

11th Latin America Ports Forum

New Global Trade Currents and Their Impact on Ports and Logistics Operators in Latin America and the Caribbean: A Focus on Opportunities

Day 1 – Wednesday, September 9, 2026

8:00 Registration

9:00 Opening remarks

9:15 Panel Discussion

Impact and Positioning of Latin American and Caribbean Ports in a New and Changing Geopolitical Environment: A Focus on Opportunities

The geopolitical environment has continued to deliver new surprises, with a strong impact on maritime routes. Trade barriers, meanwhile, have kept evolving toward an uncertain destination that continues to push the reconfiguration of supplier networks and supply chains. How are the port terminals of Latin America and the Caribbean adapting to this new — and fluid— scenario? What are the main opportunities emerging from this evolution? Who has been the clearest winners, and what has been the key to their success?

Speakers: **Eduardo Cerdeira**, CEO, **Terminales Portuarios Euroandinos**
Álvaro Góngora, VP Operaciones, **Puerto Santa Marta**
William Elliott, Presidente, **Colon Container Terminal**
Rodrigo Pommiez, Gerente General, **Iquique Terminal Internacional**
Efraín Osorio, Managing Director C. America, Andina & Caribbean Sea Area,
Maersk

Moderator: **Carlos Sánchez**, Lead Partner – Infrastructure Central America, **Deloitte**

10:15 Sponsor Presentación

ISS Intelligent Security Systems

Speaker: **Sidney Rückert**, Ports and Logistics Accounts Director LATAM, **ISS Intelligent Security Systems**

10:30

Coffee Break

11:00 Sponsor Presentación

Cobre Panamá

Speaker: **Boris Batista**, Manager, Port & Power, **Cobre Panamá**

11:15 Panel Discussion

Panama's Port and Logistics Plans in this New Scenario: New Port Projects and Logistics Development

With an investment plan of US\$8.5 billion for the next decade, the Panama Canal Authority aims to elevate Panama's logistics potential to a new level, with projects designed to ensure the Canal's operational continuity in the face of climate change, the construction of new container terminals, and new energy-logistics infrastructure. How will these investments reshape Panama's competitiveness and the transshipment activities in the Caribbean? How are current infrastructure operators in the Canal area viewing these investments? Will they open new opportunities for terminals across Latin America and the Caribbean?

Speakers: **Enrique Piqueras**, CEO, **PSA Panamá**
Larissa Barrios, Commercial Manager, **SSA Marine MIT**
Alvaro Lasso, Researcher, **Georgia Tech Panama**
Boris Batista, Manager, Port & Power, **Cobre Panamá**
Carlos Urriola, Past-president, **Cámara Marítima de Panamá**

Moderator: **Guimara Tuñón**, CEO, **Maritime Policy Bureau**

12:15 Panel Discussion

The Growing Importance of Free Zones and Special Economic Zones as Buffers Against Tariff Fluctuations

Amid an uncertain global economic outlook, with tariff restrictions on trade and pressures on supply chains, Free Trade Zones have increased their importance in Latin America, becoming a solution that combines flexibility with tax advantages. Where is this model headed in Latin America? How are Free Trade Zones being integrated into the strategies of port terminals and logistics operators?

Speakers: **Tayra Barsallo**, Partner, **BGS Estudio Jurídico**
Giomar González, Managing Director, **BASC Panamá**
Ana Reyes, CEO, **Arlog SA**

Moderator: **Jorge Barakat**, President, **Maritime Policy Bureau**

13:00

Lunch

14:15 Panel Discussion

US-Latin America and the Caribbean Trade: Port and Logistics Strategies

The United States has consolidated its position as the main destination for exports from Mexico, Central America, Panama, and the Dominican Republic, with annual export growth to that market in 2025 of 6% (as of September) for CAPARD countries and Mexico, and 13% for Mexico alone. This growth is concentrated in three manufacturing sectors—electronics, electrical equipment, and medical devices—with a clear acceleration beginning in 2021. According to a report by the Inter-American Development Bank, the ability to sustain this position will depend on factors such as the evolution of U.S. trade policy and the implementation of measures that strengthen the region's long-term competitiveness, beyond the current tariff environment. What role do port terminals play in the region's competitiveness? What strategies should be adopted? What role do U.S. terminals play in this trade? What can be expected from trade with Venezuela and, eventually, Cuba?

