

AGUNSA

CENTRAL AMERICA





Vessel



- 4 x 9000 Teu
- 3 x 3100 Teu
- 4 x 52200 m3 Tankers
- 1 x 13000 m3 Tanker



- 9 Wellboats
- 20 Ferries
- 38 Barges
- 29 Other Vessels



Airport



Ports



Agenc



- Air Representation
- Shipping Agency
- Pilot Boat Service
- Container Depot
- Container Sales & Leases
- Bunkering



- 52 x Tugboats (Argentina, Chile, Peru, Ecuador & Panama)



Logistic



- Warehousing & Distribution
- Ground Transportation
- International Logistics
- Mining Industry Logistics
- Retail Industry Logistics
- Raw Materials Logistics
- E-Commerce
- Logistics to the automotive Industry



Offices Worldwide





AGUNSA Highlights



+ 445.000.000
USD sales



+ 7.200.000
tonnes of cargo
transferred in port



20
Network
countries



+ 58.000.000
USD EBITDA



+ 3.600.000
transferred passengers



60 years
of experience



+ 4.200
staff



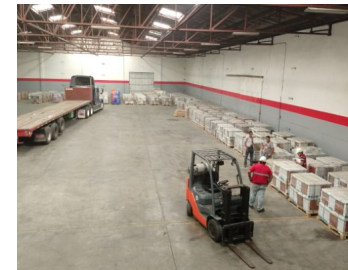
+ 256.000
m² warehouse space



+ 333.000
trips

REGIONAL OPERATION

- 60 years of experience worldwide
- 12 years in operation in Central America
- Presence with own offices and own staff along the whole region
- Personalized service & Integral solutions
- Tailormade solutions
- Whole Supply chain network worldwide
- Operation Experience
- Long term relationship with our customers





AGUNSA CENTRAL AMERICA

MAIN ACTIVITIES

- PORT, STEVEDORE AND GENERAL AGENTS
 - PIL
 - YANG MING
 - DOLE
 - MAERSK / SEALAND
 - DAEWOO & HMM
 - ONE
- CONTAINER DEPOTS
 - Puerto Quetzal - Guatemala
 - Puerto Cortez – Honduras
 - San José – Costa Rica
- PORT OPERATIONS
 - APM Terminal Quetzal
 - Puerto Quetzal Public Terminal





AGUNSA CENTRAL AMERICA

MAIN ACTIVITIES

- WAREHOUSE AND DISTRIBUTION
 - Guatemala: Cd de Guatemala – 1.700 sqm warehouse on Zona 12
 - Panamá: Zona Libre de Colón – 2.000sqm on Free zone trade area.
 - On development to open our operation in Costa Rica and El Salvador.
 - Partnership with strategic providers in Honduras & Nicaragua for complete Central America coverage.
 - Distribution from owned or third party warehouses to clients-clients and final customer.

