



Meeting held between Panama Canal Authority and Agents on August 7th

➤ **Origin of LoTSA**

ACP informed:

- ✓ LoTSA is a result of several customer's requests that ACP visited and of customers that approach them.
- ✓ LoTSA was inspired in "Berthing window model" that is currently used in Terminals.
- ✓ Provide long term visibility.
- ✓ This is a pilot program and could be changed depending on results.
- ✓ Directions of slots for different segments offered were a results of demand studies made by ACP.

➤ **System used:**

ACP informed that system to apply for LoTSA will be the same currently used for Auction, however, for LoTSA, the system will request more information such as:

- Register user and customer code
- Payment method
- Guarantor Bank
- Number of packages interested.
- Bid amount.

➤ **Examples provided by ACP:**

Example for Full container segment participating in LoTSA:

- The Customer decide to bid in 1 package for 104 slots.
- The Customer decide to bid \$250,000.00 per slot.
- The total cost of the package will be \$26M (104 x \$250k)
- Agent must place the bid in **\$250K**, (If won, total amount will be \$26M)
- The bank guarantee won't be the total amount of the full package bid (\$26M), however, ACP will advise the method in a further advisory.

Example of Winners' selection –in case that customers bid for Several packages requested:

As seen below, it is important to point that bid amount is the 1st criteria to get a package.

If there is a customer (s) interested in more than 1 package, the ACP will allocate first 1 package to all interested customers.

The remaining packages will be allocated in order of higher bid amount.

| Customer | BID | Packages amount |
|------------|---------|-----------------|
| Customer 1 | 252,000 | 1 |
| Customer 2 | 250,000 | 3 |
| Customer 3 | 250,000 | 1 |
| Customer 4 | 240,000 | 2 |

| Winners | Package |
|------------|---------|
| Customer 1 | A |
| Customer 2 | B |
| Customer 3 | C |
| Customer 4 | D |
| Customer 2 | E |
| Customer 4 | F |
| Customer 2 | G |



Example of Winners' selection – Customers with same BIDS amount:

In this case, the allocation criteria of packages will be the time that bid was submitted First Come-First serve (FiFo).

| Customer | BID amount | # of packages | Time that bid was submitted | Winners | Package |
|------------|------------|---------------|-----------------------------|------------|---------|
| Customer 1 | 252,000 | 1 | 17:33 | Customer 1 | A |
| Customer 2 | 250,000 | 3 | 12:45 | Customer 3 | B |
| Customer 3 | 250,000 | 1 | 11:30 | Customer 2 | C |
| Customer 4 | 240,000 | 2 | 18:00 | Customer 4 | D |
| | | | | Customer 2 | E |
| | | | | Customer 4 | F |
| | | | | Customer 2 | G |

Customer 3 obtain Package B and Customer 2 the package C based on Time that Bid was input, as same bid the same amount.

Example of choosing transit date for Full container awarded with 1 Package (1st place priority). Refer to table #2.

Customer is bidding for Week #20, which is from August 18th to May 24th, 2025:

1. Customer has from 70 to 60 days (full container segment) to register slot **prior Sunday of week #20.**
2. For above example, the **priority window to submit booking will be from March 9th to March 18th, 2025**
3. Customer also will have the opportunity to register in different period without priority (**until 35 days prior Sunday of week #20 - April 13th, 2025**). However, customer must take in consideration that by that time frame other customers will be allocating their slots also.
4. If booking is not registered at least April 13th, ACP will forfeit slot and will charge the amount awarded for this slot.
5. Customer (agent) must indicate that slot is a LoTSA slot.

➤ **Tables**

- **Table #1 – Opening dates:**

| Market segment | # of packages | Amount per package | Auctions opens on |
|-----------------|---------------|--------------------|----------------------|
| Full containers | 7 | 104 | September 2nd, 2024 |
| | 7 | 52 | September 4th, 2024 |
| LNG / LPG | 6 | 24 | September 9th, 2024 |
| | 18 | 12 | September 11th, 2024 |
| All | 1 | 6 | September 16th, 2024 |

1st auction starts on September 2nd at 08:00 hrs and close on September 3rd at 12:00 hrs.

