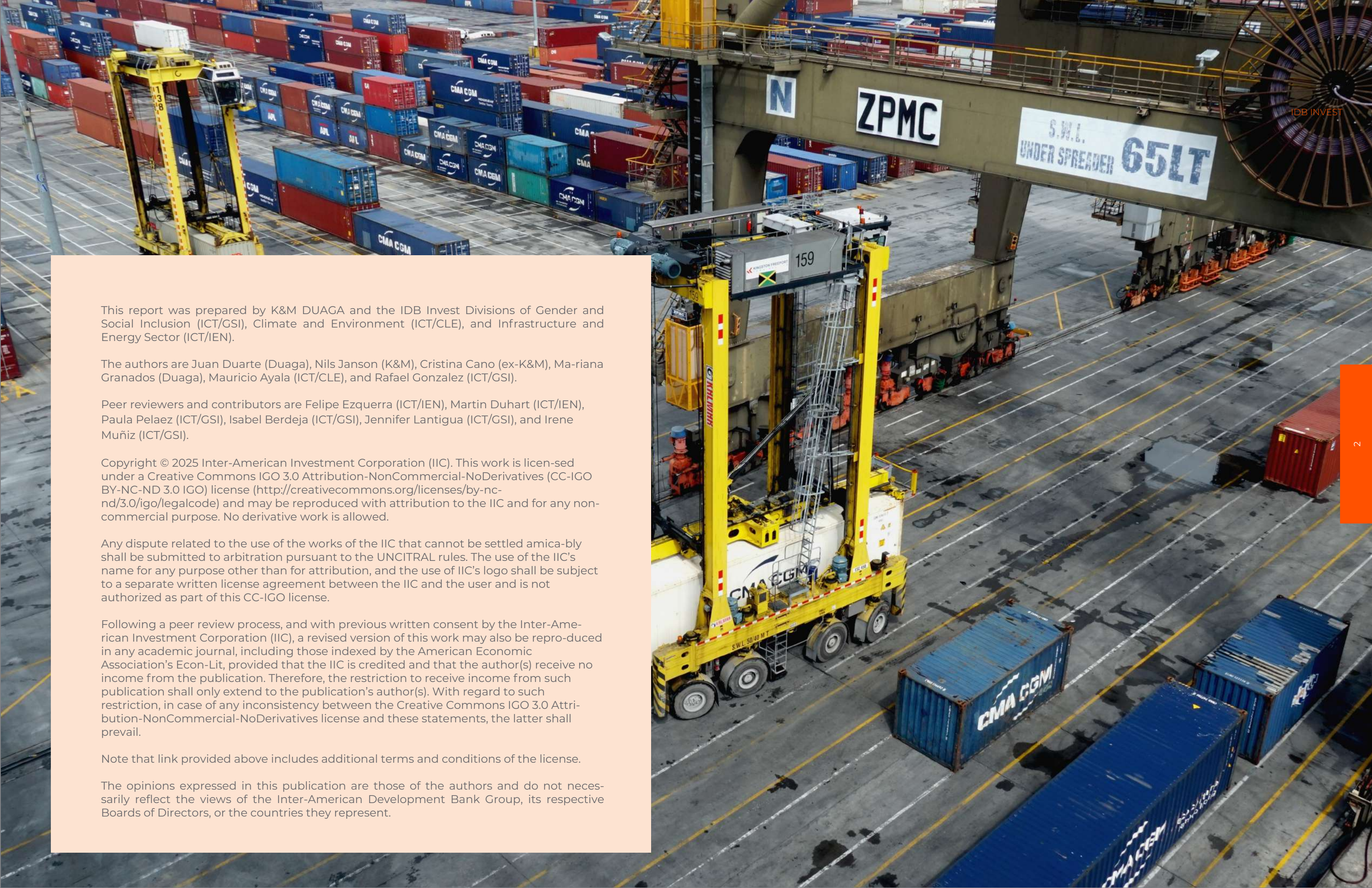




**PORT ECOSYSTEM IN LATIN AMERICA & THE CARIBBEAN**  
**SUSTAINABLE AND INCLUSIVE VALUE CHAINS AND**  
**OPERATIONS**

*REPORT SUMMARY*



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# *Introduction*





# Introduction

## Objective

*Identify and highlight opportunities for IDB Invest to promote sustainability and inclusion in the port industry in Latin America and the Caribbean. The goal is to integrate MSMEs into port value chains and foster sustainable and equitable best practices.*

## Port infrastructure is crucial for trade and economic development in the region.

The port sector is a key component of the global economy, facilitating over 80% of world trade via maritime and fluvial routes<sup>1</sup>. Its significance to economic progress emphasizes the importance of developing the sector through enhanced sustainability and inclusion. Promoting sustainability in ports includes:

- Integrating micro, small, and medium enterprises (MSMEs) into the value chain, addressing their visibility and access challenges, and ensuring they can contribute to innovation, economic diversification, and sustainable growth. MSMEs represent a significant part of the economic fabric of most countries in LAC, making them a critical source of inclusive growth for the region
- Addressing climate change mitigation and adaptation challenges, as well as impacts on biodiversity. Port operations are highly exposed to climate risks that could bring additional costs, and have significant environmental and social impacts, making it essential for the sector to adopt practices that mitigate these risks, make port operations more resilient, and that reduce their environmental footprint while maintaining and/or boosting profitability.
- Additionally, promoting gender parity within the port industry is vital. Women currently represent a small fraction (12%)<sup>2</sup> of the maritime workforce, and their inclusion can drive greater efficiency and productivity. Ensuring gender equity is seen as both a social imperative and a strategic advantage for the sector's growth.

To further these goals, the study aims to identify best practices, growth opportunities, and strategies to improve MSME participation and the sustainable and resilient development of the port sector. By offering financial support and technical advice, IDB Invest can contribute to drive the development of the port industry, ensuring long-term economic benefits while maintaining a clear focus on sustainability and inclusion. The following pages provide a briefing with the main findings and conclusions of the research.

<sup>1</sup> Humphreys, R. (2023). *Why ports matter for the global economy*. World Bank. Retrieved from <https://blogs.worldbank.org/en/transport/why-ports-matter-global-economy#:~:text=Container%20ports%20are%20essential%20nodes,particularly%20those%20driven%20by%20exports>

<sup>2</sup> OMI. (2020). *Las mujeres en el sector marítimo*. Retrieved from <https://www.imo.org/es/OurWork/TechnicalCooperation/Paginas/WomenInMaritime.aspx>

# Methodology

## Stage 1: Mapping of Value Chains and Lessons Learned

Collection of primary and secondary information

Mapping of value chains

Lessons learned

## Stage 2: Identification of Opportunities for IDB Invest

Visit business cases

Validation and deepening of lessons learned

## Stage 3: Actions for IDB Invest

Proposal of concrete actions and projects

Review of other sectors

MSMEs

Environmental Sustainability

Workforce potential

# Key players

In Latin America and the Caribbean, where millions of MSMEs operate and a large number of port terminals are located, we opted to select representative actors from various countries known for their best practices. Therefore, the recommendations and highlighted actions in this report should be considered as general guidelines applicable to similar contexts within the region.



# *Inclusion of MSMEs*



# General Lessons Learned



## Strengthening the Mapping and Recognition of MSMEs

- **It is crucial to identify and characterize MSMEs** and their current contribution in the ports value chain. Most interviewees explained they did not have that level of characterization.

