020 compared to 2019, representing the largest cargo growth at the Port of Fortaleza in 2020.

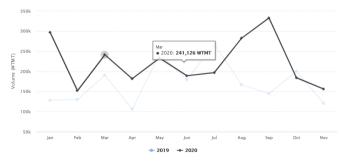
Another type of cargo shipped from the port in 2020 was fruits. These were shipped to the ports of Algeciras and Vigo in Spain; Thames, in Great Britain; Dunkirk and Le Havre, in France; and Rotterdam, in the Netherlands. The predominantly shipped fruits (using reefer containers) were melon, banana, grape, pineapple, lemon, mango, apple, and watermelon. Frozen lobster, frozen fruits, nuts, plastics, and granite were also exported, among other types of general cargo, totaling 44,377 TEU handled in 2020.

The charts below show a history of cargo handling via the Port of Fortaleza and a comparison between January and November 2019 and 2020:





Fortaleza Cargo Handling Comparison | Jan to Nov 2019-2020 | WTMT



Shipping

At least 750 containers were lost from the ship Maersk Essen during its journey between the Port of Xiamen, in China, and Los Angeles, in the United States. According to the maritime consultancy WK Webster, the incident occurred on January 16 and was allegedly caused by the fact that the ship faced adverse weather conditions during navigation.

According to WK Webster, up to 750 containers may have been lost at sea and it is also likely that some containers were damaged in the affected piles that remained on board, and they will need to be removed or repositioned. "The ship is continuing its journey to Los Angeles, where it is scheduled to arrive possibly starting January 22. WKW will arrange for inspectors to be there to investigate the cause of the incident and conduct inspections," added WK Webster.

According to the consulting firm, in addition to the problems that arise with lost or damaged cargo, there may also be problems with refrigerated containers since the arrival in Los Angeles may be delayed.

The shipping company CMA CGM has announced that "beginning in late January 2021, we will service Tema, Ghana, instead of Pointe Noire, offering a direct stopover to one of West Africa's main commercial markets".

Starting with m/v GH LESTE with ETA Paranaguá, Brazil, on January 25, 2021, the new 49-day rotation will be: Paranaguá – Itajaí – Santos Brasil – Santos DPW – Durban – Cape Town – Luanda – Tema MPS – Paranaguá. The other rotation terminals will remain unchanged. CMA CGM also noted that "the service will improve the transit time to Ghana by 10 days (33 days from Santos)".

Due to the withdrawal of Pointe Noire from the SAMWAF service, the company announced new options for internal transshipment. Pointe Noire will be offered in transshipment via Cape Town; Benin and Nigeria will be offered via Tema; and Douala, Matadi, Libreville, and Cabinda will be offered via Luanda.

There will be a disruption in the logistics of several ports in China due to the suspension of feeder services in the Pearl River Delta (PRD) from January 20 to February 21,

An analysis carried out by the dispatcher Eternity Mexico revealed that the affected region includes the ports of Zhongshan, Xiaolan, Zhuhai, Jiangmen, Shunde, Rongqi, Sanshan, Beijiao, Foshan, Jiujiang, Sanshui, Gaoming, Huangpu, Qingyuan, Nanhai, Yunfu, Zhaoqing, Sanrong, Gaoyao, Zhanjiang, and Wenzhou. According to the company, the reason for the rupture is the fact that most services operate international connections (via or to Hong Kong), and their crews, who have been on board for more than 9 or 10 months, need to carry out at least one 14-day quarantine before returning home to celebrate the Chinese New Year with their families.

For Eternity Mexico, the traditional congestion for the Chinese New Year (CNY) will be "severely affected" by this new measure. Also, there is a scarcity of empty containers so that the impact on the cargo flows of the Pearl River Delta which uses feeder connection services, "will be very big".

The company pointed out that a possible solution would be to decompress the cargo flows from the mentioned ports using land

transport to the base ports (for example Chiwan, Shekou, Yantian, and Nansha), but it must be noted that it will be very difficult to get the trucks to these locations. Also, their cost will increase considerably, not only because of the demand for trucks but also because of the additional distances that must be covered to obtain the empty containers and return them full to the port. "It is also important to highlight that the operation of the referred base ports will also be affected in terms of the port of entry times", explained the company.

Considered to be essential service providers for the country's development, transport professionals will be included in the priority group of the Ministry of Health's vaccination campaign against Covid-19. Published on Monday, January 18th, the institution's technical report states that the priority list includes truck drivers; port workers, including workers in the administrative area; national airline employees; employees of passenger and cargo subway companies; employees of Brazilian shipping companies; and drivers and ticket collectors on urban and long-distance public passenger transportation.