○ **Table #2 - Priority to register slot in the Booking system:**

| Market segment | BID | Slots per package | Priority | Period | Package |
|-----------------|-----|-------------------|-------------------|----------|-------------|
| Full containers | 1 | 104 | 1st place | 70 to 60 | A |
| | 1 | 104 | 2nd place onwards | 59 to 55 | B/C/D/E/F/G |
| | 2 | 52 | 1st place | 70 to 60 | |
| | 2 | 52 | 2nd place onwards | 59 to 55 | |
| LNG / LPG | 3 | 24 | 1st place | 54 to 50 | |
| | 3 | 24 | 2nd place onwards | 49 to 35 | |
| | 4 | 12 | 1st place | 54 to 50 | |
| | 4 | 12 | 2nd place onwards | 49 to 35 | |
| *All | | | All | 49 to 35 | |

*Include also Full containers, LNG and LPG.

➤ **Table #3 - Distribution of slots per package:**

| Market segment | Offer | Packages available | Slots per package | Transit frequency | Slots per Direction | |
|-----------------|-------|--------------------|-------------------|---------------------------|---------------------|----|
| | | | | | NB | SB |
| Full containers | 1 | 7 | 104 | 1 per direction each week | 52 | 52 |
| | 2 | 7 | 52 | 1 each week | 52 | |
| LNG / LPG | 3 | 6 | 24 | 2 per month | | 24 |
| | 4 | 18 | 12 | 1 per month | | 12 |
| All | 5 | 1 | 6 | 1 per month | | 6 |

➤ **Table 4th - Slots LoTSA for booking dates of: January 5th, 2025 to January 3rd, 2026:**

| Week | Dates | Week | Dates | Week | Dates | Week | Dates |
|------|----------------|------|------------------|------|-----------------|------|-------------------|
| 1 | Jan 5 - 11 | 14 | Apr 6 - 12 | 27 | July 6 - 12 | 40 | Oct 5 - 11 |
| 2 | Jan 12 - 18 | 15 | Apr 13 - 19 | 28 | July 13 - 19 | 41 | Oct 12 - 18 |
| 3 | Jan 19 - 25 | 16 | Apr 20 - 26 | 29 | July 20 - 26 | 42 | Oct 19 - 25 |
| 4 | Jan 26 - Feb 1 | 17 | Apr 27 - May 3 | 30 | July 27 - Aug 2 | 43 | Oct 26 - Nov 1 |
| 5 | Feb 2 - 8 | 18 | May 4 - 10 | 31 | Aug 3 - 9 | 44 | Nov 2 - 8 |
| 6 | Feb 9 - 15 | 19 | May 11 - 17 | 32 | Aug 10 - 16 | 45 | Nov 9 - 15 |
| 7 | Feb 16 - 22 | 20 | May 18 - 24 | 33 | Aug 17 - 23 | 46 | Nov 16 - 22 |
| 8 | Feb 23 - Mar 1 | 21 | May 25 - 31 | 34 | Aug 24 - 30 | 47 | Nov 23 - 29 |
| 9 | Mar 2 - 8 | 22 | June 1 - 7 | 35 | Aug 31 - Sept 6 | 48 | Nov 30 Dec 6 |
| 10 | Mar 9 - 15 | 23 | June 8 - 14 | 36 | Sept 7 - 13 | 49 | Dec 7 - 13 |
| 11 | Mar 16 - 22 | 24 | June 15 - 21 | 37 | Sept 14 - 20 | 50 | Dec 14 - 20 |
| 12 | Mar 23 - 29 | 25 | June 22 - 28 | 38 | Sept 21 - 27 | 51 | Dec 21 - 27 |
| 13 | Mar 30 - Apr 5 | 26 | June 29 - July 5 | 39 | Sept 28 - Oct 4 | 52 | Dec 28 - Jan 3/26 |