Speakers: **Robert Barceló**, Senior Manager of Business Development, **Port Everglades**
Eric Olafson, Director, Global Trade & Business Development, **Port Miami**
Carlos Rivera, Director de Operaciones Marinas Centro América, **Crowley Logistics**
Gerard van den Heuvel, CEO, **Port of Miami Terminal Operating Company**

Moderator: **Steven Rothberg**, Partner, **Mercator**

15:00 Panel Discussion

The role of ports in trade integration processes

Last May, the provisional MERCOSUR-European Union agreement came into force, establishing a free trade area that brings together more than 750 million people and represents nearly 20% of the world's Gross Domestic Product. At the same time, agribusiness and mining developments are requiring new port infrastructure to reach markets in Asia, including the use of terminals in neighboring countries. What logistical frameworks will its implementation demand? What opportunities does it bring for the maritime and port sectors of Mercosur countries? What will be the impact on other countries in the region that do not belong to Mercosur?

Speakers: **Guillermo Misiano**, CEO, **PTP Group**
Patricia López Manieu, Gerente de Infraestructura, **Grupo CAP**
Michiel Heleven, Associate Manager, **Port of Antwerp-Bruges**

Moderator: **Michael Kristiansen**, President, **CK Americas**

15:40

Coffee Break

16:10 Panel Discussion

Mexico Port Outlook

Mexico has been a key player in the changes occurring in global supply chains. Trade flows from Mexico to the United States are the largest in the world, surpassing China's flow to the United States. This has had a significant impact on Mexico's port and logistics infrastructure.

What are the prospects for the Mexican port sector in light of this new reality? What opportunities does it present? What challenges does it face?

Speakers: **John Bressi**, CEO, **Tuxpan Port Terminal**
Francisco Javier García Bejos, CEO, **T-MEC Terminal Puerto del Norte**
Saúl de los Santos, CEO, **Axis – Asesor del Gobierno de Baja California**
Moderator: **Raúl Ferro**, Director, **IndustryExchange**

16:50 Presentation

LNG market outlook in Latin America and its impact on the region's energy logistics

Speaker: **Álvaro Ríos**, Founder & Director, **Gas Energy Latin America**

17:10 Presentación

Fuel, gas and LNG market in Panama: regulation and opportunities

Speaker: **Stella Ecala**, Legal Advisor, **Secretaría Nacional de Energía**

17:30 Panel Discussion

Investments in Energy Logistics: The LNG Revolution in the Region and the Need for Greater Resilience and Efficiency in Energy Product Logistics

Ports are also key logistics nodes for driving the energy transition, serving as hubs for the storage and transport of fuels. In this context, LNG continues to gain prominence, with both liquefaction and regasification projects advancing across the region, and early opportunities emerging for other fuels and, in the longer term, for green hydrogen. At the same time, efforts to reduce emissions in maritime transport are opening the door to adapting or developing infrastructure for bunkering low-emission fuels.

Speakers: **Oscar Santibañez**, Socio Director, **Gas Energy Latin America**
Ricardo Díaz, LNG Business Development and Commercial Lead, **AES Panamá**
Stella Ecala, Legal Advisor, **Secretaría Nacional de Energía**

Moderador: **Raúl Ferro**, Director, **IndustryExchange**

18:10

Welcome Cocktail

Day 2 - Thursday, September 10, 2026

9:00 **Welcome Remarks**

Port Modernization and Logistics

9:10 Presentation

Honduras Ports Development

Speaker: **Dennis Chinchilla**, CEO, **Intermaris**

9:30 Panel Discussion

Port modernization in Latin America and the Caribbean (I): in search of competitiveness

Port infrastructure expansion in Latin America continues. Following the start of operations of terminals such as Chancay in Peru, Puerto Antioquia in Colombia, and T-MEC Puerto del Norte in Mexico, new projects are being added to the region's terminal-modernization pipeline, both for container and multipurpose facilities. What are the key drivers that make the expansion or construction of new terminals feasible? How are these projects shaped by the concession terms of existing terminals? What sustainability criteria are being adopted in these new developments?

