

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

USD
40.6
BILLION
ALREADY
INVESTED

34
CONTRACTED
PROJECTS

HIGHWAYS

20 Concessions - USD 34 billion invested*

19 of 20 best highways in Brazil**

Over **6,9** thousand km of highways under private concession

Road accident reduction in **31%** and fatal victims in **62%** in comparison to the year 2000.***

*Until March 2017 / **Source: CNT, 2016 / ***Source: CCI/DOP

CONSTRUCTION, MAINTENANCE AND OPERATION OF HIGHWAYS

METROPOLITAN TRANSPORTATION

4 projects - USD 8 billion contracted*

(public and private)

Line 4, Line 6, Line 8, Line 18 and LRT on Santos coastline

337 km of rails / **77,4 km** of subway / **8,9 km** operated by a private concessionaire.

The best and largest subway rail network in Brazil.

Average of **7.2 million** passengers on business days.

Source: STM/2014 / *45% of invested resources

CONSTRUCTION, MAINTENANCE AND OPERATION OF OVER 90KM OF RAILS

SANITATION AND WATER SUPPLY WITH SABESP

2 projects - USD 781 million contracted*

São Lourenço and Alto Tietê

SABESP is the biggest Sanitation company of the Americas and the 5th largest of the world in population served.

27.7 millions population served.

Water production capacity: 118 m³/s.

Source: SABESP / *66% of invested resources

WATER PRODUCTION

HOUSING AND REDEVELOPMENT OF SÃO PAULO CITY CENTER

1 project - USD 287,5 million contracted

Housing of São Paulo City Center (Lot 1)

São Paulo State is a pioneer in PPP on social housing.

CONSTRUCTION OF OVER 2260 SOCIAL INTEREST HOUSING AND 1423 POPULAR MARKET HOUSING

PIPED GAS

3 Concessionaires - USD 3 billion invested*

COMGÁS, GÁS BRASILIANO AND NATURAL GAS SPS

OPERATION AND MODERNIZATION OF THE DISTRIBUTION OF LPG GAS AND NETWORK EXPANSION.

OVER A MILLION USERS IN 106 MUNICIPALITIES.

16.535 KM PIPED GAS NETWORK**

*Until August 2017 / **Until December 2016

EVENTS AND EXHIBITIONS

1 project - USD 129 million invested

Imigrantes Exhibition Center - São Paulo Expo

The most modern center of events from South America.

HEALTH

2 projects - USD 343 million contracted

Medicine factory operation of FURP and construction of Sorocaba, São José dos Campos and São Paulo hospitals.

IMPLANTATION 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.**

FRIENDLY ENVIRONMENT TO ATTRACT NEW NATIONAL AND INTERNATIONAL PLAYERS IN DIFFERENT SEGMENTS

- ALL DOCUMENTATION AVAILABLE IN ENGLISH
- COMPLETE DATAROOM WITH ALL THE INFORMATION ON THE PROJECT
- LONGER DEADLINE FOR SUBMISSION OF PROPOSALS
- MARKET SOUNDING WITH COMPANIES AND INVESTORS TO UNDERSTAND THE CRITICAL POINTS

INNOVATION FOR ROAD USERS

- WI-FI FOR COMMUNICATION WITH THE CONCESSIONAIRE
- AVERAGE DISCOUNT ON RATES BY 20% + 5% (FOR THOSE WHO USE ELECTRONIC PAYMENT)
- DYNAMIC WEIGHING OF MOVING VEHICLES
- 565 KM ROAD DUALLING

REVIEW OF STUDIES BY COMPANIES RECOGNIZED IN THE INFRASTRUCTURE MARKET.

- FOR STRUCTURING PROJECTS**
- DIRECT AGREEMENT BETWEEN FUNDERS, GOVERNMENT AND CONCESSIONAIRES
 - INCLUSION OF WAY OUT AND EARLY TERMINATION CLAUSES WITH PRECISE INDEMNIFICATION RULES FOR CONCESSIONAIRES AND INVESTORS
 - EXCHANGE PROTECTION MECHANISMS
 - REDUCTION OF TECHNICAL CERTIFICATION REQUIREMENTS