The lack of adequate tools and data to map the MSMEs offer in the national and local economies prevents taking advantage of beneficial opportunities between ports and MSMEs (Key to differentiate between Subsistence MSMEs and High Impact MSMEs).

- **MSMEs need to strengthen internal capabilities and receive tailored training** to effectively integrate into the market.
- **A benchmark in this area is the Port of Long Beach**, which keeps a registration website for SMEs with detailed records of small entrepreneurs, offers personalized support and assigns a specific team to integrate these companies into the value chain. It also provides specific incentives to encourage the participation of MSMEs. (e.g., issue specific procurement contracts for SME suppliers, designed based on their needs and capabilities; and/or integrate in tender processes qualification criteria which provides higher or lower scores to contractors depending on the level and type of SME participation in their proposals).

## MSMEs as a Source of Innovation


- **MSMEs have proven to be highly innovative, adaptable and flexible.**
- **Examples of innovation brought by MSMEs include:** process automatization and optimization, provision of tailored and specialized services, enablers of positive environmental practices, and the promotion of new ways of interaction within actors of the Port's sector.
- Companies such as Ariaфина, CargoLogistics, BIZ Nation and Comforce are examples of MSMEs leading these innovative efforts.
- **In the construction and operation phase MSMEs can also contribute with products and services such as: Terminal design and planning, risk management and controller services, logistics, feasibility studies, digital signage, provision of industrial material (debris, metal, electronics, glass, etc.), provision of recycled materials and/or services to enable the implementation of circular processes, among others.**

## Opportunities in Greenfield and Port Expansion Projects

- **Port expansion projects can increase MSMEs inclusion.**
- The creation of logistics hubs allows for a deeper integration of MSMEs.
- **Early stage design of greenfield projects** including a clear angle on inclusive procurement and inclusive portfolio of the Port's services.
- **These projects promote a symbiotic relationship**, benefiting both ports and MSMEs and contributing to the development of a more resilient business ecosystem.

# Lessons Learned from Terminal Visits



 <b>Port of Port Spain</b> Recognition and Promotion of MSMEs
MSMEs play a key role in the port value chain.
Specific policies to support MSMEs as users of the terminal, such as the extension of three days storage without additional charges for inventory management and accounting for delays in customs procedures.
Legal restrictions exist that prevent progress in formal SME mapping or supplier identification.
Bidding companies subcontract local companies for certain jobs.

 <b>Port of Montevideo</b> TCP MSMEs and Social Responsibility
Regular collaborations with local suppliers in critical areas.
Production of work clothing with safety and sustainability criteria by family workshops
Social responsibility strategy to strengthen relationships with local suppliers and generate a positive impact on the community.

 <b>MIT</b> Collaboration with MSMEs as Suppliers and Clients
Active collaboration with MSMEs, fostering local growth. Application of the “Cascade Effect”, a philosophy that promotes shared success and encourages a multi-level commitment to local economic growth.
Policies to integrate new Panamanian companies into operations.
Promotion of family microenterprises for services such as food and maintenance. An example of a successful entrepreneurship supported by MIT includes a former employee who now offers the port crane maintenance services.
Specific programs <sup>3</sup> such as the “Local Exporters Program” and the “Local Entrepreneurship Promotion Program”.

<sup>3</sup> More information on these programs can be found in the CSR 2021 Progress Communication Report - “Juntos Vamos con Todo” (Together We Go All In). Available at: [https://www.canva.com/design/DAFMHWq6oZ4/jnxHb7zsud9GMeOWjuDwBQ/edit?utm\\_content=DAFMHW-q6oZ4&utm\\_campaign=designshare&utm\\_medium=link2&utm\\_source=sharebutton](https://www.canva.com/design/DAFMHWq6oZ4/jnxHb7zsud9GMeOWjuDwBQ/edit?utm_content=DAFMHW-q6oZ4&utm_campaign=designshare&utm_medium=link2&utm_source=sharebutton)

# Challenges for MSMEs



## *Training and Professionalization*

- Urgent need for training, professionalization and specialization.
- Importance of training programs to improve technical, soft, and management skills.



## *Market Recognition*

- Limited bargaining power and recognition of the value they bring to the table
- Market preference for established brands despite effective solutions offered by MSMEs.



## *Financial Management*

- Liquidity constraints and challenges in cash flow management.
- Extended payment terms (up to 90 days) affect financial stability.
- Lack of adequate support from banks and clients.



## *Fiscal and Competitive Challenges*

- Complexities in meeting tax requirements and extra-salary costs.
- Need to avoid excessive experience criteria required by Ports (buyers) due to the stage of the growth cycle that MSMEs are in.



## *Lack of Inclusion Policies*

- Lack of intentional policies and processes to encourage the inclusion of MSMEs in port sector purchases.
- Need to adjust port services to the needs of MSMEs.

*Addressing these challenges is crucial to ensure an equitable and sustainable participation of MSMEs in the port sector, thereby promoting an inclusive and equitable development of the sector.*

# Opportunities for IDB Invest to Promote MSMEs Inclusion within the Value Chain

## Strategies to Promote the Inclusion of MSMEs

**1. Support the ports in carrying out an exhaustive mapping of MSMEs offer and a characterization of the MSMEs in their value chain.**

### **2. Hiring of MSMEs and Services for MSMEs:**

Promote policies and incentives for inclusive hiring from the initial stages of projects (e.g., Design, pre-feasibility, and feasibility assessment stages).

- Establish incentives for procurement and Port services-design teams based on targets for MSME inclusion
- Simplification of onboarding and administrative procedures for MSMEs through differentiated platforms
- Develop projects or sub-components of projects whose characteristics and tenders aim to target MSMEs applicants only
- Include qualification criteria in tender processes based on MSME participation in the proposals, in terms of volume and added value provided by MSMEs

**3. Appoint a Sustainability and Inclusion Officer to strengthen the integration of MSMEs.**

**4. Develop detailed strategies with clear and measurable objectives for MSME participation and development.**

**5. Support the ports to design services tailored to the MSME segment and subsegment needs** (e.g., establish preferential and progressive service fees and/or other benefits for MSMEs that have participated in trainings on Foreign Trade and are executing their internationalization plan)

**6. Partner with Business Associations in the port sector to promote the adoption of best practices and standards.**

### **7. Technical Support to MSMEs:**

Create preferential financial incentives to facilitate MSMEs access to capital.

Implement supply chain finance solutions to improve the financial stability of MSMEs.

Develop tailored trainings and consulting programs for MSME suppliers and customers, based on a deep understanding of specific skills and knowledge gaps and needs (leverage on MSME development organizations/associations to have a larger impact)

**8. Measure social and economic impact and establish a system for the exchange of information on best practices and success stories among MSMEs in the sector.**

## Use of Visibility Tools for MSMEs

### **Marketplaces:**

Facilitate the connection between large buyers and various MSMEs in early stages of the projects. It is not limited only to a business-to-business approach, but should also include guilds that act as intermediaries or that wish to connect directly through the available tools.

