

October 13, 2026

**AGENDA ITEM 5B.: PRESENTATION –FREDRIK KNUTSEN, CHIEF
COMMERCIAL OFFICER, AGS-AGUNSA**

**ALAN DODD, DIRECTOR OF MARINE TERMINALS, AGS -
AGUNSA**

Background:



Fredrik Knutsen serves as Chief Commercial Officer at AGS AGUNSA, where he leads the company's commercial strategy and growth initiatives across its maritime and logistics businesses. With more than two decades of industry experience, Fredrik brings extensive expertise in vessel operations, terminal services, sales, and business development.

Prior to joining AGS AGUNSA, Fredrik held senior commercial leadership positions with T. Parker Host and United Bulk Terminals, including serving as Vice President of Commercial. He holds a bachelor's degree in Electronic Engineering Technology from Wentworth Institute of Technology and a certification in the Principles of Chartering.

October 13, 2026



Alan Dodd serves as Director of Marine Terminals at AGS AGUNSA, where he leads the commercial development and strategic direction of the company's U.S. terminal operations and oversees operations for AGS Terminal and Services.

With more than 20 years of maritime industry experience, Alan has an extensive background in terminal operations, port management, and business development. Prior to joining AGS AGUNSA, he held leadership positions with The Cooper Group and T. Parker Host, following earlier port management and operations roles with Norton Lilly International. Alan holds a Bachelor of Science in Marketing and International Marketing from the University of Alabama.



Manatee Board Meeting

October, 2026





Fredrik Knutsen

Chief Commercial Officer - AGS

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Alan Dodd

Director of Marine Terminals - AGS

Alan Dodd is Director of Marine Terminals at AGS AGUNSA, where he leads the commercial development and strategic direction of its U.S. terminals and oversees operations for AGS Terminal and Services. He brings more than 20 years of maritime experience across terminal operations, port management, and business development. Before joining AGS, Alan held leadership roles with The Cooper Group and T. Parker Host, following earlier port management and operations roles at Norton Lilly International. He holds a Bachelor of Science in Marketing and International Marketing from the University of Alabama.

GEN: Grupo Empresas Navieras, a group of companies that moves the world

GEN, AGS's parent company, is a **corporation with 95 years of roots in the maritime and logistics industry**. Throughout this century, GEN has stood out for its ability to constantly adapt to global challenges, remaining competitive, innovative, and at the forefront of the industry.

Today, the group operates a **wide range of business lines**, ranging from shipping companies to port terminals, including maritime agency services and integrated logistics solutions. The group continues its evolution with the purpose of offering top-tier solutions to those who trust us to move their cargo globally.

