



INVEST

IN BRASIL INFRASTRUCTURE

Apex-Brasil services for investors

Roberto Escoto

Head of Investment Department

ApexBrasil 

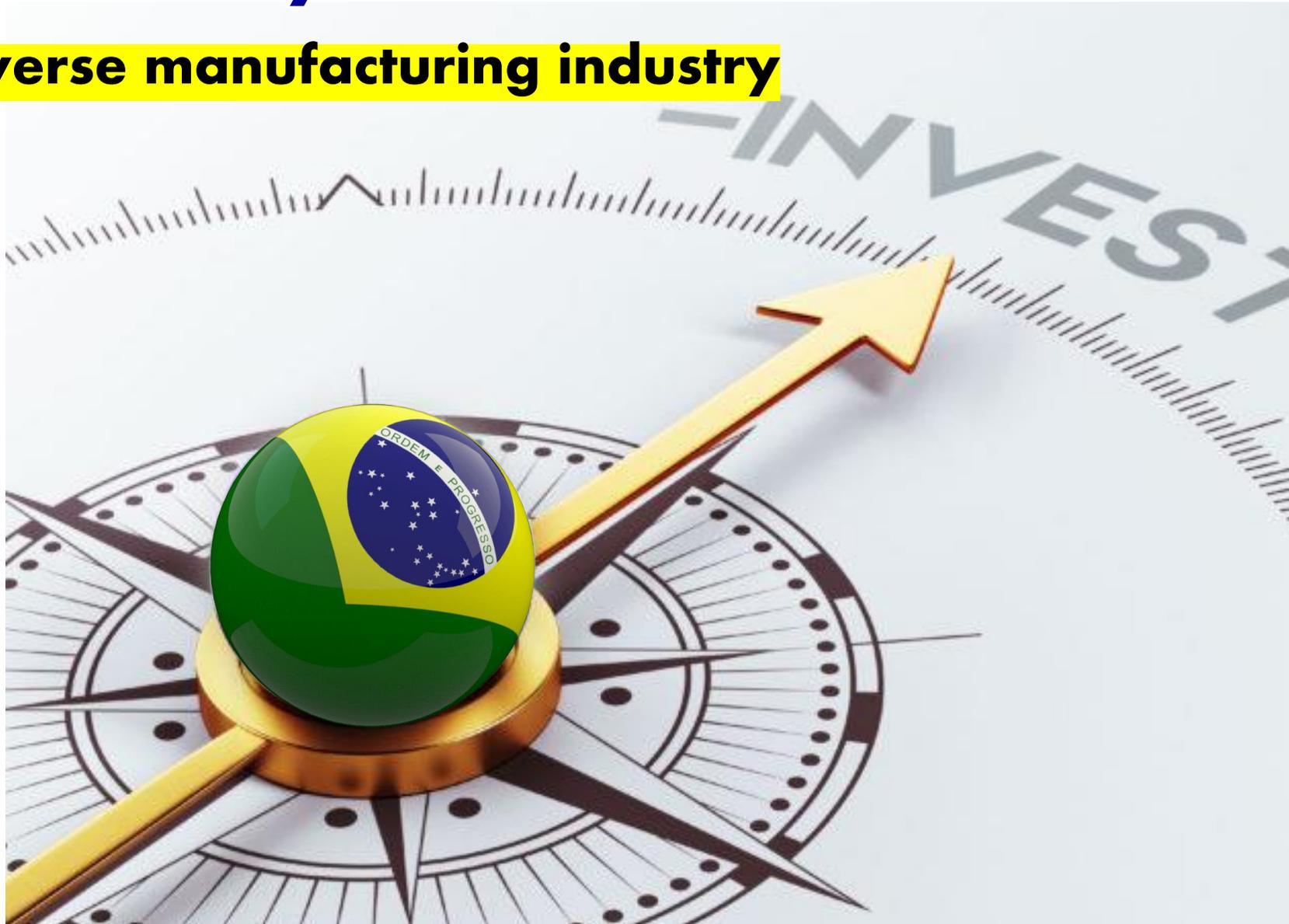
Why invest in Brasil?

✓ **Abundant natural resources**



Why invest in Brasil?

✓ **Diverse manufacturing industry**



Why invest in Brasil?

✓ **Large consumer market**



Why invest in Brasil?

✓ **Sophisticated financial sector**



Why invest in Brasil?

✓ **Non-discrimination legislation
against foreign investments**

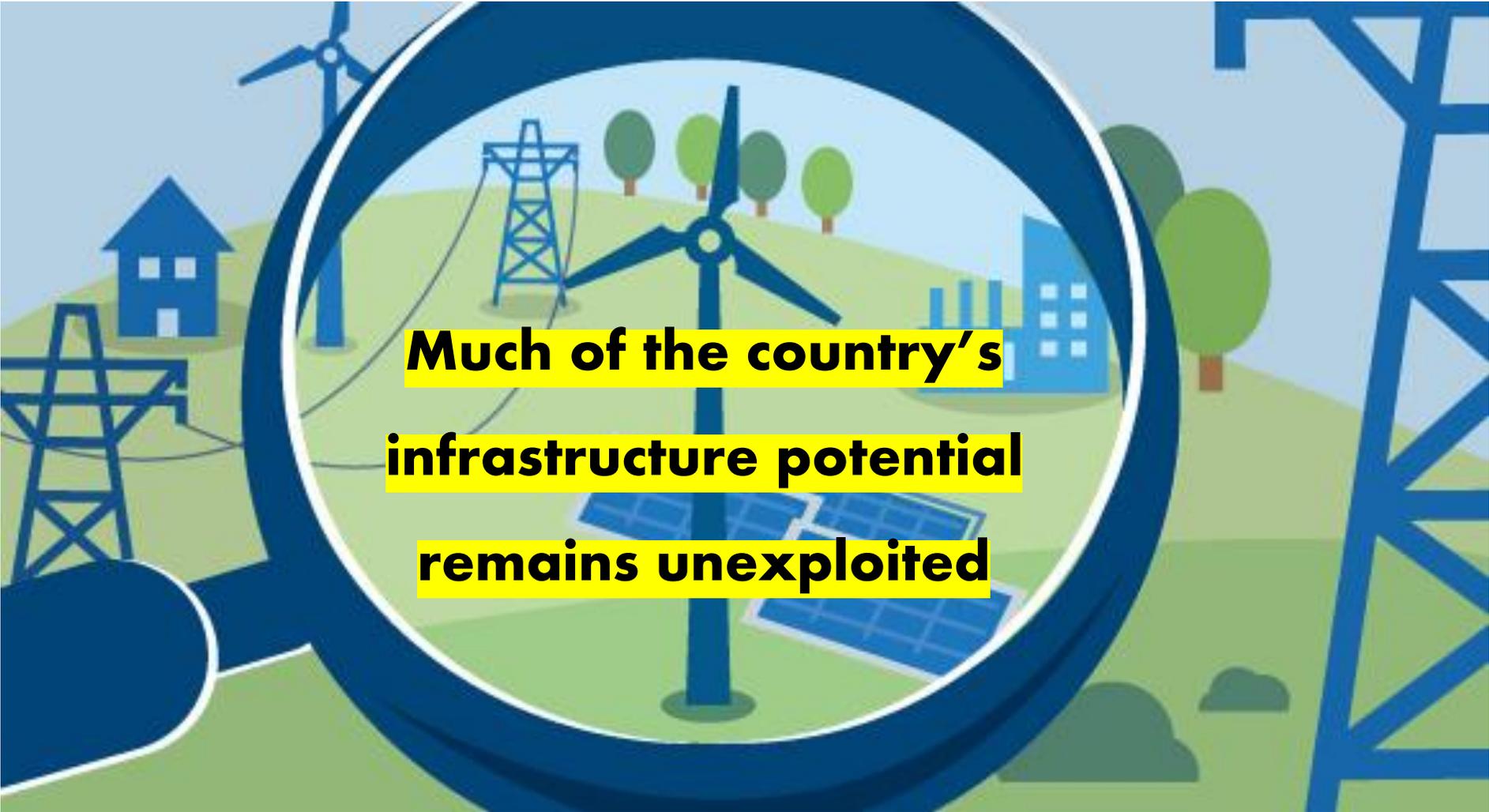


Why invest in Brasil?

✓ **Hundreds of infrastructure projects**



Why invest in Brasil?



**Much of the country's
infrastructure potential
remains unexploited**

The illustration features a large magnifying glass over a landscape with a wind turbine, solar panels, and power lines. The text is overlaid on the magnified area.

Why invest in Brasil?

✓ **Ranked 6th global FDI destination in 2019 (USD72 bn)**



Why invest in Brasil?

✓ Net FDI inflows through *May 2020*
standing at USD 20.6 bn





ApexBrasil Mission

**Promotion of
Brazilian exports**

**Foreign Investment
Attraction**

**Support to the
internationalization
of Brazilian
companies**

Strategic market Intelligence

Export Qualification

Promotion of Brazil's image as a global business partner

Apex-Brasil worldwide services



9 Apex-Brasil
Offices abroad
+
226 Diplomatic
missions around
the world



Apex-Brasil services for exporters

Supports 14,000
Brazilian companies

30% of exports

Apex-Brasil services for investors

Supported 1,353
foreign investors

USD 26.6 Bn

Apex-Brasil services for investors

- ✓ **ONE STOP SHOP** - We open doors for investors who want to do business in Brasil.



Apex-Brasil services for investors

✓ **establish or expand operations in Brazil**



Apex-Brasil services for investors

- ✓ start a partnership with a Brazilian company



Apex-Brasil services for investors

- ✓ **commit capital in Brazil through funds and companies**



Apex-Brasil services for investors

- ✓ **custom-made market intelligence materials**



Apex-Brasil services for investors

- ✓ **venture capital and private equity allocation in Brazil**



Apex-Brasil services for investors



Apex-Brasil services for investors

- ✓ **liaison with regulatory and local authorities**



Apex-Brasil services for investors

- ✓ support for arranging meetings with stakeholders



Apex-Brasil services for investors

- ✓ **Organization of investment roundtables**



Apex-Brasil business seminars

 INVEST
IN BRASIL



 ApexBrasil

Apex-Brasil business seminars



Apex-Brasil business seminars

INVEST
IN BRASIL





Coronavírus:
informações e alternativas
para os negócios internacionais.

