

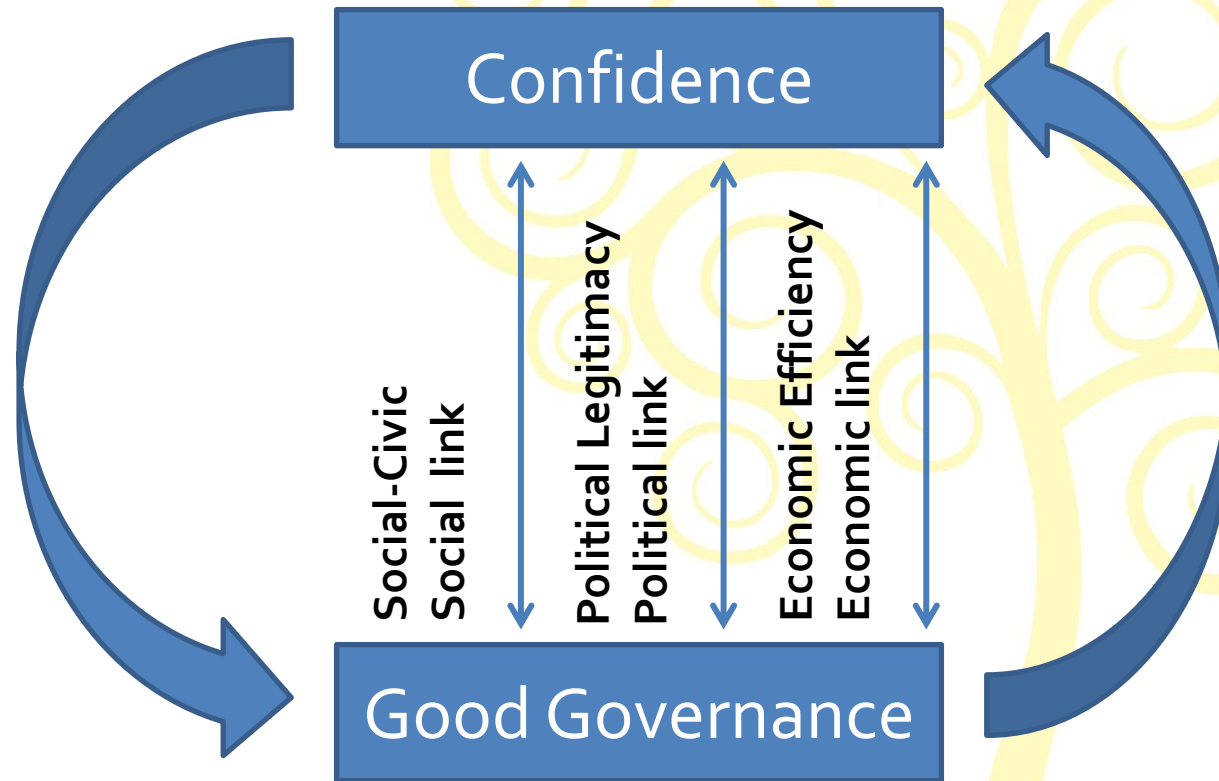


BUILDING TRUST IN GOVERNMENT IN PURSUIT OF THE SUSTAINABLE DEVELOPMENT GOALS, WHAT WILL IT TAKE?

Dr. Paul Oquist Kelley
CEPA Member

Minister - Private Secretary for National Policies
Presidency of the Republic
Nicaragua

POLITICAL SCIENCE LITERATURE CONFIDENCE BUILDING FOR GOOD GOVERNANCE



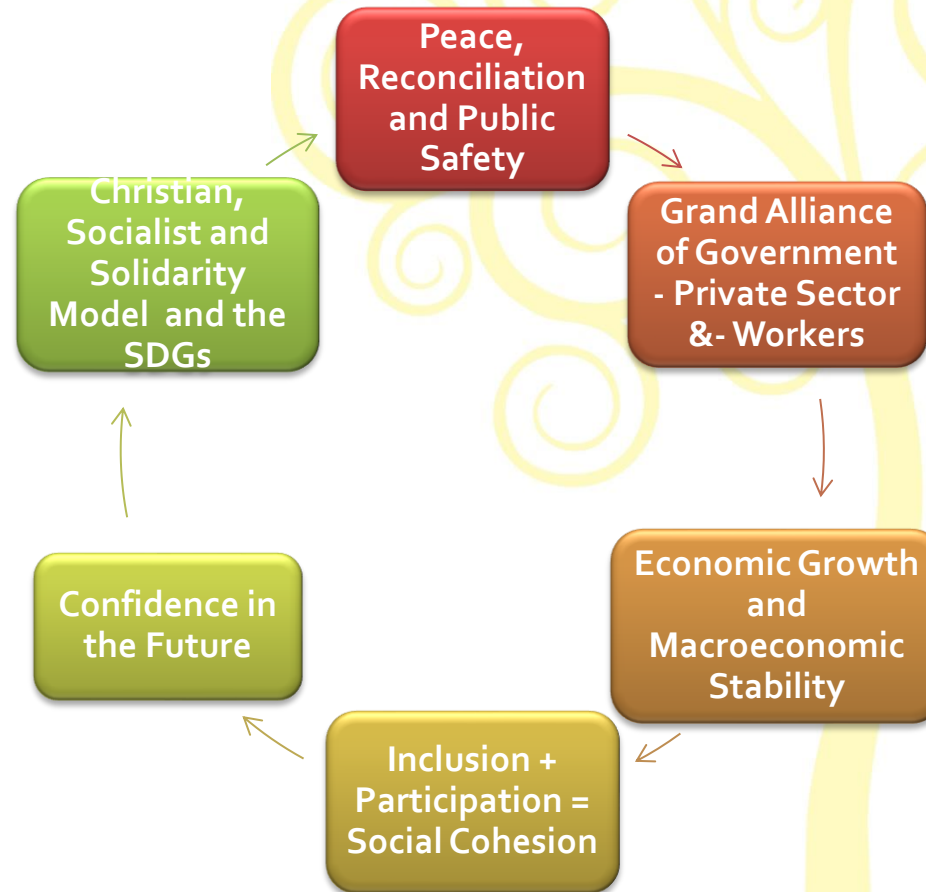
Blind (2006)

THE NICARAGUAN CASE: A VIRTUOUS CIRCLE

- Political, social and labor stability have become a productive factor through a positive investment climate and high levels of investment that have strengthened political, social and labor stability.

THE NICARAGUAN CASE

- Trust in government is based on synergies between the following active ingredients:

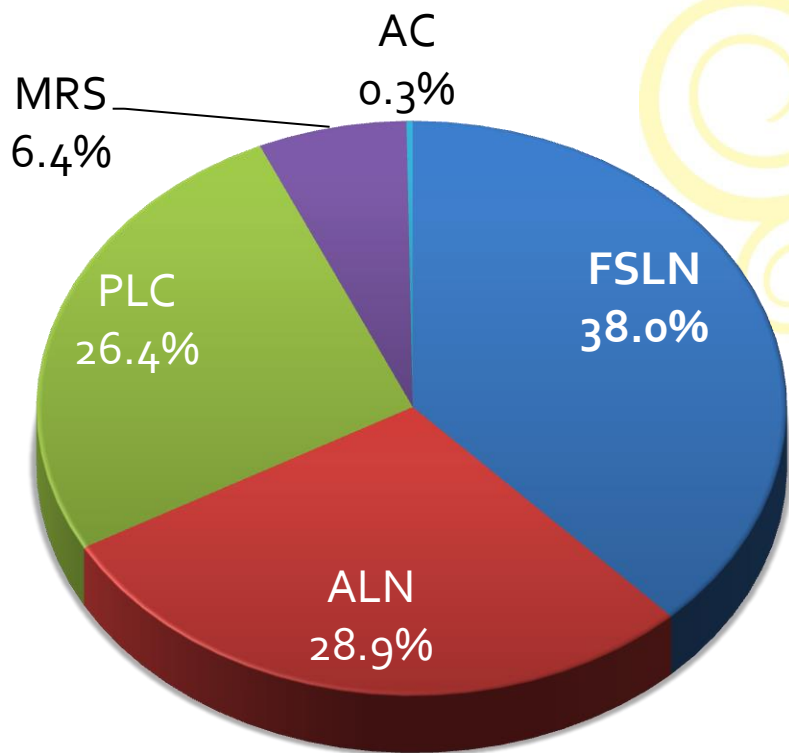




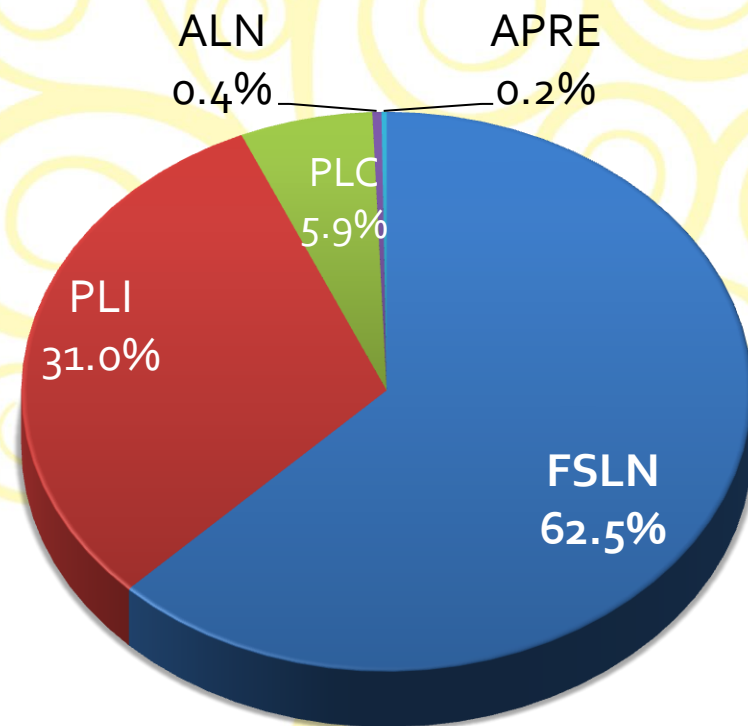
POLITICAL, ECONOMIC AND SOCIAL TRUST IN NICARAGUA

GROWTH OF POLITICAL CONFIDENCE IN FSLN

National Elections Results 2006

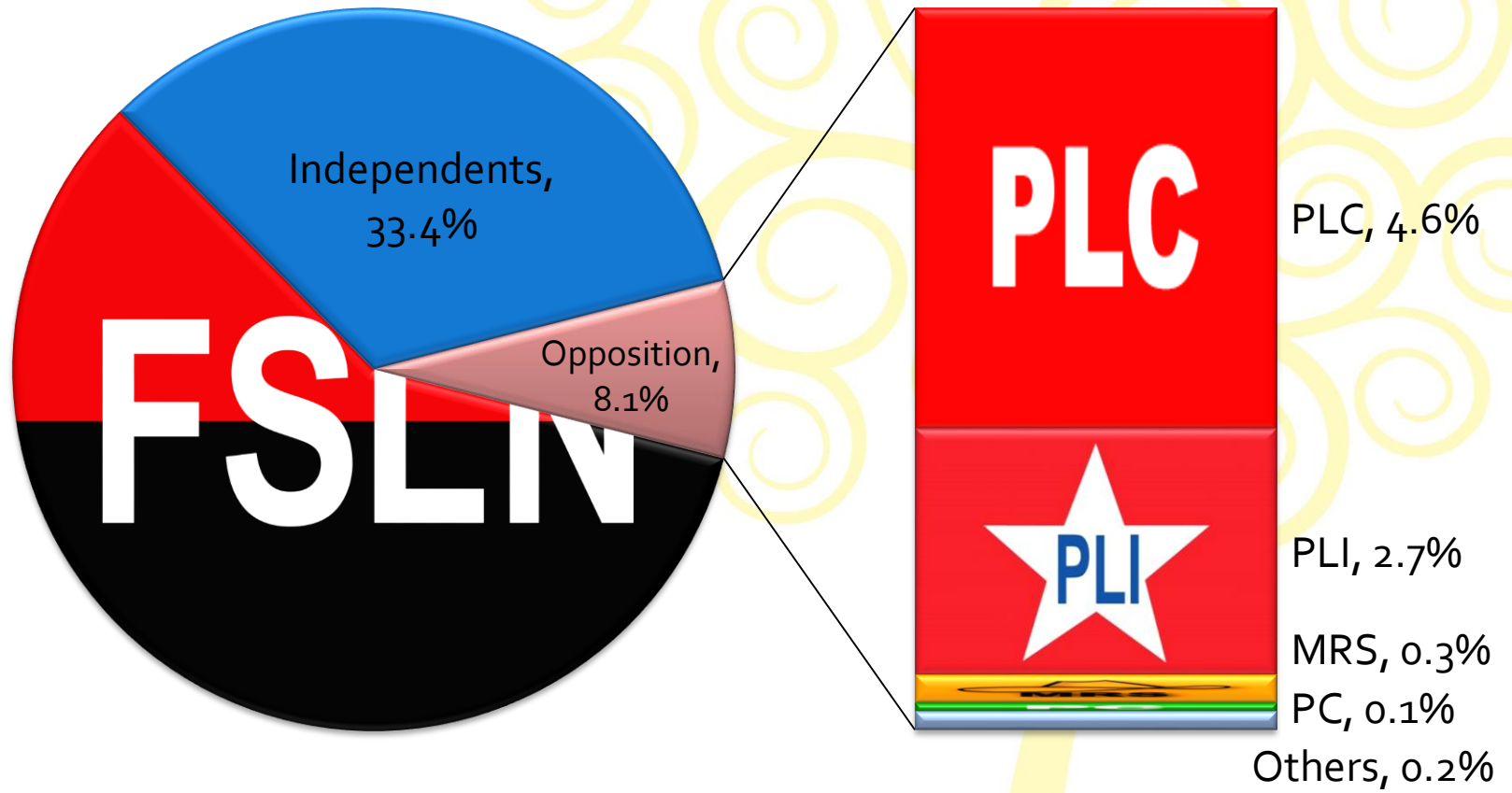


National Elections Results 2011



SYMPATHY POLITICAL PARTY IN NICARAGUA

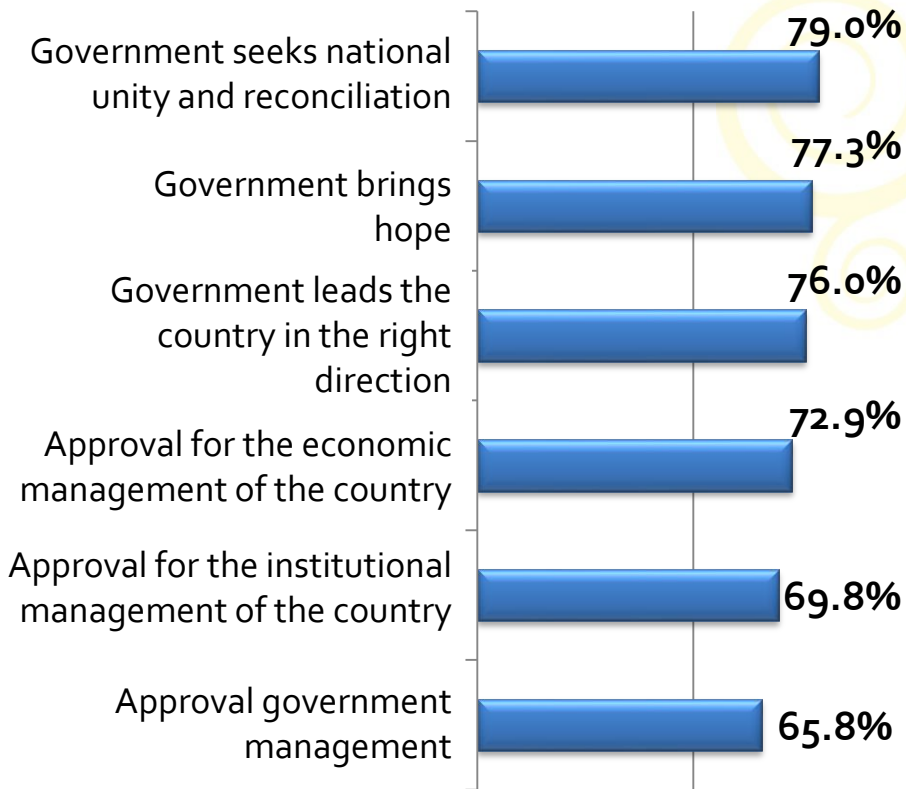
Monitoring System of Public Opinion (SISMO), M&R Consultores, December 2014