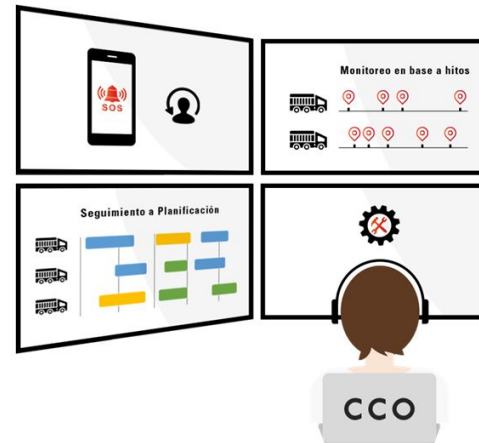




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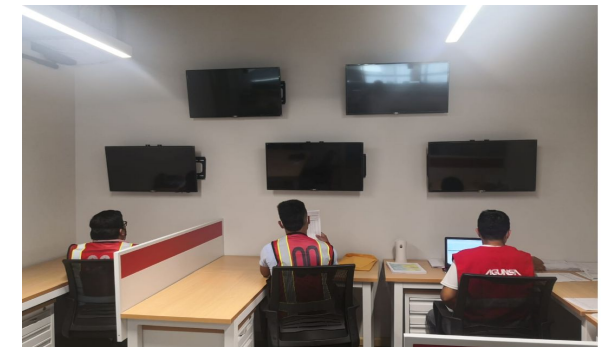
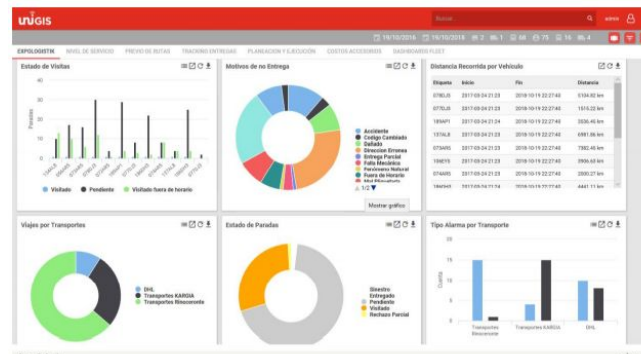
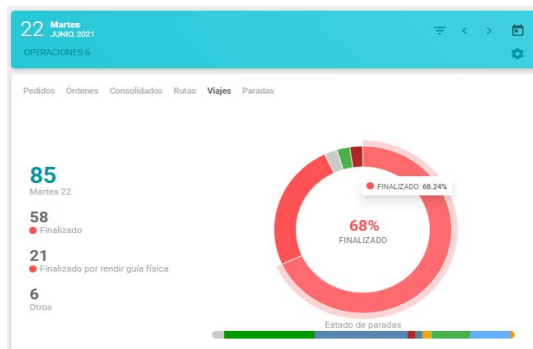
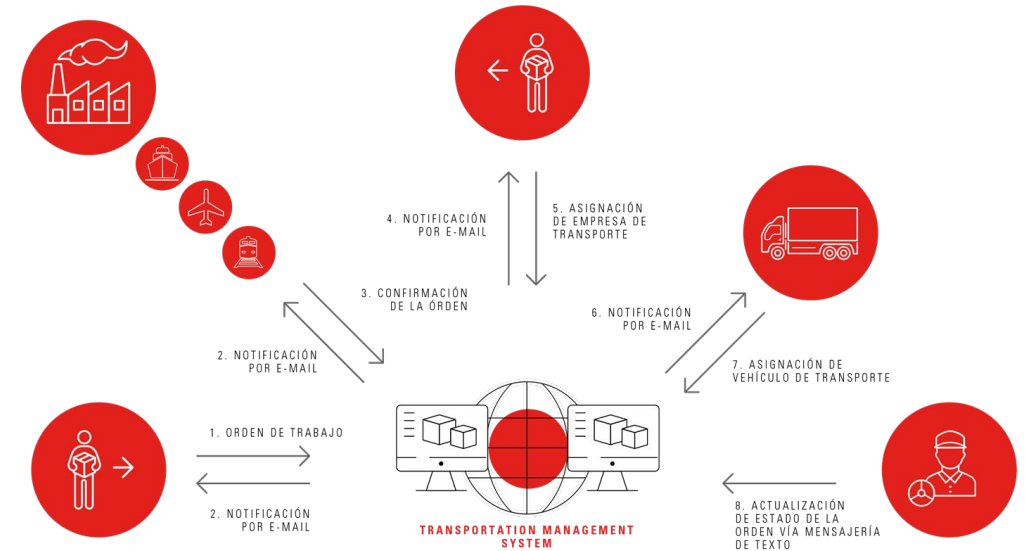
MAIN ACTIVITIES

- NATIONAL AND INTERNATIONAL TRANSPORTATION
 - For import, export and domestic cargo.
 - Cross border operations from Mexico to Panamá.
 - Knowledge on the region to bring assistance with customs, authorities and paperwork on borders.
 - Active monitoring through logistic online TMS platform.
- FREIGHT FORWARDING
 - Door to door service for every kind of products and cargo.
 - AGUNSA network over 21 countries + partnerships.
 - Special cargo logistics.
 - Regional commercial sales force in Guatemala, El Salvador, Costa Rica and Panamá.



MAIN ACTIVITIES

- CONTROL TOWER SERVICES
 - 4PL and monitoring services for customers cargo and logistics operations.
 - Online operating system for internal review of the whole supply chain.
 - KPI and constant review with our customers to work together on a continuous improvement service.
 - TMS, OMS and WMS connected and on constant development to supply customer needs.

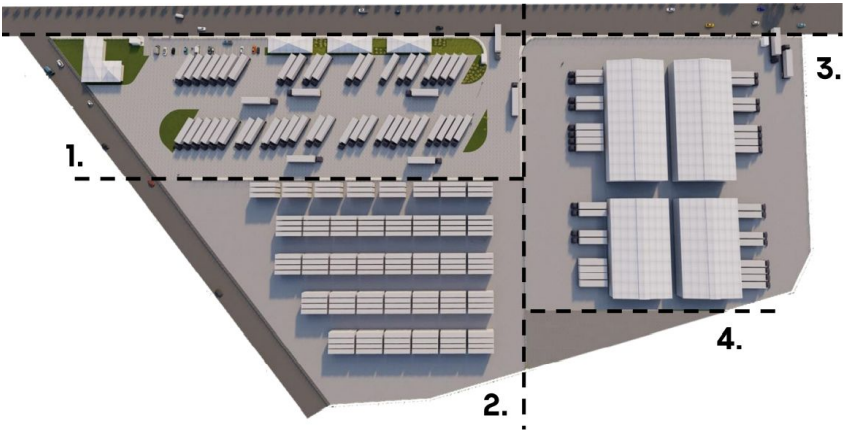




AGUNSA PUERTO QUETZAL LOGISTIC PROJECT

AGUNSA – LOGITEXS PROJECT

- 72.720 sqm area next to APM Terminal in Puerto Quetzal Area, Guatemala.
- Container Depot, Warehousing and controlled area for trucking companies.
- Serving as pre port for impo and expo shipments.
- Full logistic services for containers, general, bulk & project cargo.
- Projected to grow additional 5 Ha. for future projects.
- Next step is to replicate similar project in Atlantic area (Santo Tomás – Puerto Barrios).