20 COUNTRIES

8,000+ STAFF



01

Business Verticals



110+

Vessels

14+
MILLION

Tons Handled

6,400+

Port Calls

29M+
SQ FT

Total Logistics Space

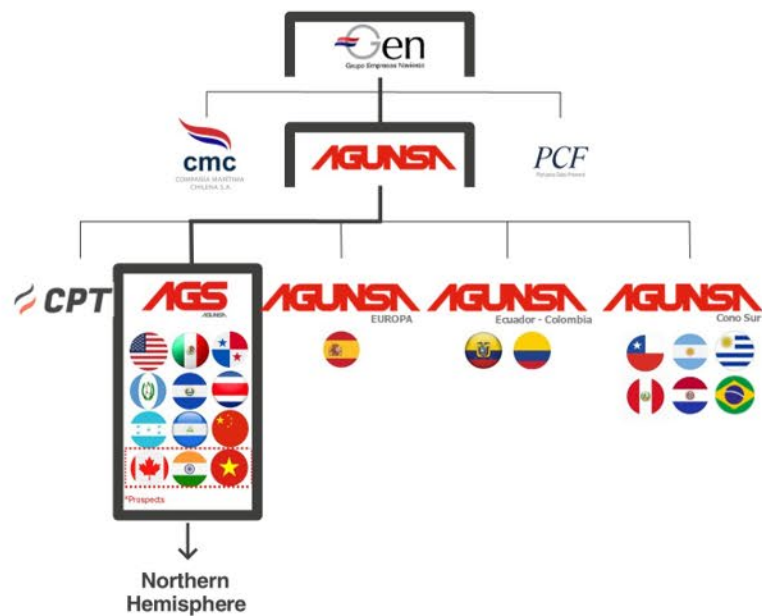
2.8+
MILLION

Passengers Served

A Global Structure Built on Regional Platforms

Within GEN, operations are structured through regional platforms that allow the group to operate efficiently across different markets. **AGUNSA** acts as the **logistics and agency platform** of the group, coordinating operations across multiple regions and ensuring alignment with GEN's global strategy and standards.

AGUNSA regional clusters:



Geographic distribution:



Headquarters AGUNSA regional hubs:

- AGUNSA Global Solutions (AGS): Miami, USA.
- AGUNSA Cono Sur: Santiago, Chile.
- AGUNSA Ecuador - Colombia: Guayaquil, Ecuador.
- AGUNSA Europe: Barcelona, Spain.

01 AGS, The Northern Hemisphere Hub

Based in Miami, USA, AGUNSA Global Solutions (AGS) leads the planning and operational coordination of the Northern Hemisphere, working in synergy with other regions and subsidiaries of the group. Its global structure—integrated, agile, and efficient—is **capable of adapting** to the specific needs of each market.

OUR PRESENCE IN THE U.S., MEXICO, CENTRAL AMERICA & ASIA



USA



Honduras



Nicaragua



Mexico



El Salvador



Panama



Costa Rica



Guatemala



China

CONNECTED TO THE GLOBAL GROUP NETWORK



Cono Sur



Ecuador-Colombia



EUROPA



Specialized
in maritime
services.



Specialized
in port
operations.



Specialized
in tugboat
services.