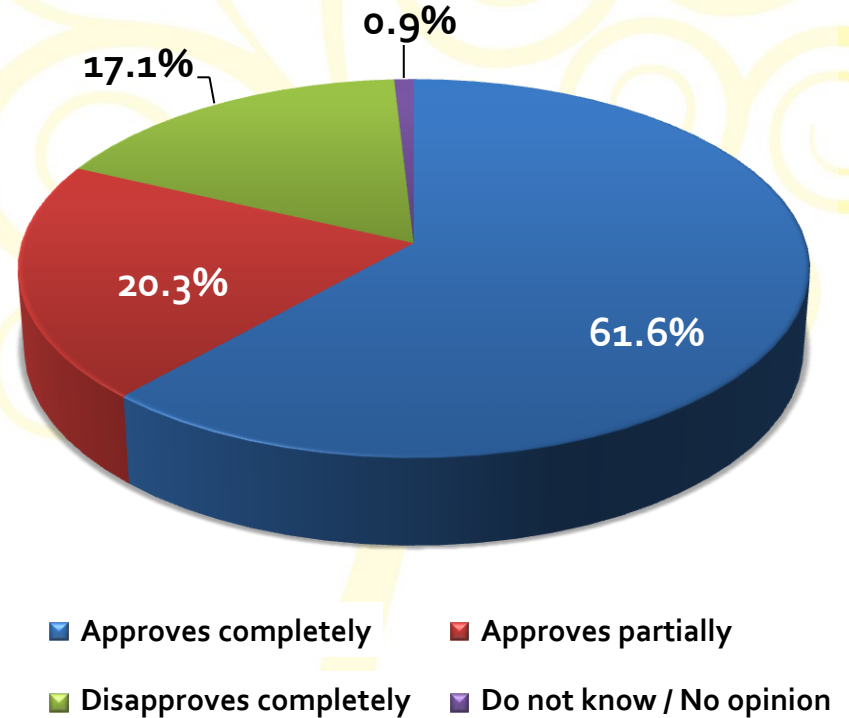
APPROVAL OF GOVERNMENT MANAGEMENT

Monitoring System of Public Opinion (SISMO), M&R Consultores, December 2014

Approval of Government Management

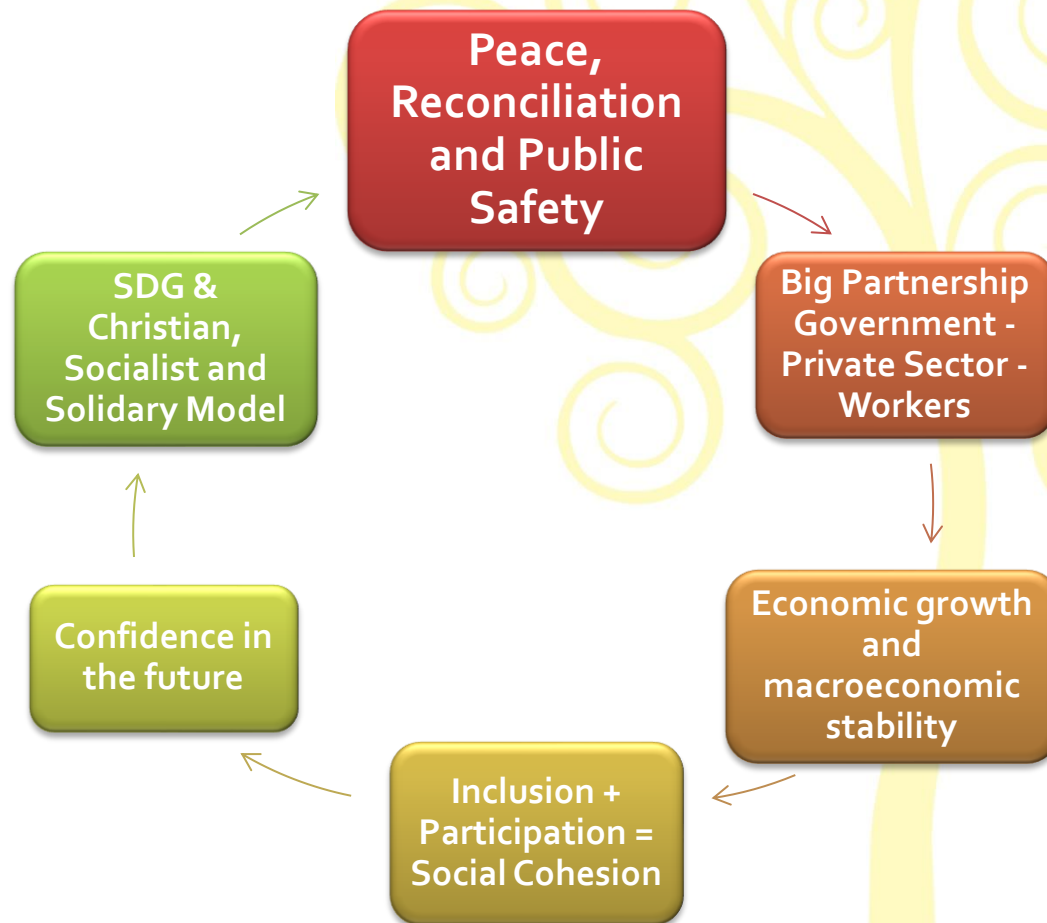


Approval of the Grand Canal Interoceanic Project



THE NICARAGUAN CAS

- Trust in government is based on synergies between the following active ingredients:



PEACE AND RECONCILIATION

2006: Electoral triumph of the “*United Nicaragua Triumphs*” coalition, led by FSLN.



FSLN



YATAMA
(Indigenous Party)



Partido Resistencia
Nicaragüense
(Ex “*Contras*”)



PEACE AND RECONCILIATION (2007-2011)

Vicepresident Jaime Morales Carazo



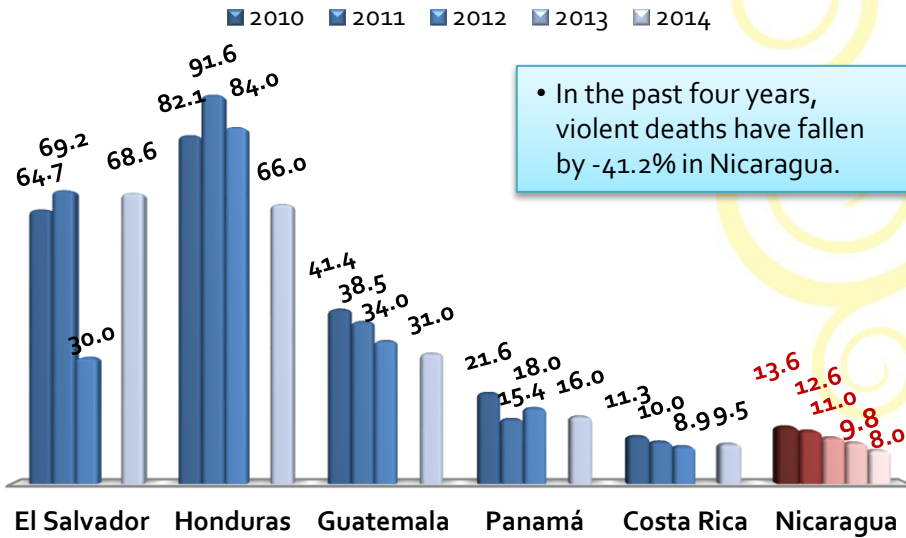
Jaime Morales Carazo,
board member of the
Nicaraguan Resistance,
participates in Sapoa
Agreement (1988)

Jaime Morales Carazo,
Vicepresident of the
Republic (2007-2011)



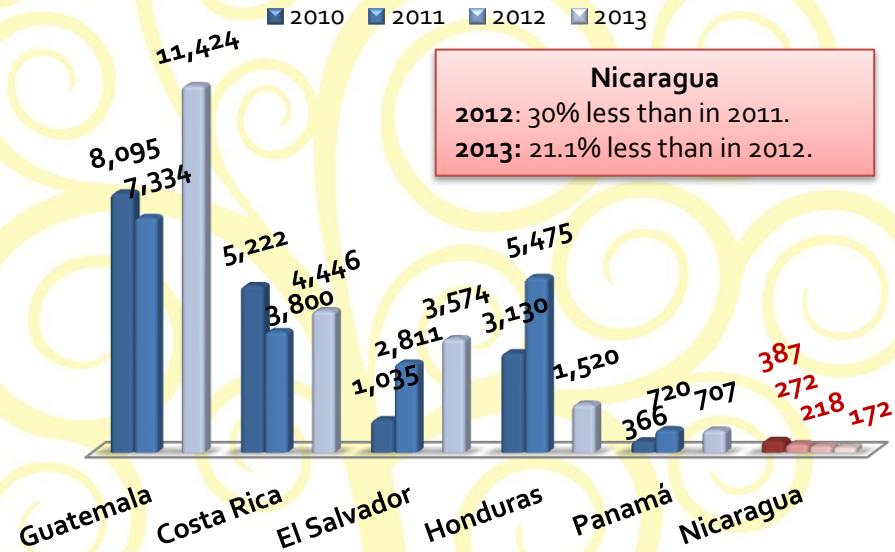
THE BEST PUBLIC SAFETY IN CENTRAL AMERICA

Homicides Rates in Central America
(per 100,000 inhabitants)



• In the past four years, violent deaths have fallen by -41.2% in Nicaragua.

Vehicle theft in Central America



Nicaragua
2012: 30% less than in 2011.
2013: 21.1% less than in 2012.

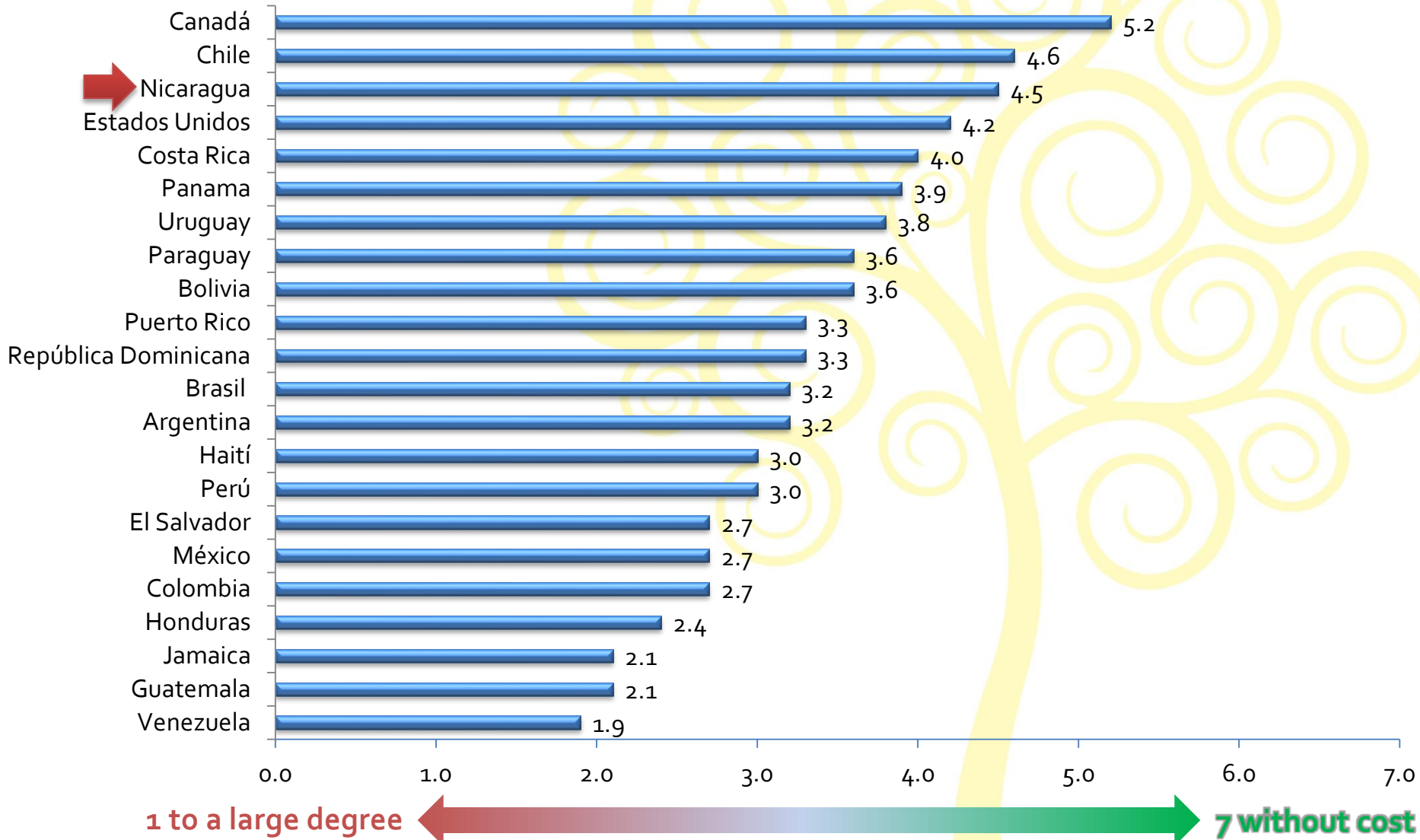
Source: Commission of Heads of Police of Mexico, Central America, the Caribbean and Colombia

The National Police of Nicaragua (PNN) is a leader in Central America and in the world, as a police model with a "preventive, proactive and community" approach.

UNDP. 2013. Regional Human Development Report 2013-2014. Public security with a human face: diagnosis and proposals to Latin America



CRIME AND VIOLENCE COSTS FOR BUSINESS IN THE AMERICAS 2014



Source: Global Competitiveness Report 2014-2015 (World Economic Forum)

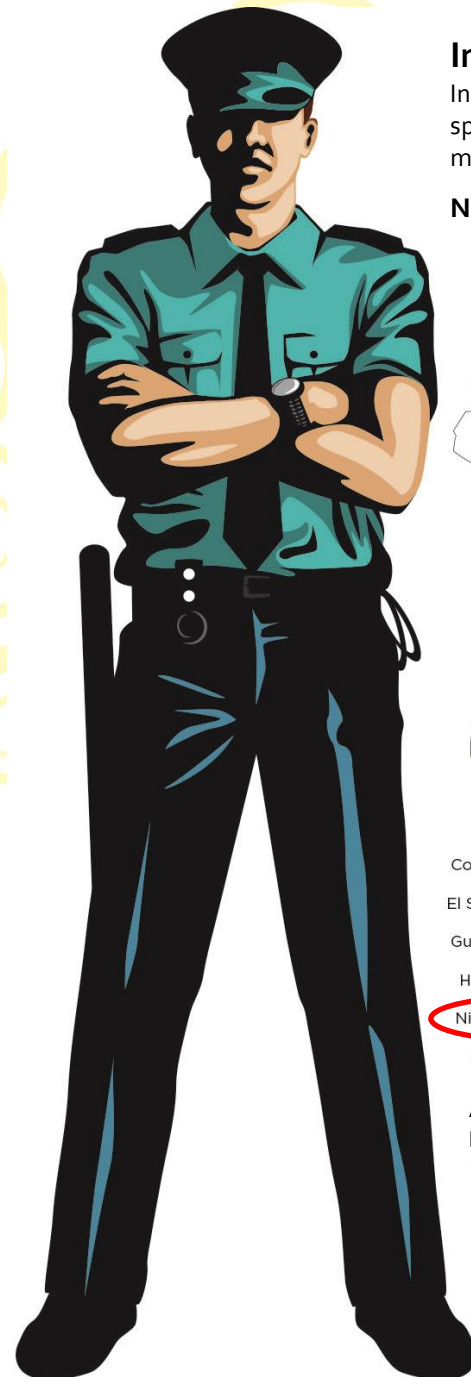
GLOBAL SAFETY INDEX 2015

Country	Crime Index	Safety Index
Nicaragua  1 st → Latin America y 2 nd → America	42.37	 57.63
Australia	42.16	57.84
Sweden	42.09	57.91
Belgium	42.04	57.96
United Kingdom	42.01	57.99
Hungary	41.76	58.24
China	41.75	58.25
Zambia	41.72	58.28
Greece	41.35	58.65
Bermuda	40.29	59.71
Bahrain	39.97	60.03
New Zealand	39.76	60.24
Canada	37.46	62.54






Nicaragua is also the country that spends the least on Private Security in Central America



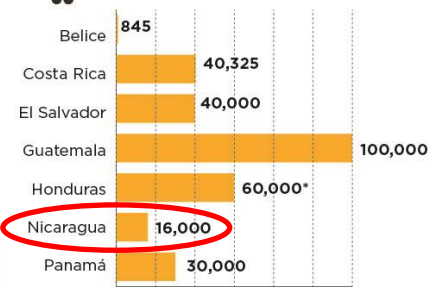
In the Central American Region

In Central America, Guatemala is the biggest spender in private security and employing the most people in this occupation.