Proyecto		Área (m2)
1.	Área de Espera Controlada (AEC)	22,537.62
2.	Patio de Contenedores	20,582.50
3.	Área de Bodegas y Patio de Maniobras	27,587.85
4.	Servicios Generales	2,012.23
TOTAL		72,720.20



AGUNSA QUALITY AND SAFETY



Management Systems

Certifications:

Quality
ISO 9001:2015

Environment
ISO 14001:2015

Workplace Health & Safety
ISO 45001:2018



Committed to the Environment

Our commitment translates into responsible environmental behavior, through energy efficiency, clean production agreements (APL), waste management and recycling plans, which has helped reduce more than 330 tones of CO2



Accident Index

Corporate accident rate indicators have been on a steady decline, resulting in zero, based on a systematic control of risks



Acknowledgements

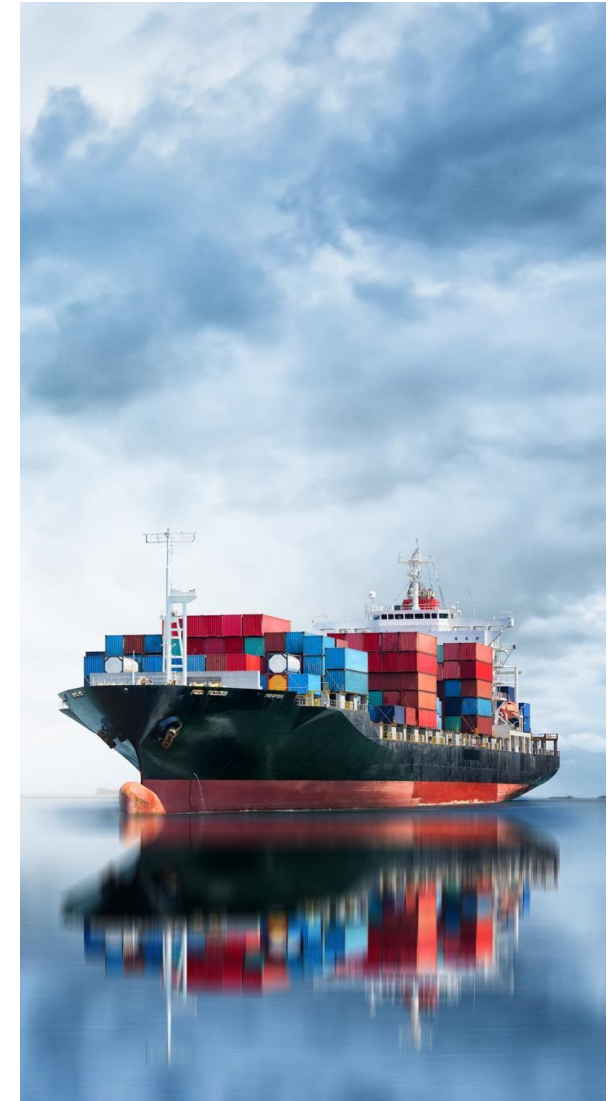
- 2013** • Excellence in Preventative Management (for large companies) nationwide, delivered by IST
- 2014** • Highlighting the Joint Committee on Hygiene and Safety (for large companies), delivered by IST
- 2015** • Outstanding advice, delivered by IST to our Corporate Risk Prevention, Environment and Management Systems Manager
- 2017** • For the Executive Path in the Care of Life, delivered by IST to our Logistics Operations Corporate Manager
• “Security Recognition,” delivered by the Mining Industry Suppliers Association (APRIMIN)
- 2018** • “Acknowledgement of Security,” presented to the Occupational Health and Safety Management of Los Bronces Anglo American



AGUNSA
CENTRAL AMERICA

WHY AGUNSA?

- Knowledge in local laws & how to do business in diverse markets during the same region.
- Developed connection and contacts with local customs, authorities, providers and economic groups through the region.
- Own agency network working together as a whole region.
- One stop shop for your whole supply chain and logistical needs.
- Know how – know who.
- Cost Reduction philosophy
- Revenue guided sales, contribution selectiveness shipments
- Long term relationship partnership mentality to develop new markets, products & services to grow together with our customers
- Continuous Improvement as a main value for our services
- Knowledge on diverse industries over our networks let us import and apply best practices in our region.



The background of the slide is a blurred photograph of three people standing in a room, possibly a meeting or presentation. A large, semi-transparent red triangle is overlaid on the right side of the image, pointing towards the bottom right corner.

AGUNSA

Working Together