"This is great news for our workers who continued to render a great service to our country, even during the entire pandemic. As a priority group, these professionals are guaranteed vaccination with the support of the federal government, and we will guarantee their safety and the safe working conditions they need to continue working for roads, ports, and railways", says the Minister of Infrastructure, Tarcísio Gomes de Freitas.

To get vaccinated, workers will need documented proof that they are linked to or are part of these groups. The logistics and starting date for these priority vaccination groups are up to the Ministry of Health. The note does not detail at what stage of vaccination these workers will be included. The date for the start of the immunization of professionals in the transport sector is yet to be released by the Ministry of Health.

<u>Meat</u>

On January 20, GACC (China's general customs administration) authorized the resumption of exports of products from two JBS slaughterhouses to its market, both of them located in Rio Grande do Sul. One plant in Três Passos exports pork, and the other, in Passo Fundo, exports chicken meat. In addition to these units, China also authorized the resumption of pork exports from the Aurora unit in Chapecó, Santa Catarina.

In a statement, JBS said the measure reflected the company's work "in implementing the highest levels of health and quality". Currently, the company has 25 units in Brazil that are qualified to export to China.

The resumption of exports from the Aurora unit in Chapecó, on the other hand, occurs after suspension by the Chinese earlier this month.

In April last year, JBS's Passo Fundo da Seara unit was investigated by the Labor Prosecutor's Office (MPT) because of an outbreak of Covid-19 among unit workers. In August of the same year, the unit's sales to China were suspended due to the decision of the Brazilian Ministry of Agriculture itself.

Brazilian beef exports, which broke a record in 2020, were led by the state of São Paulo, but Mato Grosso, which houses the largest herd in the country, is very close behind. Data from

SECEX (the foreign-trade secretariat) compiled by ABRAFRIGO (the Brazilian meatpackers association) point out that São Paulo shipments totaled 439,900 tons, or 21.8% of the total (2.016 million tons), while shipments from Mato Grosso reached 407,700 tons or 20.2% of the total.

According to the organization, São Paulo accounted for 65% of the exported volume and Mato Grosso accounted for only 5% in the year 2000. Since then, however, the slaughtering and processing capacity of slaughterhouses in the midwestern state has increased sharply.

According to ABRAFRIGO, Goiás ranked third among the largest beef exporters in Brazil in 2020, shipping 282,600 tons (14% of the total), followed by Minas Gerais (190,000 tons, or 9.4%), Mato Grosso do Sul (189,900 tons, or 9.4%), Rondônia (187,700 tons, or 9.3%) and Pará (106,300 tons, or 5.3%). Recently, ABRAFRIGO reported that the volume of beef shipments from Brazil grew 7.5% in 2020 compared to the previous year, and revenue increased 10.5% to US\$ 8.4 billion. China and Hong Kong, together, absorbed 58.6% of the total volume exported in 2020.

Grain

Syngenta will export directly to China a part of the soy and corn it receives from Brazilian producers via barter operations, a mechanism through which it negotiates seeds and pesticides in exchange for grains at harvest. The company already exports coffee and cotton in this same model, dubbed "boutique trading", through the Nutrade platform.

In the case of soybeans, the first loads should leave Brazil between April and May, according to Dong Guo, global director of the Agricultural Value Chain initiative. André Savino, marketing director for Syngenta Brasil, says that there is no competition with the trading companies. "The operations comprise only grains related to the technologies we supply", he says.

The company does not disclose the volumes it hopes to achieve, arguing that they will depend on the interest of producers. But a third of about US\$ 1 billion of sales in Brazil in 2019 originated from barter.

See the chart below for the history of Brazilian corn and soybean exports to China:

Brazilian Soy (HS 1201) and Maize (HS 1005) Exports to China | Jan 2017 to Nov 2020 | WTMT

25M Sold Prasileira de Soja (HS 1201) e Milho (HS 1005) para a China | Jan 2017 a Nov 2020 | WTMT

Fonte do gráfico: DataLiner (Para solicitar uma demo do DataLiner clique aqui)

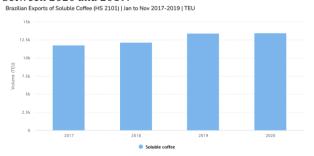
The priority given to China at this time is due to the potential for demand and the proximity to the Chinese market – Syngenta was acquired by ChemChina in 2017. The company already has a supply agreement with Sinograin, which buys grain for public stocks in the Asian country, and will supply local soy crushers. The idea is also to make more space for Brazilian coffee in the