Number of enterprises

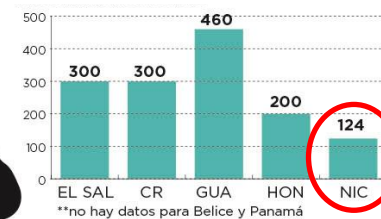


Number of agents



Annual expenditure

Million of dollars



**no hay datos para Belice y Panamá

Gráfico: Juan García / END

THE NICARAGUAN CASE

- Trust in government is based on synergies between the following active ingredients:



INCLUSION AND BALANCE OF NATIONAL RELATIONSHIPS

SOCIAL COHESION



National Government



UNAG, UPANIC
FEDEGAN
COOP
CABINETS

+ Big and small producers



+ Workers



PROSPERITY-PEACE - STABILITY - SECURITY - COMPLEMENTARITY-WORK - VOLUNTEERING



Regional Governments



+ Local Governments



Local Governments



Organized
Communities

GRAND ALLIANCE OF GOVERNMENT, PRIVATE SECTOR, WORKERS: CONSENSUS

- -4 years of consecutive consensus agreements on minimum wages
- three years of advance agreement for free zones
- 2 fiscal reforms
- A social security reform
- Prior consultation & negotiation of economic policies and legislation
- MONTHLY EVALUATIONS & FOLLOW-UP OF AGREEMENTS, ISSUES & RELATIONS



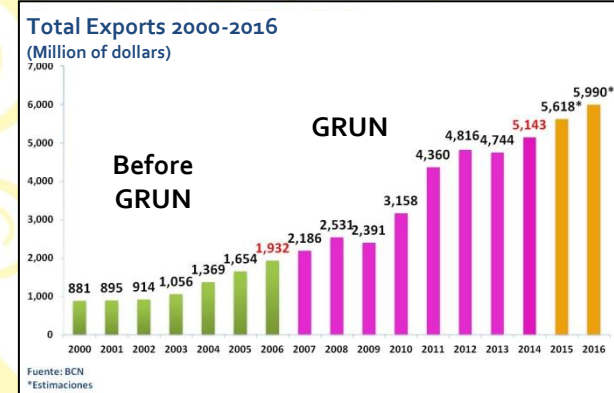
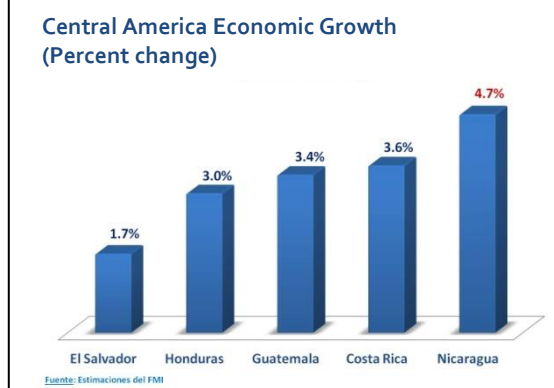
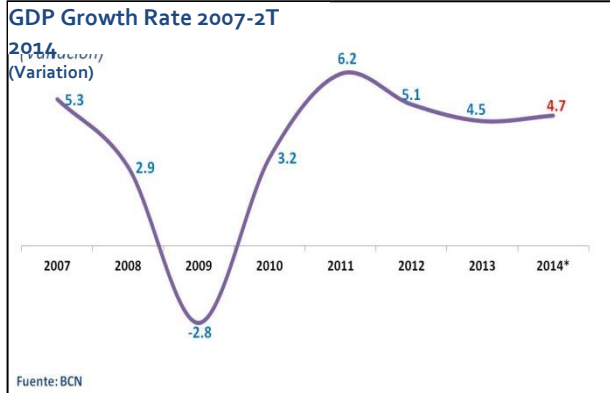
CASE OF NICARAGUA

- Trust in government is based on a set consisting of the following active ingredients:



Economic growth with macroeconomic stability

Export Dynamism

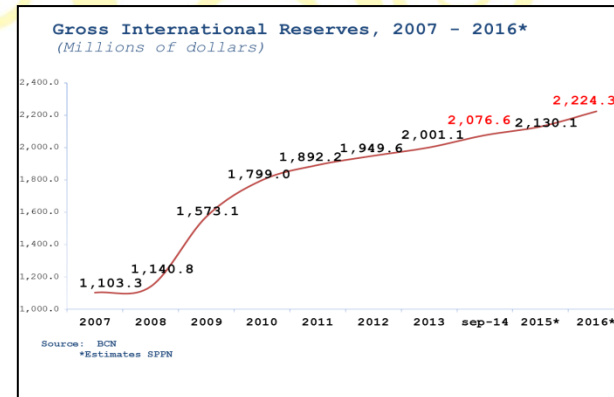
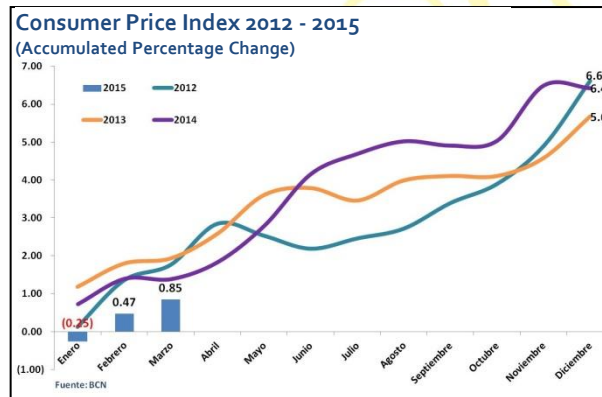
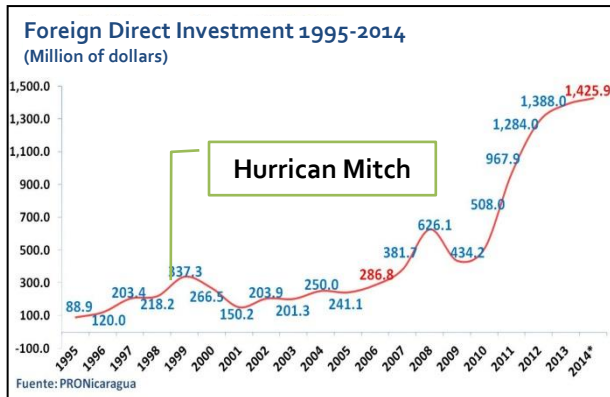


**5% average growth
2011-2013**

**Highest Economic Growth
in Central America**

**Exports doubled between
2006 and 2012**

Investment Boom

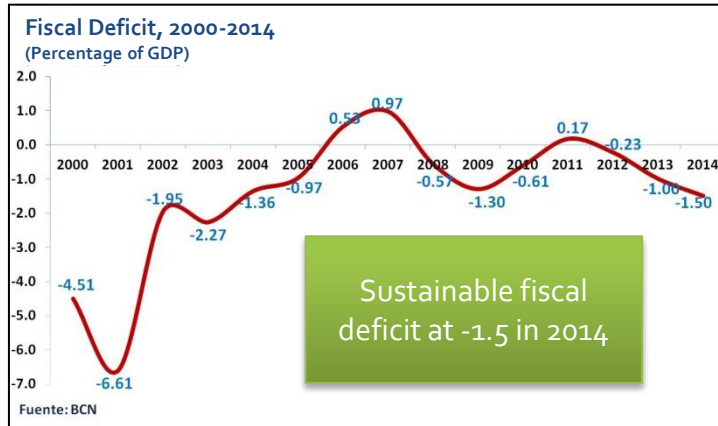


**Investment record: More
than 5 times 2006**

**1-digit inflation and
decreasing**

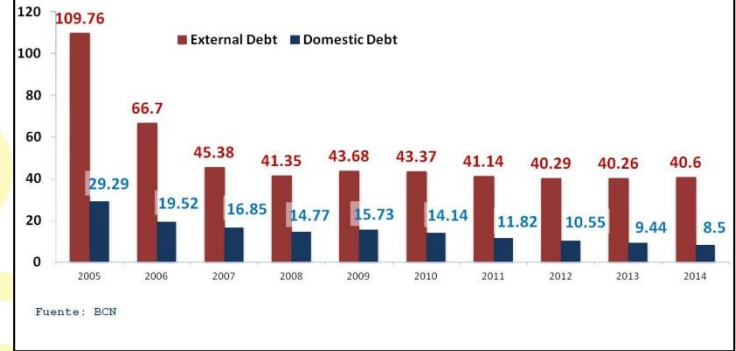
**High International Reserves: 2.8 times
the monetary base, allows free exchange
and currency stability**

Fiscal Stability Increased work



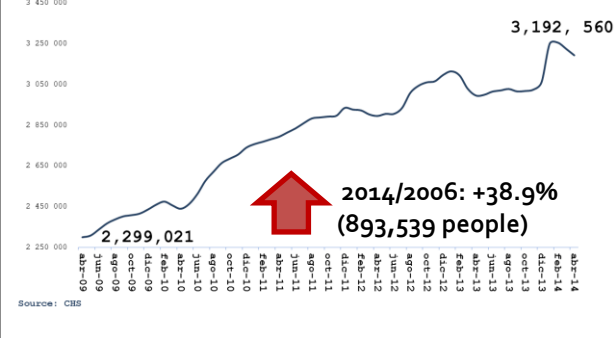
Sustainable fiscal deficit

Balance of Total Public Debt, 2005-2014
(Percentage of GDP)



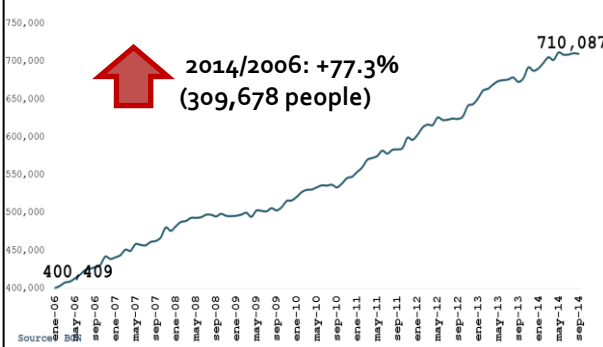
**Constant reduction of
national debt**

Occupied Population
(Number of people moving quarter, Feb-Mar-Apr 2009 - Feb-Mar-Apr 2014)



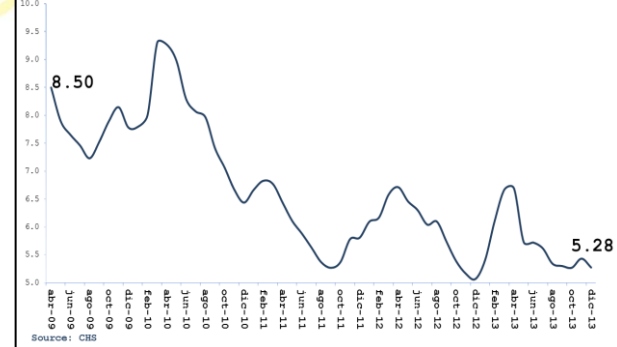
**More work: 38.9% more
than in 2006**

INSS Insured Assets, Jan 2006 - Sept 2014.
(Number of Insured)



**Formal employment
growth: 77.3% more
people registered than in**

Unemployment Rate
(Moving quarter, Feb-Mar-Apr 2009 - Oct-Nov-Dec 2013)



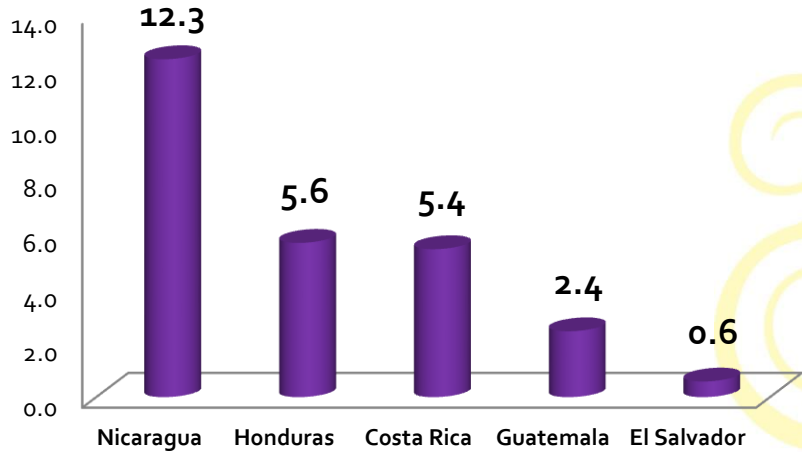
Fewer unemployment

**SURVEY OF COST OF LIVING IN LATIN AMERICA:
 MANAGUA (POSITION 207 of 211) THE CITIES
 WITH LOWEST COST OF LIVING IN LATIN
 AMERICA (Mercer & Co., New York)**

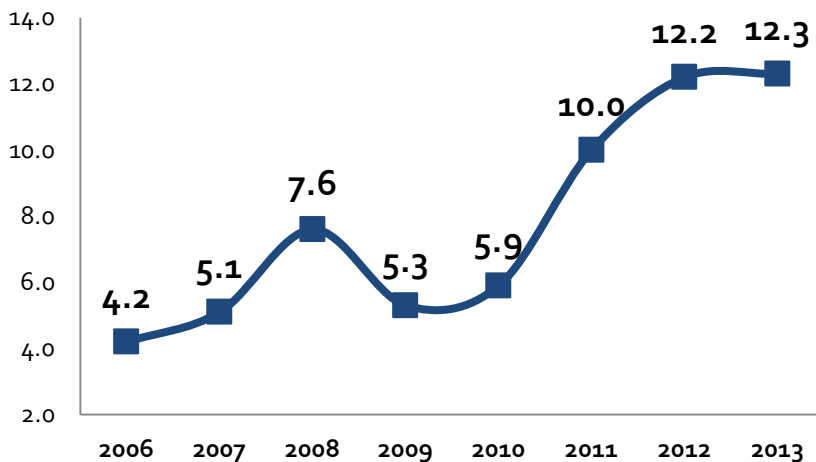
LAC	2014	CITY	COUNTRY
1	49	Sao Paulo	Brazil
2	65	Rio de Janeiro	Brazil
3	70	Pointe-a-Pitre	Guadalupe
4	81	Port-au-Prince	Haití
5	86	Buenos Aires	Argentina
6	88	Santiago	Chile
7	98	Bogotá	Colombia
8	114	Montevideo	Uruguay
9	132	San José	Costa Rica
10	134	La Habana	Cuba
11	135	Lima	Perú
12	139	San Juan	Puerto Rico
13	144	Brasilia	Brazil
14	145	Panamá	Panama
15	149	Puerto España	Trinidad & Tobago
16	150	Mexico	Mexico
17	170	Guatemala	Guatemala
18	173	Santo Domingo	Dominican Republic
19	176	Asunción	Paraguay
20	177	Quito	Ecuador
21	183	Monterrey	Mexico
22	190	San Salvador	El Salvador
23	200	Tegucigalpa	Honduras
24	204	La Paz	Bolivia
25	207	Managua	Nicaragua

INVESTMENT BOOM

Ratio FDI/GDP in Central America, 2013 (%)

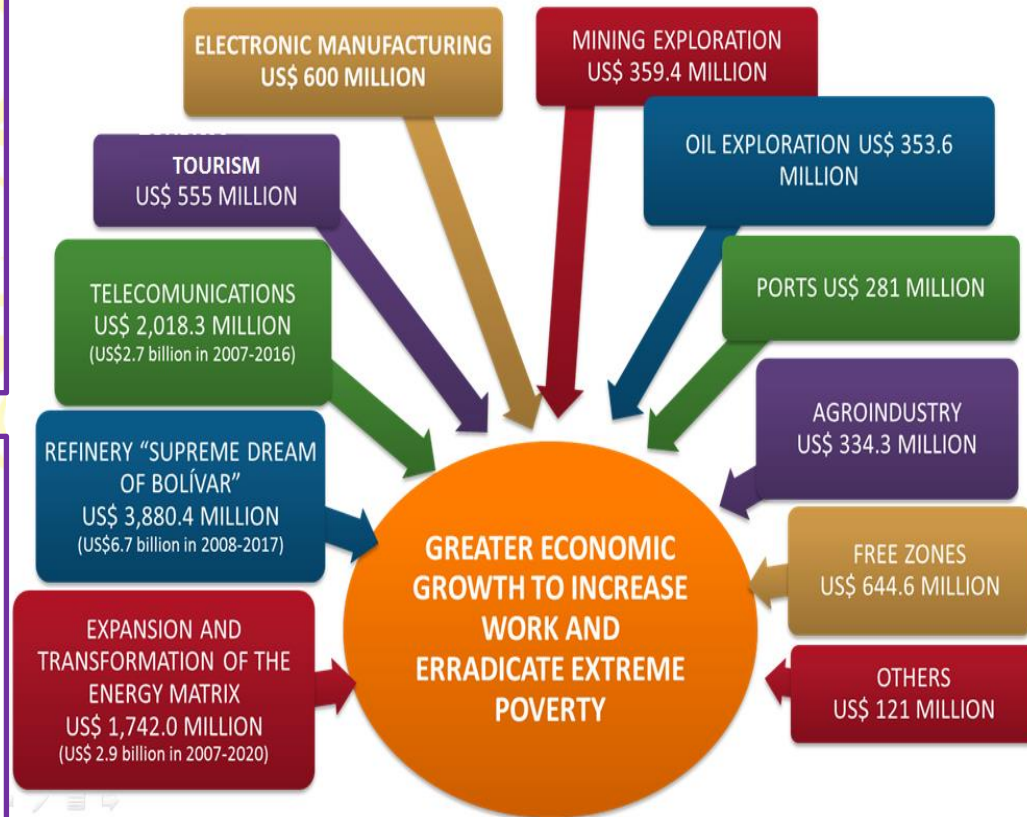


Ratio FDI/GDP, 2006 to 2013 (%)