ApexBrasil



Coronavírus:
informações e alternativas
para os negócios internacionais.

Informações e Estudos

Capacitações

Calendário

Ferramentas Úteis

Notícias

For Investors

Vídeos

Contato



Apex-Brasil

ajuda você a se preparar para minimizar
os efeitos do COVID-19 na sua empresa.

www.apexbrasil.com.br/coronavirus



[Informações e Estudos](#)

[Capacitações](#)

[Calendário](#)

[Ferramentas Úteis](#)

[Notícias](#)

[For Investors](#)

[Vídeos](#)

[Contato](#)



News and updates



We listen – an open channel for the investor

[Learn more](#)



Brazilian Economic Measures for Coronavirus Crisis

[Learn more](#)



Apex-Brasil recommends – useful information on FDI

[Learn more](#)



INVEST IN BRASIL



Invest in Brasil

International Trade & Development · 7,972 followers

✓ Following ...

Invest in Brasil promotes initiatives of Apex-Brasil by sharing data and news related to investments in Brazil

[Visit website](#) ↗

[See all 9 employees on LinkedIn](#) →

Home

About

Jobs

People

Recently posted videos



Interested in investing in the Brazilian oil and gas sector? Carlos Padilha, our investment officer, would like to share Apex-Brasil's analysis about the oil and gas industry in Brazil and the opportunities for FDI in the context of the economic crisis. #oilandgas

Affiliated pages



Apex-Brasil
International Trade
& Development
45,805 followers

✓ Following



www.investinbrasil.com.br



Millions of People and Opportunities
Invest in Brasil

Why Invest in Brazil?

<p>◀ USD 1.89 trillion</p> <p>GDP-2018</p>	<p>USD 8,958.57</p> <p>GDP PER CAPITA - 2018</p>	<p>USD 78.2 billion</p> <p>FDI INFLOW - 2019</p>	<p>1,202,134.22 million</p> <p>INTERNAL CONSUMPTION</p> <p>▶</p>
--	--	--	--

 INVESTMENT GUIDE TO
BRASIL2019

ApexBrasil 

MINISTRY OF
FOREIGN AFFAIRS

 **PÁTRIA AMADA
BRASIL**
BRAZILIAN GOVERNMENT



DOWNLOAD



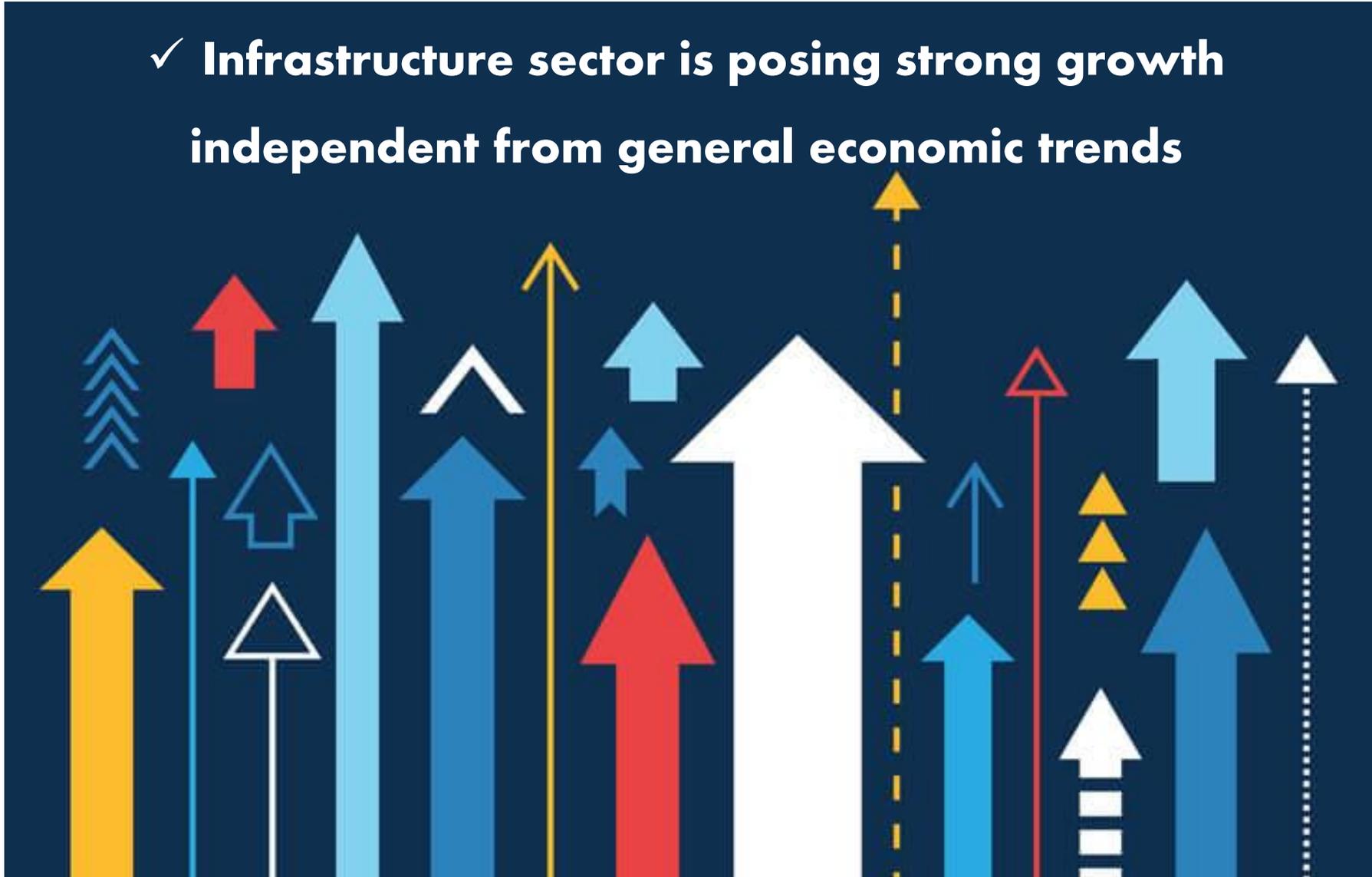
www.apexbrasil.com.br

   /ApexBrasil

ApexBrasil 

CONCLUSION

- ✓ **Infrastructure sector is posing strong growth independent from general economic trends**



CONCLUSION

✓ investors' strong confidence in our economy in the long term.



9 e 10 de novembro de 2020 - São Paulo



FÓRUM DE INVESTIMENTOS BRASIL 2020

BRASIL INVESTMENT FORUM



FÓRUM DE
INVESTIMENTOS
BRASIL 2020
BRASIL INVESTMENT FORUM 2020

20
B I F

INVEST IN BRASIL



**A COUNTRY OF MILLIONS OF
PEOPLE AND OPPORTUNITIES !**



INVEST IN BRASIL

INVESTMENT DEPARTMENT

infrastructure@apexbrasil.com.br

www.apexbrasil.com.br

www.investinbrasil.com.br

ApexBrasil 

MINISTÉRIO DAS
RELAÇÕES EXTERIORES



PÁTRIA AMADA
BRASIL
GOVERNO FEDERAL

Brazilian Investments Partnerships Program – PPI

Scan the QR code to access
the projects portfolio



PROGRAMA DE
PARCERIAS DE
INVESTIMENTOS | **PPI** 

MINISTÉRIO DA
ECONOMIA  **PÁTRIA AMADA
BRASIL**
GOVERNO FEDERAL

July, 2020

9th largest economy:
USD 1.9 trillion GDP

5th largest
land area:
8,515,767 km²

5th largest population:
210.1 million people

8th largest consumer
market: household
consumption expenditure
equals 63% of GDP:
USD 1.2 trillion

4th largest FDI
destination in 2019:
USD 78.59 billion (44%
of Latin America's total
FDI inflow)

One of the main global
producers and exporters
of iron ore, soy bean,
animal protein, coffee,
machinery and aircraft

Pension Reform

USD 200 billion to be saved in the next 10 years, limiting privileges

Administrative Reform

Streamlining civil service to bring more efficiency

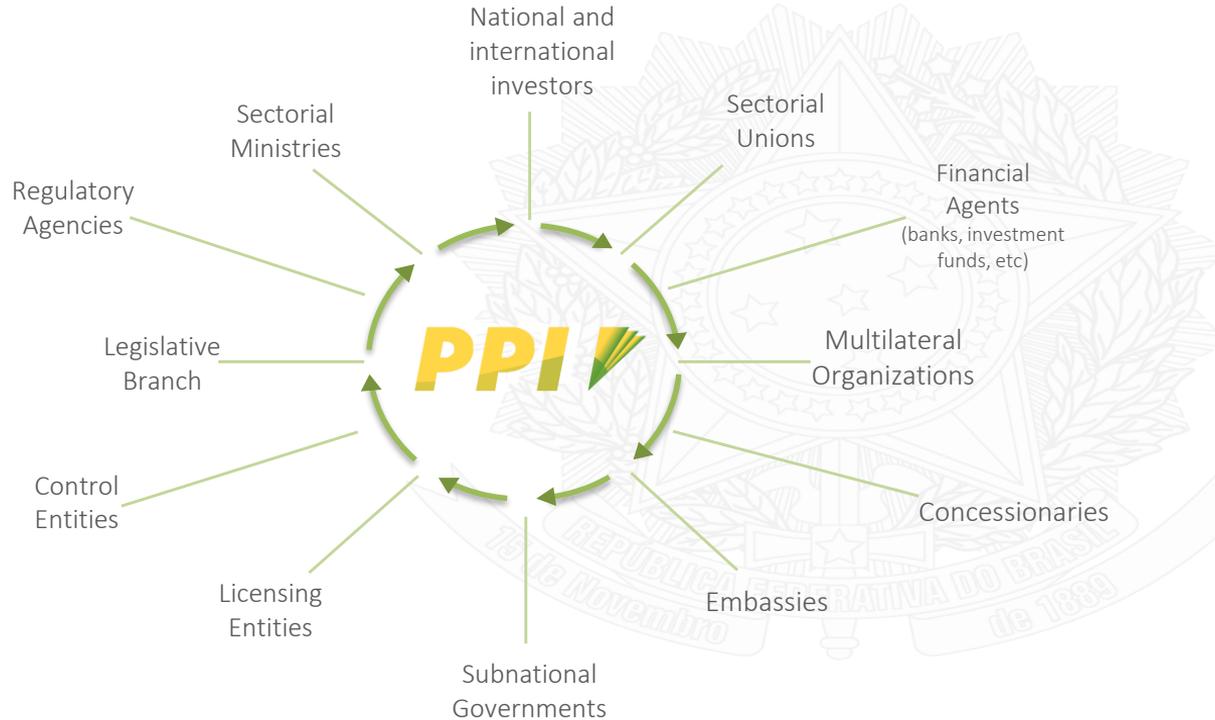
Infrastructure Reform

More legal certainty, transparency and predictability for domestic and foreign investors

