



October 23, 2015

**REQUEST FOR EXPRESSIONS OF INTEREST FOR A PROPOSED CONTAINER TERMINAL  
IN THE EAST BANK OF THE PANAMA CANAL**

The Panama Canal Authority (ACP) as part of its considerations to start a process to grant a concession agreement for the development of a container terminal, as described below, is looking to obtain expressions of interest from all possible operators, in order to promote participation and the most ample competition, in compliance with Article 26 of its Acquisitions Regulations.

1. **SCOPE:** The ACP has identified the feasibility and convenience for the development of a container terminal, which will be located in the area of Corozal at the east bank of the entrance waterway of the Pacific side of the Panama Canal (“Corozal Container Terminal Project”), where more than 14,000 vessels transit every year, next to an existing double-stack container railway and a major transisthmian highway and roadways. The Corozal Container Terminal is intended to be a common user container transshipment terminal which will distribute cargo to the region, including the West Coast of South America, Central America and the Caribbean, as well as providing services for the repositioning of empty containers and handling local cargo; and to operate as an integral part of the Panama Canal route and logistics hub. The Corozal Container Terminal will serve competitively, non-exclusively and efficiently, all interested carriers and all routes, particularly vessels coming from Asia and North-South America services, as well as regional feeders.

The Corozal Container Terminal is planned to be developed in two (2) phases, where the first phase will include a berth able to accommodate up to three (3) Postpanamax ships simultaneously, a container yard, gates, buildings and operational facilities, and any other operational infrastructure, services, utilities, lighting, signaling, appurtenances, shops, together with such equipment and systems as are required for the efficient and safe operation of the berth and container yard. The first phase of the Corozal Container Terminal shall be able to handle a throughput of approximately three (3) million Twenty-Foot Equivalent Unit (TEU) containers per year. The second phase of the Corozal Container Terminal development is planned to include an additional berth able to accommodate up to two (2) additional Postpanamax ships simultaneously, a container yard, gates, buildings and operational facilities, and any other operational infrastructure, services, utilities, lighting, signalling, appurtenances, shops, together with such equipment and systems required for the efficient and safe operation of the berth and container yard. Upon completion of this second phase, the Corozal Container Terminal shall be able to handle an additional throughput of approximately two (2) million TEUs per year, for a combined total throughput of approximately five (5) million TEUs per year.

The development of the future Corozal Container Terminal is planned to be granted through an award of a 20-year concession agreement to develop, design, finance, construct, operate and maintain the container terminal, with an option to extend it for an additional 20-year period, at the discretion of the ACP.

2. **PUBLIC TENDER PROCESS:** The concession for the Corozal Container Terminal Project is planned to be granted through a two-stage process. The first stage will include the prequalification of interested parties. The requisites for this prequalification will be issued through a Request for Qualification document. Requisites will cover technical, financial and environmental criteria. The second stage involves issuance of the Request for Proposals for prequalified tenderers only, in order to grant the concession according to the terms and conditions of the RFP and the ACP Acquisitions Regulations.

3. **PARTICIPATION:** Interested parties in participating in an international public tender process for the Corozal Container Terminal Project should deliver their expressions of interest, by submitting a formal written notification to ACP, according to the letter format contained down below, by not later than **3:00 p.m. (local time) on October 30, 2015**. The expression of interests shall be forwarded via email to:

Mrs. Alina de Casal, Contract Specialist  
División de Administración de Proyectos de Construcción  
Vicepresidencia Ejecutiva de Ingeniería y Administración de Programas  
Building 732, Ancón, West Corozal  
Email: [acasal@pancanal.com](mailto:acasal@pancanal.com), telephone (507) 276-4930

Once the ACP decides to start the Public Tender Process to grant the concession, the ACP will publish the corresponding tender documents to the public in general. In addition, the ACP will contact directly those interested parties that have submitted their expressions of interests as described herein.

4. **EVALUATION AND PURPOSE OF THE INFORMATION:** The described scope of the project is only a reference to the interested parties to submit their expressions of interest in participating. In case of initiating the Public Tender Process, more detailed information will be included within the terms and conditions of the tender documents. Nothing contained herein, and as a result of this expression of interest request, shall be considered as an invitation, initiation of tender, evaluation or acceptance of a proposal by the ACP, nor constitutes an obligation to the ACP to issue a further Public Tender Process for the concession of the project. ACP will consider all expression of interests to be public information.

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[COMPANY LOGO]

[Date signed]

Mr. Javier Pinzón P.  
Contracting Officer  
Autoridad del Canal de Panamá  
División de Administración de Proyectos de Construcción  
Building 732, Ancón, Corozal Oeste  
Panama, Republic of Panama

Dear Mr. Pinzón:

The undersigned submits this expression of interest in response and according to the request issued by the Autoridad del Canal de Panamá (ACP), to participate in the international public tender process for the concession of the Corozal Container Terminal, to be located at the east bank of the entrance waterway of the Pacific side of the Panama Canal.

We authorize the ACP to disclose freely this expression of interest.

Name of the Company

\_\_\_\_\_ [Signature of authorized representative]  
[Name of interested Party's Authorized Representative]  
[Title of Authorized Representative]  
[Address]