

PROJECT: DESIGN, FINANCING, CONSTRUCTION, OPERATION AND MAINTENANCE OF THE

TERMINAL GRANELERO MULTIPROPÓSITO

Project profile: 27/12/24
Update: 18/06/25

Project Overview

The Multipurpose Bulk Terminal (TGM) of the Guayaquil Port Authority was granted in concession to Andipuerto Guayaquil S.A. on April 27, 1999, for its occupation and use.

On May 23, 2024, an amendment was signed, extending the concession period under a transitional regime until November 21, 2026. It's located within the Guayaquil Maritime Port, Libertador Simón Bolívar, positioning it as a key hub for bulk cargo transportation, facilitating both national and international trade. The TGM has established itself as the only public port specialized in bulk cargo in the country, handling 45% of solid bulk cargo in Guayaquil and 78% nationwide.

The lack of investment in dredging and infrastructure expansion could negatively impact the food supply chain, as essential inputs such as soybean meal, wheat, and corn, used in the production of feed for pigs, poultry, and shrimp, enter through this terminal. To ensure the continuous operation of the TGM, the Guayaquil Port Authority must promote evaluation and diagnostic studies of the existing infrastructure, as well as develop new investments for dredging maintenance and port modernization.

This will enhance service standards and allow adaptation to the new dimensions of bulk carriers, aligning with the Strategic Mobility Plan (PEM 2013-2037) and ensuring the efficiency of public port services.

Project Type

Brownfield.

Fundamental Criteria

Project duly aligned with the Strategic Mobility Plan (PEM 2013-2037).

Delegating Entity: Guayaquil Port Authority.

Delegation and Compensation Model

Public-Private Partnership (PPP).

Payment by users or clients through fees that may correspond to the actual use of the services or supplies provided.

Beneficiaries

The reference beneficiaries are defined as the population of Guayas Province, totaling 4,391,923 inhabitants, according to 2022 studies.

Beneficios Ambientales

*Resource optimization.

*Emission reduction.

*Protection of sensitive ecosystems.

*Resilience to climate change.

Components

The concessionaire is obligated to pay the Guayaquil Port Authority (APG) an annual fee of USD \$850,000.08, that is, the sum of USD \$70,833.34 per month.

The establishment of this fee does not exempt the concessionaire from paying the fees that may correspond to the actual use of the services, supplies, or facilities provided by APG.

Variable Component: The variable fee shall be paid as follows: Bulk Cargo: USD \$0.60 per metric ton. General Cargo: USD \$1.05 per metric ton. Full Container Box: USD \$19.92 per box. Empty Container Box: USD \$5.98 per box. For transshipment, transit, and empty containers, the concessionaire shall pay APG 40% of the variable fee applicable to a full container box, understanding that the transshipment tariff applies to both loading and unloading operations.

The concessionaire shall not be entitled to claim any reductions or discounts on the total established fee due to any inconvenience, interruption, cessation, loss of business, or other damages incurred, directly or indirectly, due to any cause beyond APG's control. The fixed and variable fees shall apply from the date of the contract signing.

Current Project Status

Fase: Structuring

Registration in the National PPP Registry (SOURCE)

Infrastructure Type

Port

Socioeconomic Information

Positive Impact of the Project

- Job creation.
- Economic diversification.
- Improvement in national food security.
- Access to a wide range of imported products from around the world.
- Direct and indirect employment generation.

Potential Jobs Generated

2.672 aprox.

Financial Information

Alternative A	
CAPEX (Referential)	\$ 87,26 millions.
OPEX (Referential)	\$ 140,722 millions.
Total value of the project	\$ 227,982 millions.

NOTE: It is important to indicate that the investment amounts reflected in this alternative are referential, as they originate from an initial profile of the project. This amount will be updated as the phases of the APP cycle progress; that is, pre-feasibility and feasibility respectively.