Tax Reform

Simplifying the tax system to boost economy

- **Bill 4162/2019** – New Legal Framework for Sanitation
- **Bill 6407/2013** – New Gas Market
- **Bill 5877/2019** – Privatization of Eletrobras
- **Bill 232/2016** – Modernization of the Electric Power Sector
- **Bill 3178/2019** – Oil and Gas Production-Sharing Agreement (PSA)
- **Bill 7063/2017** – Concessions and PPPs
- **Bill 261/2018** – Railways Authorization
- **Bill 3729/2004** – Environmental Licensing
- **Bill on Cabotage** (New)
- **Bill on Correios** [The National Post] (New)



Adds on efficiency and value to the process

- Governance, coordination, monitoring and oversight
- Transparency, dialogue, credibility and predictability
- Well-designed projects
- Technical and legal framework enhancement

Qualified
projects

336

Accomplished
auctions/bids
and projects

178

Investments

USD 162.9 billion
(BRL 708.7 billion)

Concession
fees/Bonuses
USD 32 billion
(BRL 139.3 billion)

36 auctions were carried out

Investment
Expectations

USD 103 bi

Concession
fees/Bonuses

USD 20.8 bi



Ports

13 auctions

11 Terminals of liquid bulk

- 3 in Cabedelo/PB (Auction 3/22)
- 1 in Vitória/ES (Auction 3/22)
- 5 in Belém/PA (Auction 4/5)
- 1 in Vila do Conde/PA (Auction 4/5)
- 1 in Santos/SP (Auction 8/13)

1 Terminal of paper pulp in Paranaguá/PR (Auction 8/3)

1 Terminal of Solid Bulk in Santos/SP (Auction 8/3)

Investments: USD 241.3 million

Concession Fee: USD 187.5 million



Energy

3 auctions

Generation

- New Energy A-4 (Auction 6/28)
- New Energy A-6 (Auction 10/18)

Transmission

- 12 lots of transmission lines

Investments: USD 3.97 billion

Auction fee: lower power tariff



Railway

1 auction

North-South Railway (FNS) (Auction 3/18)

Investments: USD 625.2 million

Concession Fee: USD 625.2 million



Highway

1 auction

BR-364/365/GO/MG (Auction 9/10)

Investments: USD 473.5 million

Concession fee: lower toll fee (33% discount)



Airports

12 assets

12 airports in 3 clusters (Auction 3/15):

- **Northeast:**
 - Recife/PE; João Pessoa ,Campina Grande/PB; Maceió/AL; Aracaju/SE; and Juazeiro do Norte/CE
- **Midwest:**
 - All in MT: Várzea Grande (Cuiabá), Alta Floresta, Barra do Garças, Rondonópolis and Sinop.
- **Southeast:**
 - Vitória/ES and Macaé/ RJ

Investments: USD 809 million

Concession fee: USD 546.3 million



Mining

1 auction

Palmeirópolis (Auction 10/21)

Investments: USD 58.6 million

Concession Fee: USD 3.44 million



Oil and Gas

4 auctions

Regular Offer (Auction 9/10)

Bonus: USD 5.05 million

Round 16 under the concession agreement (Auction 10/10)

Bonus: USD 2.04 billion

Petrobras Transfer of Rights Surplus (Auction 11/6)

Bonus: USD 16.07 billion

Round 6 Production Sharing Agreement - PSA (Auction 11/7)

Bonus: USD 1.16 billion

Total Bonus: USD 19.3 billion

Total Investments: USD 96.38 billion



Lotex

1 auction (10/22)

Concession Fee: USD 187.9 million

Projected
investments

USD 2.11 bi

Highway



BR-101/state of Santa Catarina

Investments : USD 781 million

OPEX: USD 919 million

Auction criterion: lowest toll tariff

Total discount: -62%

Auction on February 21

Concession
fees/Bonuses

USD 505 mi

Railway



Early extension of Rumo Malha Paulista's concession agreement

Investments: USD 1.32 million

Concession fee: USD 505 million

Amendment signed on May 27

158 PROJECTS + 13 policies

Ports – 35

4 Privatizations
30 Port Terminals:
1 Waterway (Licensing)

Defense and Security (PPP's) - 2

1 Air force Communications
1 Police Communications

Economy – 5



4 Privatizations (ABGF, EMGEA, Serpro and Dataprev)
1 Lottery (Fixed ratio)

Oil and Gas – 3



Round 17 under the concession agreement
Shale Gas Fracking (Env. Licensing)
Open Acreage
2 Blocks of ToR+

Railways– 11



4 concession renewals
2 new concessions
4 investments in strategic railway networks
1 privatization

Airports – 24



22 airports in 3 clusters
2 rebids

Highways – 20



11 Concessions
2 Feasibility assessments (8,370 km)
7 Licensings

Health – 2



1 Assessment (Hospital Fêmina/Porto Alegre)
1 PPP (Hospital Guarulhos/SP)

Supply – 5



2 Privatizations (CEASAMINAS and CEAGESP)
8 Fishery Terminals (Cabedelo, Belém, Manaus, Aracaju, Natal, Santos, Cananeia and Vitória)

National Parks and Forests - 11

8 concessions of parks (Lençóis Maranhenses, Iguazu Waterfalls, Jericoacoara, Aparados da Serra/Serra Geral, Canela, São Francisco de Paula, São Joaquim e Brasília)
3 concessions of forests (Humaitá, Iquiri and Castanho)

Regional Development – 4



2 privatizations (CBTU and Trensurb)
2 assessments (PISF and Irrigation Irecê)

Energy – 14



2 Transmission Lines Auctions
2 Privatizations (Eletrobras and Nuclep)
TL Manaus-Boa Vista
5 Licensings
2 Existing Energy Generation (A-4 and A-5)
2 New Energy Generation (A-4 and A-6)

Mining – 5



4 CPRM Mining Rights ANM Available Areas

Communications and Technology – 5



3 Assessments for Privatization (Telebras, National Post, and EBC)
1 Privatization (Ceitec)
1 Concession (5G)

Tourism – 4

4 Concessions of national heritage historical sites in PB, PE and SP states

Policies:

- “Sea road” - Cabotage
- TRIIP (Road passenger transport)
- PPP daycares
- PPP prisons + correctional facilities
- Universalizing basic sanitation + solid waste
- PPP street lightening
- The “projects factory”
- Tourism
- UBS (health basic units)
- BidSim – Oil Auctions
- Strategic minerals

2nd Half/2020 (41 assets)

Highways (2)

- BR-153/080/414 (GO/TO)
- BR-163/230 (MT/PA)

Railways(3)

- FIOLE (BA)
- Renewal EFVM
- Renewal EFC

Energy (1)

- Transmission Lines 01/2020

Oil and Gas (1)

- 2nd cycle of Open Acreage

Privatizations (2)

- Eletrobras
- Ceitec

Port Terminals (11)

- 4 in Itaqui/MA
- 1 in Paranaguá/PR
- 2 in Aratu/BA
- 2 in Santos/SP
- 1 in Maceió/AL
- 1 in Santana/AP

Mining Rights (3)

- Phosphate - Miriri (PB)
- Copper - Bom Jardim de Goiás (GO)
- 1st round - ANM available areas

Fishery Terminal (1)

- Cabedelo (PB)

National Parks and Forests (3)

- Aparados da Serra (RS) and Serra Geral (SC)
- Humaitá Forest (AM)

Sunational Levels: states and municipalities (14)

- 9 Public Lightening PPPs:
 - Aracaju/SE
 - Feira de Santana/BA
 - Belém/PA
 - Franco da Rocha/SP
 - Nova Lima/MG
 - Sapucaia do Sul/RS
 - Campinas/SP
 - Camaçari/BA
 - Cachoeiro do Itapemirim/ES
- 3 Concessions of water distribution and sewage treatment
 - State of Alagoas
 - State of Rio de Janeiro
 - City of Cariacica/State of Espírito Santo (sewage PPP)
- 2 Urban Solid Waste PPPs:
 - Teresina/PI
 - Convale consortia/MG
- Obs. There is also the prospect of delivering Environmental Licensing: The Preliminary Licensing (LP) of the Pedral do Lourenço / PA waterway

2021 (88 assets)

Port Terminals (9)

- 3 Terminals in the Port of Maceió/AL
- 1 in the Port of Fortaleza/CE
- 2 in the Port of Santos/SP
- 1 in the Port of Paranaguá/PR
- 1 in the Port of Vila do Conde/PA
- 1 in the Port of Areia Branca/RN

Highways (5):

- BR-116/465/101 (SP/RJ) - Dutra
- BR-470/282/153 (SC)
- BR-381/262 (MG/ES)
- BR-116/493 (RJ/MG) - CRT
- Integrated Highways of Paraná state

Railways (2)

- Ferrogrão
- Renewal MRS

Defense and Security (2)

- Comaer PPP
- Security Forces Communication PPP

Telecommunications (1)

- 5G

Airports – Round 6 (24)

22 airports in 3 blocks

- Block North
- Block South
- Block Central

2 airports

- Viracopos – Campinas (SP)
- São Gonçalo do Amarante – Natal (RN)

Fishery Terminals (7)