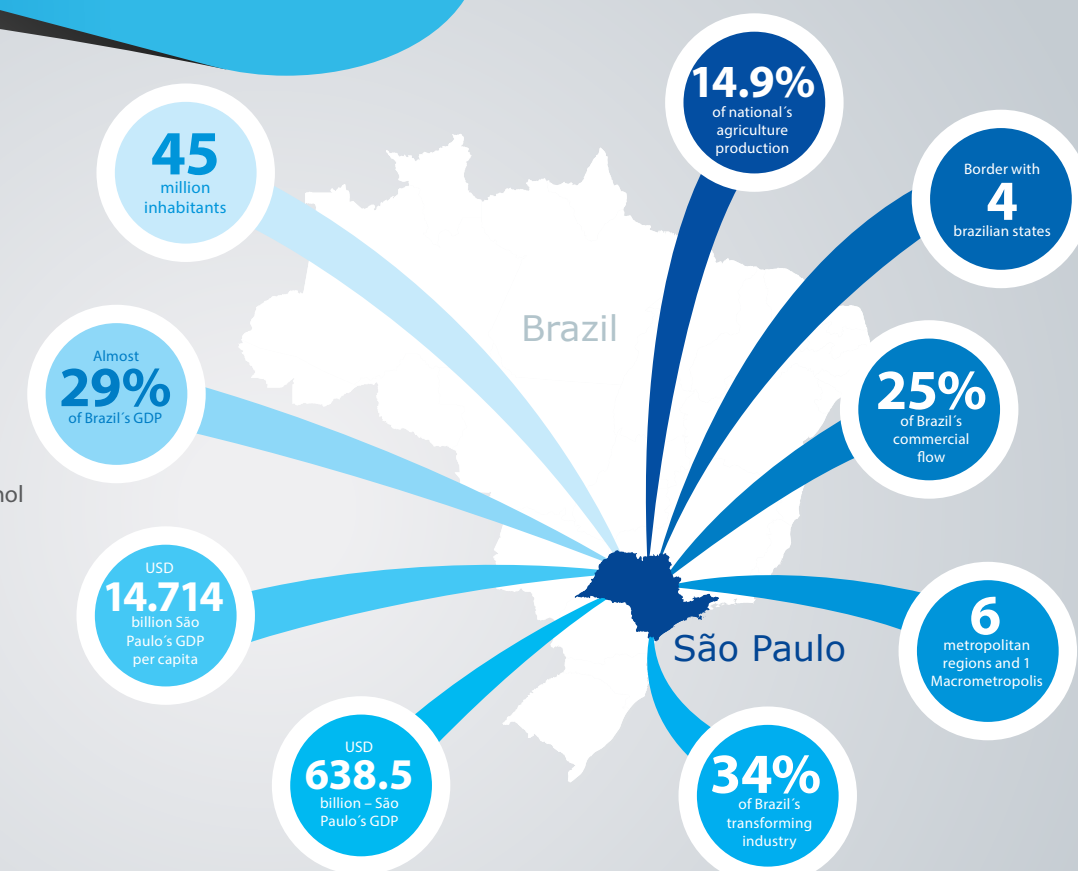
THESE INNOVATIONS HAVE RESULTED IN SUCCESSFUL EXPERIENCES AND HAVE BEEN ADAPTED AND INCORPORATED INTO THE NEW PROJECTS, FROM THE OTHER SECTORS, FOR WHICH INVESTMENT IS SOUGHT.

OPPORTUNITIES FOR
INVESTMENT PARTNERSHIPS
IN THE STATE OF SÃO PAULO

A WORLD CALLED
SÃO PAULO

DIVERSIFIED ECONOMY

- World's largest producer of orange and etanol
- Brazil's largest producer of rubber
- Largest airport 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 sort of events in Brazil
- The best and largest infrastructure on road networks
- The best and largest subway rail network



Prices in the US dollar, considering 1 USD = 3.2 BRL - Source: SP Stock exchange average price in the first week of may Source: SEADE 2017

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 Kms) and new access to Guarulhos International Airport (approx. 4 Kms).

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 (Vila Prudente to Iguatemi station).

USD 62.5 million

(OVER THE ENTIRE CONCESSION PERIOD)

• Demand: 313 thousand passengers / business day.

*CONCESSION FEES WERE NOT CONSIDERED

PROJECTS UNDER PROCUREMENT

USD **5.3** billion in investments*

SÃO PAULO MID-WEST ROADS

Concession for the expansion, operation and maintenance of a 570 km highway.

USD 1.2 billion (CAPEX)

- Tender: 10/03 at BOVESPA
- Premium: 130.89%
- Winner: Pátria Infraestrutura Investment Fund

5 EXECUTIVE AVIATION STATE AIRPORTS

Concession for the construction and operation of 5 executive aviation airports located in the cities of Itanhaém, Campinas, Ubatuba, Bragança Paulista and Jundiaí.

USD 29 million in the 5 airports (CAPEX)

- Tender: 16/03 at ARTESP
- Premium: 101%
- Winner: Voa São Paulo Consortium Group

* VALUE OF THE CONCESSION FEE PROVIDED: USD 843 MILLION TO BE INVESTED IN TRANSPORT INFRASTRUCTURE

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: 438,17%
- Winner: Arteris 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

(INVESTED IN MODERNIZATION 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 13.100 houses (HIS 10,480 and HMP 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, Bauru, São José do Rio Preto, Ribeirão Preto, Santos and Campinas.

USD 781 million

(INVESTED IN MODERNIZATION OVER THE ENTIRE CONCESSION PERIOD)

- Characteristics: approximately 3800 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 – RMSP.

USD 1.1 billion

(INVESTED IN MODERNIZATION OVER THE ENTIRE CONCESSION PERIOD)

- Characteristics: 4700 vehicles and 574 lines (39 municipalities)
- Forecast demand: Average 441 million passengers per year.

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

TIETÉ 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 Institute.

USD 100 million

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

PPP for services of adaptation, 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

(OVER THE ENTIRE CONCESSION 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 25 Protected Areas and Cultural Equipment.

- Areas of public use from Cantareira and Alberto Löfgren Parks / Horto Florestal from São Paulo.
- Capivari Park, área of public use of Horto Florestal from Campos do Jordão.

Note: State Law 16.260 / 2016 allows the exploration of EcoTourism and In specific cases the commercial exploitation of wood and by-products.

REAL ESTATE INVESTMENT FUND

USD 468 million

Contract of specialized services of structuring, management, Custody, operation and real state consulting for sale and developing of real estate owned by the public administration direct and indirect from the State of São Paulo, prioritizing efficiency and optimization of financial result. Possibility to include a second phase with distribution of shares to investors qualified depending on receptivity marketplace.

www.imoveis.sp.gov.br/Home/Fundolmobiliario

** PRELIMINARY ESTIMATE TO BE CONFIRMED IN FEASIBILITY STUDIES