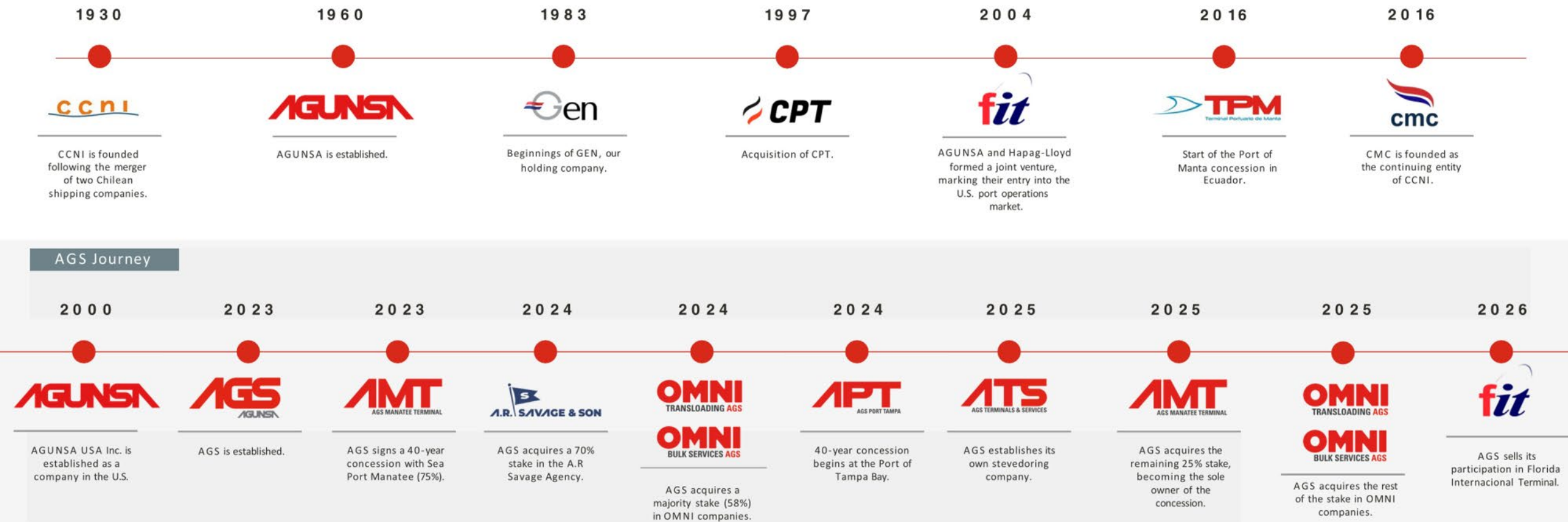
MIAMI
FLORIDA



An aerial photograph of a port area with several large cargo ships docked at a pier. The image is split vertically: the left half is a grayscale aerial view, and the right half is a solid red overlay. A large, white, stylized number '1' is positioned on the left side, partially overlapping the port image and the red background. The text 'Our Growth Strategy' is written in white, bold, sans-serif font on the red background.

Our Growth Strategy

02 The AGS timeline to expand the business in key markets



02 Our integrated business model: a system that complements itself

We deliver three services that allow us to manage the entire cargo journey, from the vessel arrival to the final delivery.

SHIPPING AGENCY

We act as the local representative of the ship and its owner when a vessel arrives at port. Our team coordinates everything the vessel needs to operate smoothly:

- Port entry and departure procedures
- Coordination with port authorities
- Crew services and supplies
- Cargo documentation and coordination

We make sure the ship can arrive, operate, and leave the port without problems.

LOGISTICS

Logistics manages what happens before and after the port or point of cargo entry. This includes:

- Warehousing and storage
- Rail and truck transportation
- Distribution to factories
- Supply chain coordination

We move cargo to where it is needed.



PORTS

Ports operations focus on moving cargo between ships, trucks, rail, and storage areas. This includes:

- Stevedoring (loading and unloading vessels)
- Operating cranes and terminal equipment
- Storing cargo in port facilities
- Coordinating trucks and rail connections

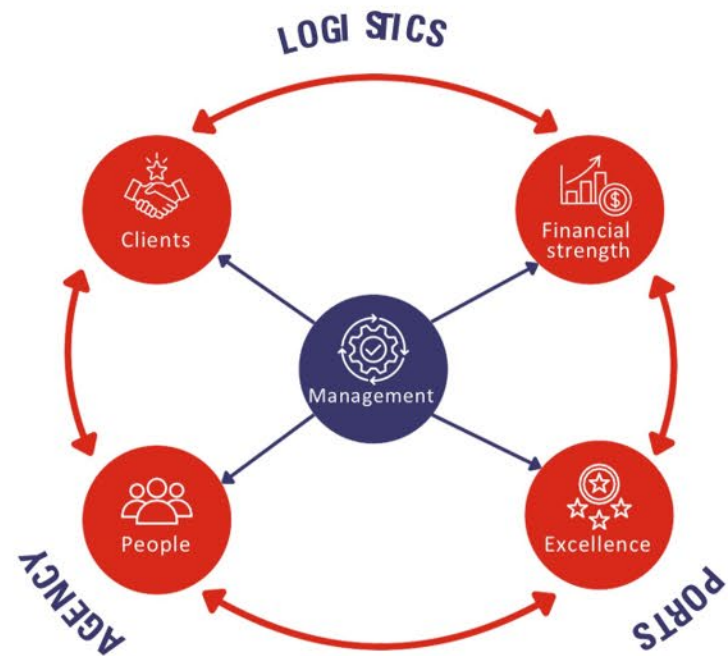
We physically move cargo between the ship and land transportation and viceversa.

Together, these three pillars create a **virtuous profitability cycle**, where each business line supports the others.



02 Our strategy bases on key business pillars

End-to-end logistic value chain



Companies by business vertical

SHIPPING AGENCY				
LOGISTICS	 	 	 	
PORTS	 			

AGS operates an integrated end-to-end logistics platform through specialized companies across each business vertical.