- Belém (PA)
- Manaus (AM) Aracajú (SE)
- Natal (RN)
- Vitória (ES)
- Santos e Cananéia (SP)

Parks (5)

- Lençóis Maranhenses (MA)
- Jericoacoara (CE)
- Iguaçu (PR)
- Canela (RS)
- São Francisco de Paula (RS)

Privatization (10)

- ABGF
- EMGEA
- CEASAMINAS
- CEAGESP
- NUCLEP
- CODESA
- TRENSURB
- CBTU
- SERPRO
- DATAPREV

Oil and Gas (3):

- 2 blocks – Transfer of Rights (Sépiea and Atapu)
- Round 17

Mining rights (2)

- Coal in Candiota (RS)
- Kaolin in Rio Capim

Obs. There is a prospect of decision-making on environmental licenses: (7):

- Construction licensing of BR-080/MT
- Construction licensing of BR-158/MT
- Preliminary Licensing of BR-319/AM/RO
- Preliminary Licensings of HPPs of Castanheira/MT, Formoso/MG, Tabajara/RO and Telêmaco Borba/PR

Regional Development (1)

- Irrigation Perimeter in Irecê (BA)

Subnationals (16)

- **2 Concessions of Urban Solid Waste**
 - Bauru (SP)
 - Consortia Comares (CE)

- **1 Concession of Urban Solid Waste, Water and Sewage services**
 - São Simão (GO)

- **3 Concessions of water and Sewage services**

- State of Acre
- State of Amapa
- Porto Alegre

- **4 Concessions of Sewage services**

- Crato (CE)
- Volta Redonda (RJ)
- State of Rio Grande do Sul
- State of Ceara

- **6 Public Lighting PPPs:**

- Corumbá (MS)
- Patos de Minas (MG)
- Toledo (PR)
- Barreiras (BA)
- Crato (CE)
- Valparaíso de Goiás (GO)

Brazilian Investments Partnerships Program – PPI

Scan the QR code to access
the projects portfolio



PROGRAMA DE
PARCERIAS DE
INVESTIMENTOS | **PPI** 

MINISTÉRIO DA
ECONOMIA  **PÁTRIA AMADA
BRASIL**
GOVERNO FEDERAL

July, 2020



Project

- Section: from Sinop (state of Mato Grosso) to Miritituba (state of Pará) - 933 km
- Concession period: 69 years, extension is prohibited
- Auction criterion: highest concession fee amount (BRL 18 million minimum)
- Gauge: 1.60 m
- Train type: 3 locomotives and 160 wagons

Financial aspects

- CAPEX: BRL 8.4 bi (implementation) + BRL 13.1 bi (maintenance capex)
- OPEX: BRL 63.7 bi
- Demand: 20.7 mi net tons (2030); 48.6 mi net tons (2060)
- Soybean and corn tariff: BRL 81.41 / net tons (Sinop-Miritituba)
- Total Revenue: BRL 176.8 billion
- (start of operation):
- Year 10 revenue BRL 2 bi
- WACC: 11.04% per year (in real terms and net of tax)
- Ebitda margin after ramp up: 59% (year 2037)

Social aspects

- The railroad route does not overlap with Indigenous Lands or Quilombola communities
- The nearest indigenous lands are located at a distance of 4 km (IL Praia do Mangue) and 7 km (IL Praia do Índio), in Itaituba
- The railway's reference layout does not invade any Conservation Unit
- Reduction of BRL 19.2 billion in freight costs compared to the highway mode

- BRL 6.1 billion of negative externalities avoided: reduction of accidents, traffic congestion and CO2 emissions (about 50% when compared to the BR-163 Highway).
- It mitigates deforestation caused by the existing Highway.

Fishbone pattern of deforestation off of a highway



- Allows access along the road
- Anthropization vector
- Service paths for illegal logging and mining activities

Railroad Tunnel Effect



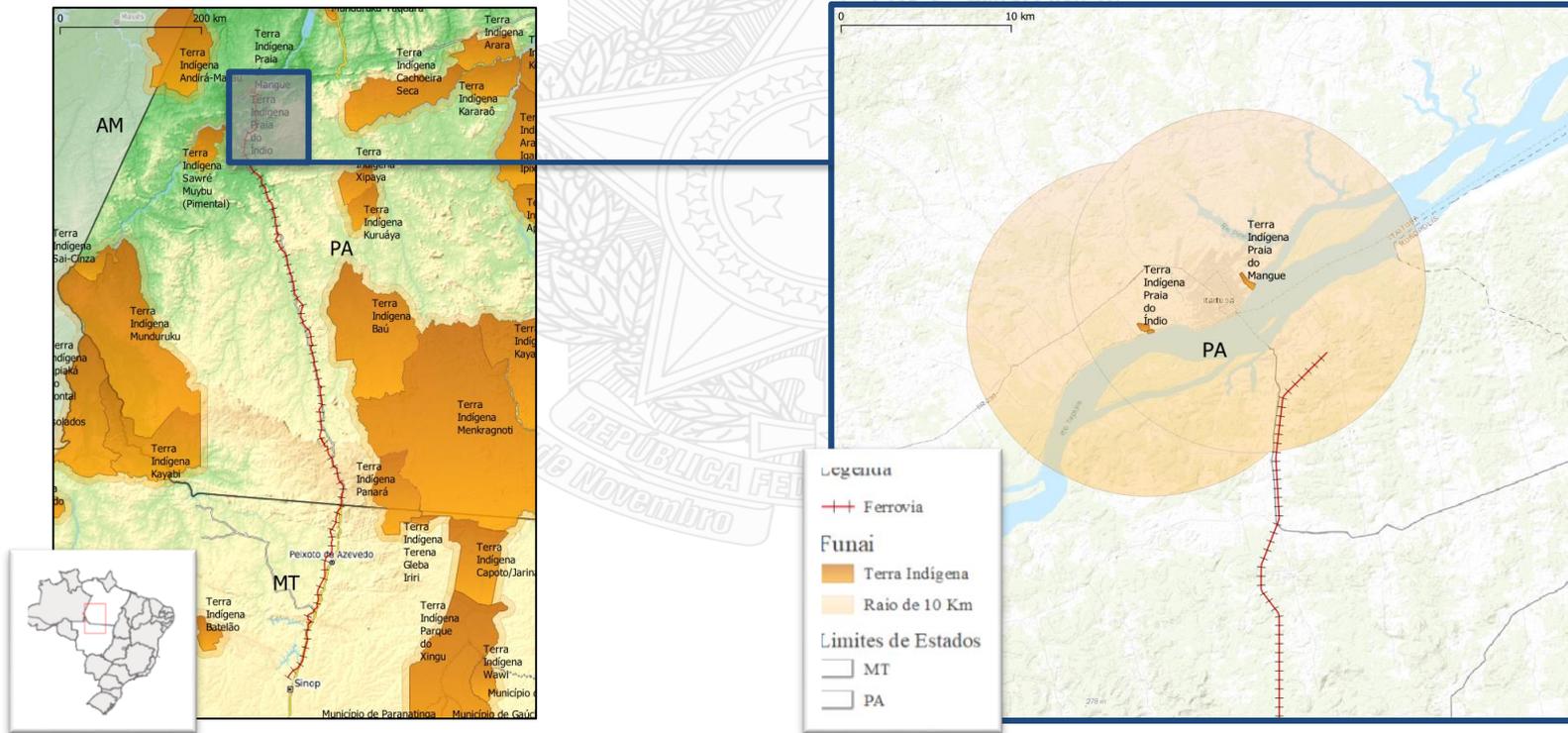
- Controlled accesses
- Physical barrier to vehicle access on one side of the highway

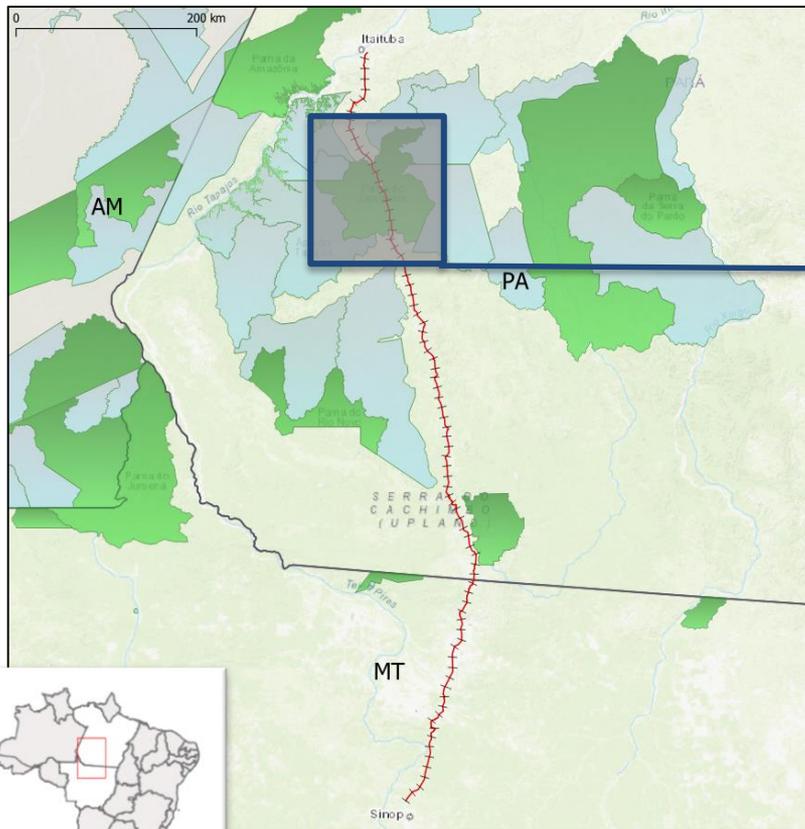
- Environmental licensing in three sequential phases: preliminary license (government responsibility), installation license and operating license.
- Consult the following agencies:
 - IPHAN (Brazilian National Institute of Historic and Artistic Heritage): to verify the occurrence of impacts to safeguarded cultural assets;
 - Funai (Brazil's National Indian Foundation): present elements that may cause a direct socio-environmental impact on indigenous lands (10 km radius);
 - ICMBio (Chico Mendes Institute for Biodiversity Conservation): it verifies the proximity of a conservation unit.
- Suppression of vegetation only after receiving an installation license and authorization for suppression of vegetation.
- Environmental investments estimated at BRL 778 million: obtaining and renewing an environmental license, environmental compensation and environmental programs in the localities involved



Ferrogrão and BR-163 areas are outside the limits of the Jamaxim National Park.