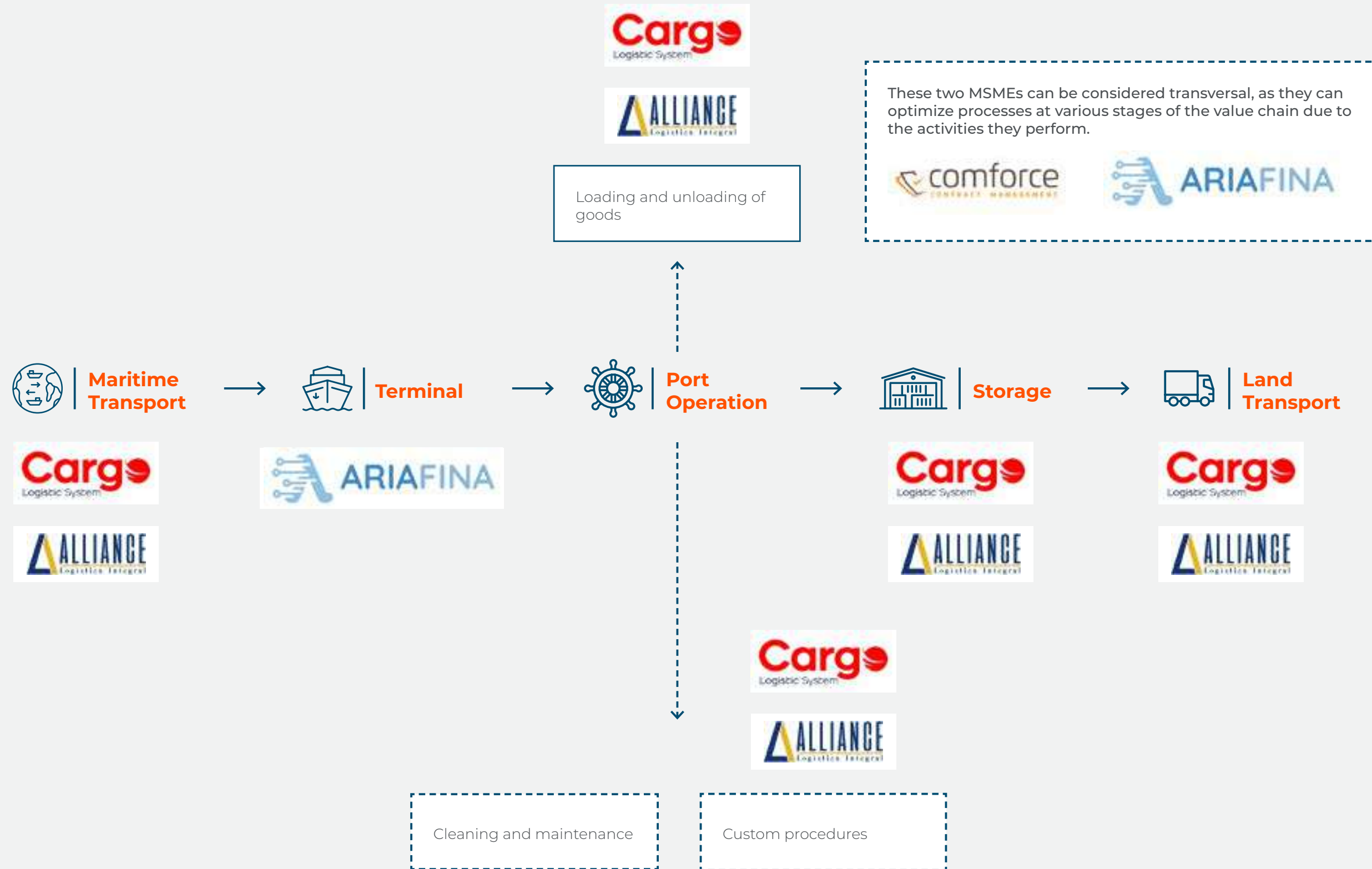
Serve as knowledge exchange centers among participants.

### **E.g., ConnectAmericas platform:**

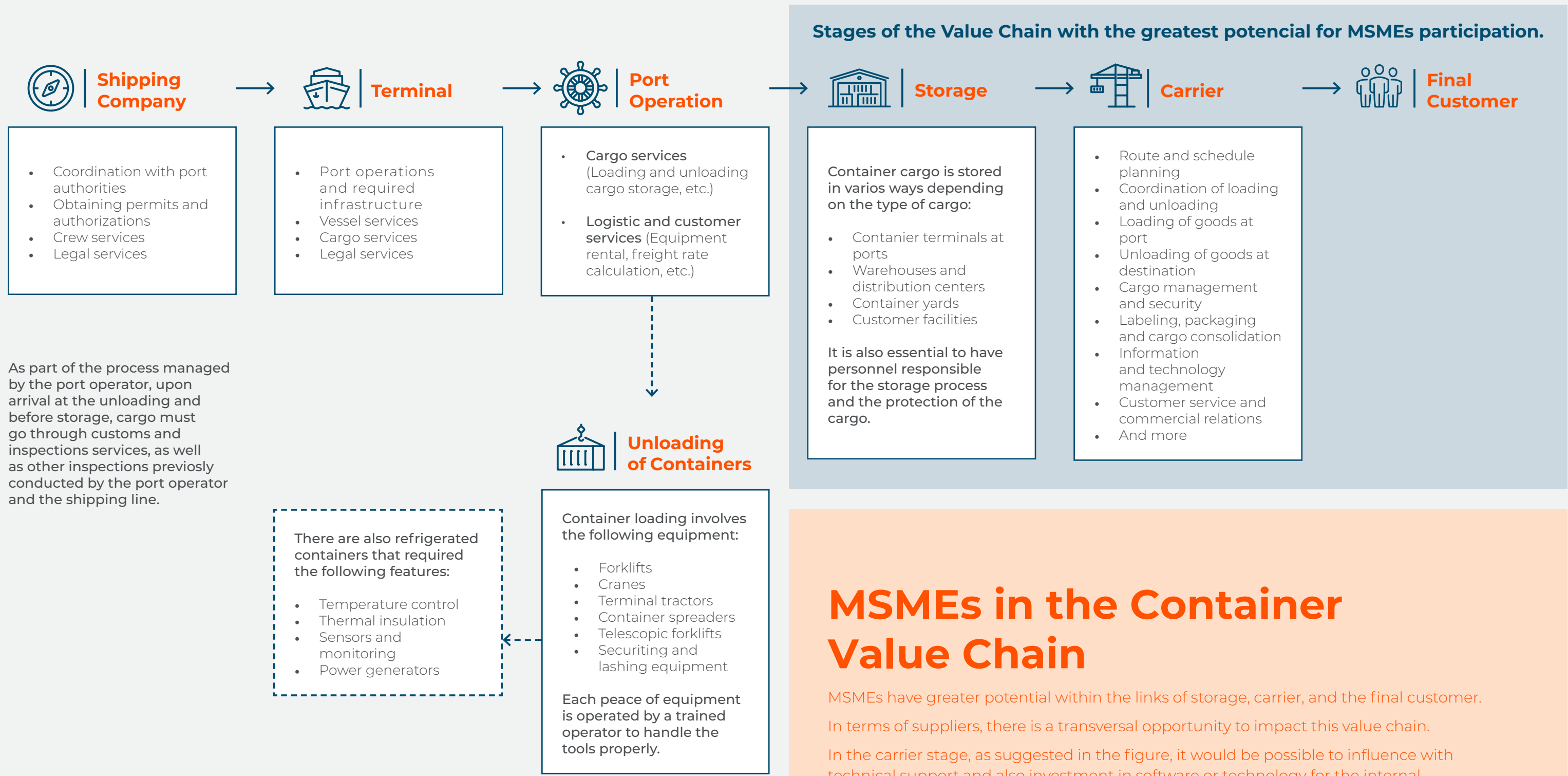
- Promote trade and investment in Latin America and the Caribbean.
- Helping companies connect with international business partners and investors.
- Use ConnectAmericas strategically to integrate MSMEs into port value chains.

