

The background of the lower half of the page is a photograph of a modern glass skyscraper, likely the Copacabana Palace in Rio de Janeiro. The building's glass facade reflects the surrounding city skyline, including other skyscrapers and a bridge. The image is overlaid with a grid pattern and has a blue and white color scheme. The text "INVESTMENT OPPORTUNITIES" is centered over this image in a large, bold, black sans-serif font.

***INVESTMENT
OPPORTUNITIES***

**PARTNERSHIPS
PROGRAM**

INFRASTRUCTURE MARKET IN SÃO PAULO

New paradigm to attract players to the infrastructure market:

**Regulatory
Stability**

Technical Innovation

**Focus on
Bankability**



Ordinary Revision – project recurrent mechanism to regularly clean up the contract



Cash Flow Waterfall mechanisms to generate more transparency during the contract life (escrow accounts)



Regular Dialogue with the Market – continuous Market Sounding as an institutionalized habit



Use of new project approval and monitoring models – BIM, iRAP and certifications, IFC performance standards



Tailor-made mechanisms to reduce the most relevant identified risks of the projects

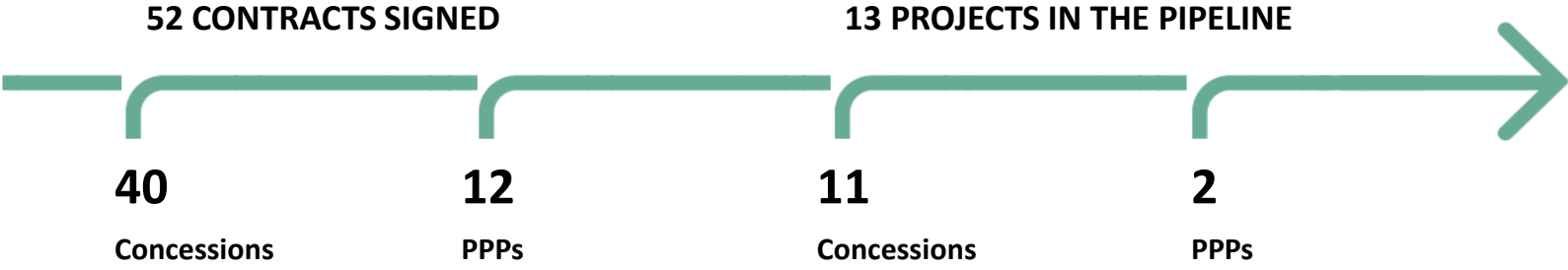


Diversified profile and global scale bidders

EVOLUTION OF PARTNERSHIPS IN SÃO PAULO



THE 2022 PICTURE

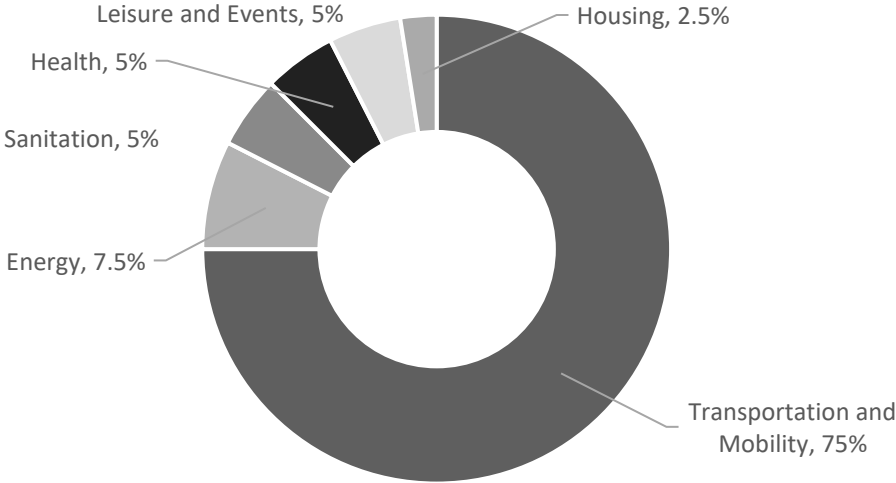


EVOLUTION OF PARTNERSHIPS IN SÃO PAULO

Jan 2019

40 Projects Signed

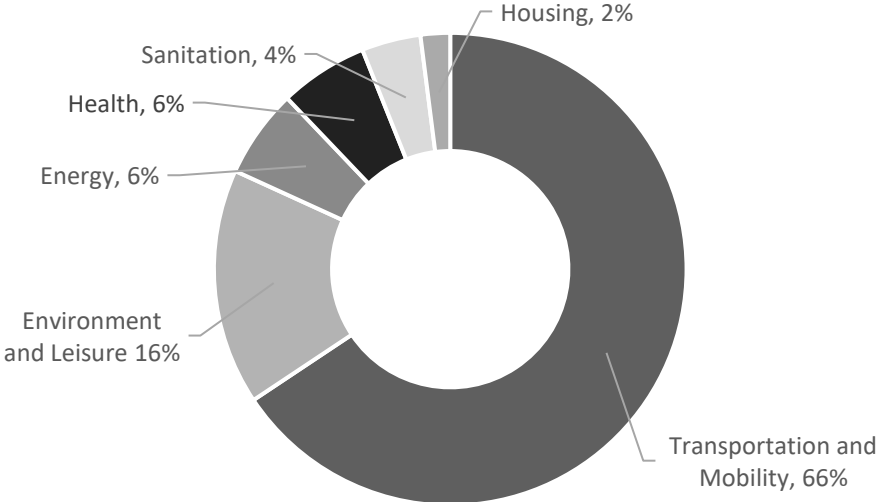
BRL 92.4 *in investments*
billion (minimum private CAPEX)
(update in dec.2021)



May 2022

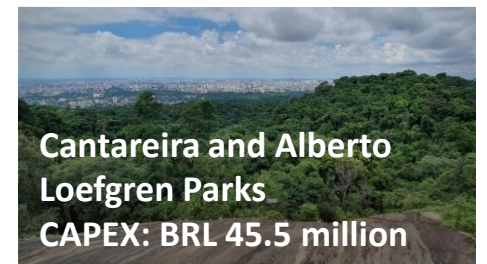
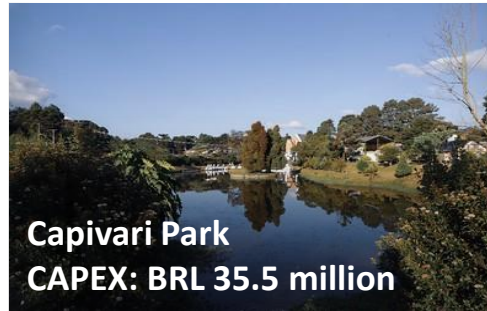
52 Projects Signed

BRL 113.4 *in investments*
billion (minimum private CAPEX)
(update in dec.2021)

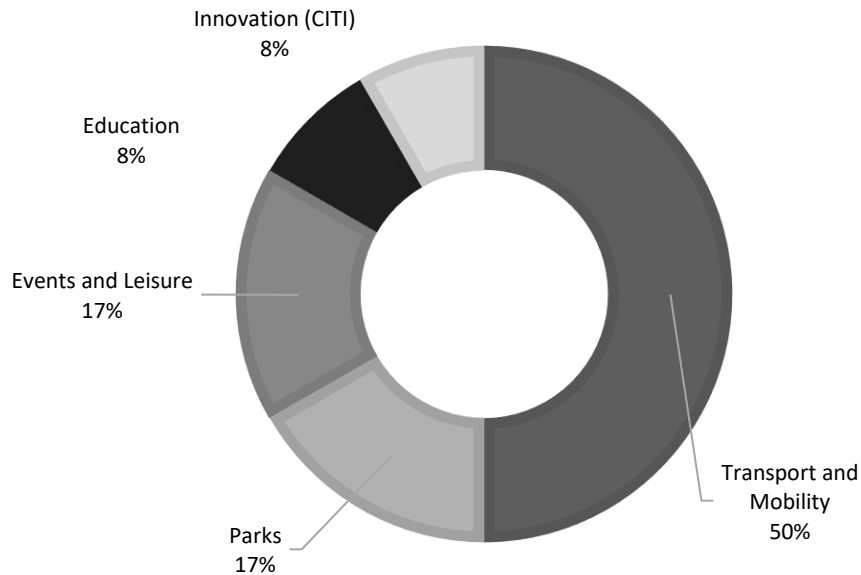


GRANTED PROJECTS

Highlights



PIPELINE PRIORITY PROJECTS



13 Projects in the pipeline
BRL 19.1 in investments (projection)
billion

URBAN PARKS

Bid Winning Consortium: Novos Parques Urbanos
Concession fee: BRL 62.7 million (3,285% in goodwill)