○ **Table # 5 - Current slots Distribution:**

| Category | Current booking system | | | | Subtotal | Auction | Total |
|--------------|------------------------|---------------|---------------|--------------|-----------|------------------------------|-----------|
| | Special | 1 | 1.a | 2 | | 3 | |
| | 730-366 days | 90 to 31 days | 30 to 15 days | 14 to 8 days | | Additional slots 7 to 2 days | |
| Neopanamax | 1 | 2 | 3 | 3* | 9 | 1 | 10 |
| Supers | 3 | 5 | - | 10 | 18 | 1 | 19 |
| Regulars | 2 | 1 | - | 2 | 5 | 1 | 6 |
| Total | 6 | 8 | 3 | 15 | 32 | 3 | 35 |

*Include conditioned slot

○ **Table # 6 - New slot Distribution:**

| Category | LoTSA | Current booking system | | | | Subtotal | Auction | Total |
|--------------|---------------------|------------------------|---------------|---------------|--------------|-----------|------------------------------|-----------|
| | | Special | 1 | 1.a | 2 | | 3 | |
| | Neopanamax >90 days | 730-366 days | 90 to 31 days | 30 to 15 days | 14 to 8 days | | Additional slots 7 to 2 days | |
| Neopanamax | 4 | 1 | * | 2 | 2** | 9 | 1 | 10 |
| Supers | - | 3 | 5 | - | 10 | 18 | 1 | 19 |
| Regulars | - | 2 | 1 | - | 2 | 5 | 1 | 6 |
| Total | 4 | 6 | 6 | 2 | 14 | 32 | 3 | 35 |

*Will open Only if slot is not taken in special period

**Include conditioned slot

➤ **Clarifications:**

- System will accept 1 unique amount/ bid only. Auction will not be extended.
- Slots not taken in special period will be offer in 1st period competition.
- Slots not taken in LoTSA will be offer in Period 1.a competition.
- Dates booked in LoTSA **will block customer code** in dates for ordinaries periods and can only win if any exception.
- LoTSA secure that customer will transit on the week awarded, however, do not secure that desired day will be available, as the priority choosing the dates will be in the order previously mentioned.
Day of the week once packages are awarded will be selected under First come- first serve basis (Fi Fo), other segments will depend on which days of the week are available.
- Direction of slots available on regular periods will depend on slots taken on LoTSA.
- In case of any reduction of slots, example: dry season, the slots that will suffer reduction will be slots in ordinary period.
- The penalty of \$250,000.00 charged if slot is cancelled 2 days or less of booked date, will be additional to the awarded amount of slot in LoTSA.
- Penalty of reduction in ranking of 0.5 for LNG vessels remain the same.
- Swapping – substitutions between LPG and LNG under same customer code is allowed, however, restriction of LNG remain the same, therefore, this will be subject to availability.

➤ **Pending information: ACP informed that the following information will be send prior September 2nd:**

- Green connection auction / procedure and factors that vessels must comply to be eligible is still under evaluation.
- They will check possibility/costs for swapping/substitutions between slots awarded in LoTSA and slots in ordinary period.
- Payment details for customer awarded in LoTSA.
- **Customer ranking:** ACP informed that a new Advisory could be announced shortly.
- Agents requested ACP, if is possible to receive the data collected in which they based their decision to create LoTSA. They informed that must check internally if this data is possible to share.

➤ **Additional clarification - New deadline for Super vessels and regular vessels with restrictions (PANAMAX LOCKS):**

For booking dates **beginning January 1, 2025**, the required arrival time for booked supers or regular vessels with transit restrictions (clear-cut, clear-cut daylight hours) will be 2200 hours on the day prior to their booking date. If the vessel does not arrive by the required arrival time, the vessel will be subject to forfeiture of the prescribed booking fee.

Commercial passenger vessels are exempt from this new arrival requirement.

ACP informed that JUST IN TIME and SAME DAY TRANSIT will continue available.