INVESTMENT PORTAFOLIO

US\$ 10.9 BILLION IN 2012-2016



MICRO STRATEGY



1. Strengthening Family, Community, Cooperative and Associative Economy

- “Hambre cero” Program
- “Usura cero” Program
- Ministry of Family, Community, Cooperative and Associative Economy



2. Improvement in yields, Productivity and Value added

- Best practices
- Technology
- Irrigation
- Funding
- Technical assistance
- Marketing support
- Agribusiness
- Cooperative and associability

CARIBBEAN COAST INDIGENOUS LAND DELIMITED AND TITLED: 22 territories, 38,000 square kilometers

Mapa del Estado de Avance del Proceso de Demarcación y Titulación de los Territorios Indígenas



SHORT TERM

- Food crops (grains, vegetables, roots and tubers, spices)
- Artisanal fisheries



MEDIUM TERM

- Semiperennials high value crops (cocoa, coconut, African palm, citrus, rubber, bamboo, fruit bread, pejivalle palm, cashew)



LONG TERM

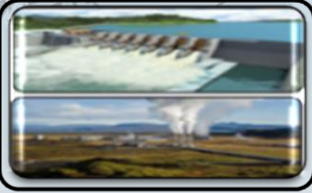
- Model Agroforestry
- Plantations of tropical timber (Teak, Mahogany, Granadillo, Nambar, Pochote)

MACRO STRATEGY INVESTMENTS 2015-2020



1. Infrastructure

- Highways (Acoyapa-San Carlos, Bluefields, Pearl Lagoon)



2. Expansion and transformation of the Energy Matrix

- 25% renewable (2007), 51% renewable (2014) and 90% renewable (2020)
- Hydropower: Tumarín and Boboké (US\$1.3 billion)
- Geothermal: San Jacinto Tizate (US\$500 million)
- Wind
 - Solar
 - Biomass



3. Refinery

- US\$6.7 billion
- Refinery with capacity to process 140,000 barrels per day
- Petrochemical complex



4. Communications

- First country in Central America with its own satellite
 - US\$ 400 Million to Enlarge Broadband
 - Regional Center for Advanced Study in Broadband Development
- 2015: Communications
- 2017: Observation



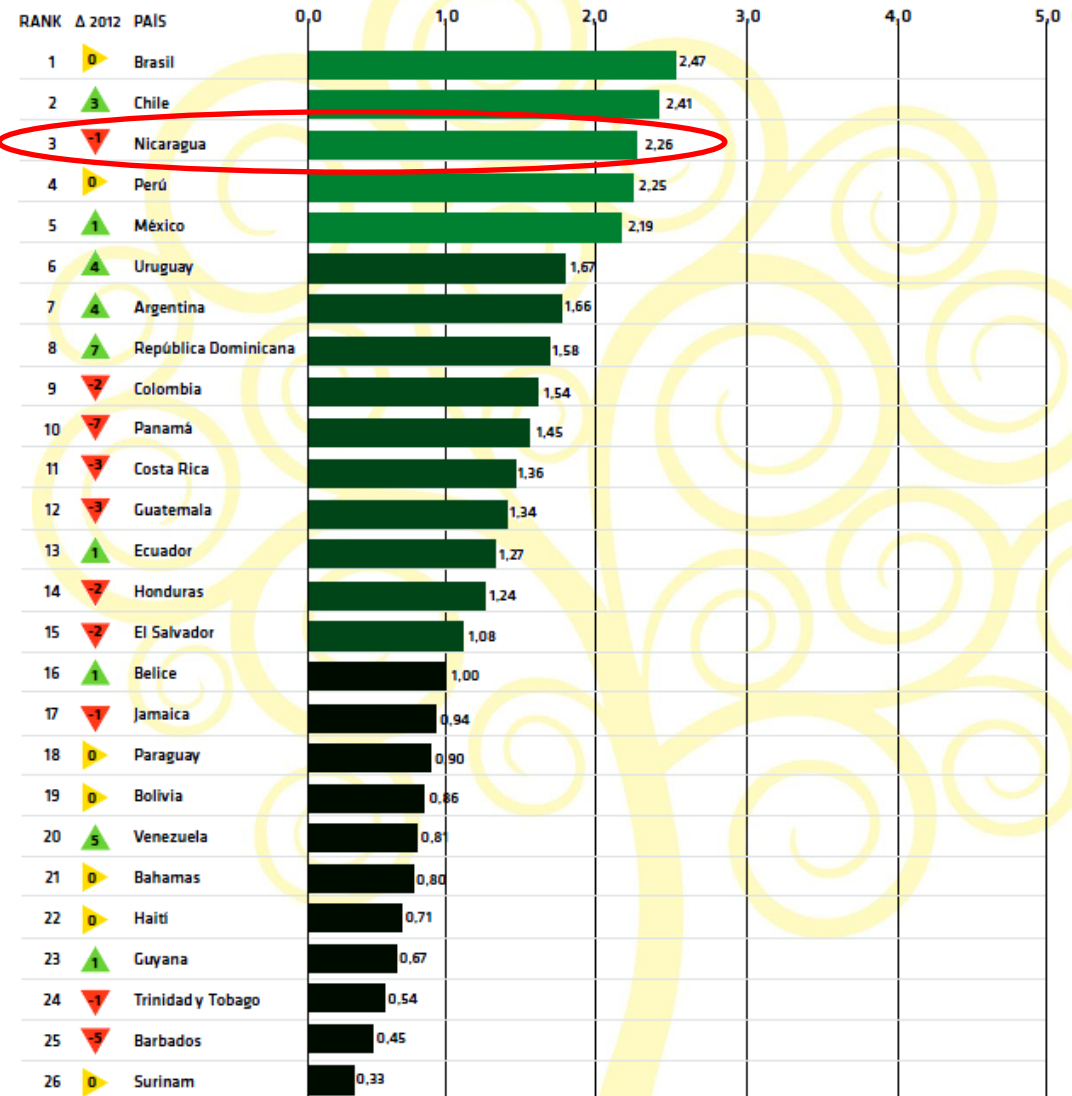
5. Grand Interoceanic Canal (US\$40-50 Billion)

- Interoceanic Canal
- Ports in the Pacific and Caribbean
- Free trade zone
- Airport
- Highways, bridges and roads
- Tourism Infrastructure

BLOOMBERG'S

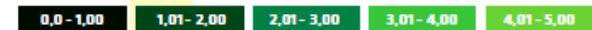


- In the Bloomberg and Interamerican Development Bank (IDB) *Climatescope*, second edition, Brazil, Chile and Nicaragua top the list of most attractive markets for clean energy in Latin America and the Caribbean.
- Despite being the second poorest country in the region, Nicaragua was ranked among the first three, just behind Brazil and Chile, due to the high penetration of renewables in its energy matrix and significant flow of investment in proportion to its small economy.
- Nicaragua was the country that received the highest score in the categories "*Suitable Setting and Clean Energy*", "*Investment parameters*" and "*Loans to Projects relating to Climate Change*".
- In 2012, Nicaragua saw its installed renewable energy capacity grow 40% due to the US\$ 292 million that was allocated to clean energy market in the context of an economy of US\$ 10,500 million.

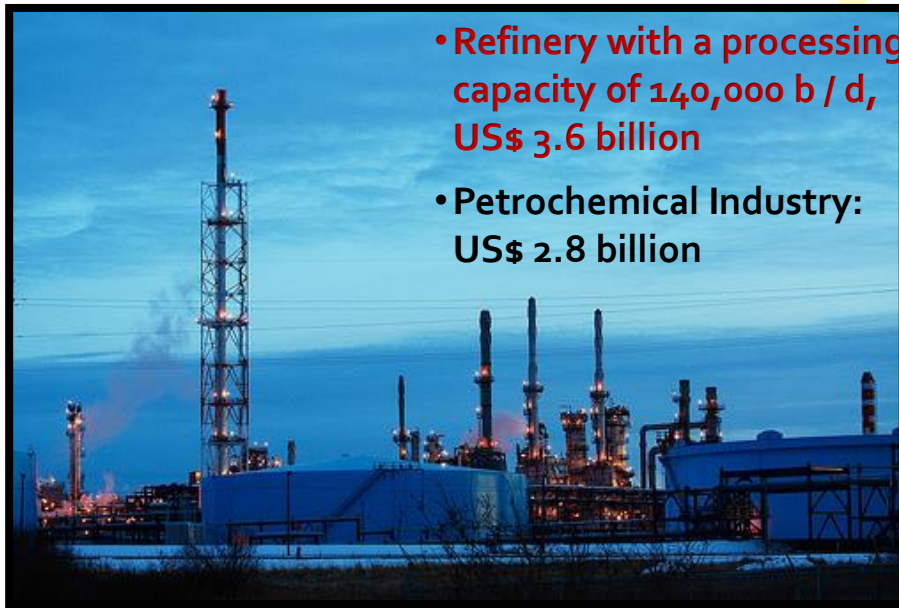


La flecha verde se refiere al incremento, la roja a la disminución y la amarilla indica que no se ha producido ningún cambio

Color según rango de puntuación



INDUSTRIAL COMPLEX "SUPREMO SUEÑO DE BOLIVAR"



- Refinery with a processing capacity of 140,000 b / d, US\$ 3.6 billion
- Petrochemical Industry: US\$ 2.8 billion

FUEL STORAGE COMPLEX IN MIRAMAR



Fuel Distribution Plant Miramar **1.08 million barrels, US\$ 306 million**



- Pipeline Monkey Point- Puerto Sandino: \$ 270 million
- GLP Project: US\$ 25.9 million

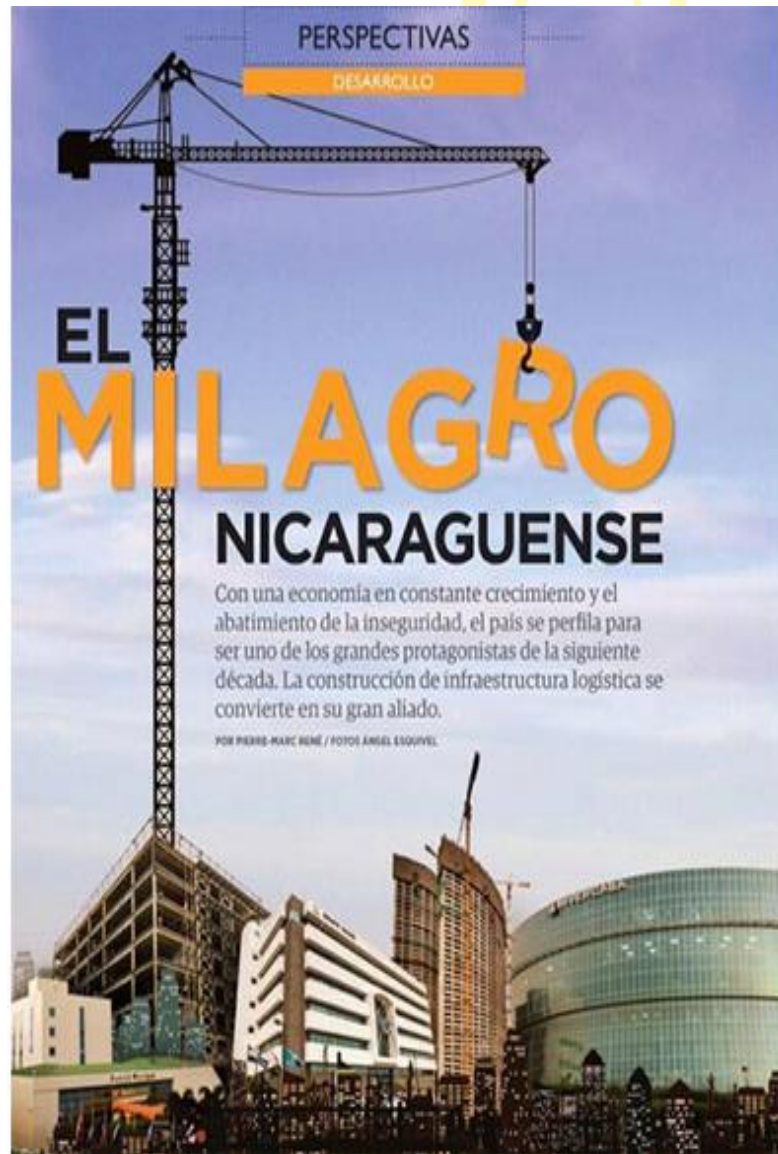


Storage complex in Corinto

Total Industrial Complex Investment : US\$ 6,700 million


"The policies of the government of Daniel Ortega continue attracting even more investment and interest by international companies especially Chinese, Russian and American"

"Nicaragua is now an interesting destination for business because of the consensus reached between the government and the private sector"



FORBES MAGAZINE FOR CENTRAL AMERICA IN JULY, 2014

"Another issue that is drawing international attention is the project of construction of Nicaragua Canal, an initiative that the government of President Daniel Ortega seeks to develop in order to compete with Panama and offer an alternative to the transport of goods"



WE ARE GROWING AT 5% BUT TO MEET THE BASIC NEEDS OF NICARAGUAN PEOPLE WOULD HAVE TO GROW AT 8% AND 10% OR MORE TO ERRADICATE EXTREME POVERTY, REFOREST THE COUNTRY, AND INCREASING THE RESILIENCE OF OUR ECOSYSTEM TO ADAPT TO CLIMATE CHANGE