Concession of the 3 main state parks located in São Paulo City: **Villa Lobos, Cândido Portinari** and **Água Branca**



Participation of the private partner in the provision of modern and suitable equipment for sports, leisure and public enjoyment



Public (2019): 1 million per month (considering the 3 parks)



Minimum investments of BRL 61.6 million

For more information, visit the [SIMA](#) website.



Sep 16, 2021
Public
Hearing

Sep 2 – Nov 2, 2021
Public
Consultation

Dec 27, 2021
Auction
Notice

Mar 31, 2022
Auction

NORTH BELTWAY

CAPEX: BRL 3 billion

- Concession of the North Beltway for completion of works, operation and maintenance
- The 44.2-kilometer north stretch of the Mário Covas Beltway
- Connection between Raimundo Pereira de Magalhães Avenue (west stretch), Fernão Dias Highway (BR-381), Presidente Dutra Highway (BR-116) and the east stretch of the Beltway
- International Finance Corporation (IFC) advisory



Access the project [data room](#). More information on [Artesp](#) website.



NORTHWEST ROADS

CAPEX: BRL 6.6 billion

- Concession for investments, operation, maintenance and modernization of approximately 600 kilometers of roads
- Roads studied as a logistic corridor
- New toll plazas will not be installed
- FIPE advisory

More information on [Artesp](#) website.



(*) Estimated

INTERCITY TRAIN

CAPEX: BRL 8.5 billion

PPP for the passenger transportation services including operation, maintenance and rehabilitation works and the construction of the Intercity Train (greenfield)

The project has **three different services**: a **greenfield stage**, with new tracks between Jundiaí and Campinas, and a **brownfield stage**, between São Paulo and Jundiaí

Intercity Train (TIC) (Express Service) (Greenfield)

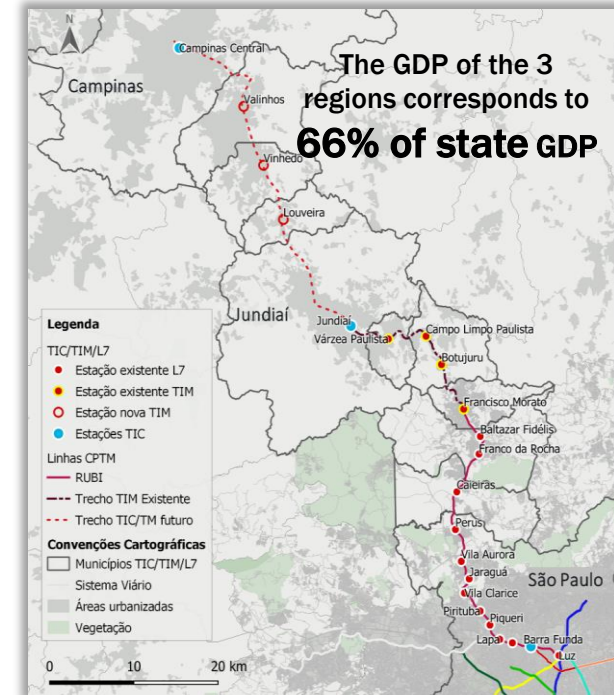
- . Express Train: 66 min in a 100-km (63-mi) travel
- . 3 stations: Barra Funda, Jundiaí and Campinas
- . Possible expansion towards Americana (under study)

Metropolitan Train (TIM) (Greenfield)

- . Metropolitan Service with 65 km (40 miles)
- . 9 stations: Francisco Morato, Botujuru, Campo Limpo Paulista, Várzea Paulista, Jundiaí, Valinhos, Louveira and Campinas

Line 7-Rubi (Brownfield)

- . Existing track:
- Improvement of permanent track system and station accessibility
- Modernization of train control systems
- New equipment, walkways and drainage system



Access the project [data room](#).

