



**SÃO PAULO STATE WATER
CROSSING SYSTEM CONCESSION**

OBJECT

Water Crossings System Concession:

- ❑ Sponsored concession to provide **operation, maintenance and investments** for the State of São Paulo's Water Crossings System
- ❑ That includes:
 - ❑ Maintenance;
 - ❑ Conservation works and systems implementation;
 - ❑ Acquisition of vessels;
 - ❑ Improvements;
 - ❑ Requalification;
 - ❑ Adaptation
 - ❑ Modernization;
 - ❑ And expansion of service.



PROJECT OVERVIEW



Fleet capacity expansion

44 new electric vessels
4 new barge-pusher sets



Rehabilitation, expansion and operation

Investment, maintenance, conservation, management and operation of water crossing services



Attending

~10 million vehicles/year
~1 million passengers/year



Investments

R\$ 1,05 billion on vessels acquisition, rehabilitation and expansion of terminals



Contract mode

Sponsored Concession (PPP) for **20 years**

PROJECT BENEFITS



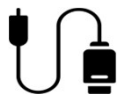
Improvements to the **public transportation services quality** offered



Fostering **local economic and social development**, expanding access to job opportunities, inter-regional connectivity and strengthening tourism



Increase investments, ensuring improvement of the infrastructure and expansion of services



Modernization and improvement of the water crossing system, aiming **environmental sustainability**

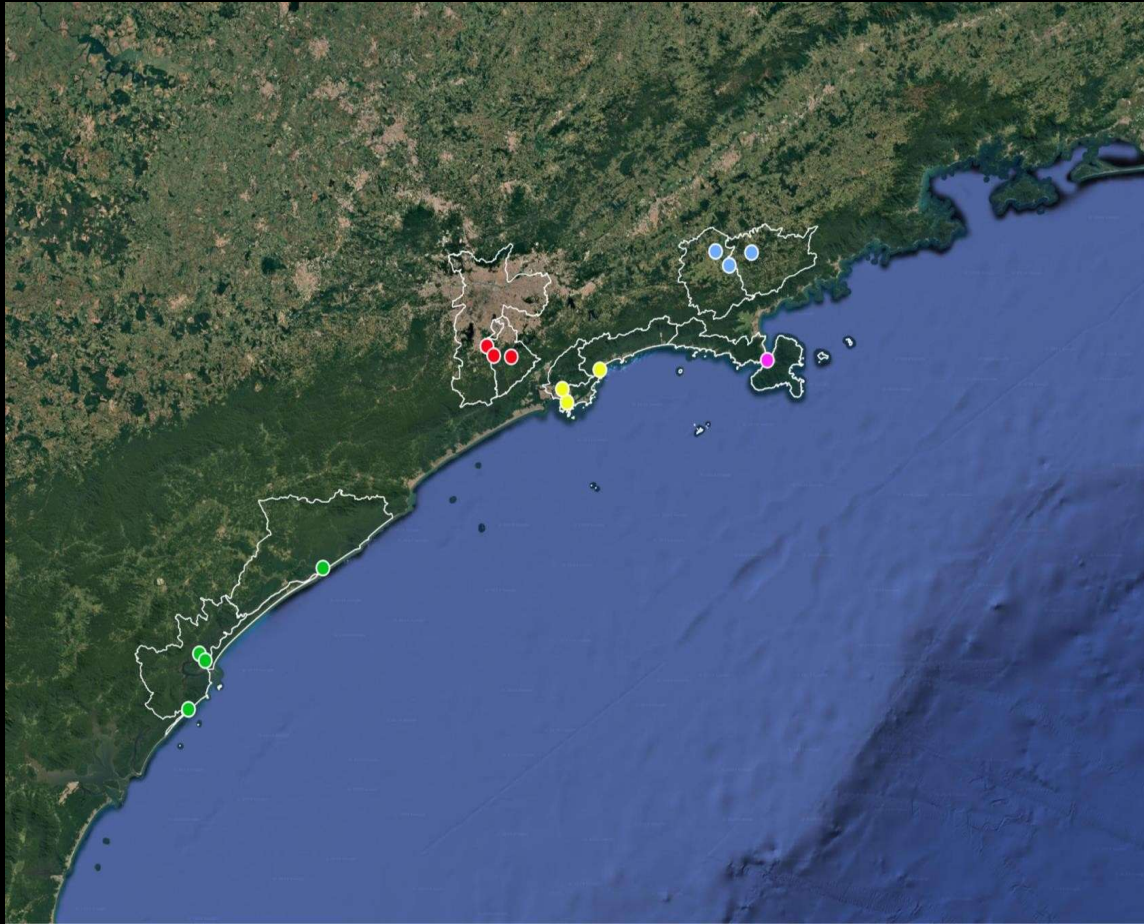


Greater efficiency of service operations by increase of vessels quantity, less waiting lines, better accessibility to the terminals, increased security for users