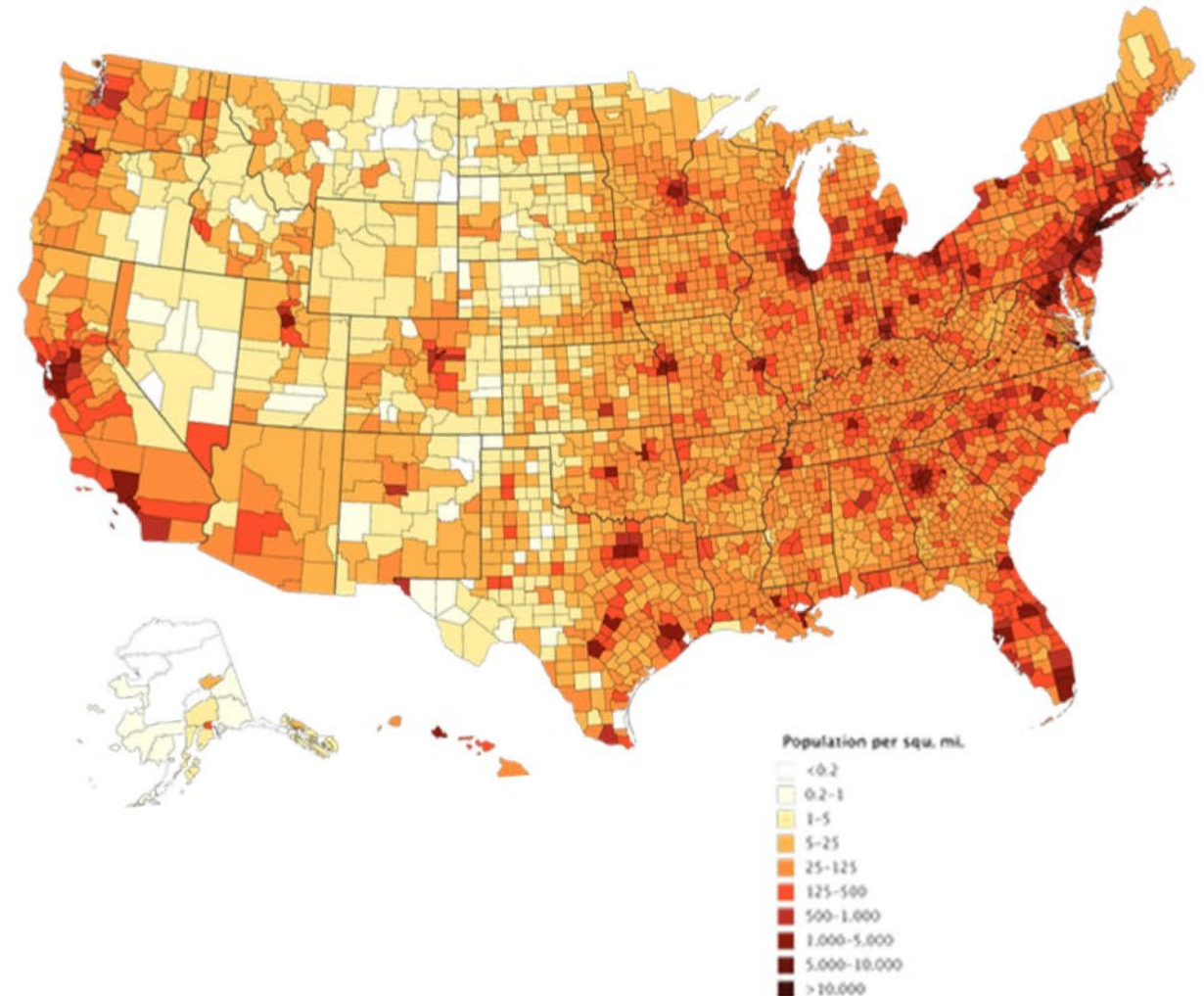


02 Why we are in these locations

1 Florida: strategic access to the U.S. market

The Southeastern U.S. concentrates the highest population and industrial density in the country, positioning the Gulf at the center of the largest consumer market in the Americas.

