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Konu: SAO PAULO YATIRIM FIRSATLARI

İstanbul, 21/12/2017

TÜM İHRACATÇI BİRLİKLERİ
Genel Sekreterlikleri

Ankara – Antalya – Bursa – Denizli – Erzurum – Gaziantep - Giresun – İstanbul - İzmir – Mersin – Trabzon

T.C. Ekonomi Bakanlığında alınan bir yazıda, Dışişleri Bakanlığında alınan bir yazıya atfen; Brezilya'nın Sao Paulo Eyaleti Valisi Geraldo Alckmin tarafından Sao Paulo'da yerleşik diplomatik temsilcilere yönelik olarak yapılan "Sao Paulo'da Yatırım Fırsatları" konulu bir toplantıda dağıtılan yatırım broşürünün bir örneği ekte iletilmektedir.

Anılan yazıda ayrıca, toplantı kapsamında Vali Alckmin tarafından Sao Paulo Eyaletinin üç yıl süren ekonomik kriz döneminde dahi yatırım yapmayı sürdürdüğü, krizin geride kaldığı, uluslararası yatırım çağrısında bulunduğu, Eyaletin elektrik şirketi olan CESP'in özelleştirilmesi, Eyalet Su ve Atık Yönetimi Şirketinin holdinge dönüştürülmesi ve 9 numaralı tren hattı ile 17 numaralı metro hatlarının öncelikli projeler olarak vurguladığı kaydedilmektedir.

**TRADITION IN PARTNERSHIPS
WITH THE PRIVATE SECTOR
SINCE THE LATE 90'S**

US\$
40.6
BILLION
ALREADY
INVOLVED

34
YEARS
OF
EXPERIENCE

HIGHWAYS
20 Concessions - USD 34 billion invested*

19 of 20 best highways in Brazil**
Road accident reduction in 31% and fatalities in 64% in concessions in the year 2005
*Source: MTR / Trans CRV 2007 - Source: ODESP

CONSTRUCTION, MAINTENANCE AND OPERATION OF HIGHWAYS

METROPOLITAN TRANSPORTATION
3 projects - USD 2 billion contracted*

Public and private
Line 4 (Linha 4) - 2004 - 12.5 km subway
237 km of LRT / 174 km of subway / 8.9 km operated by a private concessionaire
The best and largest subway rail network in Brazil
Average of 3.2 million passengers on business days
*Source: ODESP - 2006

CONSTRUCTION, MAINTENANCE AND OPERATION OF OVERSEAS OF RAILS

SANITATION AND WATER SUPPLY WITH SANEAP
2 projects - USD 781 million contracted*

San Estevão and São João
SANEAP is the biggest Sanitation company in the Americas and the 5th largest of the world in population served
27.7 million population served
Water production capacity: 118 m³/s
*Source: SANEAP - 2006

WATER PRODUCTION

**HOUSING AND REDEVELOPMENT OF
SÃO PAULO CITY CENTER**

1 project - USD 287.5 million contracted
Reopening of São Paulo City Center (1st 11)
São Paulo State is a pioneer in PPP on social housing
COVER TELEVISION OF OVER 2,200 SOCIAL INTEREST HOUSING AND 142,2 POPULAR MARKET HOUSING

PIPED GAS
3 Concessionaires - USD 3 billion invested*

CRIGAS, GAS BRASILEIRO AND NUBRIGAS SPS
OPERATION AND MODERNIZATION OF THE DISTRIBUTION OF LFG GAS AND NATURAL GAS EXPANSION
OVER A MILLION USERS BY 104 MUNICIPALITIES
16,515 KM PIPED GAS NETWORK**
*Source: ODESP - 2006

EVENTS AND EXHIBITIONS
1 project - USD 129 million invested

Ampliação do Centro de Convenções - São Paulo Expo
The most modern center of events from South America

HEALTH
2 projects - USD 343 million contracted

Modernization operations of HUP and construction of HUPs, São José do Canoinhas and São Paulo Hospital
INFILTRATION OF HOSPITALS AND MEDICINE FACTORY

**WHAT WAS GOOD,
GOT EVEN BETTER**

São Paulo State Government had the support of IFC (International Finance Corporation), member of the World Bank Group to implement IMPROVEMENTS AND INNOVATION IN THE PARTNERSHIP PROGRAM MODEL FOR THE ROAD CONCESSIONS.

