

Topic: Invitation for Chinese companies to develop business with the Açú Port

主题: 邀请中国公司与阿苏港发展业务

VALLYA is responsible for a road show of Açú Port, the largest Brazilian port in size, in China. Açú Port is a port-industry complex planned to be Brazil's most efficient port facility and offer a cost-competitive option to users.

万利雅正在组织阿苏港在中国的路演, 在巴西规模最大的港口。阿苏港是一个港口产业中心计划成为巴西最高效的港口设施并给用户提供具有竞争力的选择。

During our visit to China, we wish to present companies an overview of Açú Port and its opportunities in sectors such as: offshore oil and gas products and services; new and mature offshore oilfields support services; shipyard services, including maintenance of vessels and supply boats; space for industrial plants, producing both for the domestic as well as international market; grain export; fertilizer import, storage and mixing; fertilizer production (ammonia and urea); among others.

访问中国期间, 我们希望向公司介绍阿苏港口的概况以及在以下领域的机会: 海上石油和天然气产品和服务;海上油田支持服务;船厂服务, 包括维修; 为国内和国际市场生产的工业厂房空间;粮食出口; 化肥进口, 储存和混合功能; 化肥生产(氨和尿素);等等。

Industrial plants that use the port facilities with the purpose of exporting at least 80% of their production benefit from the port's Export Processing Zone, which means no tax for import and export activities.

至少出口其生产的80%使用港口设施的工业厂房受益于港口的出口加工区, 此地区去进出口税。

The following projects will be discussed in specific meetings:

此外, 下列项目将在具体会议中讨论:

I. AÇU PORT GAS HUB

I. 阿苏港天然气枢纽

The gas hub will include:

枢纽会包括:

i. Onshore Terminal of LNG

i. 轻质天然气路上终端

ii. Natural Gas Processing Unit

ii. 天然气处理装置

iii. 50Km + 50 Km Gas Pipeline

iii. 50km + 50km 天然气管道

II. AÇU PORT 6GW THERMO POWER PLANT II. 阿苏港 6GW 热力发电厂

i. Licensed Capacity: 6,400 MW i. 许可容量

ii. Business Concept:

ii. 经营理念

- Energy sales contracts for Regulated Market for 20 years

- 对规范市场的 20 年能源销售合同

- Distributed Self Power Generation

- 自发电和能量分配 -

iii. Açú Port solution is based on high efficiency power plants, flexible enough to run on LNG or domestic gas.

iii. 阿苏港基于这高校发电厂, 能够使用液化天然气或普通天然气。

iv. Modular design, based on 500 MW modules that brings a revenue solution for different gas sources. iv. 模块化设计，基于 500 MW 模块可以为不同气源带来收入。

III. AÇU PORT MULTICARGO TERMINAL

III. 阿苏港多货码头

Multicargo Terminal for importing or exporting all kinds of products. Bonded storage area of 1km². T-MULT is a private port terminal designed to handle third-party cargo. Operational since 2015, it has 14.5m in depth and 500m of quayside, which will be increased to 1,200m according to expansion plans.

多货码头使用进口或出口各种铲平。1km² 的保税仓储区。T-MULT 是一个私人港口码头设计用来处理第三方货运。从 2015 年开始操作，T-MULT 有 14.5 米的深度和 500 米长的码头，这将增加到 1200 米，按照发展计划。

Multicargo Terminal advantages:

多货站的优点:

- Planned access for large Project Cargo
- 大型货物存取计划
- No restriction for future area expansion plans and air draught
- 无对未来区域扩张和空气吃水的限制
- Access through major highways in Brazil
- 从巴西的主要公路可通过
- Simultaneous use of two Mobile Harbour Cranes – MHC
- 同时可以使用两个流动港口起重机 – MHC
- Logistics corridor with high-capacity lanes
- 高容量通道的物流走廊
- Floor resistance capacity of 10ton/m²
- 10 吨/米² 地板性能
- Capacity to operate in vessels with up to 12 thousand TEU
- 船只操作容量达到 12000 TEU
- Unlimited possibilities regarding patio development and additional services
- 对于码头区开发和附加服务无限的可能性

The ideal profile of company to participate in projects I and II above-mentioned are those: (a) experienced in Oil&Gas EPC projects; (b) experienced in EPC projects in Brazil, which can be presented through a consortium with companies that have such background, Brazilian or foreign; (c) able to join as equity partners or to bring third party equity to a consortium.

参与项目 I 和 II 的理想公司该有这些特点: (a) 有石油和天然气工程，采购和建设项目的经验; (b) 在巴西的工程，采购和建设项目的经验，可以通过巴西或国际具有类似背景的公司财团; (c) 能加入股权合作伙伴或使第三方股权的财团。

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The ideal profile of company to participate in this project III above-mentioned is (a) liner shipping companies with a strong interest in Latin America, Brazil in particular; (b) experienced in operating container terminals; (c) able to join as equity partners or to bring third party equity to a consortium.

参与项目 III 的理想公司该有这些特点: (a) 班轮航运公司在拉丁美洲，特别是巴西有浓厚的兴趣; (b) 经营集装箱码头体验 (c) 能加入股权合作伙伴或使第三方股权的财团。

Our delegation will be composed by the following persons:

代表团将由下列人员组成:

1. Mr. José Magela Bernardes, CEO of Prumo / Acu Port, 首席执行官, 阿苏港 - Prumo
2. Mr. Fernando Schuffner, Vice President of Prumo / Acu Port, 副总裁, 阿苏港 - Prumo
3. Mrs. Leticia Villa-Forte, Business Development Manager of Prumo / Acu Port, 业务发展经理, 阿苏港 - Prumo
4. Mrs. Larissa Wachholz, Director Partner of Vallya, 主管合伙人, Vallya
5. Mr. Rogerio Ribeiro, Senior Advisor of Vallya, 资深顾问, Vallya

If your company has interest in speaking with our business delegation while in China, please contact Mrs. Larissa Wachholz to make an appointment.

如果您的公司有兴趣和我们的商业代表团举行会谈, 请联系 Mrs. Larissa Wachholz 预约。

Yours Sincerely,

此致,

Larissa Wachholz, Director Partner 主管合伙人

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