From the U.S., we connect seamlessly with Asia, Mexico, and Central America key production and sourcing regions.



02 Why we are in these locations

2 Nearshoring momentum:

Shifts in global supply chains and trade policies are accelerating nearshoring into Mexico and Central America. Our regional footprint allows us to capture this trend while maintaining strong connectivity with Asia, ensuring flexibility and continuity for U.S.-bound supply chains.



Distance & connectivity



Cost reduction



Industrial Real Estate



Skilled workforce



Free trade agreements



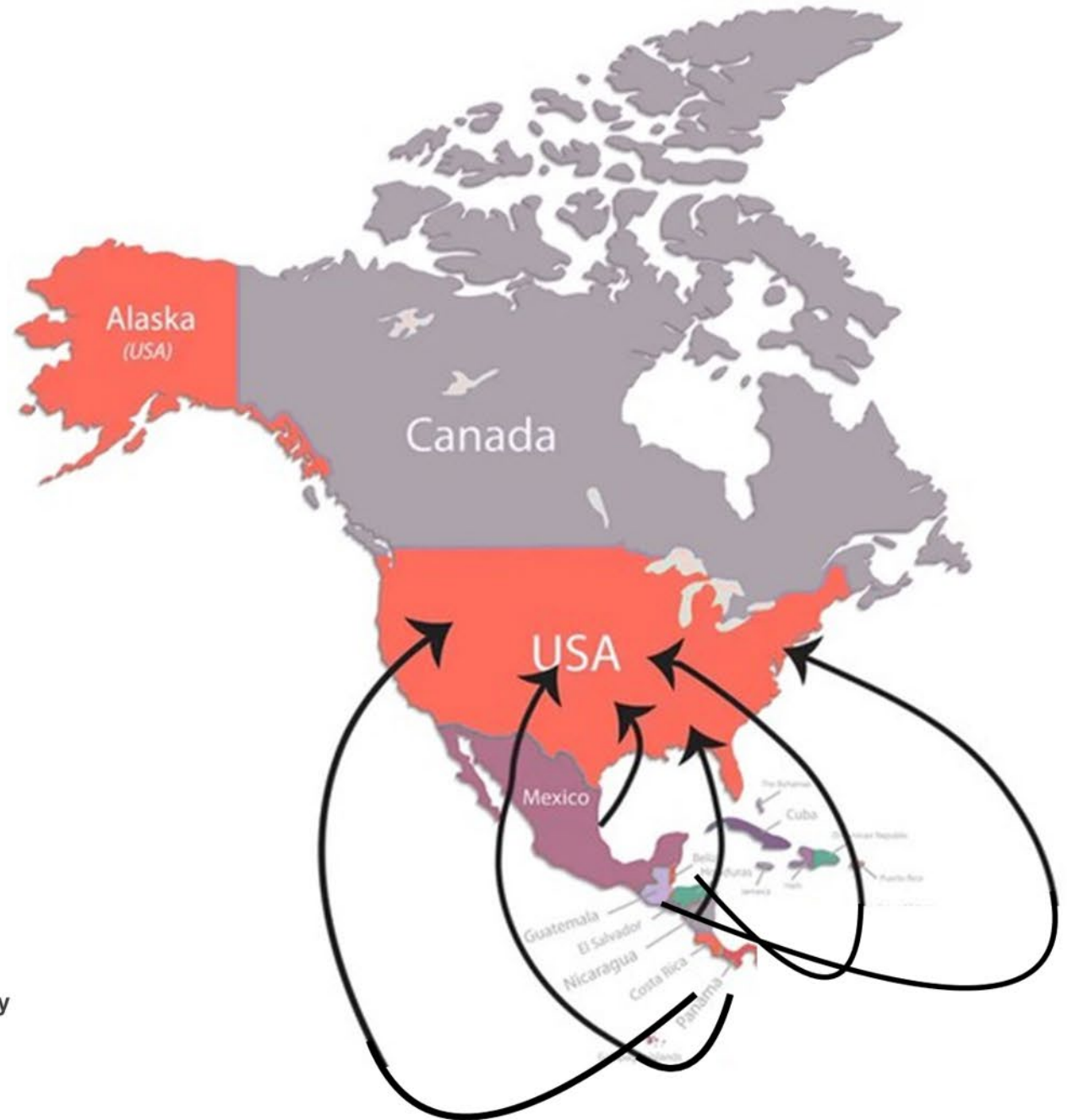
Industrial demand



Job creation



Intellectual property protection



02 AGS grows where the economic geography demands