# Interviewed MSMEs

## The Role of MSMEs in the Value Chain



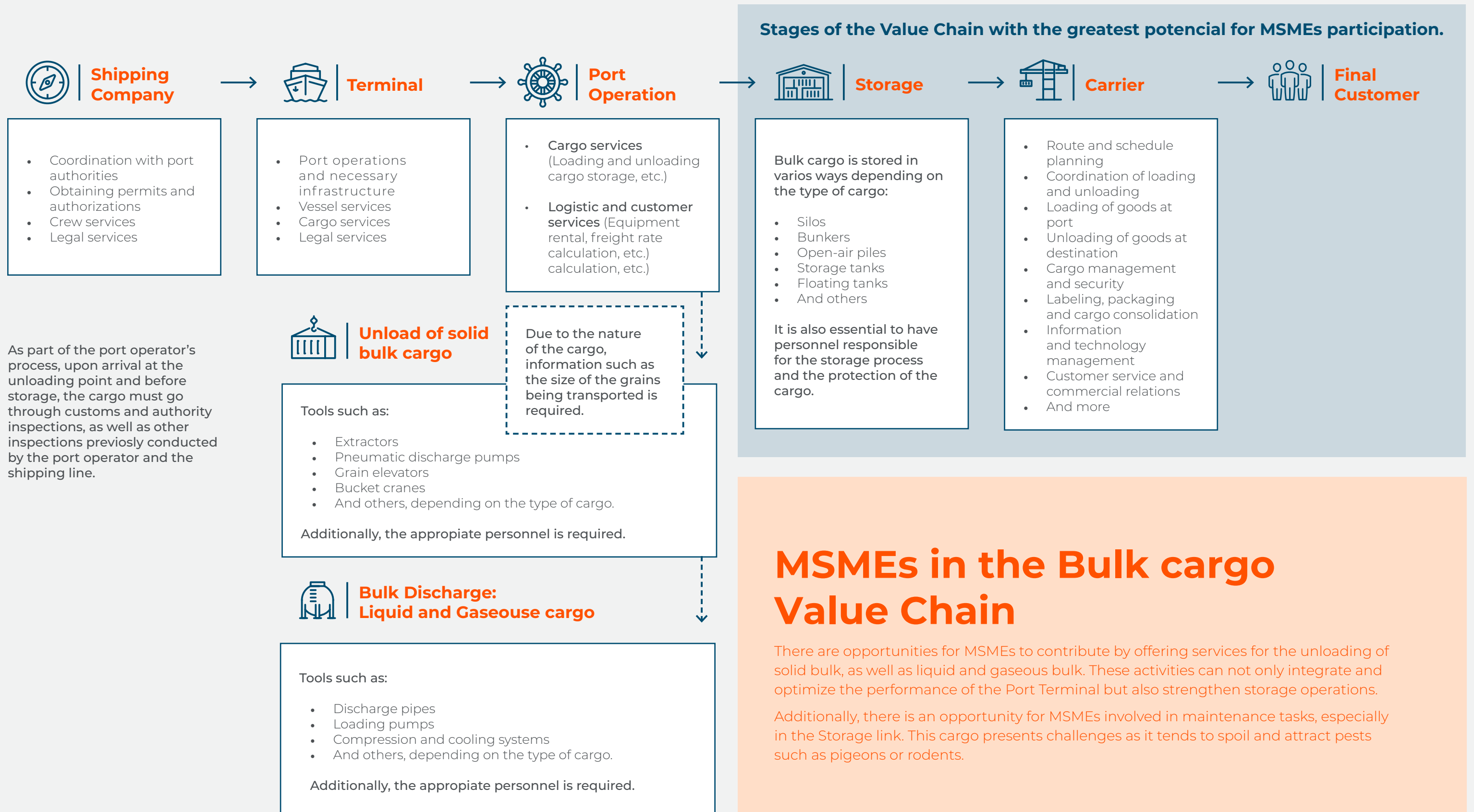
# Container Cargo Value Chain



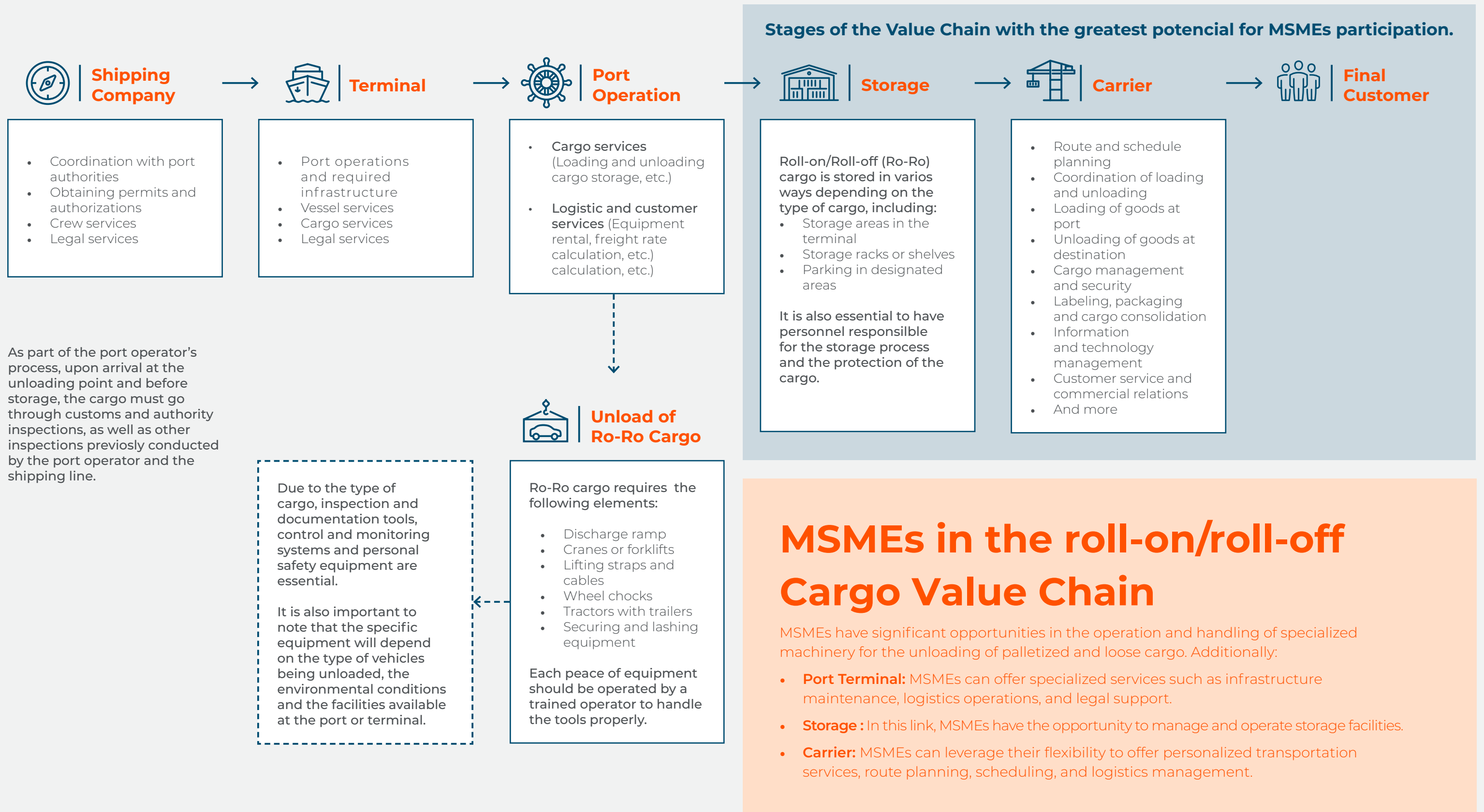
## MSMEs in the Container Value Chain

MSMEs have greater potential within the links of storage, carrier, and the final customer. In terms of suppliers, there is a transversal opportunity to impact this value chain. In the carrier stage, as suggested in the figure, it would be possible to influence with technical support and also investment in software or technology for the internal management of the port.

