

**Roadshow Guidelines**  
**International Bidding Process No. 03/2021**  
**Concession of the Sao Paulo Coastal Crossing System**

The Undersecretariat of Partnerships of the Government of the State of São Paulo, in order to promote the dissemination of concessions and public private partnerships projects, whose auction notices have been published, aiming at expanding the scope of information and promoting the broad participation of potential interested parties in bids, performs, in a transparent and systematized manner, the roadshow of such projects.

It is, therefore, an initiative aimed at the wide dissemination of projects so that operators, investors, funds, financiers, and other qualified stakeholders have contact with the projects developed by the Government of the State of São Paulo. To this end, individual meetings will be held, aiming at providing information and detailing aspects contained in the notices and draft contracts, ensuring the equal treatment between the participants.

**Guidelines**

**Considering**

- I. that the concession and public-private partnerships projects are qualified, respectively, under the State Programs of Denationalization (PED) and Public-Private Partnerships (PPP), whose structuring is conducted by the Undersecretariat of Partnerships;
- II. whereas, while presenting themselves as the results of state sectoral planning, such projects also constitute investment opportunities for private initiative;
- III. the realization of stages of popular participation such as the Public Consultation and Public Hearing, according to publications in the Official Gazette of the State, as well as in newspapers of great circulation, in order to confer transparency and enable the offer of contributions by society to the project;

- IV. that, without prejudice to the provisions of item III, the Undersecretariat of Partnerships promoted a transversal initiative of market sounding rounds throughout all stages of structuring the Project, collecting important inputs for the final modeling of the enterprise;
- V. the publication of the International Bidding Process No. 03/2021, concerning the concession of the System of Coastal Crossings of the State of São Paulo (Project), on November 30, 2021, with the public session of delivery of envelopes scheduled for March 30, 2022;
- VI. the need to promote the dissemination of Project and, at the same time, ensure hygiene of the dialogue procedure with market agents, giving publicity to the information conveyed in the meetings;
- VII. the importance of ensuring isonomic treatment to participating organizations;
- VIII. the importance of boosting the competitiveness and transparency of the bidding process, including diversifying the profile of bidders.

The Undersecretariat of Partnerships will present the Project to those interested in the auction, in order to stimulate them to start their own evaluations, surveys, studies and eventual technical visit to the assets subject to the concession.

### ***Presentation***

- I. The general presentation of the Project will take place on February 3<sup>rd</sup>, 2022 at 2:00 PM and will be broadcast through TV B3 ([www.tvb3.com.br](http://www.tvb3.com.br)).
- II. To follow the general presentation of Roadshow, it will only be necessary to register on the platform of TV B3 ([www.tvb3.com.br/Register](http://www.tvb3.com.br/Register)), without the need for specific registration for this purpose.

### ***Registration for sending questions in the chat***

- To send questions to exhibitors in advance and during the general presentation of the Roadshow, it is necessary to register the interested parties in advance.

Questions may be sent through the platform chat and will be answered, if relevant, after the end of the presentation.

- Please register through the email [parcerias@sp.gov.br](mailto:parcerias@sp.gov.br) until **February 1<sup>st</sup>, 2022**. Confirmation of registration will take place via email.

### ***Individual meetings***

- The individual meetings between the Government of the State of São Paulo and any interested parties will take place **on February 3, from 3:00 to 6:00 PM**, after the general presentation of the Roadshow.
- The request for scheduling meetings will only be made through the link [calendly.com/unidadedeparcerias/road-show-travessias-litoraneas?month=2022-02](https://calendly.com/unidadedeparcerias/road-show-travessias-litoraneas?month=2022-02) and must be held by **January 28, 2022**. Confirmation will take place via email.
- Meetings will not be held without prior scheduling.
- Each interested party may make only one appointment, being closed the request of time by one or more members of the same organization, related companies, subsidiaries or controllers.
- The meetings will be held individually, in person on B3 or through videoconferencing, and will last approximately 45 (forty-five minutes).
- Any cancellation must be informed by the interested party at least 24 (twenty-four) hours in advance of the scheduled time.
- The scheduling of meetings regulated in this Regulation does not limit the State Government to conduct other models of market consultations, nationally or internationally.

### **Additional information**

- The Undersecretariat of Partnerships will be responsible for conducting the meetings.

- The Undersecretariat of Partnerships is invited to invite to participate in the meetings the most diverse public servants who are relevant to the discussion.
- Only content generated from public information will be presented or discussed in meetings.
- The participation of the interested party in the meetings disciplined in this Regulation does not have the right to make it bidders for the purposes of carrying out the acts contained in the International Bidding Process No. 03/2021.
- The dynamics of the meetings and the content presented by the Government of the State of São Paulo will not integrate the set of clarifications to the International Bidding Process No. 03/2021 and will not bind the parties to the future concession contract, not confusing, replacing or complementing any aspects of the interactions between interested parties and the Granting Authority provided for in the bidding process.
- The confirmation, holding of the meeting and the use of the information obtained will not be taken into account in the process of qualification or qualification of the person interested in International Bidding Process No. 03/2021, to be carried out by the Government of the State of São Paulo.