TYPE OF SERVICE:



Shipping Agency



Warehouse



Port Operations



AGS Office



03 An Expansion Plan Based in Three Strategic Paths

- 1 Organic growth
 - Expanding services and cargo volumes in our operations and markets.
- 2 Strategic acquisitions
 - Investing in logistics companies, terminals, and agencies.
- 3 Network expansion
 - Strengthening connections between Asia, North America, and Latin America.

Strategic goals by 2030:

- Top 5 non-container shipping agency in the region
- Top 50 logistics provider (3PL)
- Presence in 8+ port operations in the Southeast U.S., Mexico, and Central America



03

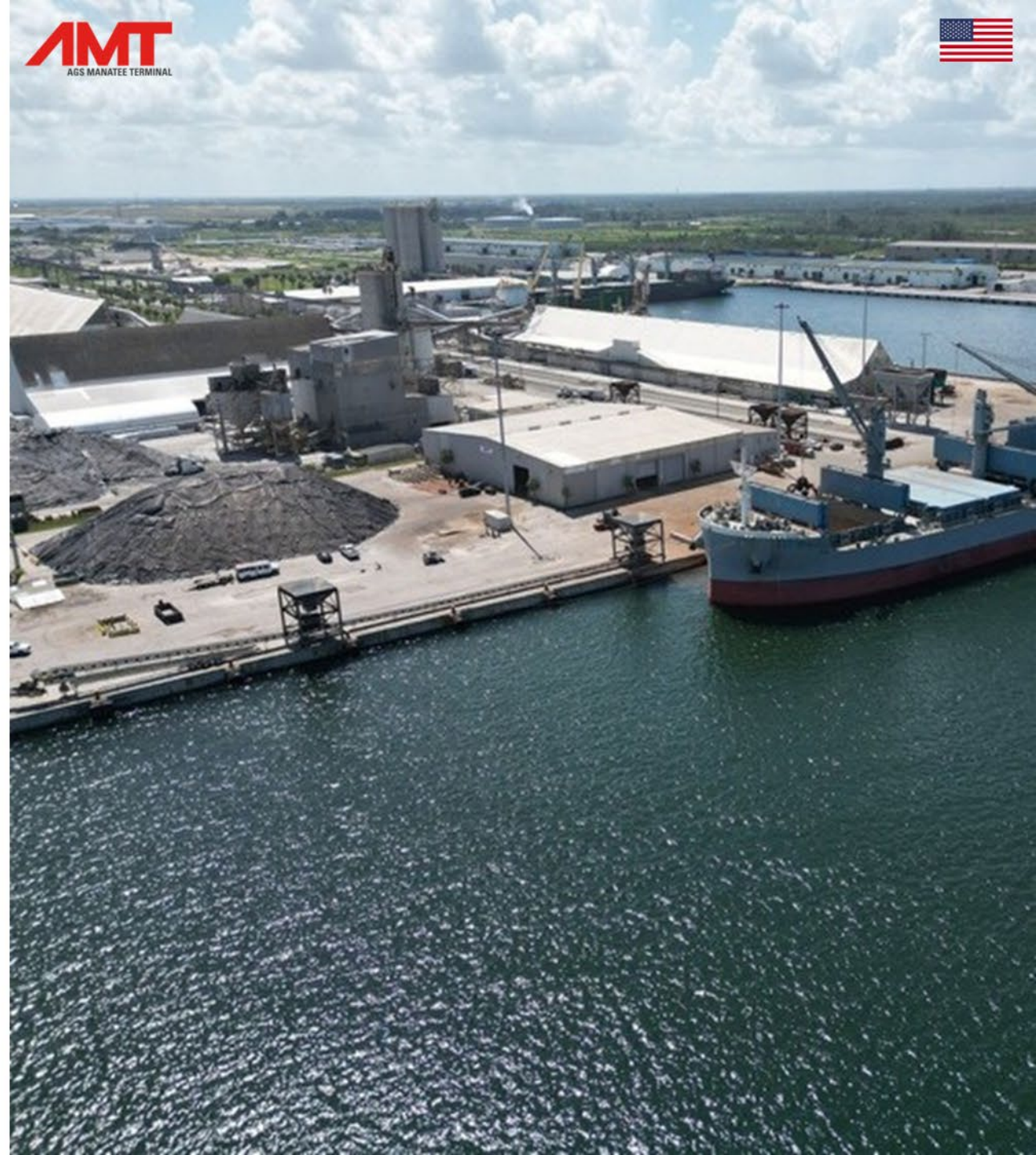
AGS Manatee Terminal, the gateway for bulk and breakbulk cargo in Florida