- **STRATEGY:**

TAKE ADVANTAGE OF GEOGRAPHICAL POSITION AND WATER RESOURCES

- **ACTION:**

THE CONSTRUCTION OF THE GRAND INTEROCEANIC CANAL

SELECTION PROCESS OF ROUTE

Previously Identified Routes

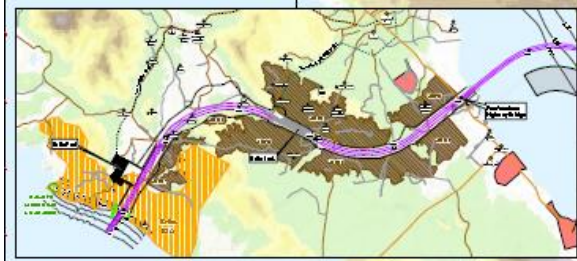
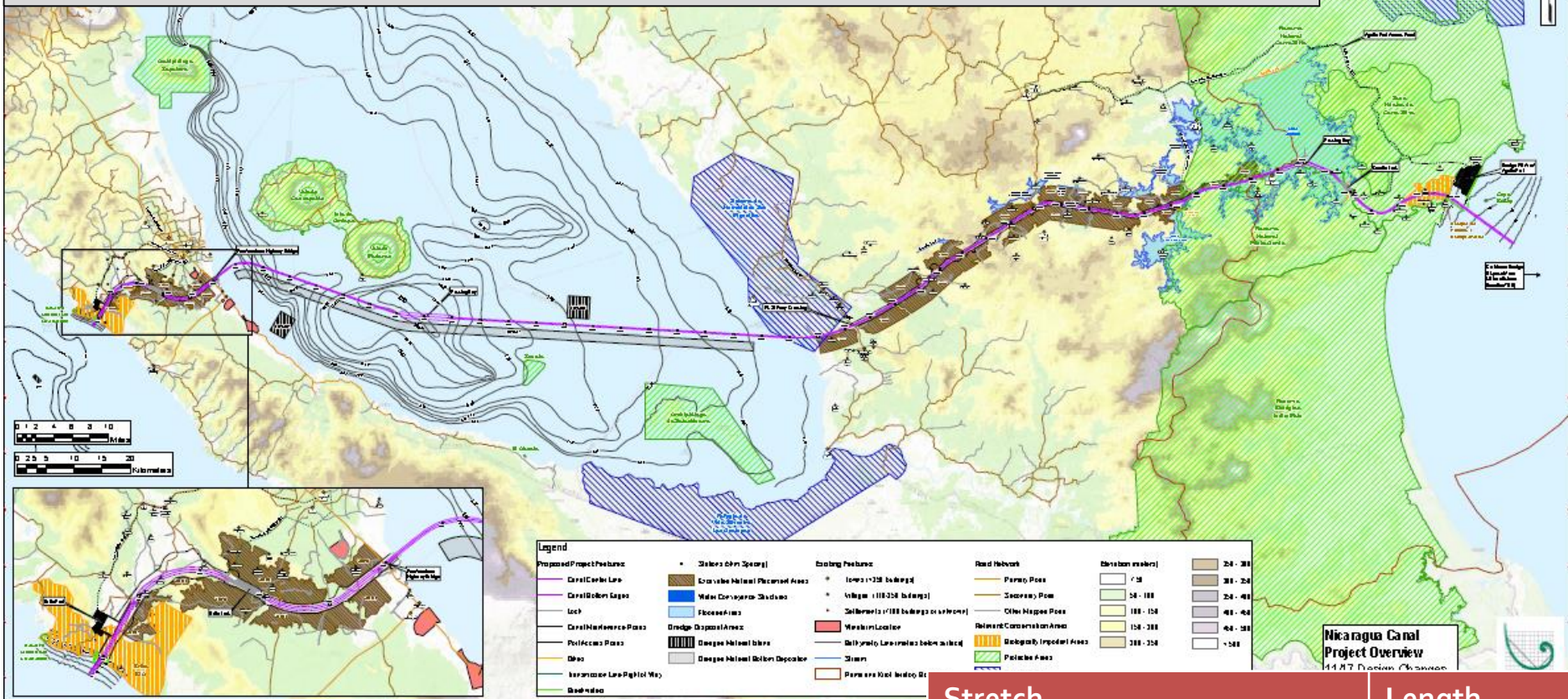
Eastern Segment of Routes:

- 1, 2 - Bluefields Bay and north of the Cerro Silva Reserve
- 3 - Bluefields Bay and central Cerro Silva
- 4 - Punta Gorda and Tule River
- 5 - Punta Gorda, Rio San Juan, San Carlos
- 6 - Indio Maiz, Rio San Juan and San Carlos



Choice of route 4: It has superior economic cost, but it is the route with the lowest environmental and social impact

275.5Km Length, 280 m wide base, 30-33m depth



Stretch	Length
West Section (Rivas)	25.9 Km
Caribbean Coast (mainland)	90.8 Km
Length by land	116.7 Km

Stretch	Length
Lake Atlanta	35.9 Km
Lake Nicaragua	106.8 Km
Pacific stretch	1.7 Km
Caribbean stretch	14.4 Km
Length by water	158.8 Km

Stretch	Length
West section	25.9 Km
East section	126.7 Km
Lake Nicaragua	106.8 Km
Stretches Pacific and Caribbean	16.1 Km
Total Length	275.5 Km

The proposal : 7 sub proyectos

THE GRAND INTEROCEANIC CANAL OF NICARAGUA: MULTIMODAL LOGISTIC CENTER FOR REGIONAL AND GLOBAL TRADE



1. A Ship Canal joining the Caribbean Sea and the Pacific Ocean



2. A Port at Punta Águila in the Caribbean coast



3. A port at Brito in the Pacific coast



4. A Free Trade Zone on the Pacific coast (Rivas)



5. An International Airport in Rivas



6. 595.66km of Roads, highways, access roads and 2 bridges



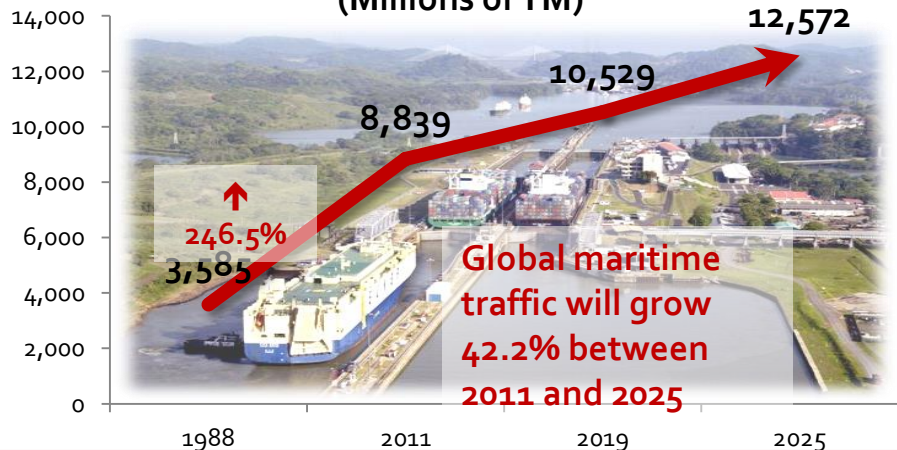
7. Tourist Complexes (Lodging for construction/operation, opening to tourism later)

US\$40 TO 50 BILLION INVESTMENT

THE WORLD NEEDS A LARGER CANAL

TRIPLE E SHIPS DOMINATE WORLD SEABORNE TRADE

World seaborne trade
(Millions of TM)



World exports of goods, by value,
2000-2020

Billones de USD, precios actuales



From US\$ 19.9 trillion to US\$35.6 trillion in 2020

Source: HKND-Group.com

Evolution of container ships

TEU: twenty-foot equivalent units,
length x width x depth below water in metres

Transiting the
Panama Canal
today



Early container ship (1956-)
500 – 800 TEU, 137x17x9m

Fully Cellular (1970-)
1,000 – 2,500 TEU, 215x20x10m

Panamax (1980-)
3,000 – 3,400 TEU, 250x32x12.5m

Panamax Max (1985-)
3,400 – 4,500 TEU, 290x32x12.5m

Post Panamax (1988-)
4,000 – 5,000 TEU, 285x40x13m

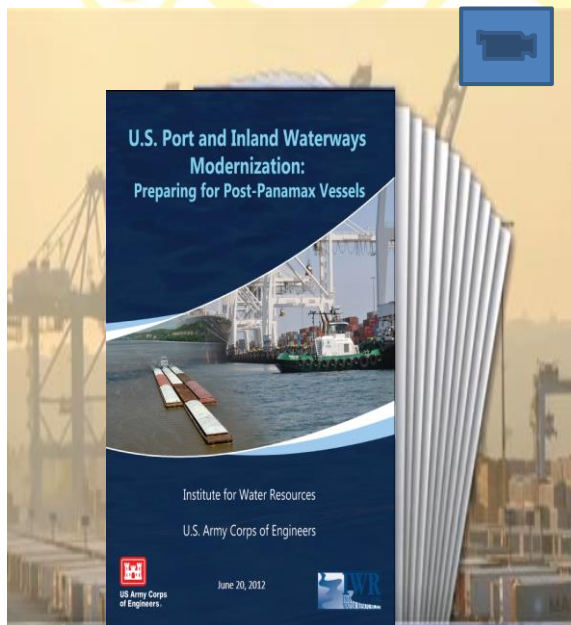
Post Panamax Plus (2000-)
6,000 – 8,000 TEU, 300x43x14.5m

Mega container, (2014-)
13,500 TEU, 366*49*15.2m

Triple E (2013-)
18,000 TEU, 400x59x15.5m

Can transit the
Panama Canal
after expansion

Can not transit by
Panama Canal
even after
expansion



By 2030 post-Panamax vessels will represent 30% of all vessels and 60-70% of world trade

Vessels of 10,000 TEUs and over accounted for 48% of the order book as of October 2011.

It is evident that large ships are displacing smaller ships in all trade routes due to cost efficiencies of larger ships

US Army Engineers Corps, 2012

Adapted with permission from The Geography of Transport Systems, Jean-Paul Rodrigue

TEU:20-foot container equivalent unit

EEE VESSELS REDUCE TRANSPORT COSTS AND CO₂ EMISSIONS



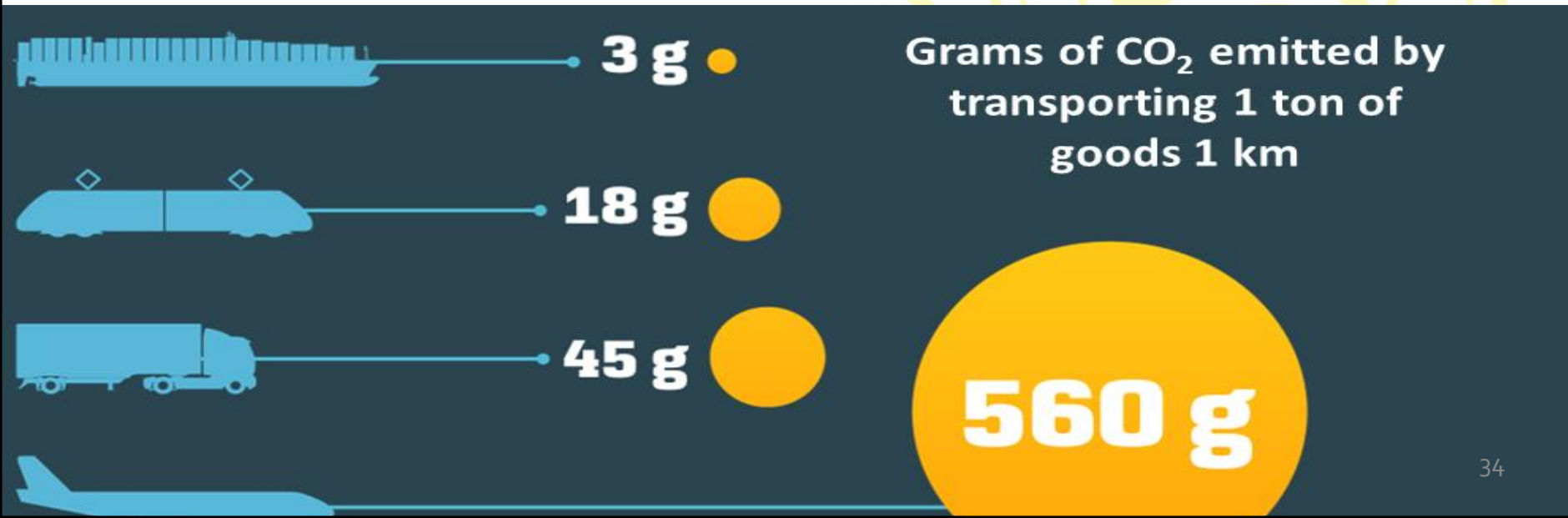
UP TO 30% REDUCTION IN COST OF METRIC TONNE SHIPPED

400 meters long, 59 meters wide y 73 meters high, 12.6 meters deep

Reduce CO₂ emissions by 50% per twenty-foot-equivalent units (TEU), compared to industry average on the Asia-Europe trade.

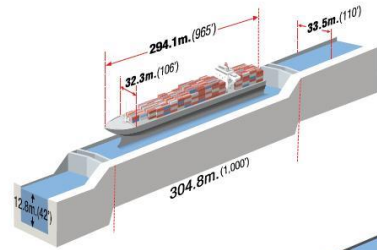
Consumes approximately 35% less fuel per container than the 13,100 TEU vessels

Emits less grams of CO₂/ton km than other forms of transport

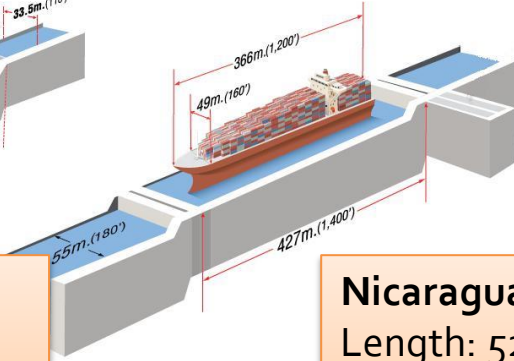


LIMITATIONS OF THE PANAMA CANAL FOR LARGER VESSELS

Current Locks



New Locks



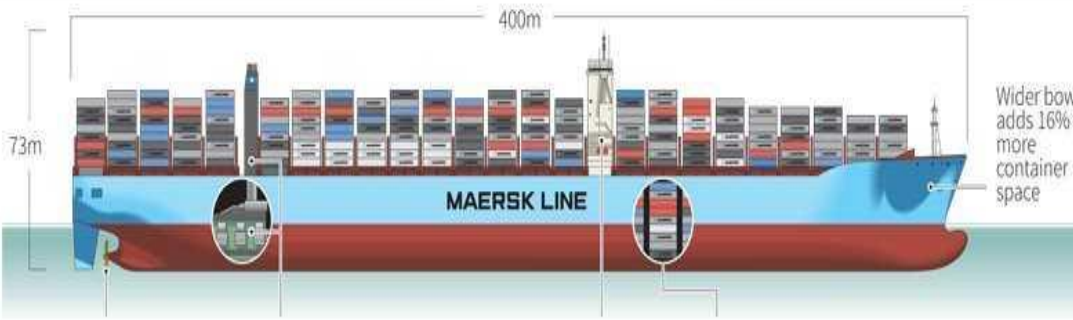
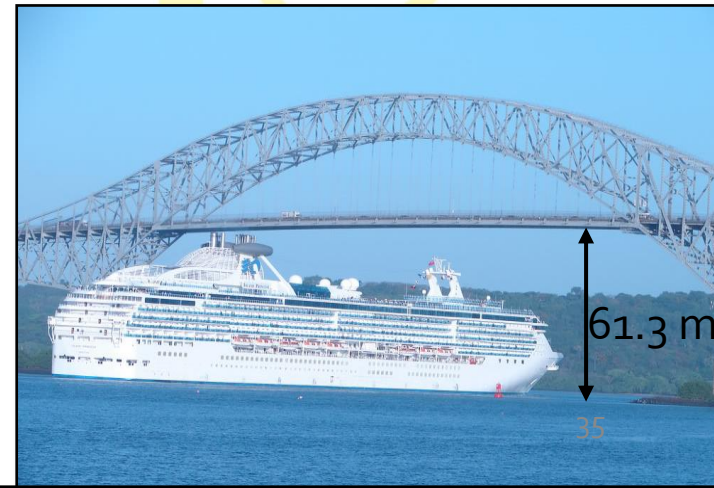
Panama (new):

Length: 427m
Width: 55m
Depth: 18.3m
Height: 61.3m

Nicaragua:

Length: 520m
Width: 750m
Depth: 27.6m
Height: 80m

Las Américas bridge



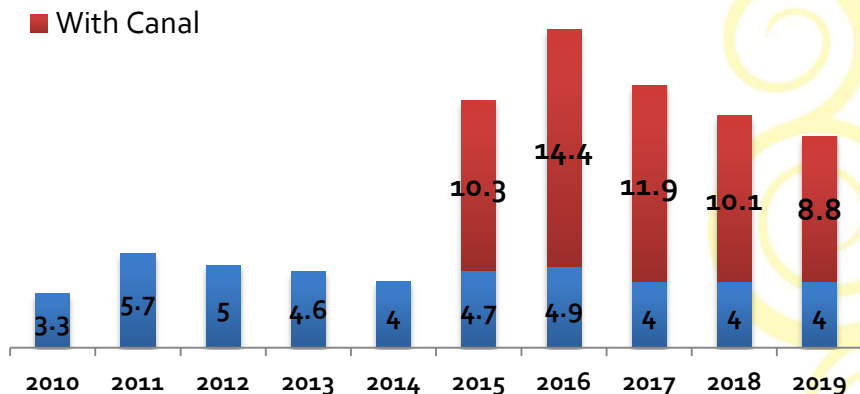
- Two four-blade propellers run by twin 32MW engines
- Engines moved backwards to increase stability
- Bridge moved forward to improve the line of sight and allow containers to be stacked higher
- U-shaped hull design provides more space below deck
- Vessel is too wide for the Panama Canal and too tall for all ports in the U.S.