Jul 2019
Market
Sounding

Aug 19 – Oct 15, 2021
Public Hearing
and Consultation

Public Hearing and
Consultation
contributions under analysis

INTERNATIONAL CENTER FOR TECHNOLOGY AND INNOVATION (CITI II)

CAPEX: under study



Concession for construction, operation, maintenance and commercial exploitation of the Jaguaré Technological Park – second stage of the São Paulo International Center for Technology and Innovation project (CITI II)

CITI I – IPT Open Experience: currently operating and housing 8 companies



CITI II – Jaguaré Technological Park (next to São Paulo University [USP], on a plot of approximately 85,000 m²): meant to promote the interaction between government, universities, laboratories, industries, development agencies, startups, incubators, lending companies and others



PETAR – ALTO DO RIBEIRA TOURIST STATE PARK

CAPEX: under studies



Concession for ecotourism activities and visitation at Alto do Ribeira Tourist State Park (PETAR), whose area amounts 35.7 thousand hectares



Improved tourist attractiveness with better space layouts

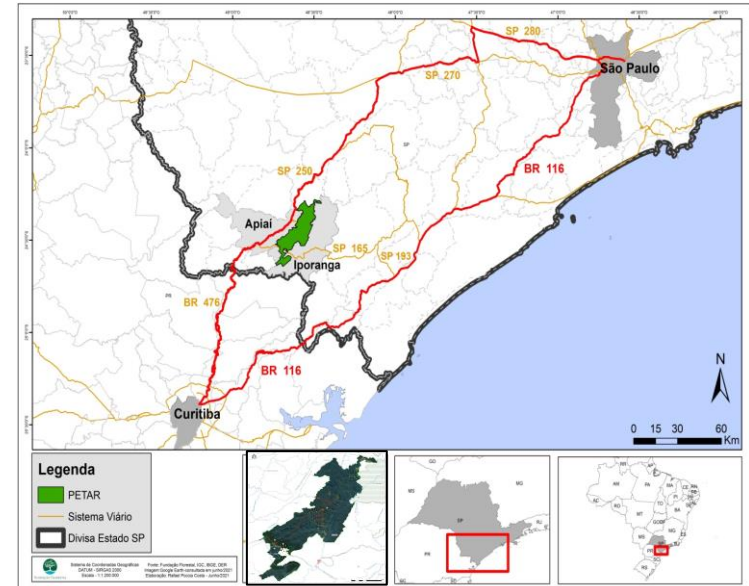


Environmental preservation initiatives fully integrated with regional economic development



Public (2019): 41 thousand per year

More information on [SIMA](#) website.



OTHER PROJECTS IN STUDIES

SÃO PAULO LOTTERY SOCIAL SERVICES

Concession for the provision of lottery social services, including the creation of lottery products, distribution and sale

Stage: Remodeling studies

RENOVIAS ROADS

The present concession contract will expire within the next two years, after which the 345-km (214-mi) stretch, currently operated by Renovias, will be subjected to new projects and a new auction

Stage: Preliminary studies

VIAOESTE ROADS

The present concession contract will expire within the next two years, after which the 169-km (105-mi) stretch, currently operated by ViaOeste, will be subjected to new projects and a new auction

Stage: Preliminary studies

PPP IN EDUCATION

Construction and operation of up to 60 new modern schools (High School and Elementary School) (pedagogical services not included)

Stage: Preliminary studies

CAMPOS DO JORDÃO RAILWAY

- . Public Call for Studies: Jun 17, 2021
- . 3 authorized groups
- . Submission deadline: Dec 29, 2021
- . 2 studies submitted

Stage: Modeling studies

CASARÃO FRANCO DE MELLO

- . Public Call for Studies: Jul 16, 2021
- . 4 authorized groups
- . Submission deadline: Jan 24, 2022
- . 1 study submitted

Stage: Modeling studies

CASA DAS RETORTAS

- . Public Call for Studies: Jun 29 to Dec 13, 2021
- . 3 authorized groups
- Submission deadline; Jul 18, 2022**



THANK YOU

imprensaoficial

GOVERNO DO ESTADO DE SÃO PAULO



www.sp.gov.br