IMPROVED ENVIRONMENT FOR INVESTING IN INFRASTRUCTURE PARTNERSHIPS IN DIFFERENT SECTORS

ALL ECONOMIC AND SOCIAL INDICATORS IN SÃO PAULO STATE ARE ABOVE THE NATIONAL AVERAGE

80% OF ALL SORTS OF EVENTS IN BRAZIL
THE BEST AND LARGEST INFRASTRUCTURE ON ROAD NETWORKS

PROFITABLE INVESTMENT OPPORTUNITIES
PROJECTS AND INVESTMENTS IN OPEN
MARKETS, INFRASTRUCTURE AND CONSTRUCTION
THE SUCCESSFUL INVESTMENT PARTNERSHIP MODEL, ATTRACTIVE AND
INDEPENDENT INVESTMENT OPPORTUNITIES, JOINT VENTURES
AND PARTNERSHIPS

INNOVATION FOR INVESTMENT
INTEGRATED CONTRACTS, INVESTMENT WITH
THE CONCESSIONAIRE
ADJUSTED DISCOUNT RATES BY 20% + 5%
AGE PROVISIONS TO BE SELECTED FOR PAYMENTS
OPTIMIZED NEEDS OF
INVESTING VEHICLES
EASIER ROAD QUALITY

REPLY OF STUDIES BY
CONTRACTS SUPPORTED IN THE
INFRASTRUCTURE MARKET

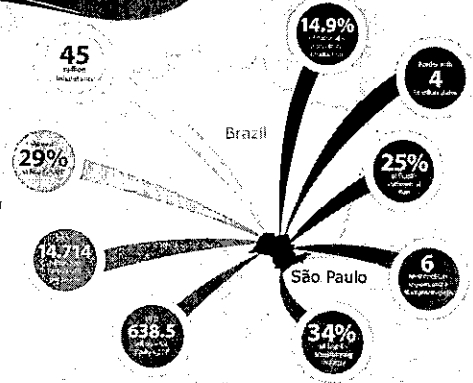
THESE INNOVATIONS HAVE RESULTED IN
SUCCESSFUL EXPERIENCES AND HAVE BEEN
ADAPTED AND INCORPORATED INTO THE
NEW PROJECTS, FROM THE OTHER SECTORS,
FOR WHICH INVESTMENT IS SOUGHT.

**OPPORTUNITIES FOR
INVESTMENT PARTNERSHIPS
IN THE STATE OF SÃO PAULO**

**A WORLD CALLED
SÃO PAULO**

DIVERSIFIED ECONOMY

- World's largest producer of orange and ethanol
- Brazil's largest producer of rubber
- Large of airports in Latin America
- Largest port in Latin America
- Largest medical network in the country
- Largest entertainment and leisure center of Latin America
- 80% of all sorts of events in Brazil
- The best and largest infrastructure on road networks
- The best and largest subway rail network



Fonte: IBGE (2006), IBGE (2006), IBGE (2006) - Source: IBGE (2006), IBGE (2006), IBGE (2006)

2016 to 2018

USD 14 billion in investment opportunities

NEXT PROJECTS TO BE PROCURED

USD 5.7 billion in forecast investments*

TRANSPORT

SÃO PAULO'S COAST LINE HIGHWAYS

Concession of highways that surround the coast of São Paulo for operation, management, expansion, conservation and exploration.
USD 445 million (CAPEX)
 • Support in feasibility studies - International Finance Corporation - IFC