# Bulk Cargo Value Chain

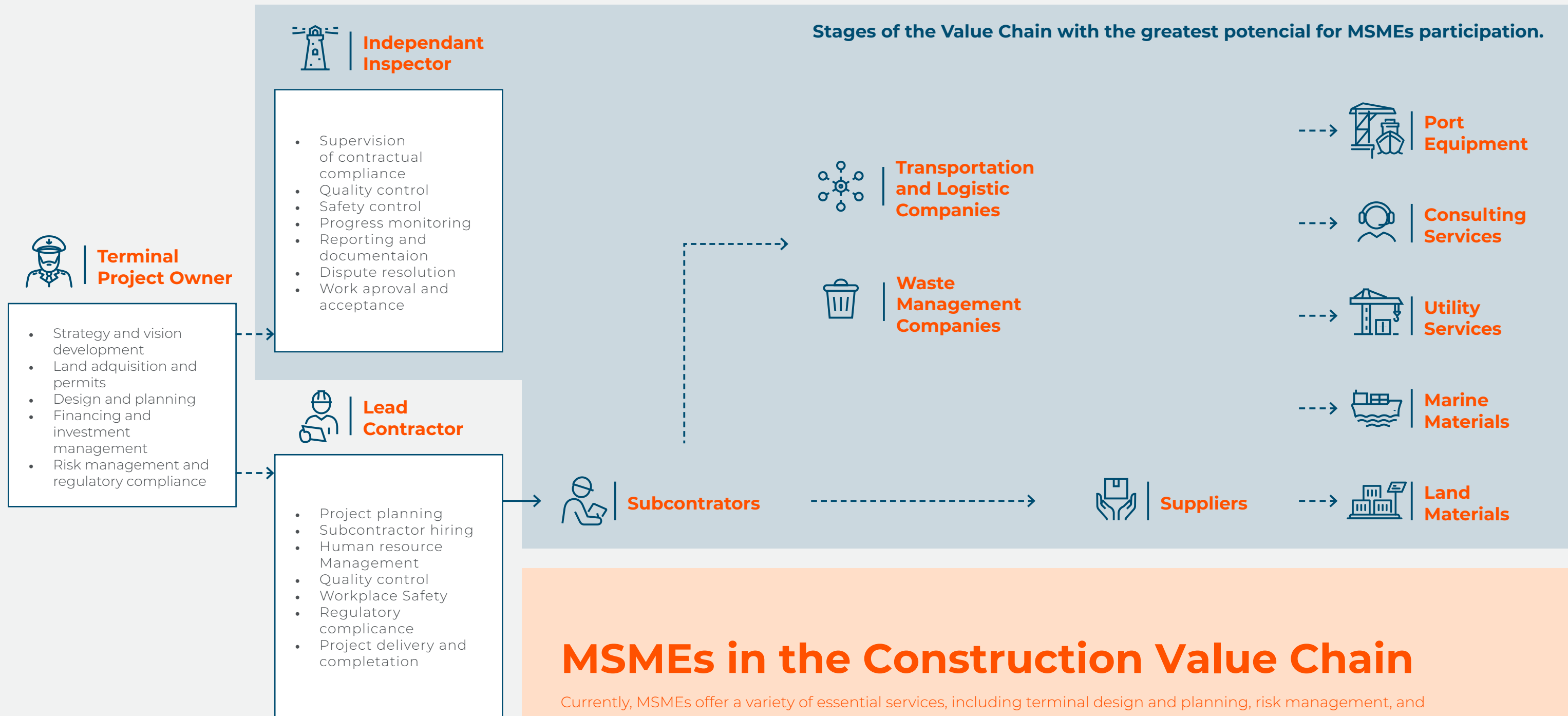


# Roll-on/roll-off (Ro-Ro) Cargo Value Chain





# Port Construction Value Chain



## MSMEs in the Construction Value Chain

Currently, MSMEs offer a variety of essential services, including terminal design and planning, risk management, and investment management.

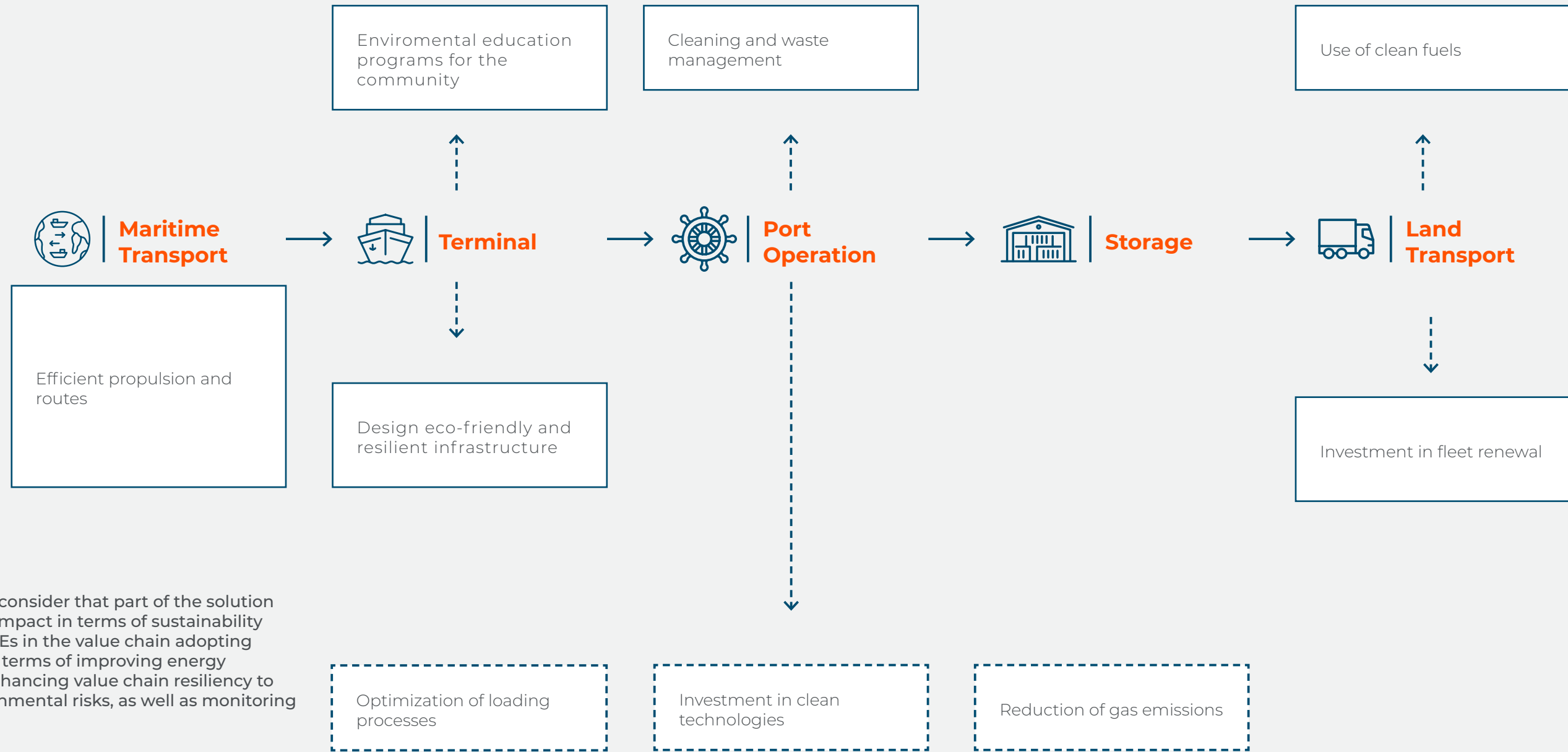
Frequently, these companies play crucial roles as inspectors in construction or terminal renovation projects.

