



October 28, 2024

Panam LNG Bunkering, a company of AES Corporation Notice to Shipping – No. N-1-2024

To: Shipping Agents, Owners and Operators,
Subject: Expression of Interest (EOI) for LNG Bunkering Services in Panama

1. General Description

This Notice to Shipping is issued to all shipping agents, vessel owners, and operators of LNG-powered vessels transiting the Panama Canal or calling at ports on the Atlantic side of Panama. We are pleased to announce that **Panam LNG Bunkering**, a company of AES Corporation established exclusively to provide LNG bunkering services in Panama, will launch its LNG bunkering operations in March 2025. This strategic initiative is undertaken in collaboration with Seaspan Energy, which will deploy the **Seaspan Garibaldi**, a 7,600-cubic-meter LNG bunkering vessel, to commence operations in March 2025.

This notice initiates the process for securing LNG bunkering slots through Spot Contracts for the 2025 calendar year. It also provides a detailed overview of the service, including defined service area boundaries, eligible vessel types, and key regulatory compliance requirements to support planning for LNG bunkering operations in Panama.

2. Purpose and Scope

The purpose of this Notice to Shipping is to establish early engagement with shipping lines, vessel owners, and operators interested in LNG bunkering services in Panama. Through this notice, AES aims to open discussions with potential clients to reserve bunkering slots and negotiate contract terms and conditions—encompassing service scope, operational details, supply logistics, and pricing—well in advance of the March 2025 launch.

By initiating these early discussions, AES seeks to facilitate a smooth integration of LNG bunkering into client operations, helping stakeholders meet environmental goals and adapt to evolving fuel requirements for vessels transiting the Panama Canal and docking at Panamanian ports.



Additionally, this notice provides essential information on service boundaries, vessel eligibility, and compliance standards, enabling clients to plan LNG refueling operations effectively across the region.

3. Organization and Responsibility

The LNG Market and Origination Manager (LNG M&O Manager) of AES is responsible for managing relationships with existing and potential customers of **Panam LNG Bunkering** and coordinating with Seaspan Energy, the owner and operator of the LNG bunker barge. The LNG M&O Manager will act as the primary liaison with Seaspan Energy, local ports, and relevant authorities to facilitate compatibility studies between customer vessels and the Seaspan Garibaldi and to communicate the Risk Assessment procedures required for each bunkering operation, in accordance with SGMF standards.

LNG bunkering operations are expected to take place either at a local terminal (SimOps) or at a designated LNG bunkering anchorage specified by the Panama Canal Authority (ACP) or the Panama Maritime Authority (AMP).

4. Communication Channels

To initiate communication with the LNG M&O Manager, stakeholders may reach out via email at: panam.bunkering@aes.com; always cc: ricardo.diaz@aes.com

5. Request for Expression of Interest (EOI)

This section outlines the requirements for submitting a Letter of **Expression of Interest (EOI)** to initiate discussions with **Panam LNG Bunkering** and to express interest in reserving LNG bunkering slots for 2025. Each Letter of Expression of Interest should include the following information:

- Official Header: Company letterhead, with date and contact information.
- Subject: Expression of Interest for LNG Bunkering Services in Panama
- Attention: LNG Market and Origination Manager, AES Panama
- Company Name
- Vessels Names
- Estimated LNG volume requirements: Specify in cubic meters (m³), Metric Tons (MT) or million British thermal units (MMBtu).
- Proposed Schedule for LNG Bunkering Services: Include preferred dates or frequency of service.
- Preferred LNG Pricing Index: (e.g., Henry Hub, TTF, or other).



- Preferred LNG Bunkering Location: Specify if preference is for SimOps (at terminal) or designated Anchorage.
- Submission Deadline: All EOIs should be submitted no later than November 15, 2024.

6. Timeline for LNG Bunkering in Panama

- November 15, 2024: Deadline to submit the EOI
- November - December 2024: Contract negotiation period and compatibility studies
- January 2025: Agreement between the parties
- March 2025: LNG Bunkering operations in Panama

7. Additional Information

Additional information relevant to interested parties, such as links to resources, frequently asked questions, or appendices with supplementary data, will be provided to support stakeholders in understanding the requirements and planning for LNG bunkering services.

ORIGINAL SIGNED

Ricardo J. Díaz Urrutia

LNG Marketing & Origination Manager
AES Corporation