NORTH BELTWAY

Concession for operation, management, maintenance and exploration for the operation of the highway system, the North Beltway sections (approx. 48 Km) and new access to Guarulhos International Airport (approx. 4 Km).
USD 118 million (CAPEX)
 • Support in feasibility studies - International Finance Corporation - IFC

LINE 15 (SILVER) - MONORAIL

Concession for operation and maintenance of 13 km of monorail tracks and 8 stations (Via Prudente to Iguatemi station).
USD 62.5 million
 INVESTMENT LICENSING PERIOD:
 • Demand: 313 thousand passengers / business day.

*SOME INVESTMENTS ARE NOT CONSIDERED

ROAD OF THE SHOES INDUSTRY

Concession for expansion, operation and maintenance of a 720 km highway.
USD 1.5 billion (CAPEX)
 Tender: 24/04 at BOVESPA
 Premium: 432.17%
 Winner: Artens concessionaire

LINE 5 (LILAC) - SUBWAY AND LINE 17 (GOLD) - MONORAIL

Concession for operation and maintenance of 26.8 km of subway tracks and 25 stations. Integration of the Congonhas Airport to the subway network.
USD 937 million
 INVESTMENT LICENSING PERIOD OVER THE ENTIRE CONCESSION PERIOD:
USD 28 million (CAPEX)
 • Contract Term: 20 years
 • Demand:
 - Line 5: Average 781.3 thousand passengers/business day
 - Line 17: Average 162.3 thousand passengers/business day
 • Remuneration fee: USD 0.54 per/pax
 • Minimum bid: USD 59.2 million
 SUBMISSION OF PROPOSALS: SEPTEMBER/2017

NEW ALBOR CITY

PPP to attract residents and urbanize the old Albor farm area in the Metropolitan Region of São Paulo, with the construction of 11,100 houses (85 10,480 and 140 2,620) for families with gross monthly income of up to 10 current minimum wages in the State of São Paulo, with 70% of the units offered to the public with up to 5 minimum wage in the municipalities of Arujá, Itaquaquecetuba and Guarulhos.
USD 656 million (CAPEX)
 • Contract Term: 25 years
 • Annual Compensation max: USD 13.5 million
 SUBMISSION OF PROPOSALS: OCTOBER/2017

INTERCITY BUS - ARTESP

Concession for inter-municipal passenger transport services. The State is going to be divided into five areas of operation: São Paulo, Bauria, São José do Rio Preto, Ribeirão Preto, Santos and Campinas.
USD 781 million
 INVESTMENT LICENSING PERIOD OVER THE ENTIRE CONCESSION PERIOD:
 • Characteristics: approximately 3000 vehicles in both modes.
 • Forecast demand: 124 million passengers per year.

INTERCITY TRAIN - TIC

Concession for work construction, supply of equipment and medium-speed train system which will operate along with line 7 of CPTM.
1 ST. STRETCH UNDER STUDY 135 KM
 (São Paulo - Jundiaí - Campinas - Americana).
USD 1.56 billion (CAPEX)

METROPOLITAN TRANSPORT FOR PASSENGERS BUS - EMTU

Concession for operation and maintenance of passengers service transportation in all metropolitan region of São Paulo - RMSR.
USD 1.1 billion
 INVESTMENT LICENSING PERIOD OVER THE ENTIRE CONCESSION PERIOD:
 • Characteristics: 4700 vehicles and 574 lines (39 municipalities)
 • Forecast demand: Average 441 million passengers per year.

LINE 8 (DIAMOND) AND LINE 9 (EMERALD) - METROPOLITAN TRAIN

PPP for services of adaptators, operation, modernization and maintenance of lines. Line 8 connects 5 municipalities of São Paulo Metropolitan Region to the center of São Paulo and Line 9 connects the city of Osasco to the extreme south of São Paulo.
USD 840 million
 INVESTMENT LICENSING PERIOD:
 • Demand: 1049.4 thousand passengers / business day.

