

Dear Luiz Garcia da Silva,  
CEO - Portos do Paraná,

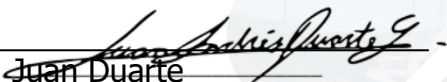
Receive a warm greeting.

With the understanding that Portos do Paraná would like to be a member of both AAPA Latam and AAPA North America, we have developed a comprehensive proposal that includes preferential pricing and a 10% joint discount.

Building on last year's successful participation, where four events were sponsored, this proposal provides the opportunity to sponsor four key events in the 2025 calendar year, maintaining offerings similar to those of the previous year in relation to the AAPA North America membership. The total sponsorship cost remains unchanged, with the added benefit of joint discount.

From the perspective of being members of AAPA Latam, we have designed a preferential plan that includes sponsorship opportunities for both the Continental Congress and the First Specialized Event to be held in 2025. For both events, we propose early-bird discounts to maximize value and participation.

The following document outlines the cost breakdown per event and the total investment required for participation in events across the United States and Latin America. A summary cost table is included at the end for clarity and ease of review.



Juan Duarte  
Executive President  
AAPA Latam

## SPONSORSHIP OPTIONS

### Be PRESENT in the right place at the right time THAT IS THE KEY

The **AAPA LATAM** is the premier annual meeting for Latin American port industry leaders. This congress brings together top decision-makers in the maritime-port industry to analyze projects, explore investments, and discuss the sector's future at regional and global levels. From **June 24th to 27th, 2025, Peru** will serve as the central meeting place, further establishing its leadership role in Latin American port activities.

With over **600 participants from 40 countries**, the congress offers a unique platform for networking, identifying business opportunities, and connecting with the region's leading ports. Attendees include **port authority officials, terminal executives, shipping companies, logistics operators, and technology providers**, representing all essential areas of the sector.

### Why You Should Sponsor AAPA LATAM

#### Direct Access to Decision-Makers:

The event attracts leaders who drive strategic decisions across the region, allowing you to engage directly with high-level executives and professionals.

#### Enhanced Brand Visibility and Recognition:

Your company will enjoy increased visibility and brand recognition throughout all event activities, from pre-event promotions to presentations during the congress.

#### Network with Potential Clients and Suppliers:

80% of attendees participate to seize networking opportunities and establish new business relationships.

**Perú**, positioned as a **key hub** in Pacific trade, offers an ideal setting to strengthen commercial ties and uncover new opportunities in the region.

**DON'T MISS THIS CHANCE TO POSITION YOUR COMPANY AT THE FOREFRONT OF PACIFIC TRADE!**



## **PARTICIPATION PROPOSAL FOR PORTOS DO PARANÁ**

### **GOLD SPONSORSHIP + AAPA LATAM + AAPA NORTH AMERICA**

- **GOLD SPONSORSHIP (1) FOR AAPA LATAM CONTINENTAL CONGRESS AND SPECIALIZED EVENT ON AI FOR PORTS AND DIGITAL TWINS**

#### **Coffee Break + AAPA LATAM Membership + Speaking Slot**

1. **AAPA LATAM Membership**
2. **Exclusive Sponsorship of a Coffee Break:** Recognition as the exclusive sponsor of one of the four coffee breaks during the event in Peru, with brand visibility at the service stations and a special mention in the program.
3. **Speaking Slot for a Company Executive in the Academic Program**
4. **5 (Five) Full Registrations to the Events**
5. **Corporate Video in the Conference Room:** Opportunity to project a corporate video presented by the Master of Ceremonies (maximum 2 minutes) on the conference room screens
6. **Logo on Official Materials:** Prominent logo placement on the events websites, apps, newsletters, and events programs.
7. **Advertisement on Digital Screens:** Brand exposure on digital screens located in the coffee break areas.
8. **Mention in the Event Press Release:** Recognition of your participation in an official press release for each event.
9. **Distribution of Promotional Material:** Inclusion of promotional material in participants' bags.
10. **Social Media Coverage:** Mentions on the event's official social media platforms, with highlighted posts.
11. For the first **Specialized Event** to be held in 2025, there will also be an opportunity to be one of the exclusive sponsors.



