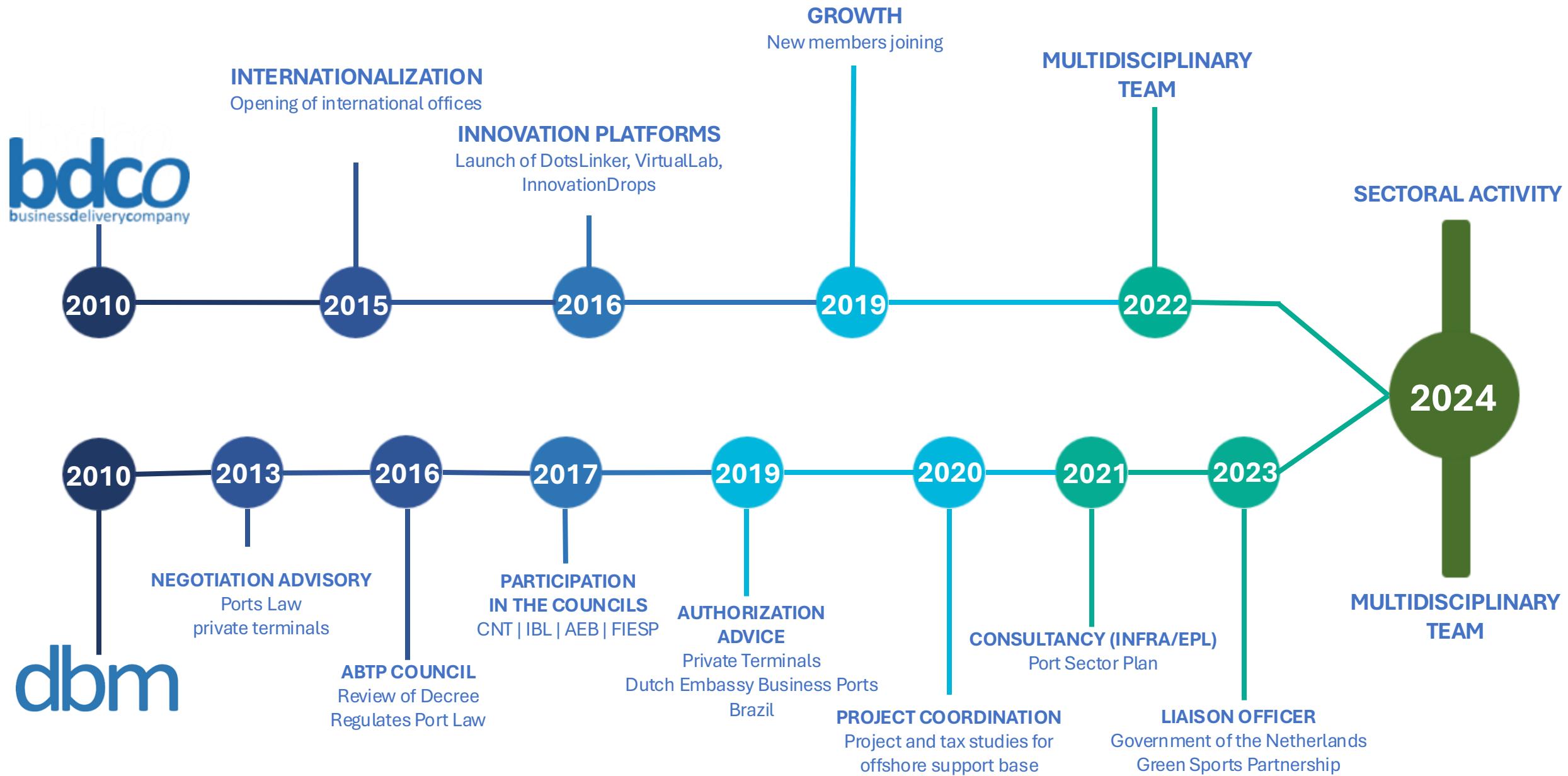




Consulting,
development, management
and implementation

Port & logistics infrastructure

OUR JOURNEY



Professional expertise

Know-How in Ports and Logistics

Management and
Execution

Multidisciplinary Team

bdcoldbm
Ports and Logistics

Deep sector knowledge plus business and project execution capability

Partners



Cris Loize
Partner



Daniel Lisak
Partner



Eric Derbyshire
Partner



José Di Bella
Partner



Lucio Di Domenico
Founder



Ricardo Souza
Partner



How we add value to the ports and logistics sector

We are structured to provide complete support in the port and logistics segments of rail, waterway and maritime transport

Regulatory advice

- Regulatory strategy
- Full due diligence
- Port terminal authorization processes.
- Support for participation in Port and Terminal auctions.

Technical development

- Port projects
- Feasibility studies - Economic and environmental techniques
- Logistics solutions to improve efficiency and capacity
- Engineering expert report

Strategy

- Strategic Planning
- Market Analysis
- Feasibility Analysis of New Projects
- Business Plan
- Full Service Due Diligence

Management

- Interim management/implementation
- Management to improve results
- Addressing ESG issues
- Mediating conflicts with public administration
- Professionalization of management
- Corporate and organizational review

Innovation

- Strategic Innovation Planning
- Market mapping, trends, product roadmap, services, business models, technologies

Finances

- Partnership and acquisition of terminals
- Structuring of partnerships and joint ventures for participation in bids
- Financial modeling
- Searching for capital from investors
- Strategy and support in M&A processes

CASES

- **Itaqui (MA): Market Study, Business Plan, Bidding, Implementation of 3 fuel terminals**
- **Santos (SP): Financial Modeling, M&A Process**
- **Aratu (BA): i. Increase in storage capacity; ii. Assumption of port operations**
- **Vila do Conde (PA): Business Plan for new Liquid Bulk Terminal**
- **Maceió (AL): QuickWins and (Re)structuring of the Commercial Department;**
- **Porto Murtinho (MS): Consulting for authorization of a Private Terminal;**
- **Porto Sudeste (RJ): Technical, Economic and Environmental Feasibility Study**
- **Porto do Açu (ES): Consulting for implementation of ship-to-ship operation**
- **São Francisco do Sul (SC): Regulatory consulting for implementation of a multipurpose terminal**



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