The limits were changed by Law 13452/2017, which changed only 0.054% in the Park area.





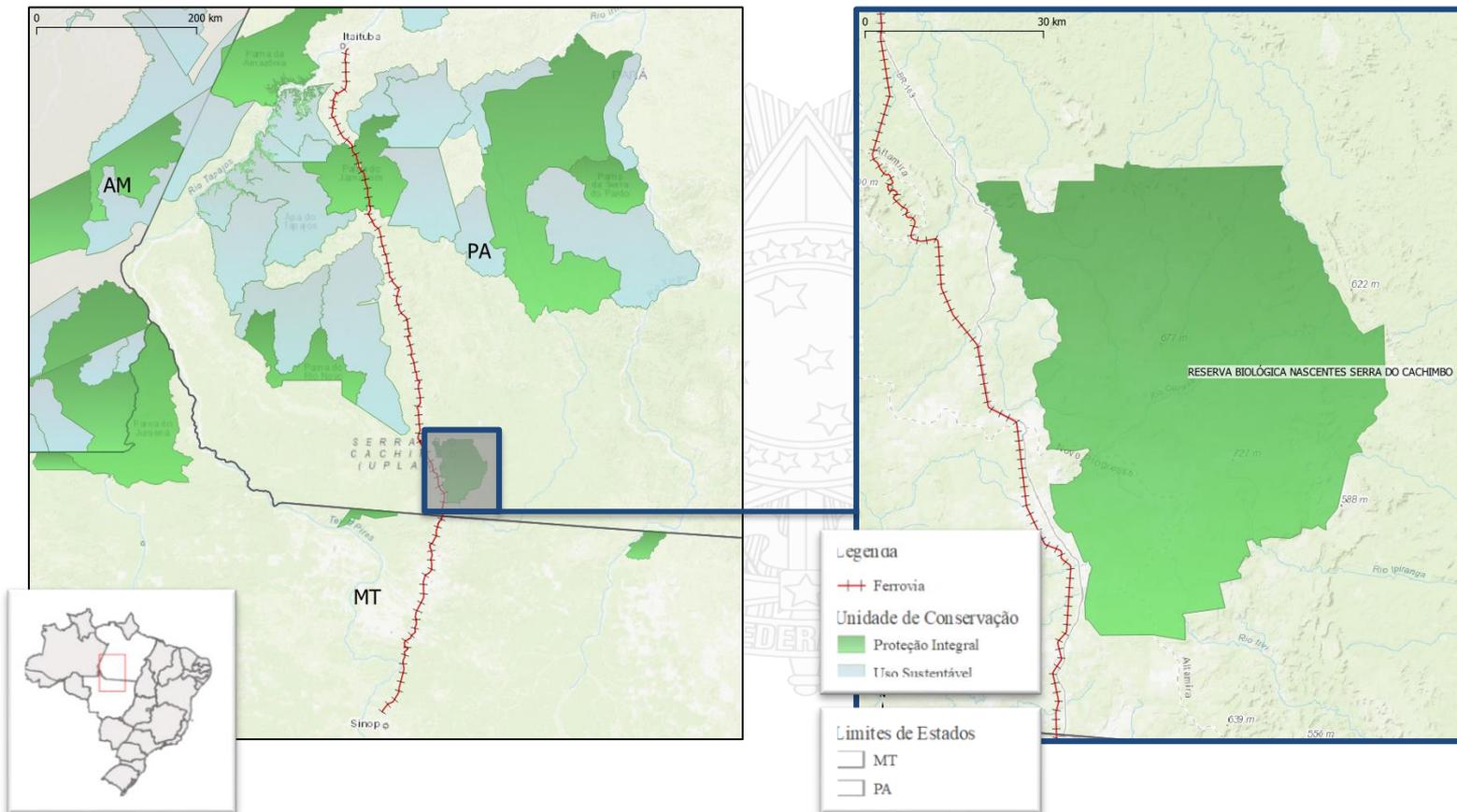
Legenda

- Ferrovias
- Unidade de Conservação**

 - Proteção Integral
 - Uso Sustentável

- Limites de Estados**

 - MT
 - PA



AUCTION RULES:

- No restrictions on foreign participation and consortium formation
- Payment of minimum share capital before signing the Contract
- Requirement for a certificate of the Bidder's technical and professional capacity

RISK MATRIX:

- Risks for the Concessionaire: risk of demand, macroeconomic, exchange variation, construction, expropriation, variation in operating costs, among others
- Risks for the Grantor: changes in tax legislation, act of God or force majeure, obtaining of preliminary license, delay or inability to fulfill the contract due to facts not attributable to the concessionaire, unilateral changes in the agreed obligations

INNOVATION

- **Regulatory asset:** recognition of minimum stretches of 160 km considered as operational by the Agency, with minimum value, to back the concessionaire's assets
- **Conflict resolution:** arbitration in the event of disputes not resolved amicably between the Parties
- **Resolution clause:** termination of the contract in the event of failure to obtain financing within 4 years

RISK	MITIGATOR
DEMAND	BR 163 “captive” cargo, with handling of 12.3 million tons in 2019, at a freight price more than double that projected for Ferrogrão. Preliminary studies for Ferrogrão project a cargo volume of around 20,7 million tons / year. High investments have already been made by freight contractors and grain traders in the port capacity installed in Miritituba, Santarém and Belém.
CONSTRUCTION	30.7% of the railroad's route is carried out in a perimeter up to 300 meters from the BR-163, where there is already greater knowledge of the terrain and easier access to the works for the delivery of construction material and equipment (38.1% up to 500 meters and furthest point at a 9km-distance).
EXCHANGE RATE	The cargo is mainly destined for export, so that the devaluation of the exchange rate increases competitiveness and therefore boosts trade. Bill 2889/19 (under consideration in Congress) will provide greater security for establishing prices indexed in dollars between the railroad operator and exporting customers (limited to the tariff ceiling).
ENVIRONMENTAL	Environmental Preliminary License under the responsibility of the federal government. Risk matrix: facts not attributable to the investor, such as delay in obtaining licenses, exempt the investor from liability for non-compliance with contractual requirements.



Aparados da Serra and Serra Geral National Parks

Concession Modelling

PROGRAMA DE
PARCERIAS DE
INVESTIMENTOS



MINISTÉRIO DO
MEIO AMBIENTE



PÁTRIA AMADA
BRASIL
GOVERNO FEDERAL





1. Conservation Unit Protection and Development

The main purpose of the concession is not generating revenue. The focus is providing better protection for the parks through increasing the number of visitors and developing the tourism industry in nearby communities.



2. Transparency

The proposed governance allows society to be in a position to influence the concession decision-making process.



3. Simpler Management

Managing the contract will become easier and more efficient, on the side of investors as well as ICMBIO's side, to better suit the Brazilian society.

Specialized Assessments

Assessments have been carried out by PaPP, through specialized companies of the sector. The project was adapted by the grantor due to new guidelines.

Court of Accounts Evaluation

TCU proceeded to an evaluation on the quality of assessments and legal aspects of the process.

Bidding Public Session





Mandatory investments must
be made in up to

4

Years

Investments result in

51

Mandatory interventions (trails,
facilities, etc.)

Estimate

3.2

US\$ Million



The concessionaire may propose, at its own discretion, additional investments, which will require previous approval by the grantor, as set in a predefined governance.

- Adjusting to the Sustainable Management Plan
- Assessing ICMBio concessions by the core body
- In case of divergence, assessing by na ICMBio collegiate body, composed of high-level members of the body board.
- Deadline to formal response from the grantor will be set in the contract

Among other services, the concessionaire must provide the park with the following:

- 01 | Cleanness, security and maintainance
- 02 | Parking lots
- 03 | Internal transportation
- 04 | Internal communications and monitoring systems
- 05 | Fire brigade
- 06 | Complying with accessibility rules 
- 07 | Supporting socioenvironmental development of the CUs





The concessionary must pay, in the equivalent amount, **2.5% of the Gross Operating Revenue** of the concession, and take measures on the following macrosubjects:

- Environmental monitoring and species management
- Volunteer program
- Integrating and raising awareness to the regional environment

Value estimated at US\$ 415,000 during the concession term (present-day value), according to the EVEF reference.



US\$ 60,000,000

Estimated investments in facilities and park operation, in 30 years.



The bidder who offers the greatest offer will be declared the bid winner.