Maersk EEE

THE GRAND INTEROCEANIC CANAL OF NICARAGUA: MAIN IMPACTS EXPECTED

Economic Growth in Nicaragua with and without Grand Canal

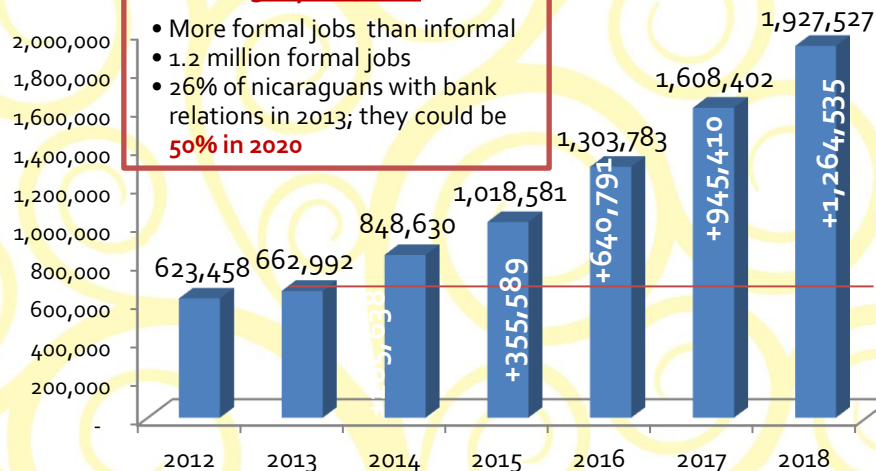
(Percentage change)



Formal employment in Nicaragua 2012-2018

5th year (2018)

- More formal jobs than informal
- 1.2 million formal jobs
- 26% of Nicaraguans with bank relations in 2013; they could be 50% in 2020



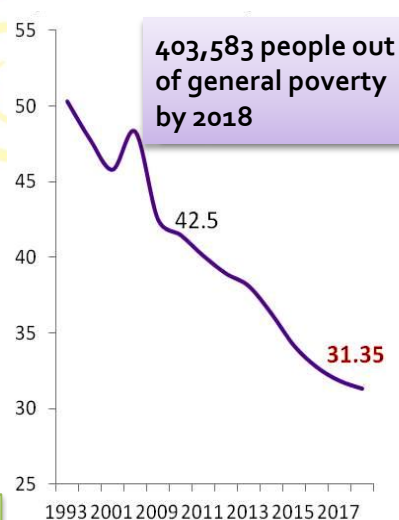
Source: PEF, IMF & Own estimates

The increase in Government revenue, will be a source of funding to fight extreme poverty.



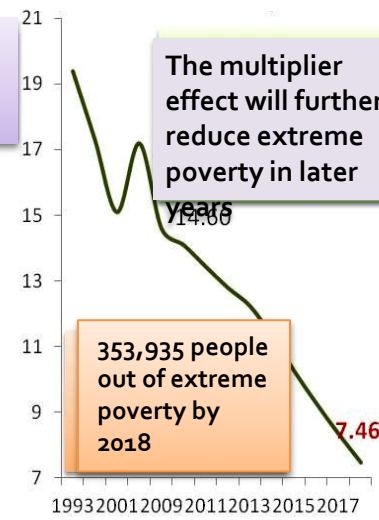
+115.10% more than 2013

General Poverty in Nicaragua (Percentage points)



403,583 people out of general poverty by 2018

Extreme Poverty in Nicaragua (Percentage points)



The multiplier effect will further reduce extreme poverty in later years

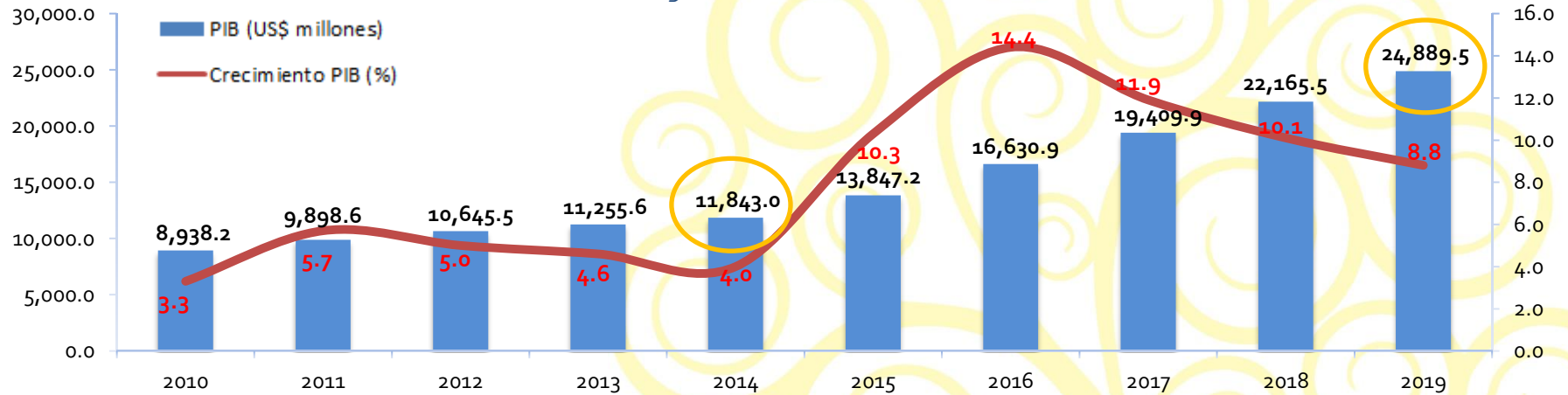
353,935 people out of extreme poverty by 2018

Fuente: INIDE (1993-2009) & Estimaciones Propias

GROWTH GDP: NICARAGUA AND PANAMÁ

Nicaragua Economic Growth with Canal

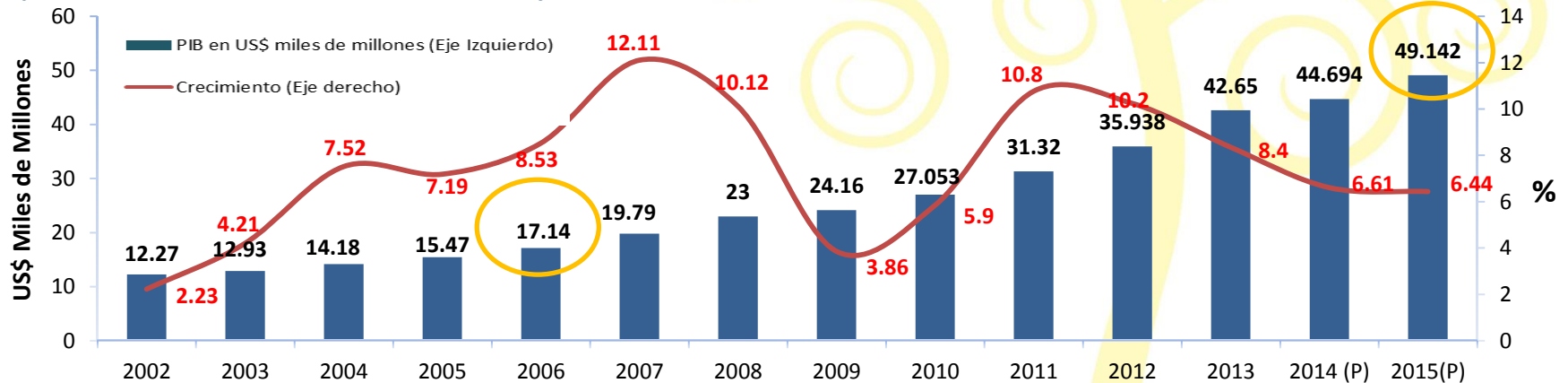
US\$millions / Percent change)



Fuente: BCN, FMI y Estimaciones SPPN

Panamá's economic growth with Canal expansion

(GDP U.S. \$ Billion, Growth in Percent)



Fuente: CEPAL, FMI.

THE PANAMA ECONOMY HAS DOUBLED DURING THE LAST 7 YEARS DESPITE THE FINANCIAL AND ECONOMIC CRISIS

THE NICARAGUAN CASE

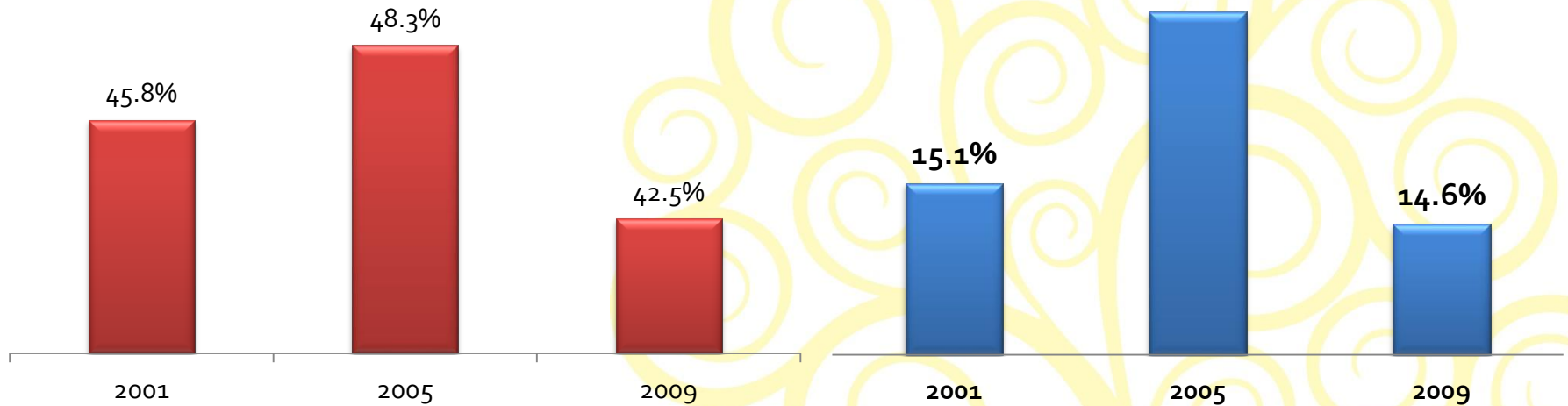
- Trust in government is based on synergies between the following active ingredients:



POVERTY AND INEQUALITY REDUCTION

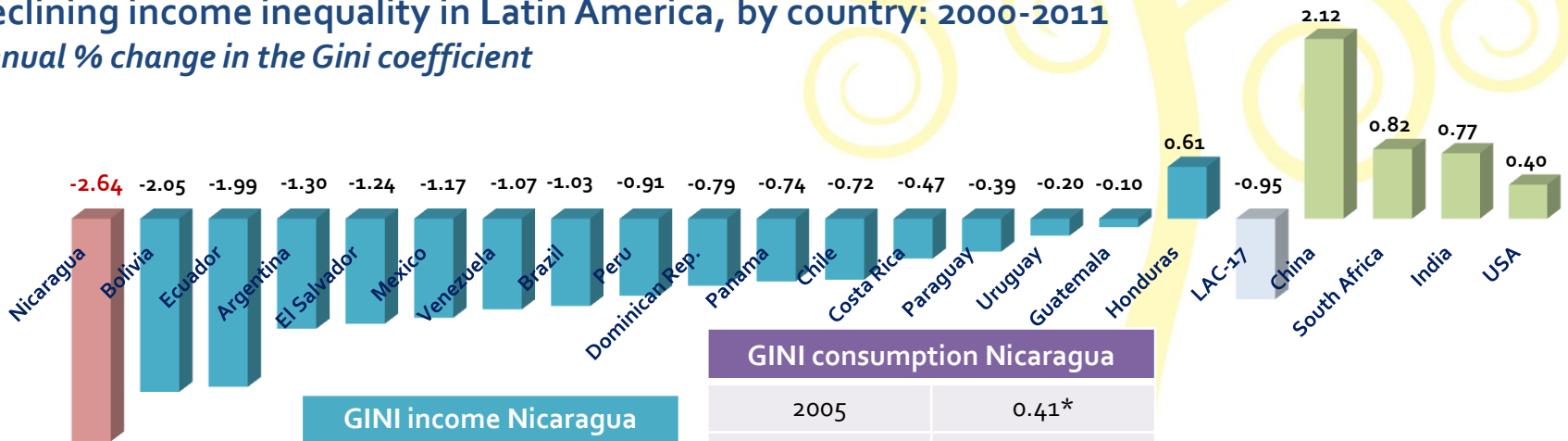
General poverty measured by consumption

Extreme poverty measured by consumption



Poverty measured by income, poverty fell -10.6 percentage points and -15.7 in rural areas

Declining income inequality in Latin America, by country: 2000-2011
Annual % change in the Gini coefficient



GINI income Nicaragua	
2005	0.51
2009	0.46

GINI consumption Nicaragua	
2005	0.41*
2009	0.37*
2010	0.35**
2011	0.34**

Source: World Bank, 2013.

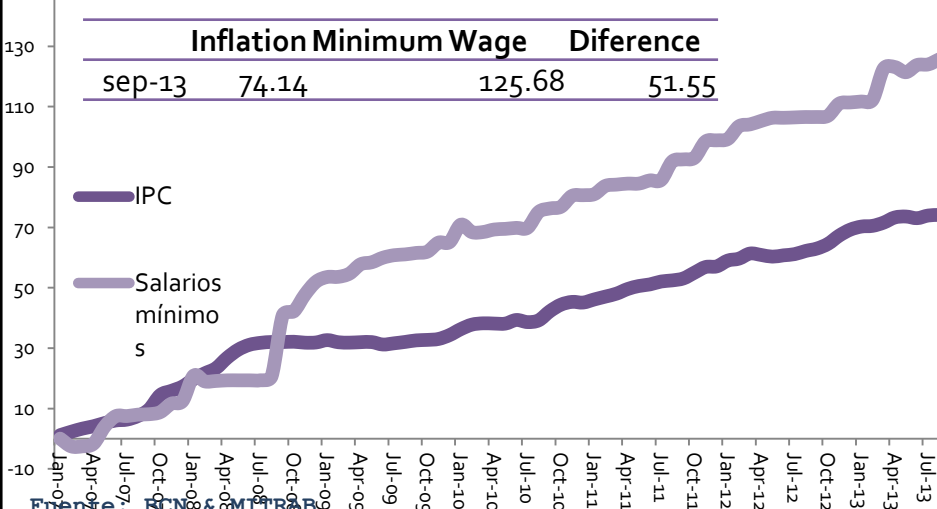
REDISTRIBUTION OF THE BENEFITS FOR POOR PEOPLE

Quintile	2005		2009	
	Average (C\$)	% Total Consumption	Average (C\$)	% Total Consumption
1	4,676.15	6.20	5,783.77	6.84
2	7,752.76	10.30	9,459.79	11.19
3	11,051.90	14.70	13,209.21	15.63
4	16,347.85	21.70	18,482.63	21.86
5	35,551.27	47.20	37,622.67	44.51
Total	15,075.39	100.00	16,906.14	100.00

PROACTIVE REDISTRIBUTIVE POLICIES

- **Free health and education:** Includes out patient, hospitalization, lab tests, medicines, surgeries, chronic illness, pregnancies
- **Increase in real wage:** +40.67%
- **Subsidies:** **US\$ 1,110.40/year**
 - Public Transport: US\$ 321.08/year
 - Drinking water: US\$ 53.51/year
 - Household electricity: US\$ 160.54/year
 - ENABAS Foods: US\$ 200.68/year
 - Cristian, Socialist & Solidary Bonus: US\$ 374.59/year
- **Capitalization of poor families:**
 - Hambre Cero: Up to US\$ 1,500.00, average: US\$710.00
 - Usura Cero: US\$ 250.00

Inflation and Growth in the average minimum wage *
(Percentage change accumulated January 2007-September 2013)



GREATER GENDER EQUALITY

World Gender Gap Index 2013
-World Economic Forum, Davos-

Rank	Country
1	Iceland
2	Finland
3	Noway
4	Sweden
5	Denmark
6	NICARAGUA
7	Rwanda
8	Ireland
9	Phillipines
10	Belgium
11	Switzerland
12	Germany
13	New Zeland
14	Netherlands
15	Latvia
16	France
17	Burundi
18	South Africa
19	Canada
20	United States

From 90th in 2007 to 10th in 2013 and 6th in 2014

Nicaragua is #1 in the World with regard to women in the National Cabinet , 57% (IPU, 2013)

"Women in Politics 2014"

Percentage of women in parliaments of the world

	COUNTRY	PERCENTAGE OF WOMEN	WOMEN / SEATS
1	RWANDA	63.8%	51/80
2	ANDORRA	50.0%	14/28
3	CUBA	48.9%	299/612
4	SEYCHELLES	43.8%	14/32
5	SWEDEN	43.6%	152/349
6	SENEGAL	43.3%	65/150
7	FINLAND	42.5%	85/200
8	NICARAGUA	42.4%	39/92
9	ECUADOR	41.6%	57/137
10	SOUTHAFRICA	44.8%	179/400

- ✓ It went from 18% in 2006 to 42% in 2012.
- ✓ The new law 50% -50% in the National Assembly and mayors, vice mayors and councilors, will take Nicaragua to **second place in the world in 2016.**