Implementation time in years

Alternative A	
CAPEX	3 years
OPEX	30 years

Project Information

Potential Demand

According to 2024 statistics, the Multipurpose Bulk Terminal transferred a total of 1,988,371.06 metric tons from January to September 2024. Compared to the same period in 2023, this represents an approximate 5.02% increase in cargo volume.

The following table provides a reference projection of cargo movement demand, based on statistics from 2017 to 2023, assuming a similar trend until 2056.

Cargo Projection in Tons

Year	Cargo Movement in tons	Year	Cargo Movement in tons
2017	2'179.535,39	2040	2'253.872,00
2018	2'472.901,72	2041	2'259.878,80
2019	2'477.509,97	2042	2'265.885,60
2020	2'497.939,35	2043	2'271.892,40
2021	2'634.368,93	2044	2'277.899,20
2022	2'502.057,83	2045	2'283.906,00
2023	2'445.416,77	2046	2'289.912,80
2024	2'157.763,20	2047	2'295.919,60
2025	2'163.770,00	2048	2'301.926,40
2026	2'169.776,80	2049	2'307.933,20
2027	2'175.783,60	2050	2'313.940,00
2028	2'181.790,40	2051	2'319.946,80
2029	2'187.797,20	2052	2'325.953,60
2030	2'193.804,00	2053	2'331.960,40
2031	2'199.810,80	2054	2'337.967,20
2032	2'205.817,60	2055	2'343.974,00
2033	2'211.824,40	2056	2'349.980,80
2034	2'217.831,20		
2035	2'223.838,00		
2036	2'229.844,80		
2037	2'235.851,60		
2038	2'241.858,40		
2039	2'247.865,20		

As previously indicated, the presented load movement quantities are referential; therefore, during the project structuring phase, the corresponding studies must be carried out to model the load transfer quantity at the Multipurpose Bulk Terminal using mathematical, financial, statistical market, etc., the load transfer quantity at the Multipurpose Bulk Terminal is modeled, considering the new improvement and maintenance factors for the Project.

With data modeling, the best scenario that fits the project's requirements can be determined.

Comparative Analysis of Alternatives

Alternative A			
Detail	Basic	Desired	Optional
	Reinforcement of the existing dock, expansion of bulk storage, and deepening of the docking quay to a draft of 13 m MLWS.	Expansion of the existing dock, expansion of bulk storage, and deepening of the docking quay to a draft of 13 m MLWS.	Expansion of the existing dock, expansion of bulk storage, deepening of the docking quay to a draft of 13 m MLWS, and diversification of cargo types that will allow growth in key services such as refrigerated storage and others.
Potential reach	Reinforcement of the existing dock without considering its expansion. The storage area would be planned to carry out civil works on a land area of at least 4.70 hectares. It is considered to deepen the draft to 13 m MLWS in order to serve and maintain the current customer base of TGM. Regarding technology and specialized machinery, it will remain as it currently is.	Reinforcement and extension of Dock 10 by approximately 330 meters in order to accommodate vessels with a longer length than currently handled by TGM. Increase and maintenance of dredging to 13 m MLWS in order to transfer greater bulk and general cargo. With the increased capacity for cargo transfer, it is of utmost importance to revitalize and expand the storage areas by at least 12.70 hectares, as well as implement technology and specialized machinery to improve the efficiency of the port service.	Reinforcement and extension of Dock 10 by approximately 370 meters in order to accommodate vessels with a greater length than currently handled by TGM. Increase and maintenance of dredging to 13 m MLWS in order to transfer greater bulk and general cargo. With the increased capacity for cargo transfer, it is of utmost importance to revitalize and expand the storage areas by at least 16.00 hectares, as well as implement technology and specialized machinery to improve the efficiency of the port service. Additionally, the plan includes having port cranes and mobile cranes, ITV-type trucks, etc., with the goal of diversifying the types of cargo, different from bulk and general, that is, containerized cargo.

Location

Province:	Guayas
Canton:	Guayaquil



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ECUADOR

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