Florida's Premier Deepwater Port

Strategically located at the entrance of Tampa Bay, AMT has unique capabilities in port operations and multimodal services, with direct rail connection and extensive storage facilities.

Services

- ✓ Stevedoring
- ✓ Trucking Solutions
- ✓ Breakbulk & bulk handling
- ✓ Logistics Consulting
- ✓ Lay Berth
- ✓ Warehousing
- ✓ Rail connection (CSX)





AMT

AGS Manatee Terminal, Strong Growth in Cargo Volumes

AGS Manatee is entering a new phase of growth, supported by an expanding customer base and increasing cargo demand. Cargo volumes are projected to nearly triple in 2027, driven primarily by aggregates, while maintaining a diversified portfolio of scrap metal, fertilizers, and project cargo.

Our focus is on bringing additional cargo, attracting new customers, and creating sustainable long-term activity at Port Manatee.

2026 Estimate

350k

Metric tons

2027 Forecast

970k

Metric tons

Volume Growth

2.8x

2027 vs 2026



Berth 4 & 5 Specs

CHARACTERISTICS

- **Truck Load-out**
On site scale 24/7 service availability.
- **Rail Service**
Class 1 rail service (300+ railcars capacity) via Port Manatee shortline to CSX.
- **Berth Length**
1,250 ft Ship/Barge Layberth Area: approx 600' with 39' Draft.

WAREHOUSES

- **Draft Alongside**
39' - 02 MLW plus tide.
- **Equipment**
Two 100 ton Gottwald mobile harbor cranes available onsite.
- **Storage**
130,000 sqft warehouse within 3 different warehouses 18+ acres open laydown area.



What Inspires Us

Keeping the world moving. Our mission is to **ensure that supply chains never stop**, guaranteeing efficiency, safety, and progress in every operation.

From bridges that connect communities to food that reaches homes, AGS delivers continuity and trust by transporting **cargo that impacts the lives of thousands** of people.

“The true value of a company is not found in its ships, cranes, or ports, but in the great people who make it navigate every day.”

—Beltrán Urenda Zegers, Honorary Chairman of the Group.

We move trust.
We drive progress.
We connect what matters.



A red shipping container is shown from a low angle, extending diagonally from the bottom right towards the top left. The container has vertical corrugations and is set against a clear blue sky. The text 'Connecting What Matters' is overlaid on the sky portion of the image.

Connecting **What Matters**

Thanks!



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