

UNDERSECRETARIAT OF PARTNERSHIPS SÃO PAULO STATE GOVERNMENT

Public-Private Partnerships, a one-way ticket

It was with great pleasure that I received the honorable task to write this editorial for our newsletter. By all means, being a part of the highly qualified and fierce team of the Undersecretary of Partnerships, under the steady leadership of our Vice Governor, is both a challenge and an opportunity to develop and deepen a path I always believed in.

For the ones who know my professional career of decades in the public sector, being involved today in concession projects and partnerships is almost a natural consequence of the path I helped building in the Municipal Government of São Paulo and that both, municipalities and states, have been bravely making their way into.

Because, when nobody believed in public-private partnerships, I was coordinating the Urban Operation of the Municipality of São Paulo in the 90's. Nowadays, they are consolidated and show excellent results, having generated almost 10 billion Reais in extra-budgetary resources to the public treasury.

Thus, it is with great pride, motivation and will that I today lead important concession projects of the State Government, such as the Ibirapuera Complex, Zoo & Botanical Garden, as well as collaborating in conceiving new types of partnerships, such as

Latest News



In the picture, Executive Secretary Gabriela Engler, speaking in the occasion.

Unity of Public-Private Partnerships awarded with best team of the year in the sector

The prize is from the 3rd Edition of the PPP Awards, which awards the best initiatives and concession and PPP projects in Brazil. The State competed against other federal entities and the federal government in the most complete personnel to execute the project pipeline. It's the second award won by the Unity of Partnerships of the State of São Paulo. As Gabriela Engler, the Executive Secretary, said "it is an honor to serve as reference to other subnational entities and the federal government itself". In this third edition of the event, 38 finalist projects ran in five categories.



In the picture, the Vice Governor, Rodrigo Garcia and Larry know, SIG representative, signing the memorandum of understanding.

SEGOV made partnership to strengthen financing for infrastructure projects

In December 3rd, a memorandum of understanding was signed with the Sovereign Infrastructure Group (SIG) to stimulate the development of mechanisms of private financing to PPPs and concessions of the State Government. SIG is renowned for offering nationally and internationally financing for the modeling studies and fundraising for private partners. From now on, SIG will support the participation of companies in infrastructure contracts with the State as long as they fit in international standards for financiability and have been assisted by strategic professionals. In addition, a senior guarantee of risk based on the state's project pipeline is under development with Multilateral Investment Guarantee Agency (MIGA), which will bring more comfort for those willing to partner with the State of São Paulo.



In the picture, Undersecretary of Partnerships, Tarcila Jordão, speaks in the opening of the event

Undersecretary Tarcila Jordão opens conference about arbitration in the infrastructure sector

In December 3rd the International Congress of Arbitration AMCHAM + ICDR: thinking outside the box took place. The event focused on debating the perspective and importance of arbitration as a device for unlocking investments in the infrastructure sector in Brazil, adding speed to the process and bringing more legal safety to conflict resolution in complex projects. The Undersecretary of Partnerships, Tarcila Jordão, opened the event with a speech reinforcing the importance of promoting and maturing arbitration to stimulate infrastructure in Brazil. **"We can no longer restrain ourselves to replicate stereotypes of the success and failure of arbitration, straightness in forming our professionals involved and dogmatic legal notions that are seen in infrastructure sector in Brazil. We need more and better arbitration."** Said the Undersecretary concluding her speech.

the new Ceagesp Warehouse and urbanistic requalification of the Rio Pinheiro's margins.

And the best of all is learning lots with our colleagues at the Undersecretary, the sectorial bodies, with the Finance technicians and PGE's attorneys, whose experience date back to the first road concession in Mario Covas' government in 1998 and are being widely renowned as the PPP Awards of the best Unity of Partnerships prize of 2019 can attest, making our team the most complete to elaborate our project pipeline, offering attractiveness, innovation and expertise to the market.

With our budget strongly tied to mandatory expenses, few money is available to the administration's investments, paving a one way only to the public-private partnerships, essential to developing the infrastructure and improving the quality of public services.

Heloisa Proença

Municipal Secretary of Planning of São Paulo 1999-2000

Person of the year in Public Policies Management 2005

Municipal Secretary of Urbanism and Licensing of São Paulo 2017-2018

Court of Auditors rejects the representation against the bidding notice for the road concession lot Piracicaba-Panorama ("PiPa")

The State Court of Audition counselors voted, Thursday the 11/27, for the rejection of the representation presented against the bidding notice of the road concession lot Pipa, attesting the correctness of the bidding process. The road concession lot Pipa raises high expectation in the sector due to its magnitude, with 14 billion reais of investments throughout the 30 years of concession and comprises 1273 km. The project solidifies the experience of São Paulo in the sector, in which, ARTESP alongside IFC, have high regulatory quality meeting international standards and presenting innovations such as the frequent user discount, BIM, Irap, zero carbon etc. The bid is due to 01/08/2020 in B3, São Paulo.



SAVE THE DATE

- **01/08/2020 Road concession lot PiPA's (Piracicaba-Panorama) Auction**



In the picture, representatives of interested companies and Government Secretariat technicians walk thru key operation points.

Great participation of operators and investors in market soundings show sector's interest in concession projects Lines 8 and 9

Throughout December, the Undersecretary of Partnership and the Secretariat of Metropolitan Transports organized a market sounding in areas of the concession project. Representatives of the companies and states technicians toured around stations, facilities, rails and key areas that will be comprised in the future concession of Lines 08-Diamond and 09-Emerald, today operated by CPTM. More than 20 enlisted companies, national and international, debated the current operation of the stations Palmeiras-Barra Funda, Lapa, Pinheiros and Santo Amaro as well as the train maintenance facility at Presidente Altino Station. After this activity, interested companies participated in meeting with São Paulo State representatives involved in the project in order to collaborate with perceptions and worries on the structuring of the concession

Kick off meeting of the Concession Project of State Parks Cantareira and Alberto Lofgren

After market soundings to collect opinions of the ones interested in the project, the Kick Off meeting for the Concession Project of State Parks Cantareira (PEC) and Alberto Lofgren (PEAL) took place on the 11/26. It regards the concession of both parks' public areas aiming to improve the infrastructure and exploring activities related to ecotourism in the State of São Paulo as well as promoting, side to side with leisure, environmental education and conservation. The public consultations are scheduled to begin in May 2020.

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