Additionally, depending on the project's scope, some MSMEs have the capacity to build or renovate infrastructure based on feasibility studies and state-of-the-art engineering designs that they develop themselves.

# *Environmental Sustainability*



# Sustainability in Value Chains



It is important to consider that part of the solution to making a real impact in terms of sustainability depends on MSMEs in the value chain adopting related actions in terms of improving energy efficiency, and enhancing value chain resiliency to increasing environmental risks, as well as monitoring mechanisms.

Additionally, the participation of key players in the value chain remains essential, as they can have a significant impact, particularly in terms of sharing "know-how".

# General Lessons Learned on Environmental Sustainability

## High Investment and Support Needed

- Environmental sustainability initiatives require higher investments
- There is the need to standardized guidelines and provide technical assistance to understand and implement them with in Ports and their value chain
- Multilateral entities like IDB Invest play a crucial role in providing financing and technical cooperations focused on enabling Corporations to implement sustainable standards in relation to Climate Change Mitigation, Adaptation, and Nature and Biodiversity.

## Importance of Measuring the Carbon Footprint

- Measuring the carbon footprint is essential to assess environmental performance and set improvement goals.
- The data obtained help understand the real impact of measures and adjust strategies as needed.

## Successful Stories of Sustainable Practices Under Operation

- Ports are implementing energy transition actions such as crane electrification and the adoption of clean and renewable energies.
- Developing a corporate strategy focus on sustainability and efficient use of water, energy and materials
- Ports are seeking to implement sustainable management of waste and circular economy guidelines.
- Overall the Ports in the LAC region have been incorporating in the construction and operation phases measures to reduce the climate vulnerabilities of their infrastructure and operations (e.g., increasing resiliency of physical infrastructure, developing more detailed biodiversity action plans)

## Commercial Benefits of Sustainability Practices

- Sustainability actions not only benefit the environment, but also offer commercial advantages.
- Positioning ports as leaders in sustainability improves commercial interactions and strengthens the relationship with the local community.
- Interesting examples of these activities are the co benefits on air quality, biodiversity, and cost efficiencies that the long beach Port and the Posorja Port achieved when implementing sustainability actions such as the protection and restoration of mangroves.

# Lessons Learned from Terminal Visits



## Port of Port Spain

Transitioning to more Sustainable port operations

Collaboration with the University of Trinidad and Tobago (UTT) to measure the carbon footprint.

Implementation of ultra-low sulfur diesel and adaptation of cranes to low-emission technologies.

Electrification of RTG cranes, reducing dependence on fossil fuels.



## Port of Montevideo TCP

Energy Matrix Reference

Incorporate adaptation measures to reduce climate risk vulnerabilities.

Periodic carbon footprint assessments since 2015.

Process optimization and fleet renewal.

Wind turbine installation and photovoltaic energy evaluation.

Green Zone initiative for waste collection and recycling.



## MIT

Institutional and Operational Action for Sustainability

Electrification of cranes and development of a battery park to recycle energy.

Implementation of strict recycling policies and wastewater monitoring programs.

Reforestation of 5 hectares and reduction of 20,300 tons of CO<sub>2</sub>.

# Port of Long Beach as a Pioneer in Climate Action



## Sustainability Leadership

Recognized for its prominence in North America and internationally, the Port of Long Beach has established itself as a leader in environmental sustainability.

It has implemented climate change mitigation strategies, focusing on emissions reduction and air quality for 18 years.

## Sustainability Initiatives

- **Clean air action plan:** Reduction of emissions from ships, trucks, and port vessels.
- **Air monitoring network:** Real-time air quality data available to the public.
- **Renewable energies:** Use of short-term energy for ships and promotion of environmentally friendly fuels.
- **Clean action plan:** Collaboration with regulatory agencies to meet environmental standards.
- **Emissions inventory:** Annual inventory to keep data updated and improve efficiency.
- **Shore power:** Connecting ships to land-based to electricity to reduce emissions.
- **Incentives to shipping companies:** Reduced fees for ships that adopt sustainable practices.

## Commercial and Community Benefits

- **Commercial motivations:** Being a leader in sustainability improves commercial interactions and generates economic incentives.
- **Community relationship:** Commitment to the environment strengthens the relationship with the local community.
- **Competitive advantages:** Collaborations with international terminals like Shanghai and Singapore in emission reduction and processes decarbonization.

# Ventura Group and its Foundation Focused on Sustainability with Concrete Climate Actions



## Sustainability Integration

Ventura Group, through the ÉtikaVerde Foundation, follows standards such as ISO-26-1000 to analyze the environmental, social and economic impact of its operations..

## Sustainability Initiatives

- **Self-sustainable projects:** Development of environmentally and economically sustainable projects to ensure long-term positive impacts.
- **Composting and adapted technology:** Implementation of composting systems and development of technology adapted to the Colombian ecosystem.
- **Ecosystem protection:** Defense of the Tequendama Basin and rainforests in the Andean zone, including the acquisition of land with water sources.
- **Agricultural impact mitigation:** Development of strategies in Buenaventura to protect crops and preserve fertile land from glyphosate spraying.
- **Leadership in environmental management:** Leadership in the management of emissions and wastewater treatment in Buenaventura, in the absence of Wastewater Treatment Plants (WWTP).
- **Awareness campaigns:** Promotion of recycling campaigns, development of biopreparations and use of bioorganism bags to facilitate waste degradation.

## Commitment to Sustainability

Ventura Group demonstrates leadership in environmental and social sustainability, implementing innovative solutions to address environmental challenges and promote sustainable development in the communities where it operates.

# Challenges for Sustainability in the Value Chain



## *Need for Illustrating Climate Change Mitigation benefits*

- Despite significant advances by some sector leaders, there remains a large margin of stakeholders that do not see clearly the benefits on undertaking a more coordinated action to mitigate the impacts of climate change on port infrastructure and operations.
- There is the need of suitable instruments for ports and companies to address their targets on climate change mitigation.