**Gold Membership also include:**

- **MEMBERSHIP-DUE FOR AAPA NORTH AMERICA (WITH JOINT DISCOUNT OF 10%)**

The membership term included runs for our fiscal year from July 1, 2024, to June 30, 2025.

- **SPONSORSHIP FOR AAPA NORTHAMERICA 2025 POWERS EVENT (JANUARY 2025)**

1. **Two (2) sponsor registrations** with access to the full event

(If Portos do Paraná does not attend the Powers event, it will keep these 2 free registrations to use at the annual convention or any AAPA USA event of its choice in 2025)

2. **One (1) exhibit tabletop opportunity**
3. **One (1) pre-event social media post**
4. **Inclusion in one (1) email to all registered attendees** with information about all sponsors which links out to sponsor's preferred link
5. **Sponsor's logo on sponsor recognition page of event website**
6. **Recognition from AAPA** during opening ceremonies
7. **Sponsor's logo projected on screens before general sessions**
8. **Sponsor's logo on signage in event registration area** (high-visibility zone)
9. **Inclusion of one (1) bag insert or promotional item in event bag** (Item provided by sponsor upon AAPA approval. \*Item and shipping/handling of item to event will be at the cost of the sponsor).
10. **One (1) banner ad in the mobile app**

- **SPONSORSHIP FOR AAPA NORTHAMERICA 2025 PPM LEADERSHIP SUMMIT (MAY 2025)**

1. **Two (2) sponsor registration** with access to the full event
2. **One (1) pre-event social media post**
3. **Inclusion in one (1) email to all registered attendees** with information about all sponsors which links out to sponsor's preferred link
4. **Sponsor's logo on signage in event registration area**
5. **Sponsor's logo on sponsor recognition page of event website**
6. **Recognition from the podium**

- **SPONSORSHIP FOR AAPA NORTHAMERICA 2025 ANNUAL CONVENTION, QUEBEC, CANADA (OCTOBER 2025)**
  1. **Four (4) sponsor registrations** with access to the full event
  2. **Recognition from AAPA President & CEO during Opening Ceremonies**
  3. **One (1) pre-event social media post**
  4. **Inclusion in one (1) email to all registered attendees** with information about all sponsors which links out to sponsor's preferred link
  5. **Sponsor's logo on sponsor recognition page of event website**
  6. Recognition from AAPA during opening ceremonies
  7. Sponsor's logo projected on screens before general sessions
  8. Sponsor's logo on signage in event registration area (high-visibility zone)
  9. Inclusion of one (1) bag insert or promotional item in event bag (Item provided by sponsor upon AAPA approval. Item and shipping/handling of item to event will be at the cost of the sponsor)
  10. One (1) banner ad in the mobile app

**Total Cost Gold Sponsorship + AAPA LATAM Membership + AAPA NORTH AMERICA Sponsorships & Membership = USD 88.777**

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## TOTAL INVESTMENT

<b><u>AAPA LATAM</u></b>	
Continental Congress + Specialized Launch Event on AI for Ports and Digital Twins	
<b>Sponsorships</b>	<b>Total</b>
Gold Sponsorship (includes membership)	USD 37,500
<b><u>AAPA NORTH AMERICA</u></b>	
<b>Sponsorships</b>	<b>Total</b>
2025 Powers Event	USD 16,200
2025 PPM LEADERSHIP SUMMIT	USD 9,000
2025 ANNUAL CONVENTION, QUEBEC, CANADA	USD 18,900
Total	USD 57,600
<b>Membership</b>	<b>Total</b>
Membership-due with joint discount (10%)	USD 7,177
<b><u>TOTAL</u></b>	
AAPA LATAM Gold Sponsorship + AAPA NORTH AMERICA Sponsorships & Membership	USD 88,777