Better **efficiency** on **public resources** usage, contributing to the State fiscal balance

WATER CROSSINGS LOCATIONS

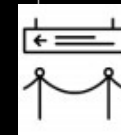


14 crossings in 5 operation regions of the State of São

Support Infrastructure

25 terminals

5 shipyards

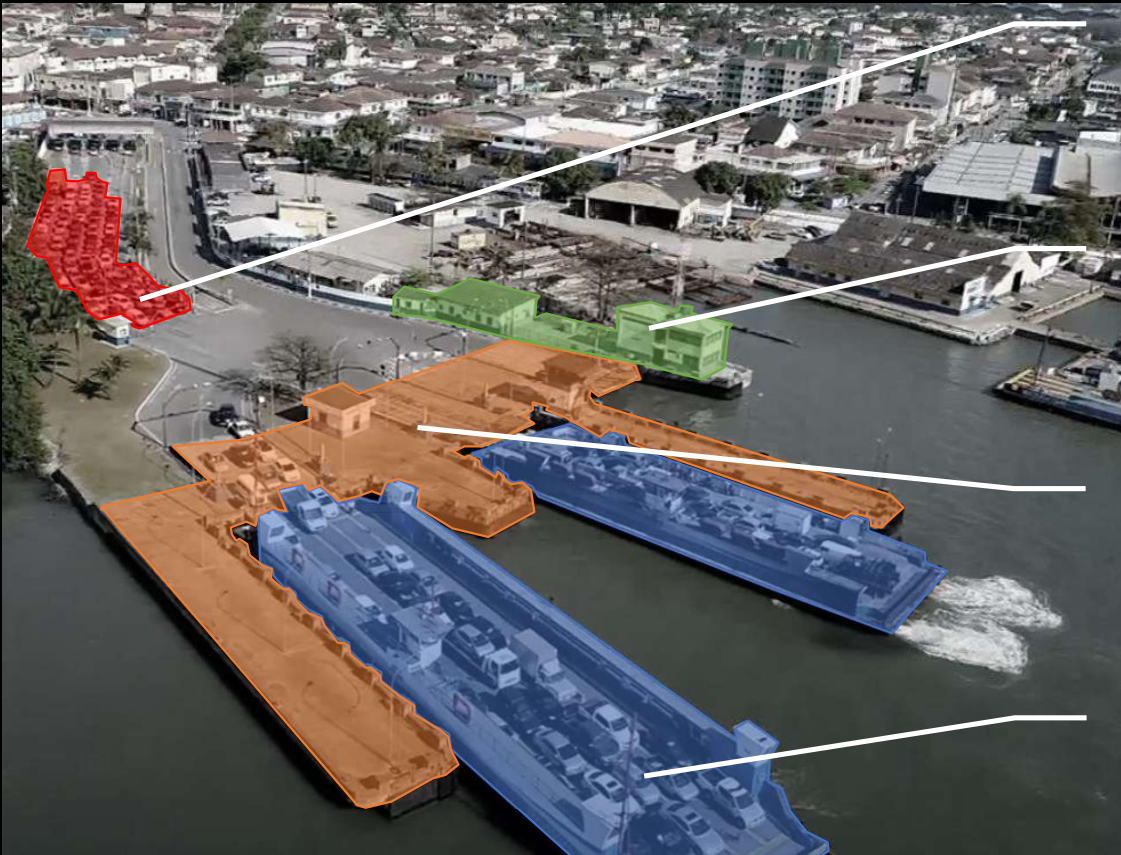


35 vessels* and **15** ferries



*DH vessels only

DEMAND ASSESSMENT



Less waiting time

- ❑ Better service frequency on more demanding hours

New passenger terminals

- ❑ Investment on modern terminal to offer better comfort to passengers

Better ground infrastructure

- ❑ Project aims interventions to enhance vehicle boardings

Vessels acquisition

- ❑ New electric ferries fleet, more modern and sustainable ships

NEW CROSSING SYSTEM



Term: **20 years**



INVESTMENTS

R\$ 1.2 bi

Water Side

R\$ 928 million investment to acquire new vessels and to expand the existing ferries fleet

Ground Side

R\$ 120 millions investment to build new terminals, expansion of the infrastructure, bike racks, new operation and control systems, charging automation, communication and safety to passengers