Concession Term

30

Years

Variable Yield

1.5% *

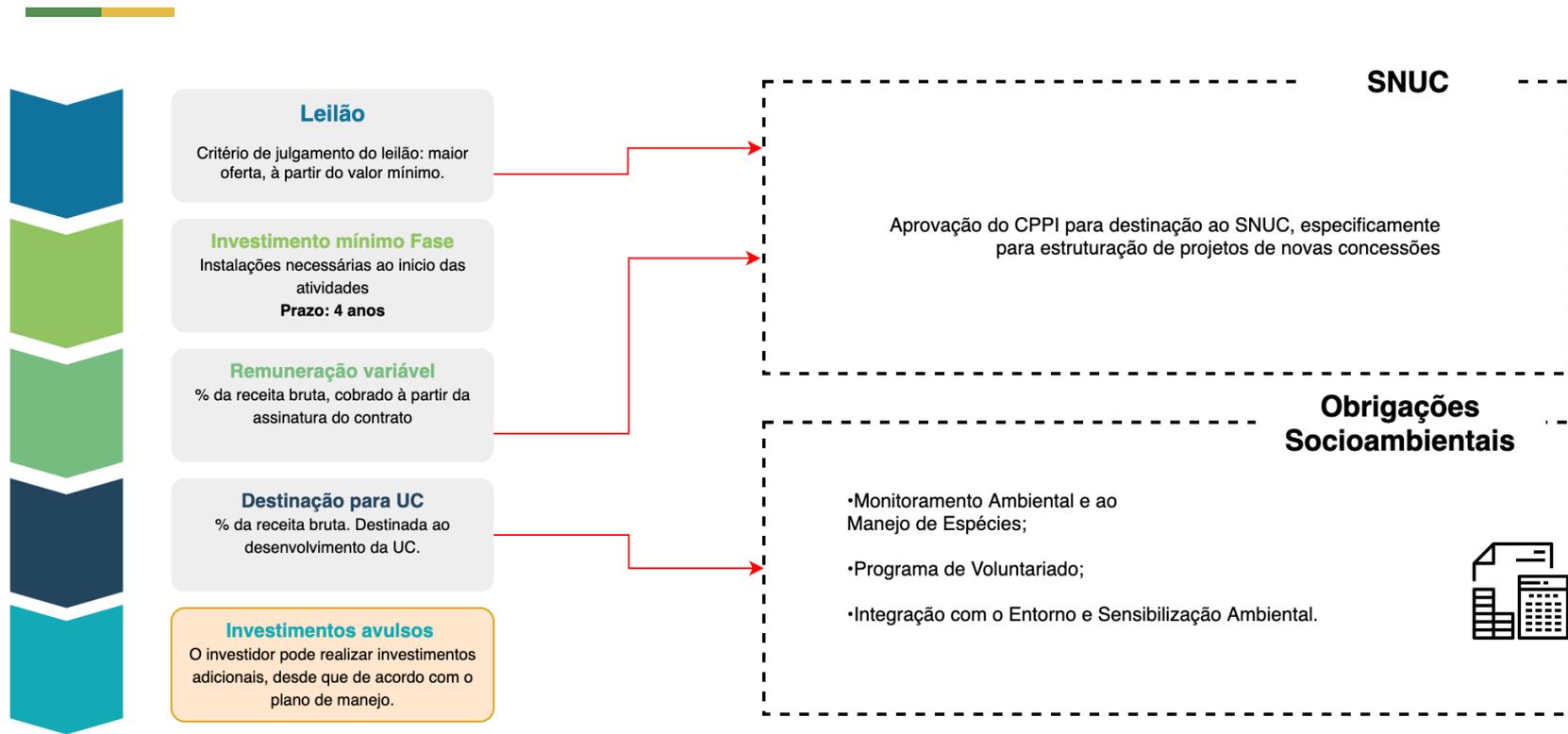
Gross Operating Revenue

Minimum offer

159,000

US\$, which is the bidding
criterion

* Variable on account of the annual performance evaluation



- 3 performance indicators for the concessionaire: S (Visitors Satisfaction), R (Quality of Managing Waste), and M (Maintaining and Preserving the Infrastructure)
- The final note (NF) of the 6-month performance evaluation will impact on the variable concession fee revenue, which may reach up to 2.5%
- In case NF is greater than or equals 8, the percentage due to the variable concession fee is 1.5% of the gross operating revenue.
- In case NF is lesser than 8, the percentage due to variable concession fee will follow the beside formula:

Calculus formula

$$NF = (0,4 * S) + (0,3 * R) + (0,3 * M)$$

$$OV = 1,5\% + \frac{1}{10} (10 - NF)$$

- Chosen by the grantor and paid by the concessionaire;
- **Complementary nature** – it does not replace the oversight duty of the grantor;
- Unrestricted access to areas and facilities, to accounting and administrative books and records
- Oversight and monitoring of the concessionaire’s activities:
 - Verifying *in loco* the provision of services regarding performance indicators;
 - Calculus of variable concession fee; readjustments; assessment of investments accomplishment, reversible assets controlling; customer satisfaction survey, among others;
 - Assessment of the maintenance of park facilities; and
 - Assessment of the adequate destination for concession waste.

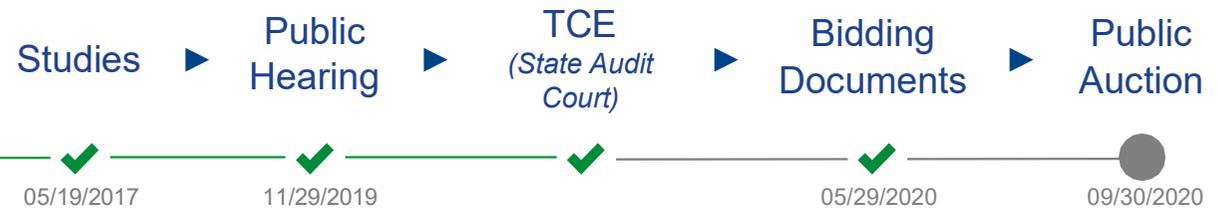
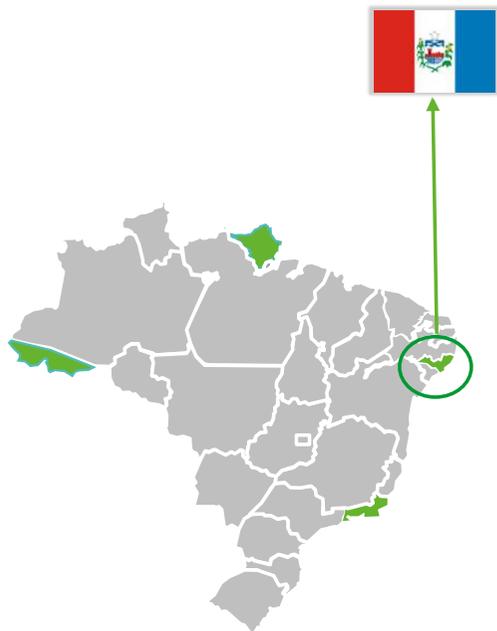




Sanitation – Alagoas State



Alagoas State



- Concession of water supply and sewage in the 13 municipalities of the Maceió (capital) region
 - 1.4 million people, 42% of the state population
 - CASAL (state-owned company) will remain responsible for the production of raw water and sale of water to the private operator
- Universalization Goals
 - Water: from 86 to 99% of the population in 6 years
 - Sanitary sewage: from 18 to 90% of the population in the 8th-16th years according to municipality
- Expected Investment
 - Total: US\$ 497 million
 - By the 5th year: US\$ 271 million
- Remuneration format: user tariff
- Concession term: 35 years

<http://seinfra.al.gov.br/concessao-regiao-metropolitana-de-maceio>

ROAD CONCESSION PROGRAM – MINAS GERAIS STATE

6

Road Networks

2.798 km

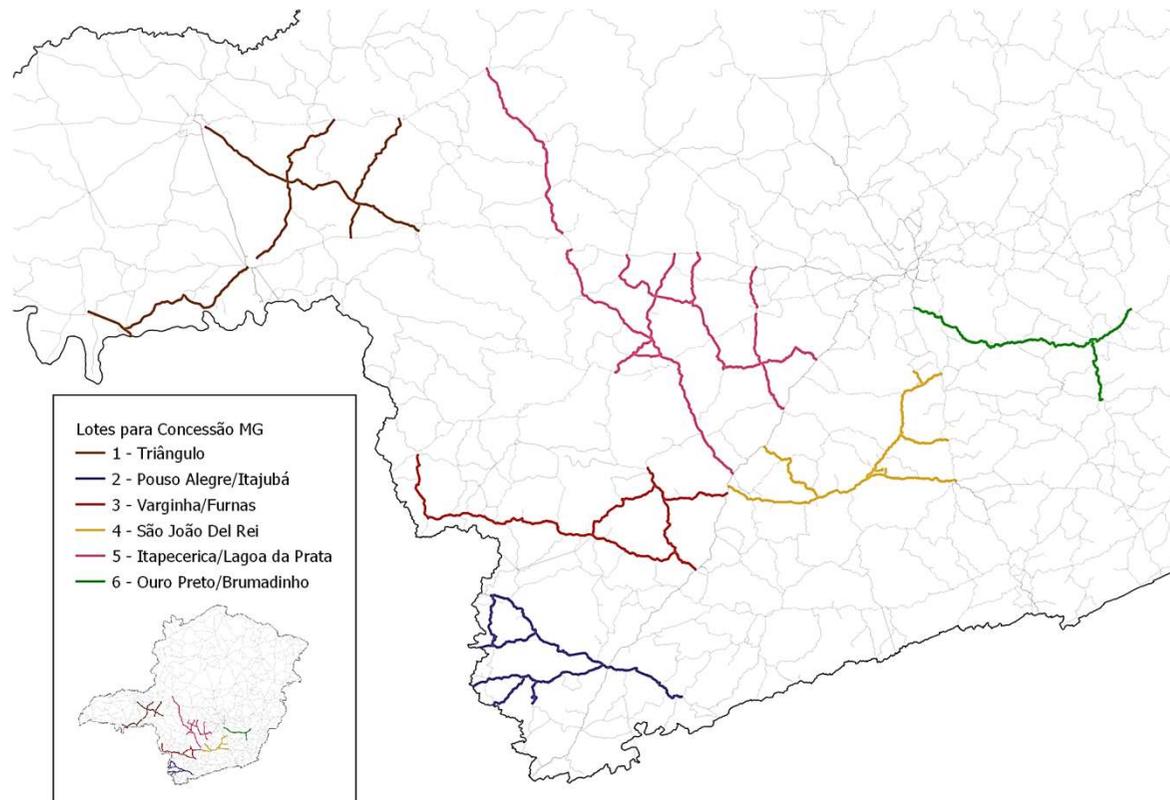
of Highways

BRL 7,1 billion

of estimated investment

for 25 years

- TRIÂNGULO MINEIRO / POUSO ALEGRE - ITAJUBÁ



Preliminary Technical
Analysis

Studies

Public
Consultation *

Bidding
Documents*

Auction

Contract

*The Bidding documents for the first two groups of roads are expected to be completed by august/2021

ROAD CONCESSION PROGRAM – CONCESSION PROGRAM PREMISES

- Implantation of the following services in 100% of the roads:
 - Accident and incident responses (24/7 assistance)
 - Other emergency services (tow truck, towing service, etc.)
 - Provision of housing for animals
 - Weight surveillance of vehicles
 - Recurring road inspection in all highways
- Inclusion of triggers for incremental investments
- Adoption of tariff levels according to service level standards
- Modernization of the risk matrix for road concession contracts (exchange rate, financing, demand etc.)
- Investments in the maintenance and restoration of deteriorated highways
- Investments for the resolution of environmental liabilities



O banco nacional
do desenvolvimento

BNDES Projects Portfolio

Concessions and PPPs

July, 2020

Documento Ostensivo – Unidade Gestora: DIR5



- What is BNDES Project Factory?