LEISURE AND SPORTS

IBIRAPUERA COMPLEX

Concession for the construction of a new multipurpose complex and for the operation and maintenance of the Constância Vaz Guimarães Sports Complex, located in the city of São Paulo.
USD 71 million

PARKS AND CULTURAL EQUIPMENT

1st stage of the service concession program.
 In 28 Protected Areas and Cultural Equipment:
 a) Area of public use from Cantareira and Albertão
 b) Capivari Park, Area of public use of Horto Florestal from Campos do Jordão.

Note: State Law 16.260/2015 allows the exploration of Eco-tourism and in specific cases the commercial exploitation of wood and byproducts.

REAL ESTATE INVESTMENT FUND

USD 468 million

Concession for the management and operation of real estate investments. Currently, the fund is in the process of being established. The public will be able to invest in the fund through the State of São Paulo's Financial System and participate in the management of the real estate investments. The fund will be managed by a private company, which will be responsible for the management of the real estate investments.

www.fundreal.com.br

PROJECTS UNDER PROCUREMENT

USD 5.3 billion in investments*

SÃO PAULO MID-WEST ROADS

Concession for the expansion, operation and maintenance of a 370 km highway.
USD 7.2 billion (CAPEX)
 • Tender: 19/05 at BOVESPA
 • Premium: 130.89%
 • Winner: Pátio Infraestrutura (Investment) Fund

5 EXECUTIVE AVIATION STATE AIRPORTS

Concession for the construction and operation of 5 executive aviation airports located in the cities of Itanháem, Campinas, Ubatuba, Bragança Paulista and Jundiaí.
USD 28 million (CAPEX)
 • Tender: 19/03 at ARTESP
 • Premium: 101%
 • Winner: Via São Paulo Consortium Group

* VALUE OF THE CONCESSIONS IS PROVIDED BY THE ARTICLES TO BE APPLICABLE IN THE CONTRACT AND IN THE REGULATORY

PROJECTS UNDER EVALUATION

USD 2.8 billion in investments*

HOUSING CITY CENTER PPP - LOT 2

PPP to attract residents and redevelop the Expanded City Center of São Paulo with the construction of 7 thousand homes of social interest and popular market.
USD 460 million

AIRPORTS AVIATION: REGULAR (REGIONAL) AND EXECUTIVE

Concession for exploration of a lot that includes regional airports with regular aviation and with executive aviation.
USD 72.5 million

WATERWAY TIETÊ WATERWAY EXPANSION

Concession for expansion, maintenance and conservation.
USD 1.4 billion

HEALTH CARE HEMODERIVATIVES FACTORY

Concession for operation, maintenance and adequacy of the medicine factory that produces blood plasma located in Butantã district.
USD 100 million

DIAGNOSIS BY IMAGE

PPP Imaging diagnostic service. The service will be provided throughout the state of São Paulo, in 24 units in the capital and 22 units outside.
USD 111 million

ENERGY EFFICIENCY SUSTAINABLE SCHOOL

PPP to increase energy efficiency and rational use of water. Project initiative in selected state school units.
USD 343 million

CEAGESP NEW SUPPLY CENTER OF RMSP

Concession for embankment, operation and maintenance of the new public warehouse for food supply of the Metropolitan Region of São Paulo.
USD 350 million

UNIFIED SYSTEM OF CENTRALIZED COLLECTION (IN PARTNERSHIP WITH THE SÃO PAULO TOWN HALL)

Collection, distribution of collected resources and operation of the unique system of centralized collection of transport tariffs. Installation and maintenance of the systems for the processing and control of passengers.

* INVESTMENT VALUE IS PROVIDED BY THE ARTICLES TO BE APPLICABLE IN THE CONTRACT AND IN THE REGULATORY