Women in positions of Minister of Defense, Minister of Interior, National Police Chief, General Prosecutor and President of the Supreme Court

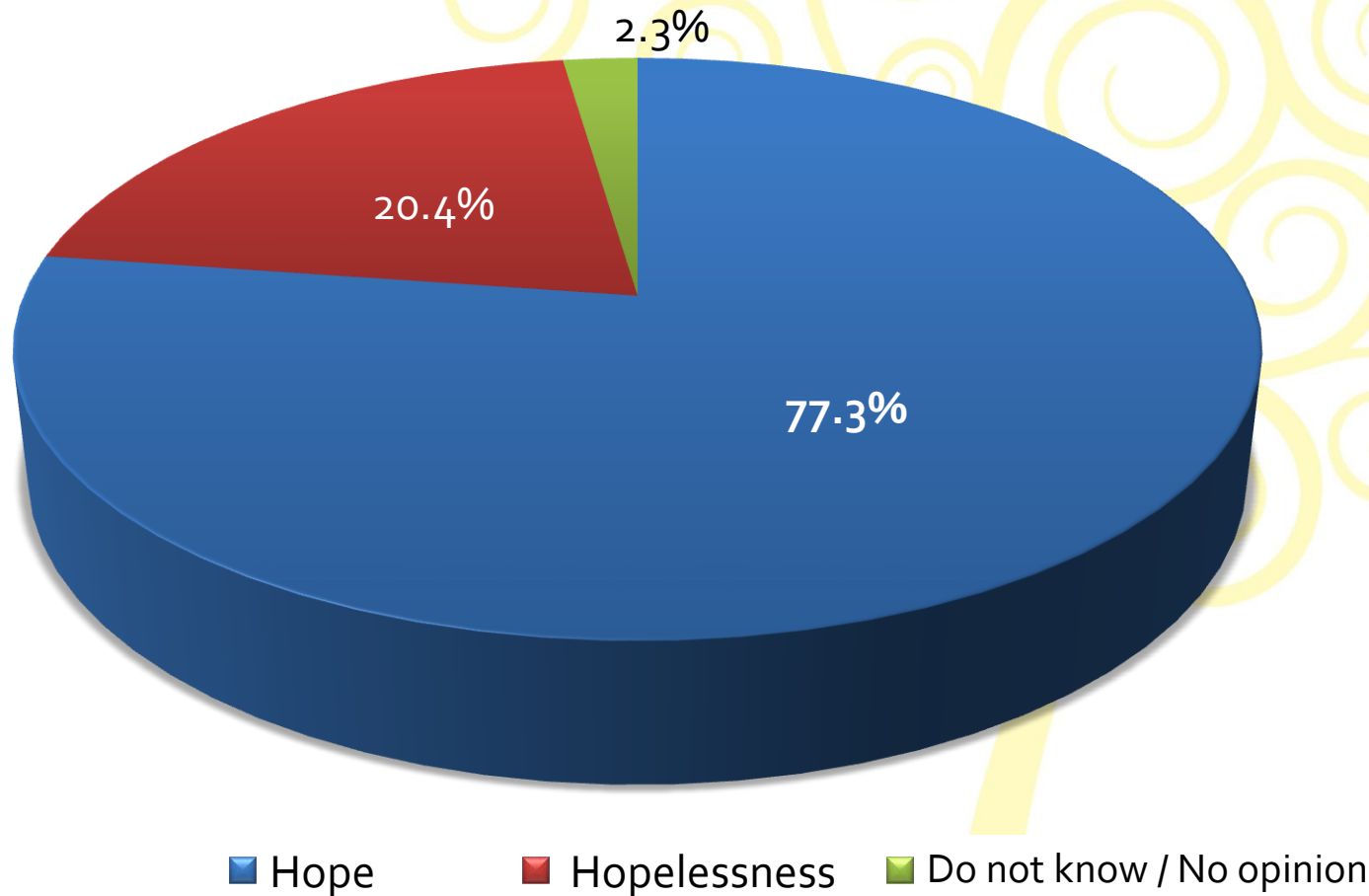
CASE OF NICARAGUA

- Trust in government is based on a set consisting of the following active ingredients:



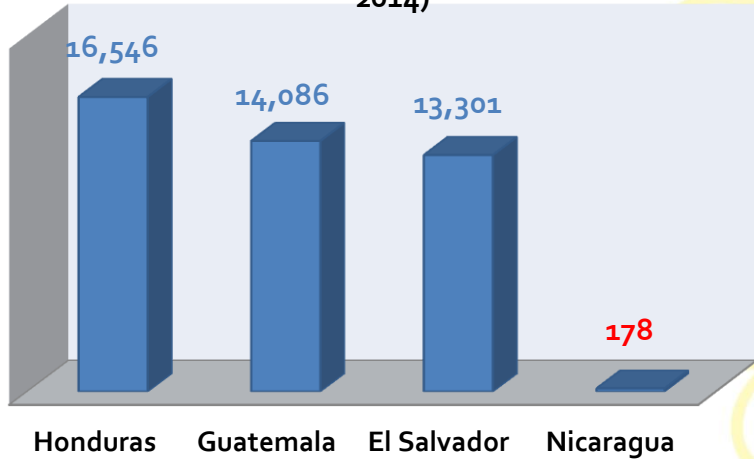
GOVERNMENT OF PRESIDENT ORTEGA GENERATES HOPE IN NICARAGUA

Monitoring System of Public Opinion (SISMO), M&R Consultores, December 2014

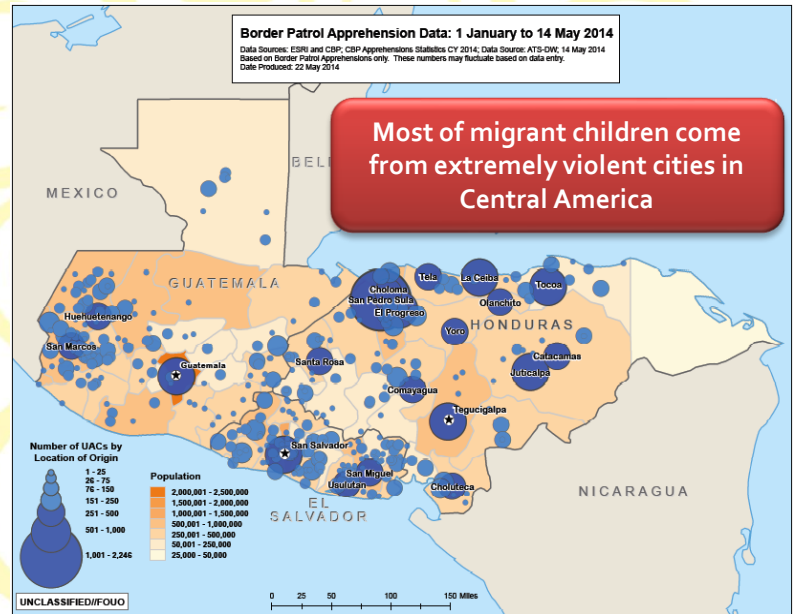


UNACCOMPANIED MIGRANT CHILDREN

Captures of unaccompanied minors from Central America by the US "Border Patrol".
By country (October 1st, 2013-july 30th, 2014)



