



# IAPORTS

International Association  
of Port Development

*Connecting Ports, Navigating the Future*

## Membership Prospectus

## Welcome to IAPORTS

IAPORTS was established with the mission of strengthening collaboration among the various stakeholders in the sector, promoting global competitiveness, business development, and investment, as well as encouraging innovation and sustainability in ports. The association is open to all players in the global port supply chain, engaged in the agendas led by this new entity.

Located at the Commercial Association of Santos - Brazil, a century-old institution that has excellently contributed to global foreign trade, the new entity aims to promote competitiveness and innovation in the port sector.

Our strategic objectives include **Global Competitiveness** (work on strategic agendas to increase the competitiveness of the port sector in the global market), **International Positioning** (Build a reputation for international excellence by participating in prominent events and promoting cooperation with global organizations) and **Leadership Development** (support the development of world-class port leaders by offering educational and exchange programs).

The Association will operate on various fronts, including promoting international events, creating relevant content, and encouraging active participation from the business community. Additionally, the entity will be open to the creation of branches and committees, both in Brazil and abroad, to expand its operations and strengthen ties among members.

We are honored to invite your organization to be part of IAPORTS. To become a member, please contact our team, fill out the membership form and proceed to the payment. We are looking forward to welcoming you to IAPORTS.

Raquel Kibrit

Executive Director

## Contact us today and become a member

IAPORTS – International Association of Port Development

Rua XV de Novembro, 137. Sala 1. Centro Histórico – Santos. Brazil.

[info@iaports.com](mailto:info@iaports.com)

## Our mission

To drive sustainable development and operational excellence the port sector by connecting our members to global best practices, strategic investments and an international network of leaders and experts.

We work to turn challenges into opportunities, promoting competitiveness, international positioning and port education.

## Our vision

To be the main reference for growth and innovation in the port sector, positioning our members as global leaders in a constantly evolving scenario. In Latin America, we see a future where the region is recognized for its ability to adapt, collaborate and have a positive impact on international trade.

The vocation of this association is to promote sustainable port development with the aim of creating synergies between ports that have the same challenges and promoting information exchange, sharing experiences and know-how between these stakeholders.

## Our roles

The association aims to:

- (a) Work on strategic agendas to increase the competitiveness of the port sector in the global market.
- (b) Build a reputation for international excellence by participating in prominent events and promoting cooperation with global organizations.
- (c) Support the development of world-class port leaders by offering educational and exchange programs.
- (d) Represent and advocate for the interests of members in matters related to port activities, both judicially and extrajudicially, and defend their interests before international public or private law bodies.
- (e) Assist in creating content for business and political leadership, promoting projects and actions that enable the sustainable development of ports in general.
- (f) Encourage active participation of the business community in the reflection and formulation of actions aimed at improving the sector.
- (g) Foster good relations and dialogue between the public and private sectors, ensuring transparency, ethics, and a conducive environment for the development of entities operating in the port sector and society at large.
- (h) Act as a promoter of ideas, information, techniques, debates, studies, projects, and actions aimed at port development.  
and
- (i) Mediate business dealings for its members with other members and third parties.

## Membership profile

The association welcomes public, private or non-profit organizations that are engaged in the port global supply chain:

- Academic institutions
- Consultancies
- Equipment manufacturers
- Financial institutions
- Governmental bodies related to the port sector
- Infrastructure investment funds
- Law firms
- Maritime Port Authorities
- Waterway/river Port Authorities
- Port terminals
- Service providers for the port sector
- Shipping companies
- Technology companies
- Terminal operators
- Trade associations

Any other stakeholder that contributes to the Port sector worldwide.

## Founding members

We are honored to be founded by the leading ports, association and companies in Brazil.

- Paraná Ports
- ABEPH – Brazilian Association of Ports and Waterways
- Santos Commercial Association
- Santos Port Authority
- Portos Rio
- Suape's Industrial Port Complex
- Porto do Itaqui - Empresa Maranhense De Administração Portuária - Emap
- 4-Infra
- Sterna International Business

Institutional observers

- CODEBA - Companhia Docas Do Estado Da Bahia
- CODERN - Companhia Docas Do Rio Grande Do Norte



*“The creation of the Association represents a significant step toward integrating and strengthening the port community. Together, we can establish an agenda that favors growth and innovation, positioning our ports as protagonists on the international stage.”*

Francisco Martins

Chairman of the Board of the IAPORTS

CEO of Portos Rio

*“The creation of IAPORTS represents a significant advancement for the global port sector. This association arises with the commitment to promote collaboration among the main stakeholders of the sector, always seeking innovation and sustainable development. By strengthening ties between ports and companies around the world, we open new opportunities to boost competitiveness and consolidate Brazil as a strategic player in international trade.”*

Luiz Fernando Garcia

President of Portos do Paraná and ABEPH

## Membership benefits

IAPORTS has a Strategic Projects Department that focuses on five fundamental pillars to achieve the association's goals and mission. Below are the activities planned for each pillar:

### 1) Competitiveness

1. Port investment
  - i. Participation at the Port Investment Round (if member profile qualifies for this activity).
  - ii. 2 registrations to attend the in-presence event in São Paulo - Brazil.
  - iii. 1 registration to attend the 2 virtual events in 2025.
2. One-on-one presentations for potential investors during the year.