- Projects Portfolio

- What is BNDES Project Factory?

- Projects Portfolio

What is BNDES Project Factory?



The project factory provides public sector clients with solutions to support partnership projects throughout the entire structuring process.



- What is BNDES Project Factory?

- Projects Portfolio

Concessions and PPPs



- 11 projects focused on **Economic Infrastructure** and 32 projects on **Social Infrastructure**

Economic Infrastructure



6 Highway projects



2 Port projects



Others

CAPEX – US\$ 26 Bi*

Social Infrastructure



8 Sanitation projects



10 Public lighting projects



14 Others

- Hospitals
- Public security
- Public parks
- Water integration

CAPEX – US\$ 14 Bi

* Conversion date as of May 29th, 2020

Economic Infrastructure Highlights



Highways

- **6 projects**
(federal and state)
- **Extension:** 22,765 km*



Ports

- **2 federal projects**
(Santos/São Sebastião and Vitoria/ES)
- **Export trade:** 30% of national exchanges

Highlights	Capex (US\$ MM)	Public auction
MG State Highways	1,200	4Q21
RS State Highways	1,400	4Q21
RJ State Highways	900	2Q22
Federal Highways 7.200 km	9,400	3Q22

Highlights	Capex (US\$ MM)	Public auction
Vitoria/ES	150	2Q21
Santos/São Sebastião	1,124	2Q22

* Including 4,405 km in partnership projects

Social Infrastructure Highlights



Sanitation

- **8 projects**
(States: AC, AL, AP, CE, RJ, RS and Municipalities: Cariacica, Porto Alegre)
- **Target population:**
25 million people



Public Lighting

- **10 projects**
(4 state capitals – Curitiba (PR), Macapá (AP), Porto Alegre (RS) and Teresina (PI) and 19 other municipalities)
- **Target population:**
6.7 million people

Highlights	Capex (US\$ MM)	Public auction
Alagoas (RM Maceió)	480	3Q20
Rio de Janeiro (RJ)	6,100	4Q20
Ceará (CE)	1,256	2Q21

Highlights	Capex (US\$ MM)	Public auction
Vila Velha	19	3Q20
Macapá	23	3Q20
Curitiba	92	2Q21



Sanitation Projects - Portfolio



36 million people



Expected Capex
US\$ 9,6 billion

Amapá:
Public Auction 1Q21

Acre:
Public Auction 1Q21

Rio Grande do Sul:
Public Auction 2Q21

Porto Alegre (RS):
Public Auction 2Q21

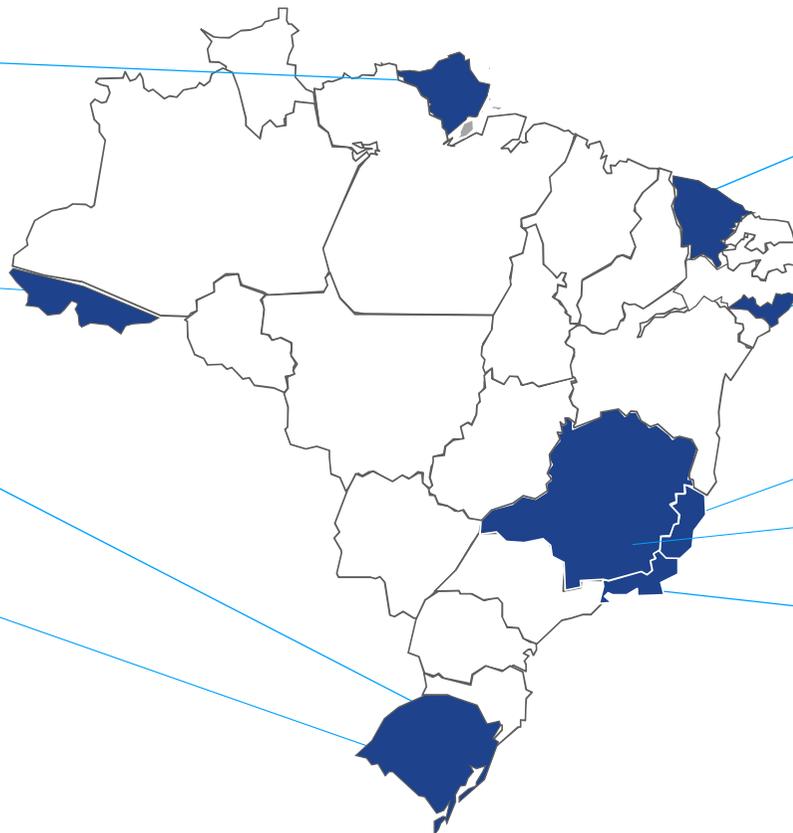
Ceará:
Public Auction 3Q21

Alagoas:
Public Auction 3Q20

Cariacica (ES):
Public Auction 3Q20

Minas Gerais: *
Public Auction not yet
Defined

Rio de Janeiro:
Public Auction 4Q20



* Model not yet defined



Public Parks - Portfolio



IGUAÇU NATIONAL PARK

JERICOACOARA NATIONAL PARK

LENÇÓIS MARANHENSES NATIONAL PARK

RIO GRANDE DO SUL STATE PARKS

VISITANTS/YEAR



2,9 M

1,1 M

126 K

400 K

SIZE



BIG

BIG

MEDIUM

BIG

STUDIES KICK OFF



Jul/20

Dec/20

Dec/20

Jan/21

PUBLIC AUCTION



Jul/22

Jan/23

Jan/23

Dec/22



Forests - Portfolio



Forest Concessions until 2019

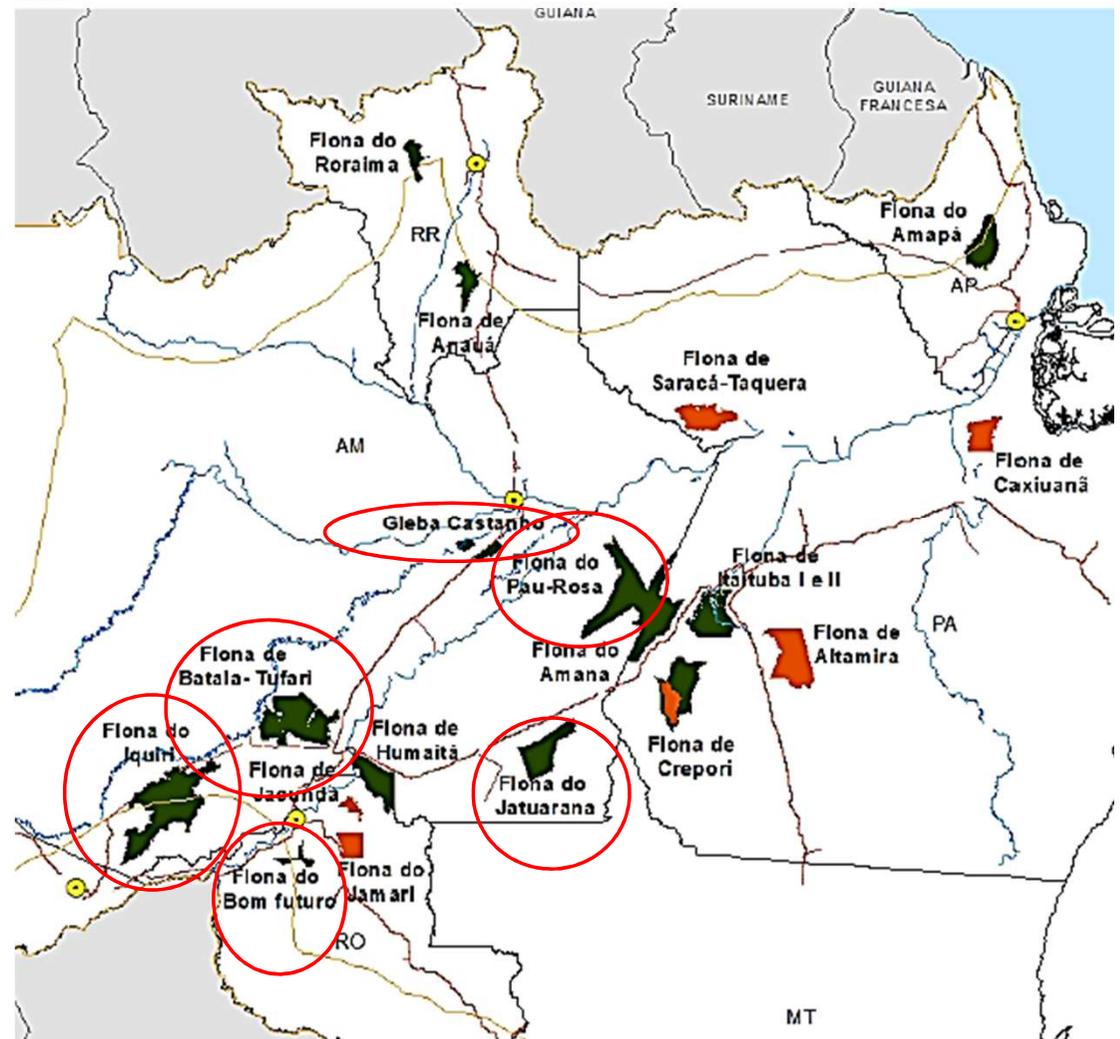
1,02 MM ha
17 Concession Contracts
6 FLONAs (RO e PA)