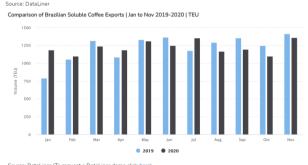
country. Today, the multinational sends the commodity mainly to the United States and Europe. Cotton, on the other hand, is destined for the Asia and Oceania region. For corn, the potential is uncertain, as Brazil still discusses adjustments to the export phytosanitary protocol with the Chinese. But Dong Guo is optimistic, recalling China's need for cereal to replenish the local herd that had been wiped out by African swine flu.

Syngenta hopes to form partnerships with trading companies and logistics operators in Brazil to move the grains to be exported. "As an agricultural-input company, our priority is not to invest in agricultural trade facilities," says Dong Guo.

Data from ABICS (the Brazilian soluble-coffee industry association) point out that the country registered a record volume in exports of soluble coffee in 2020. Brazil exported the equivalent of 4.1 million 60-kg bags which represented an increase of 2.4% compared to 2019 when the last record was set. Of this total, 74% were spray-dried, 18.9% were freezedried, and 7.1% were made up of extracts and other.

See the charts below for the export history and a comparison between 2020 and 2019:





Destinations - Brazilian soluble coffee was exported to 102 countries last year, with the United States leading the ranking. Next in the ranking were Russia, Argentina, Indonesia, and Japan, in that order.

Domestic market - In 2020, the volume of soluble coffee consumed in Brazil was 21,762 tons, equivalent to 943,020 60-kg bags, an amount that implies a 4.2% growth in relation to 2019. Since ABICS modernized its statistical system in 2015, last year was the year that registered the best performance in domestic consumption.

Fruits

Brazilian orange juice exports fell 23.5% in the period from July to December 2020, which corresponds to the first half of the 2020/21 harvest. 497,490 tons of the product were shipped (FCOJ Equivalent to 66º Brix), compared to 650,459 tons in the same period of the previous harvest. The data are

from the Foreign Trade Secretariat (SECEX) and compiled by the National Association of Citrus Juice Exporters (CitrusBR).

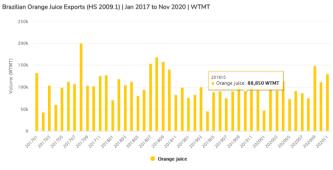
East Coast South America trade, shipping and infrastructure

In sales, exports totaled US\$ 680,029 million in the period, 35,9% lower than the revenue of US \$ 1.062 billion recorded between July and December 2019. The Executive Director of CitrusBR, Ibiapaba Netto, said in a statement that the main reasons for the decline continue to be the high production of juice in the past harvest and the consequent rebuilding of product inventory.

According to Netto, "in the past harvest, we produced 1.2 million tons of juice, 37.4% above the previous period. This made it possible to replenish the international inventories of Brazilian juice". As of June 30, 2019, global orange juice inventories held by companies associated with CitrusBR were 253,181 tons. After processing the 2019/20 crop, 36% higher than the previous one, and months of strong shipment pace, these inventories were replenished to 471,138 tons on June 30, 2020.

Netto added that due to the biennial nature of citrus, which alternates years of higher and lower production, this phenomenon is common. In higher crop years, exports are more intense compared to smaller crops in the initial months of each crop year. "This does not mean that exports will be lower this season, but it does indicate, for the time being, a lesser need to transfer the product to points of sale worldwide", he analyzes.

Consult the chart below to see Brazilian orange juice exports since 2017:



Source: DataLiner (To request a DataLiner demo click here)

At the end of the 2019/20 harvest, on June 30 last year, orange juice stocks in the distribution network of the companies represented by CitrusBR totaled 471,100 tons; a year earlier, the volume had been 253,200 tons.

The European Union, the main destination for Brazilian orange juice sales abroad, imported 317,300 tons, or US\$ 464.8 million, in the first six months of the annual season - decreases of 31.5% and 41.6%, respectively. For the USA, exports reached 99,300 tons, or US\$ 145.8 million (down 11.4% and 19.6%), while for Japan, they were 29,700 tons, or US\$ 41.2 million (decreases of 18.8% and 38%). For China, sales totaled 24,600 tons, or US\$ 28.3 million (decreases of 10.8% and 28.2%).

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Your contributions, criticisms, suggestions and, if you do them, press releases, will be welcome. Contact: datamarweek@datamar.com.br

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