### 2) International Business

1. Participation on the monthly Port Connections Networking sessions.
2. Feature at the member catalog with transparent contact information to facilitate connections (if authorized by the member).

### 3) Regulatory Matters

1. Participation in the association's committees: Net Zero Committee, the Innovation Committee or the Investment Committee.

### 4) International Positioning

1. Access to the Global Calendar of Port Events.
2. Participation at the LATAM EXPORT
  - i. 2 registrations to attend the in-presence event.
3. International marketing for your organization.
  - i. Article posting on the association's blog.
  - ii. Content publication on social media.
  - iii. News publication in the monthly newsletter.
  - iv. Invitation to speak at global events.
  - v. Host a webinar on relevant topics for the port sector.

### 5) Port Education

1. Access to the Port Education Radar (listing of the international courses happening globally)
2. Professional exchange programs with temporary residencies abroad for knowledge and practice sharing.

These activities are designed to strengthen the competitiveness of the association's members, enhance their international positioning, and promote continuous education in the port sector. Each of these contributes to achieving the strategic objectives outlined by the association, driving its growth and global influence.

### Profile of the members

All public and private companies, as well as government bodies that are part of the global value chain of the port sector— both maritime and river —may be members of the association. Examples include port authorities, government agencies related to the port sector, infrastructure investment funds, port terminals, terminal operators, service providers and shipping companies.

### Membership fees

The fee for the members is an annual payment, according to the organization’s size in terms of direct employees. The annual membership can be paid between November until February and will be valid until December 31<sup>st</sup>, 2025. Annual renewal in the same category guarantees the continuation of the benefits listed in this section.

Membership fee			
Total number of employees	In USD	In EUR	In BRL
0-49	\$ 1,950.00	€ 1.800,00	R\$ 11.000,00
50-99	\$ 3,900.00	€ 3.600,00	R\$ 21.500,00
100-499	\$ 5,850.00	€ 5.400,00	R\$ 32.000,00
500+	\$ 7,800.00	€ 7.200,00	R\$ 43.000,00

## Contact us today and become a member

IAPORTS – International Association of Port Development

Rua XV de Novembro, 137. Sala 1. Centro Histórico – Santos. Brazil.

[info@iaports.com](mailto:info@iaports.com)

## Membership benefits for Elite Members

IAPORTS has a Strategic Projects Department that focuses on six fundamental pillars to achieve the association's goals and mission. Below are the activities planned for each pillar:

### 1) Competitiveness

1. Port investment
  - i. Participation at the Port Investment Round
  - ii. 4 registrations to attend the in-presence event in São Paulo - Brazil.
  - iii. 2 registrations to attend the 2 virtual events in 2025.
2. One-on-one presentations for potential investors during the year.

### 2) International Business

1. Participation on the monthly Port Connections Networking sessions.
2. Feature at the member catalog with transparent contact information to facilitate connections (if authorized by the member).

### 3) Regulatory Matters

1. Chair or Vice-Chair one of the association's committees: Net Zero Committee, the Innovation Committee or the Investment Committee.

### 4) International Positioning

1. Access to the Global Calendar of Port Events.
2. Participation at the LATAM EXPORT
  - i. 5 registrations to attend the in-presence event.
3. International marketing for your organization.
  - i. Logo of your organization in our website and newsletter.
  - ii. Article posting on the association's blog.
  - iii. Content publication on social media.
  - iv. News publication in the monthly newsletter.
  - v. Invitation to speak at global events.
  - vi. Host a webinar on relevant topics for the port sector.

### 5) Port Education

1. Access to the Port Education Radar (listing of the international courses happening globally)
2. Professional exchange programs with temporary residencies abroad for knowledge and practice sharing.

### 6) Other Benefits – International expansion

1. Briefing between IAPORTS' team and your team to check priority agendas to develop in international markets.
2. Outline of an objective action plan for international business development.
3. IAPORTS' team can review the organization's international materials and make suggestions for international outreach.
4. Up to 20 introductions/meetings with international connections to advance priority agendas.

These activities are designed to strengthen the competitiveness of the association's members, enhance their international positioning, and promote continuous education in the port sector. Each of these contributes to achieving the strategic objectives outlined by the association, driving its growth and global influence.

### Profile of elite members

Up to 5 organizations can be Elite Members. Public and private companies, as well as government bodies that are part of the global value chain of the port sector— both maritime and river —may be elite members of the association. Examples include port authorities, government agencies related to the port sector, infrastructure investment funds, port terminals, terminal operators, and shipping companies.

### Membership fee as an elite member

The fee for the members is an annual payment. Membership can be paid between November and February and will be valid until December 31<sup>st</sup>, 2025. Annual renewal in the same category guarantees the continuation of the benefits listed in this section.

Membership fee			
Category	In USD	In EUR	In BRL
Elite	\$ 20,000	€18.500,00	R\$ 110.000,00

## Contact us today and become a member

IAPORTS – International Association of Port Development

Rua XV de Novembro, 137. Sala 1. Centro Histórico – Santos. Brazil.

[info@iaports.com](mailto:info@iaports.com)