## *Requirement for Explicit Corporate Sustainability Policies*

- Although several value chain actors are making progress in sustainability, not all have explicit sustainability policies, which should be an essential requirement.
- Currently many of the outstanding sustainability policies are not implemented or have found barriers to be materialized, due to lack of clear guidelines, standards and action plans.



## *Importance of Environmental Supervision and Creation of Review Mechanisms*

- Environmental impact supervision is indispensable, though not currently frequent. The strategy should not only be operationalized but also include the creation of review and monitoring mechanisms with specific indicators.



## *Financial Barriers to Climate Change Mitigation and Adaptation*

- The incremental costs and investments associated with strategies to mitigate climate change and promote decarbonization often pose a barrier to action.



# Opportunities for IDB Invest



## Increase Investment and Support in the Port Sector

- **Great investment potential:** There is significant interest in the port industry by entities such as IDB Invest to advance decarbonization, resiliency, nature positive strategies, and the implementation of ports 4.0 (digital, innovative, data-driven approaches and members of logistics communities). This represents an opportunity for multilateral entities due to the interest in exploring market niches that ensure a significant number of future projects, as well as to illustrate the market the advantages of mitigating and adapting to climate change.



## Key areas of Interest

- **Innovative infrastructure projects-multilevel logistics hubs:** IDB Invest can play an active role in the operational transformation of ports through the construction of multilevel logistics hubs. These hubs integrate multiple logistics services and commercial activities, enhancing port competitiveness and fostering equitable, resilient, and sustainable economic development.
- **Green hydrogen bunkering projects:** IDB Invest can finance ports interested in becoming green hydrogen, Saf, and e-methanol suppliers. Ports in Brazil, such as Espírito Santo and São Sebastião, show interest in these projects, following examples of ports in Los Angeles, Amsterdam, and Valencia.
- **Shore to power infrastructure:** Currently several ports are assessing the possibility to incorporate shore to power infrastructure, which will reduce CO2 emissions of port's users.
- **Decarbonization projects:** Reducing electricity costs. Finance projects that reduce electricity costs while achieving a positive environmental impact.
- **Emissions measurement:** Invest in tools and machinery to effectively monitor and reduce emissions.
- **Definition of sustainable port policies:** technical assistance in sustainability policies. Support the creation of port policies that include planning, monitoring and evaluation of climate and environmental risks, dependencies and opportunities; in addition to the certification of projects under international standards such as Envision or Fast Infra.



## Additional Recommendations

- **Implementation of environmental standards, CO2 assessments, energy, water and efficiency studies and monitoring.**
- **Partnerships with the academy for training, sector's associations and value chain stakeholders.**

# Workforce Potential



# General Lessons Learned

## Women Workforce in the Maritime Sector

- There is an opportunity to increase women's participation in operational roles, naval engineering, logistics, and port management
- Women currently represent 1.2% of the global maritime workforce, according to the BIMCO/ICS 2021 Seafarer Workforce report, highlighting the potential to expand their participation and impact.
- Cultural and social factors have influenced current participation levels.

## Women's Capacity for Operational Roles

- Visits to ports revealed that women can perform operational roles, such as operating port cranes.
- At MIT, women occupy roles in automatic cranes and other operational areas.
- At Port Spain, women have advanced to executive and senior roles, highlighting the importance of individual merit.

## Need for an Environment with more Opportunities

- Creating an inclusive work environment is essential to value and respect diversity.
- Investing in inclusive infrastructure that supports work-life balance, such as childcare facilities, is crucial to supporting single mothers and improving working conditions.
- Port of Montevideo TCP has implemented initiatives that support women's participation and generate positive impacts for the wider community

## Conclusion

- **Current initiatives are positive step, but actions to promote more opportunities must continue and be strengthened and fostered more widely in the Ports sector.**
- **Women's participation in the port sector contributes to innovation and business performance.**

# Findings on Inclusion and Gender Equity in Interviews



## Port of Long Beach

- Established a dedicated office to diversity, equity and inclusion.
- Focused on improving accessibility for small businesses and diversity in hiring.
- Translation of platforms and forms to ensure accessibility.



## WiMAC Women in Maritime Association Caribbean

- Supports the advancement and professional growth of women in the maritime and port sector.
- Training programs in operations, ship management and more.
- Focused on emerging technologies and sustainability.



## WISTA Dominican Republic

- Networking spaces and tools for women in the maritime and port sector.
- Projects for recent graduates, internships and courses.
- Collaboration with OAS and OMI for scholarships and visibility.



## The Biz Nation

- Training programs in rural communities.
- Gender policies including recruitment, training and professionalization.
- Encourages participation of women in STEM fields and provides inclusive environments.

# Lessons Learned from Terminal Visits



## Port of Port Spain

Leader in Women Workforce Training and Recruitment

Expands access for all and reinforces the creation of new profiles as economic opportunities.

Promotes new opportunities through employee training and career advancement.

Women progress from entry-level roles to management positions.

Fair and transparent selection based on qualifications and experience.

**Challenge:** Single mothers face long commutes; suggested nearby day care centers.



## Port of Montevideo TCP

Focus on Community Development

Hiring practices that promote balanced participation and equal opportunities for women and men

### Featured programs:

- **“Ganar Ganar”** program with UN Women, for training and awareness-raising.
- Gender equity quality seal from the National Women’s Institute.
- Partnership with **“Ánima Bachillerato Tecnológico”** for dual training and employment for young people and their parents in critical situations.



**MIT** Referent in the Professionalization of Women Port Workers

Implementation of a women - employee promotion program.

50% of managerial positions are occupied by women.

Zero discrimination policies based on gender and disability.

### Featured programs:

- Operation of cranes by female personnel, creating new opportunities.
- Investment in training with a focus on women.

Recognized by the OAS with the LIFE award for the design of operations with equal opportunities focus.

# Challenges in Incorporating and Retaining New Talent in the Value Chain



## *Profile Barriers in the Maritime Sector*

- Challenges persist in the maritime and port sector because of cultural and social barriers to the incorporation of new work profiles.



## *Absence of Participation Policies*

- Opportunity to expand programs and policies that support women's participation across all roles and levels.



## *Equal Pay Guidelines Needed*

- Strengthening pay equity frameworks can help to promote more job opportunities.