Honduras Guatemala El Salvador Nicaragua
Fuente: BBC

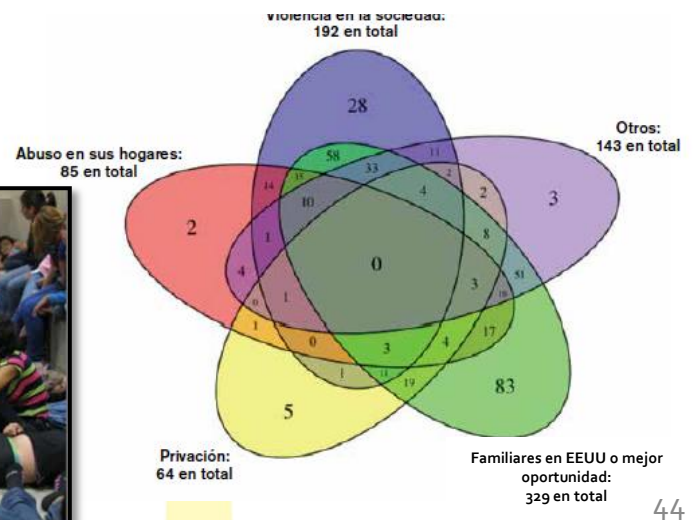


Source: US Department of Homeland Security

The children's reasons to leave their homes



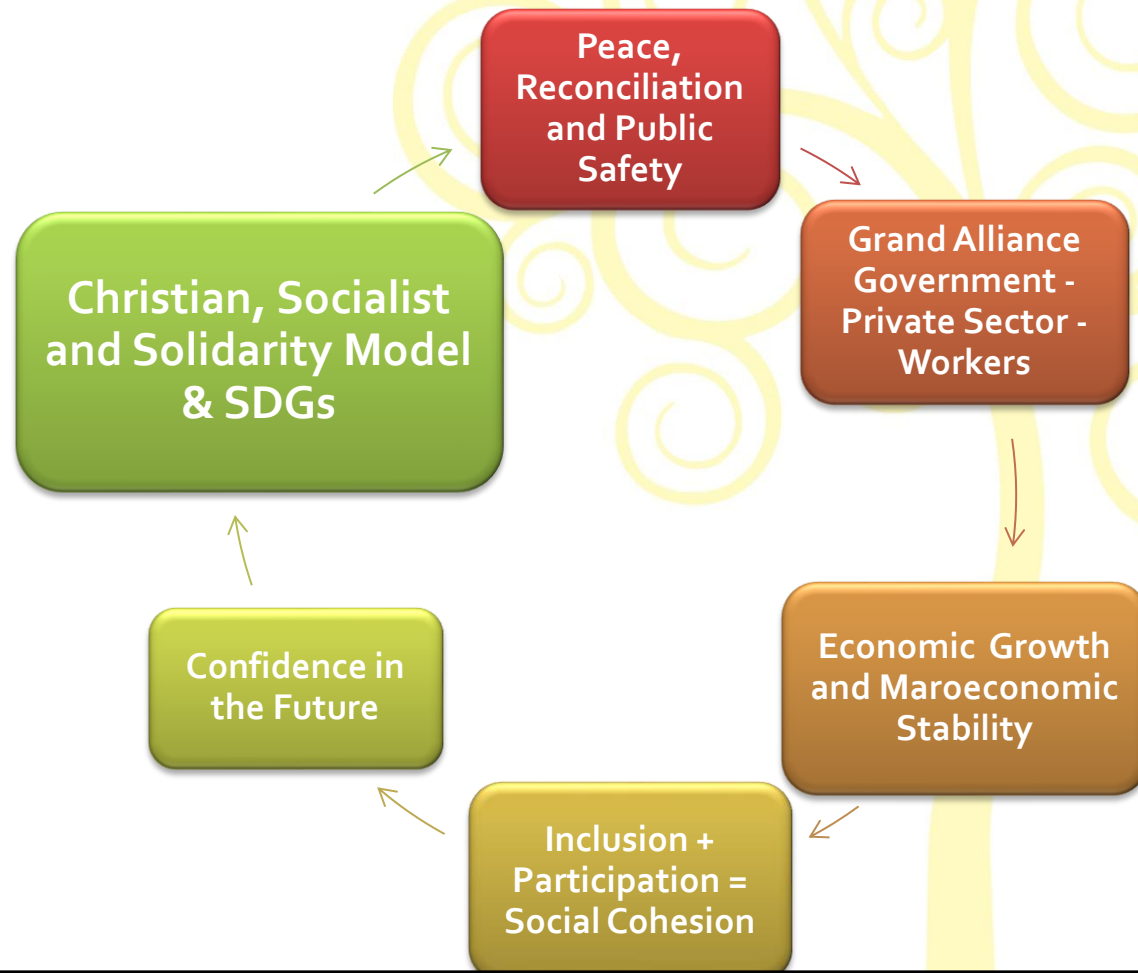
www.breitbart.com; 5/jun/2014



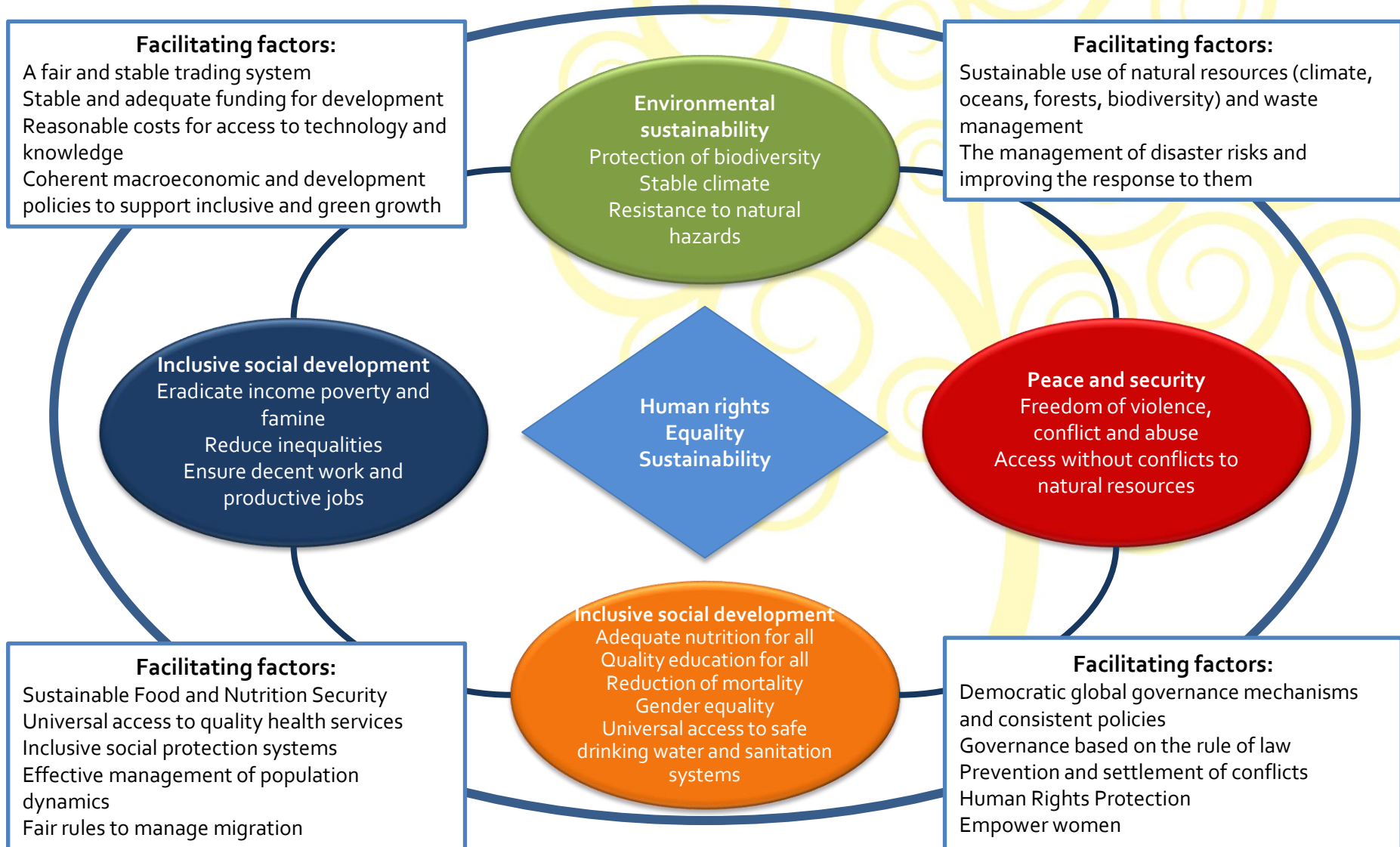
Fuente:
ACNUR

CASE OF NICARAGUA

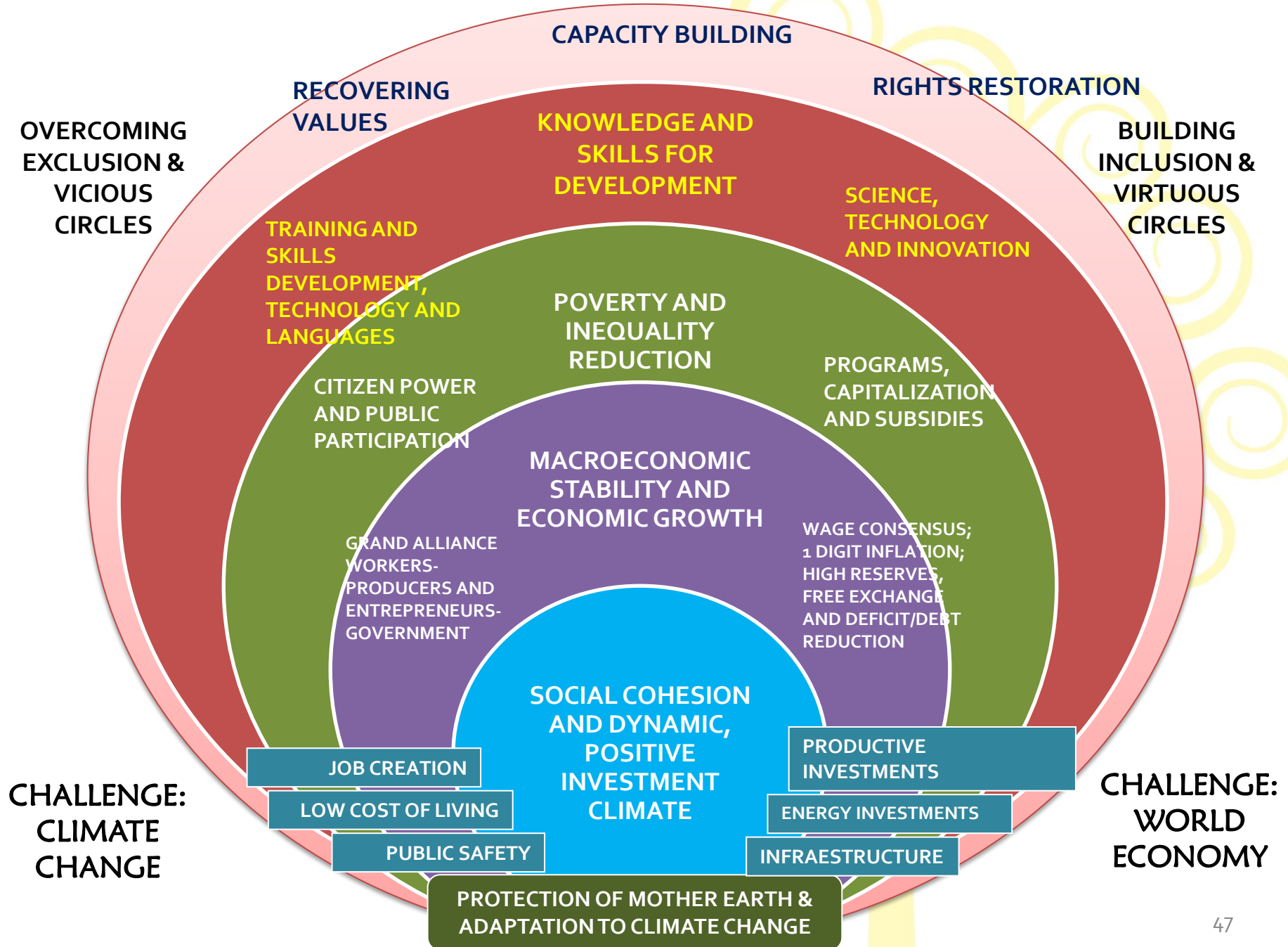
- Trust in government is based on a set consisting of the following active ingredients:



HOLISTIC MODEL FOR ACHIEVING THE SUSTAINABLE DEVELOPMENT GOALS



MODEL BASED ON CHRISTIAN VALUES, SOCIALIST IDEALS AND SOLIDARITY PRACTICES





THANK YOU!

SAN CARLOS Y EL RIO SAN JUAN



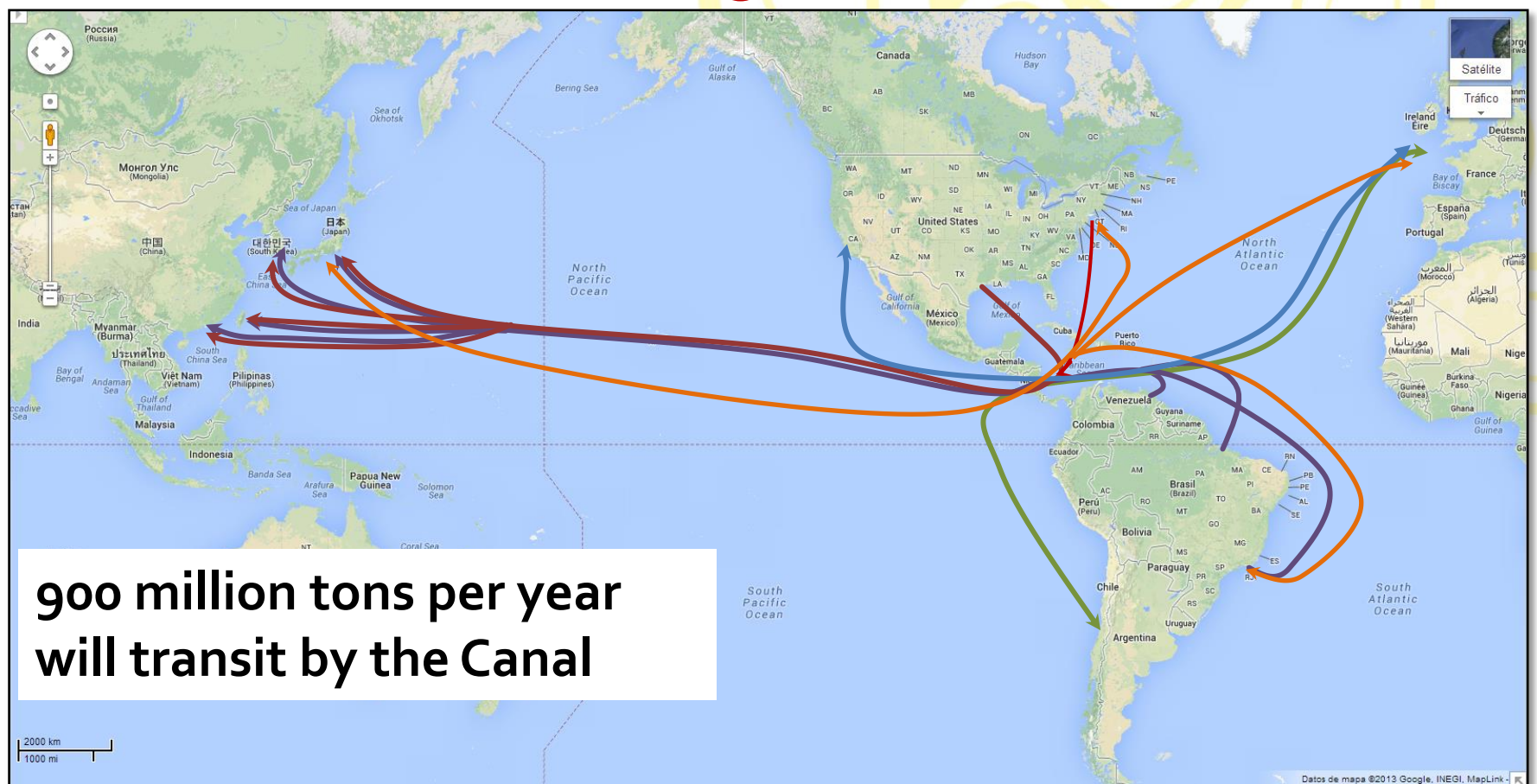
THANK YOU

THE INTER-OCEANIC GRAND CANAL OF

NICARAGUA:

THE ROUTE FOR EXTERNAL COMMERCE

The Grand Canal will assume 5% of the world trade transport



- Iron, oil, gas from Venezuela and Brazil, soybean production from South America to Asia
- Oil and gas from the United States and Canada (Keystone XL Pipeline) to Asia
- Asian manufactured goods to USA, South America and Europe and vice versa
- Route of copper, fruit and wine from Chile and Peru to Europe and European manufactured goods to the west coast of South America
- Route from the West Coast USA to Europe and vice versa

Freight Estimated Savings in the main exports to Asia

Considering that the transport of goods in larger vessels reduce the cost of freight by 30% per ton.

FOB exports from Brazil to Asia (excluding Middle East) January-September 2014.
example: 3 main products (million tons. and US \$ million)

	Weight (TM.)	US\$	Approximate cost of freight	Estimated Savings
General Total (others included)	250.94	59,320.65	4,449.05	1,334.71
Soy	35.60	18,127.05	1,359.53	407.86
Iron ore	167.72	12,481.26	936.09	280.83
Oil*	7.21	45,45.65	340.92	102.28

*It will grow with offshore fields

Ministry for Development, Industry and Foreign Trade, Brazil

Venezuela fuel exports to Asia.

2012

	US\$ millions
Total	38,363.3
Approximate cost of freight	2,877.2
Estimated Savings	863.2

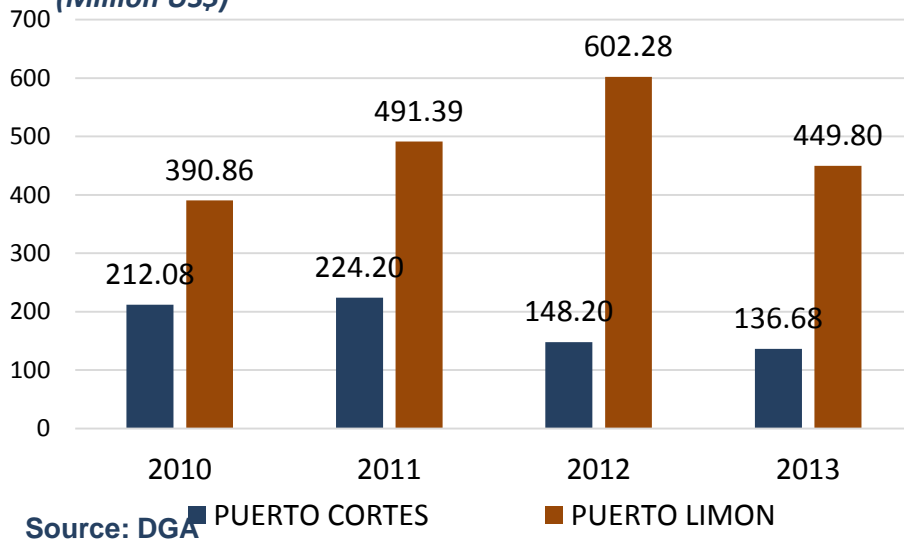
World Trade Organization (WTO)

Total exports from Argentina to China. 2012

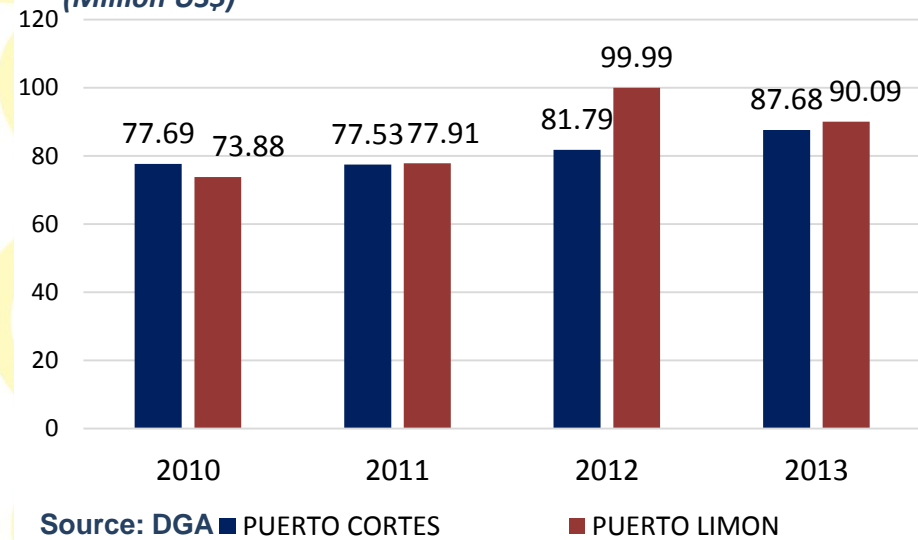
	US\$ millions
Total	5,900
Approximate cost of freight	442.5
Estimated Savings	132.8

NEW PORT IN THE CARIBBEAN WILL REDUCE COSTS OF IMPORTS AND EXPORTS IN NICARAGUA

FOB exports through Port Cortes and Limón
(Million US\$)



CIF imports through Port Cortes & Limón
(Million US\$)

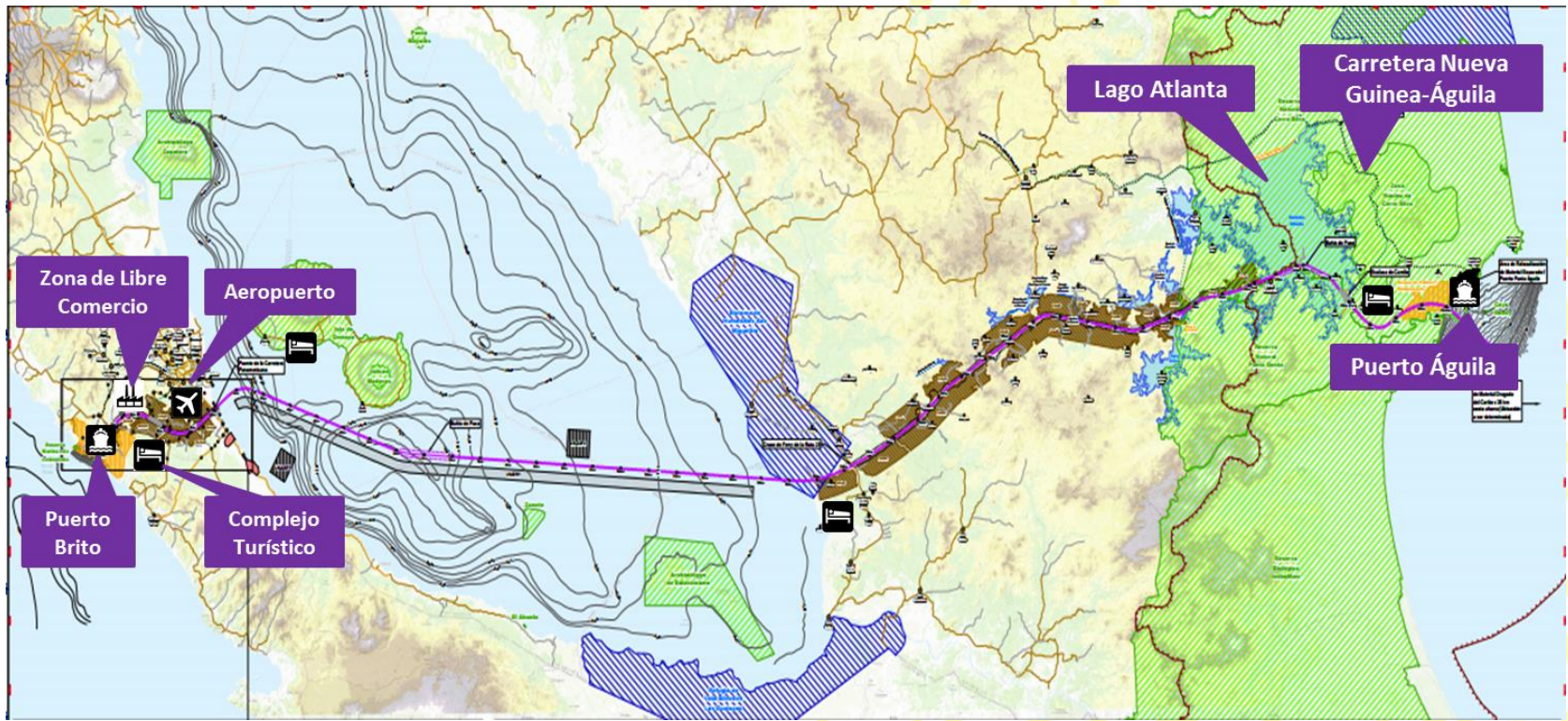


Annual Logistics Cost Savings to the Home Economics

Calculation of Cost Savings		
Concepts	% of GDP	US\$ million
Nicaragua GDP, 2013	100%	11,255.60
Logistics costs without Port Aguila	25%	2,813.91
Logistics Costs with Port Aguila	13%	1,463.23
Savings generated by Port Aguila	12%	1,350.67

Source: Martínez & Piñeiro (2014)

DIRECT IMPACTS OF THE CANAL AND SUB PROJECTS IN THE EMPLOYMENT



50,000 jobs in the construction stage

- 25,000 foreign workers
- 25,000 nicaraguan workers

Operation:
3,700 jobs in 2020
12,700 in 2050

113 thousand jobs in free trade zone

More than 3000 jobs in resorts

PLUS MULTIPLIER EFFECTS IN EMPLOYMENT THROUGHOUT THE ECONOMY