Speakers: **Joselín Calixto Pérez**, COO, **Palermo Soc. Portuaria**
Dennis Chinchilla, CEO, **Intermaris**
Pierluigi Lermo, Business Development Manager, **Grupo Tramarsa**
Iliana González, Managing Director, **Asoc. De Terminales Portuarios Privados de Ecuador**
David Taylor, Managing Director, **APEX Maritime**
Moderator: **Michael Mulford**, Founder & Managing Director, **Strom**

10:30 Presentation

InvestGuatemala

Speaker: **Juan Esteban Sánchez**, Managing Director, **InvestGuatemala**

10:50 Panel Discussion

Energy Transition in the Latin American Port Sector: Green Ports, Cold Ironing, and Opportunities for New Bunkering Fuels

The decarbonization of the economy presents a series of challenges and opportunities for the port and logistics sector in Latin America and the Caribbean. Some ports, such as Ensenada in Mexico and SQM Tocopilla in Chile, have obtained certification from the European Sea Ports–Ecological Ports Organization (ECOPORTS), while others have advanced in electrifying their operations and supplying low-carbon energy. What are the benefits of adopting green port models in the region's terminals? What barriers do they face in achieving this? Will we see an expansion of cold-ironing solutions in the region? What opportunities are emerging in the bunkering of low-emission fuels?

Speakers: **Alexis Rodriguez**, Socio Director, **NexBrid**
Victor Luna Barahona, Dean, **Univ. Marítima Internacional de Panamá**
Manuel Zamudio, Profesor Diplomado Cadena de Suministro, **Univ. De la Sabana**
Moderator: **Silvia De Marucci**, Business Development Manager, **International Marine Experts**

11:40

Coffee Break

12:10 Panel Discussion

Smart Ports & Digital Transformation in Latin America

Latin America already has smart ports, although the region is undergoing a gradual transition. The strategy has been to digitalize and automate specific terminals within traditional ports. Several ports in the region are leading the adoption of these technologies through the use of artificial intelligence, private 5G networks, automated gates, and advanced data-management systems, but they still need to make progress in achieving interoperability across the different links of the logistics chain.

Speakers: **Alexandre Reali**, CEO, **Terminal Investment Ltd. Panamá**
Gustavo Davis, Assistant VP and Head RHQ Latam, **CrimsonLogic**
Ricardo Lince, President, **MAPA**
Carlos Ungo, Senior Manager IT, **APM Terminals Balboa**
José Luis Plazas, VP for Sales Latin America, **Webb Fontaine**

Moderator: **Alexei Oduber**, Managing Director, **GAC Panama Shipping**

13:10 Panel Discussion

Financing for Port and Logistics Projects

The modernization and expansion of port and logistics infrastructure in Latin America and the Caribbean requires the mobilization of significant financial resources. How are port projects in the region being financed? What role do investment funds play in the sector? Will we continue to see M&A (mergers and acquisitions) activity? How have financial and operational risks, and their management, evolved in the port sector in recent years?

Speakers: **Antonio Arauz**, Head of Structured and Corporate Finance, **CIFI**
Felipe Ezquerro, Head of Transport, **IDB Invest**
María Victoria Guarín, Principal Investment Officer, **IFC**
Ramón Candia, Founder, **Taunus Capital**

Moderator: **Krista Oldfield**, Founder, **Marbeau Group**

14:00

Lunch

16:00

End of Conference

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