## *Low Data Collection & Inadequate Mechanisms on Women Violence*

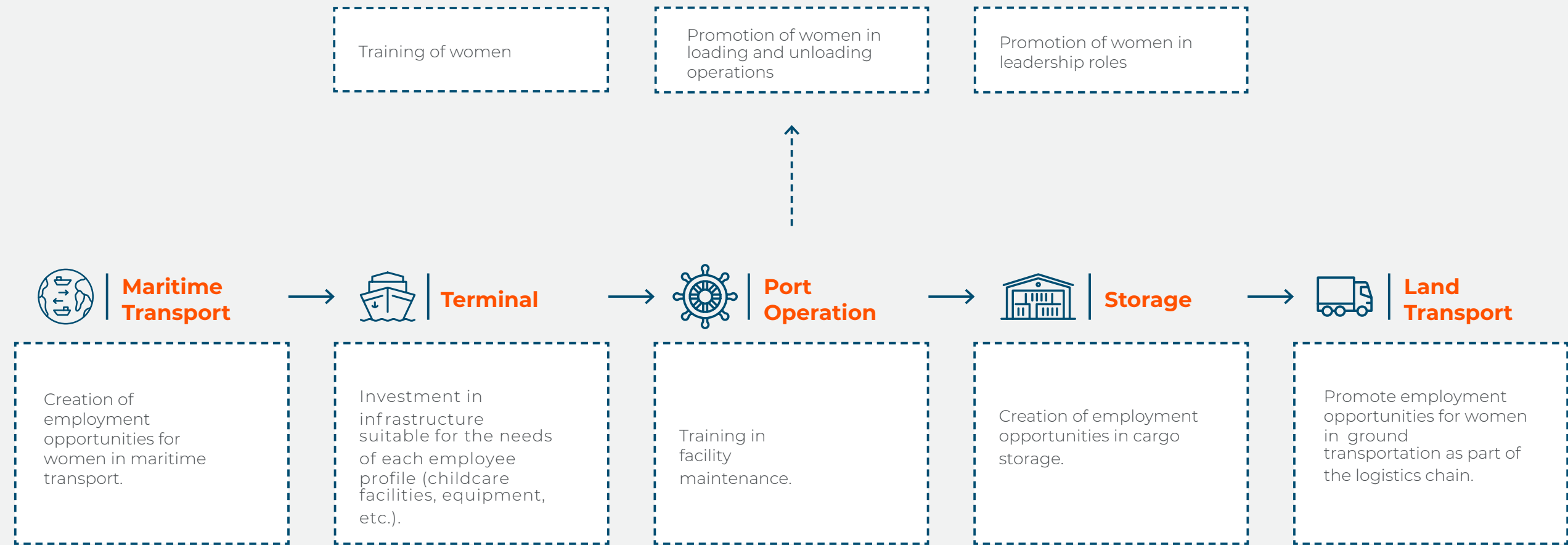
- Collecting gender-disaggregated data or developing specialized mechanisms to address women- based violence and harassment can support safer and more equitable workplaces.



## *Insufficient Labor Improvements*

- Improvements in working conditions and women representation have been pragmatic but lack detailed and intentional corporate policies.

# Job Opportunities in Ports Value Chains



# Opportunities for IDB Invest



## Supporting Partnerships that Promote Women's Leadership and Participation

- **Facilitate connections:** IDB Invest can establish strong linkages between ports and inclusion programs developed by organizations such as WISTA International and WiMAC.
- **Financing specific projects:** Provide financial resources and technical assistance to expand projects that promote women's participation in technical and leadership roles, as well as in the creation of support infrastructures such as childcare facilities.
- **Promoting equal opportunities through targeted incentives:** Offer incentives such as preferential financing rates or favorable credit conditions to companies and ports committed to increase women in its workforce.



## Strategies and Support Programs in large Operations

- **Support infrastructures:** Design and finance facilities such as childcare centers in ports and adapt workspaces to ensure women's safety and comfort.
- **Better opportunities policies:** Implement policies that promote opportunities in the recruitment, retention and career advancement of women, ensuring access to training and certifications for them.
- **Parity accelerators:** Create spaces where public and private sector actors collaborate to advance women's participation, promoting policies for hiring and promoting women and establishing measures against discrimination and harassment.



## Impact of Proposed Strategies

- Promoting women's participation enables the sector to benefit from a broader range of skills and talents, enriching the industry with new perspectives and innovative approaches. IDB Invest contributes to leverage the skills and talents of women.
- Overall, these actions will improve the competitiveness and long-term sustainability of the port sector.





# *Opportunities for IDB Invest*



# IDB Invest Products for the Port Sector in Latin America and the Caribbean

IDB Invest has a valuable opportunity to influence the adoption of sustainable and inclusive practices in port operations. By providing financing and technical assistance, it can foster more equitable and sustainable port development, benefiting both terminals and local communities.

## Recommended Financial Products

### Loans:

- Acquisition of new machinery.
- Sustainable equipment.
- Resilient infrastructure.
- Green hydrogen projects.
- Environmental measurement equipment.
- Supply chain finance
- Debt restructuring

### Blended finance:

- Combination of concessionary and conventional capital.

### Mezzanine finance:

- Revenue sharing for greater influence on strategic decisions.
- Flexibility and room for maneuver in financial negotiations.

## Technical Assistance

With the TA support IDB Invest will enable markets and clients to take advantages of new opportunities and reduce social and climate risks within their value chain. This support can be traduced in:

### Detailed mapping of MSMEs:

- Characterization and analysis of port value chain requirements

### Promotion of the inclusion of MSMEs:

- Foster policies and processes for active participation of MSMEs suppliers and subcontractors in the port economy.
- Identification of services and products offered for effective inclusion of MSME as clients of the ports.

### Capacity building:

- Gap diagnosis and training design for MSME suppliers and customers in expo/impo, financial education, business management, sustainability and gender and inclusión matters

### Promotion of gender equality:

- Development of GDI policies that impact internal operations and value chains
- Support in designing infrastructures that contributes to women inclusión and development such as breastfeeding spaces and childcare facilities.

### Promotion of environmental sustainability projects:

- Initiatives for carbon and nature footprint reduction and clean technologies implementation

### Adaptation to climate change:

- Resilient infrastructure to sea level rise and heatwaves.

# Types of Projects that IDB Invest can Implement

Opportunity	Main shaft	Other axes	Main product type IDB Invest	Type of associated product IDB Invest
<b>Green hydrogen bunkering projects</b>	Environmental sustainability	MSMEs	Loans / Blended finance	Technical assistance
<b>Energy cost reduction projects</b>	Environmental sustainability	MSMEs	Loans / Blended finance	Technical assistance
<b>Port expansion and equipment renewal projects</b> (resilient infrastructure)	Transversal		Loans	Technical assistance
<b>Automation and digitalization projects</b>	MSMEs, environmental sustainability, gender	MSMEs, gender	Loans / Blended finance	Technical assistance
<b>Process decarbonization projects</b>	Environmental sustainability	MSMEs	Loans / Blended finance	Technical assistance
<b>Creation of multilevel logistics spaces</b> (warehouses in ports or adjacent areas)	MSMEs	MSMEs, gender	Loans / Blended finance	Technical assistance

# Conclusions



# Conclusions



## Port Sector Transformation

- IDB Invest can be a catalyst for a more inclusive, sustainable and resilient port industry.
- Focused on integrating MSMEs, promoting sustainability and gender equity, and strengthening competitiveness.



## Potential of MSMEs in the Port Sector

- They play a vital role in injecting agility, innovation and diversity.
- They face challenges such as lack of recognition and financial/technical support.
- IDB Invest can offer technical assistance and financing, map needs, develop training programs, create specialized products and services, and promote the subcontracting of MSMEs from the project design stage.



## Importance of Sustainability

- Ports are adopting measures such as electrification and the use of renewable energies.
- IDB Invest can finance clean technologies and energy efficiency and climate resilience projects



## Advances in Gender Equity

- Female representation is increasing, although barriers persist.
- IDB Invest can promote inclusive infrastructure, policies and training programs.
- Encourage the participation of women in technical and leadership roles.



## Strategies for IDB Invest

- Financing of sustainable and inclusive projects.
- Offer specific incentives for MSME inclusion in value chains..
- Strengthen collaboration with business associations, academic institutions, and other stakeholders in the Port ecosystem to foster sustainability, innovation, and competitiveness in this sector.
- Strategic solutions such as financing green hydrogen projects, reducing energy costs, expanding ports, decarbonization, and creating logistics hubs.



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