PAOF 2020

3,8 MM ha
15 FLONAs and 1 Not destined Forest
AM, AP, PA, RO, RR, SC e SP

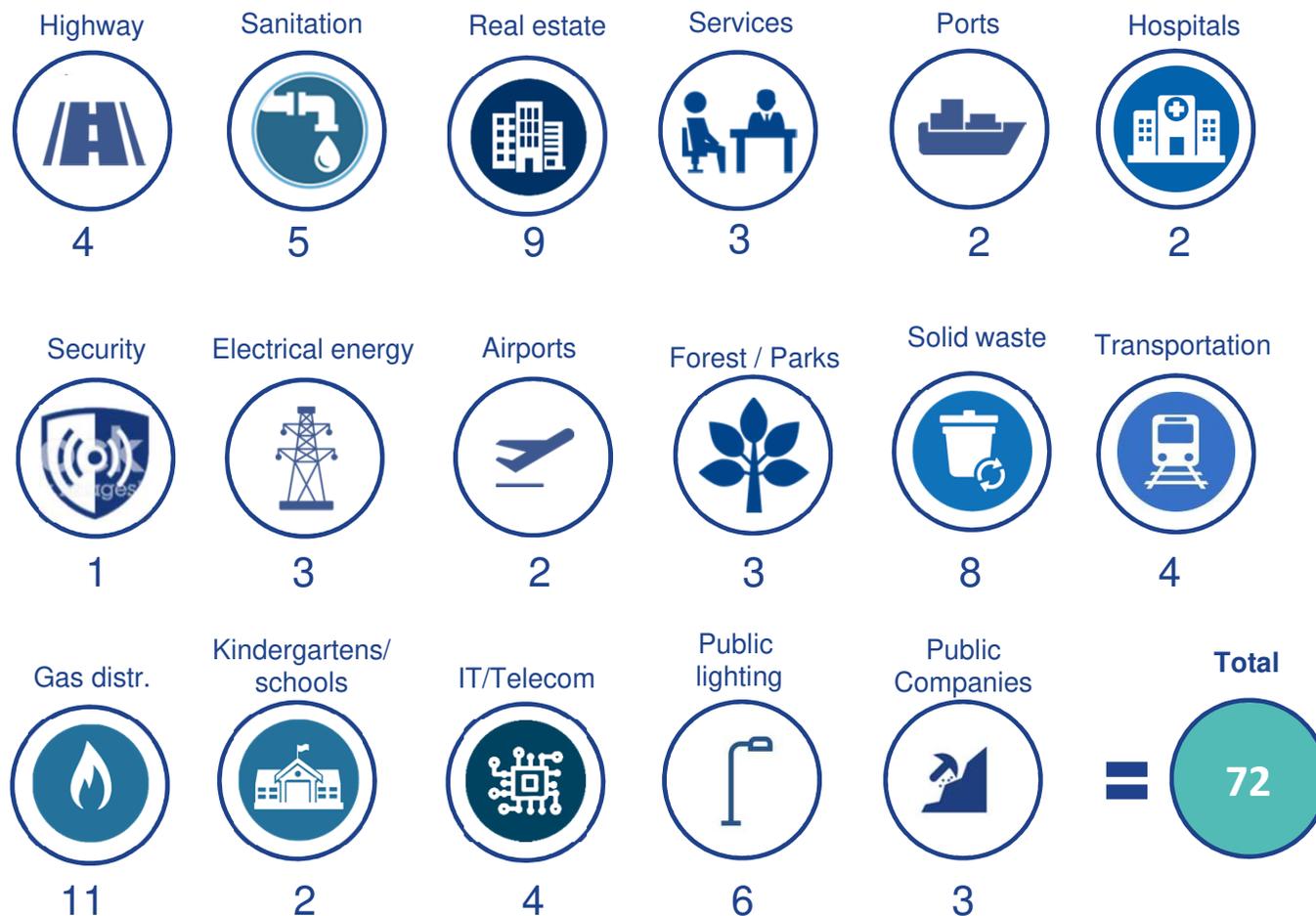
BNDES Mandate

2,2 MM ha
7 FLONAs and 1 Not destined Forest
5 AM, 1 RO, 1 SC e 1 SP



Project Factory - Perspectives

Sectors of operation (no. of interested states)



72 mapped opportunities



BNDES website
www.bndes.gov.br



Investors Relations Department
ri@bndes.gov.br

gabriel.ervilha@bndes.gov.br
manuela.lopes@bndes.gov.br



facebook.com/bndes.imprensa



twitter.com/bndes_imprensa



youtube.com/bndesgovbr



slideshare.net/bndes

Thank you!

Feel free to contact us



BNDES *O banco nacional
do desenvolvimento*

MINISTÉRIO DA
ECONOMIA



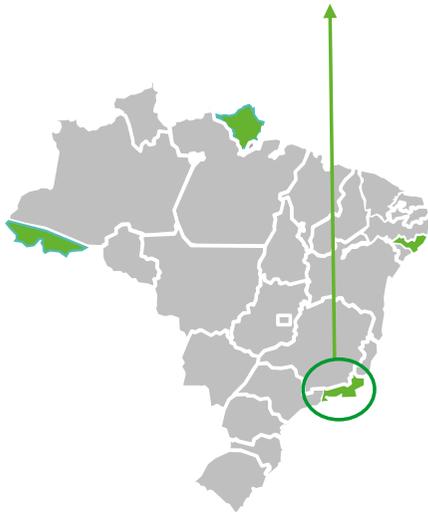
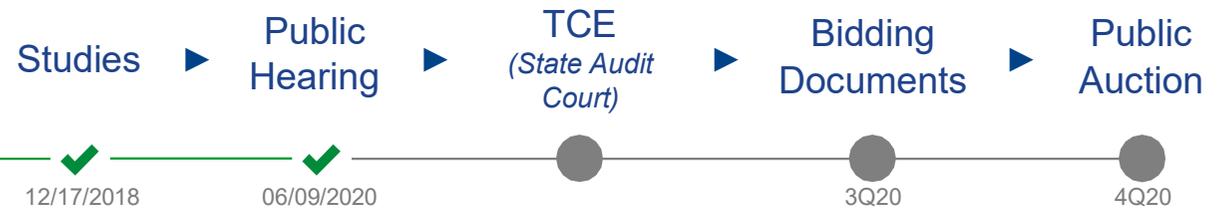
**PÁTRIA AMADA
BRASIL**
GOVERNO FEDERAL



Sanitation – Rio de Janeiro State



Rio de Janeiro State



- Concession of water supply and sewage in 64 municipalities currently operated by CEDAE (state-owned company)
 - 13.7 million people, 85% of state population
 - CEDAE will remain responsible for the production, treatment and sale of water to the private operator in 13 municipalities of the Rio de Janeiro Metropolitan Area
- Universalization Goals
 - Water: from 87 to 99% of the population between the 8th-14th years of the concession
 - Sanitary sewage: from 44 to 90% of the population in the 15th-20th years of the concession, depending on the municipality
- Expected Investment
 - Total: US\$ 6.5 billion
 - By the 5th year: US\$ 2.3 billion
- Remuneration format: user tariff
- Concession term: 35 years

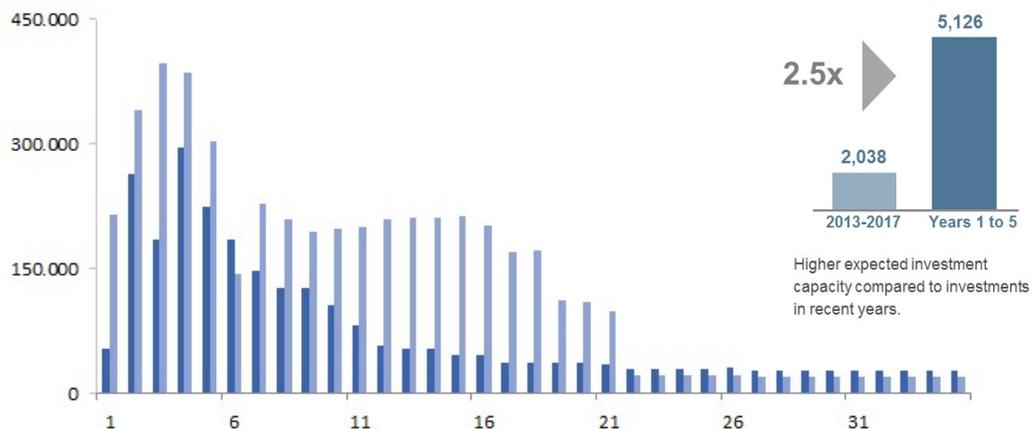
<http://www.rj.gov.br/consultapublica>



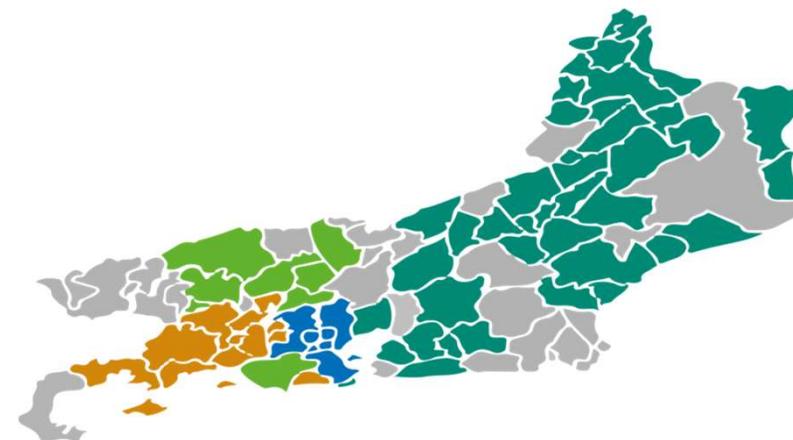
Sanitation – Rio de Janeiro State



Investments (US\$ million)



Water Sewage



- **Block 1** – Zone 2.1 of MRJ* + 40 municipalities
- **Block 2** – Zone 4 of MRJ + 7 municipalities
- **Block 3** – Zone 5 of MRJ + 8 municipalities
- **Block 4** – Zones 1, 2.2 and 3 of MRJ + 8 municipalities

CEDAE Area	Universalization (year)		Population (million)	Revenue (% total)
	Water	Sewage		
Rio de Janeiro	2028	2036	6.4	77%
Other municipalities	2030 to 2035	2036 to 2041	7.3	33%

* MRJ: Rio de Janeiro City