Expansion of fleet capacity

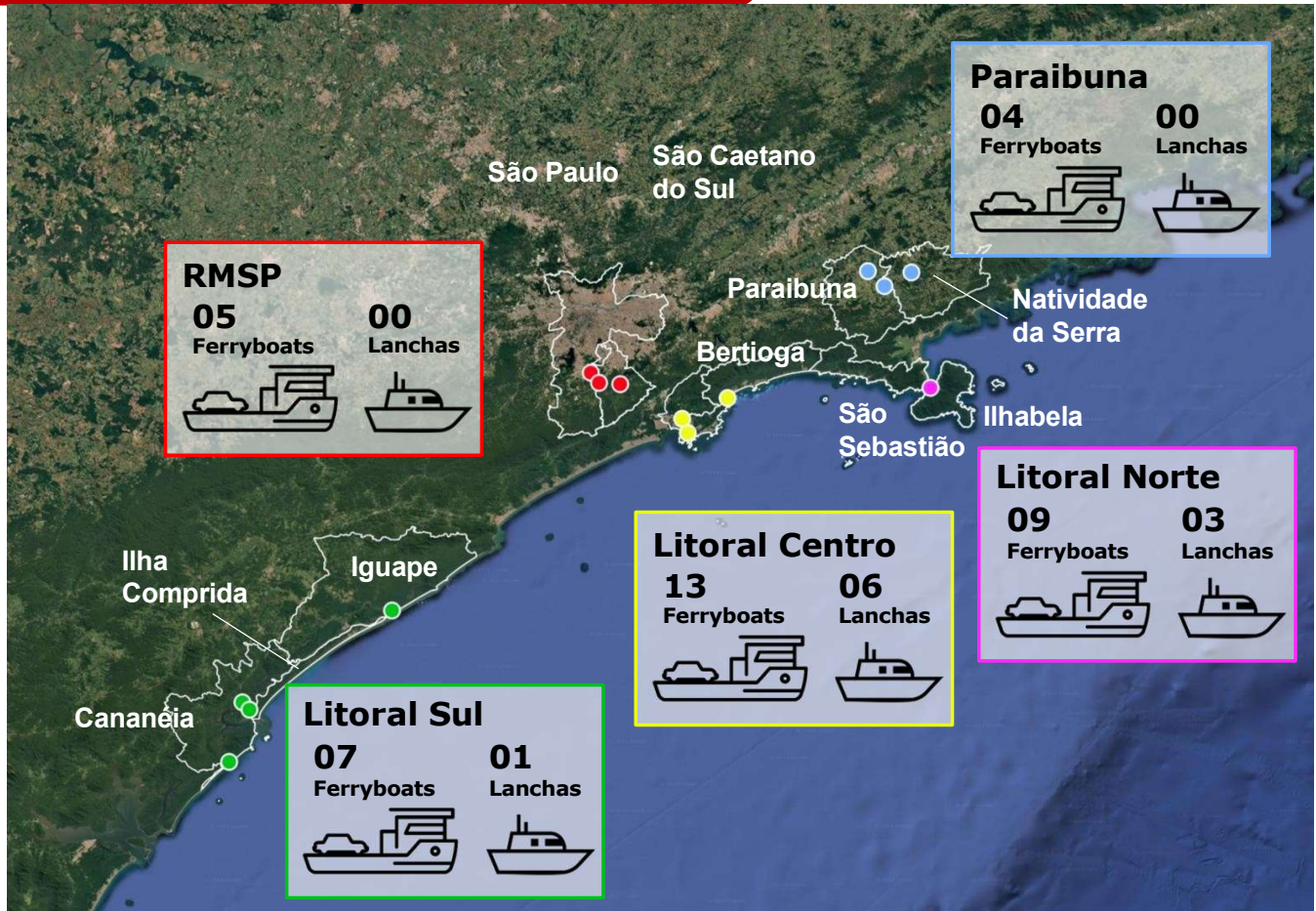
48 new vessels



Rehabilitation and expansion of ground infrastructure

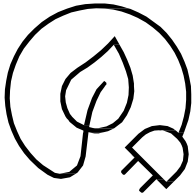
- 20 new terminals;
- 9 expansions;
- 1 new maintenance workshop;
- 64 security câmeras;
- 32 internal TV circuits; 1
- 3 new automatic cabins;
- 3 Control Centers.

VESSELS



Project includes the purchase of **48 new vessels**, that will operate until the concessions' 6th year

The new vessels will operate at Billings Dam and at São Paulo Coastal Line will have **electrical motors**



For the Coastal Line crossings, that will represent at least **18 mil ton CO₂/year** of non emissions

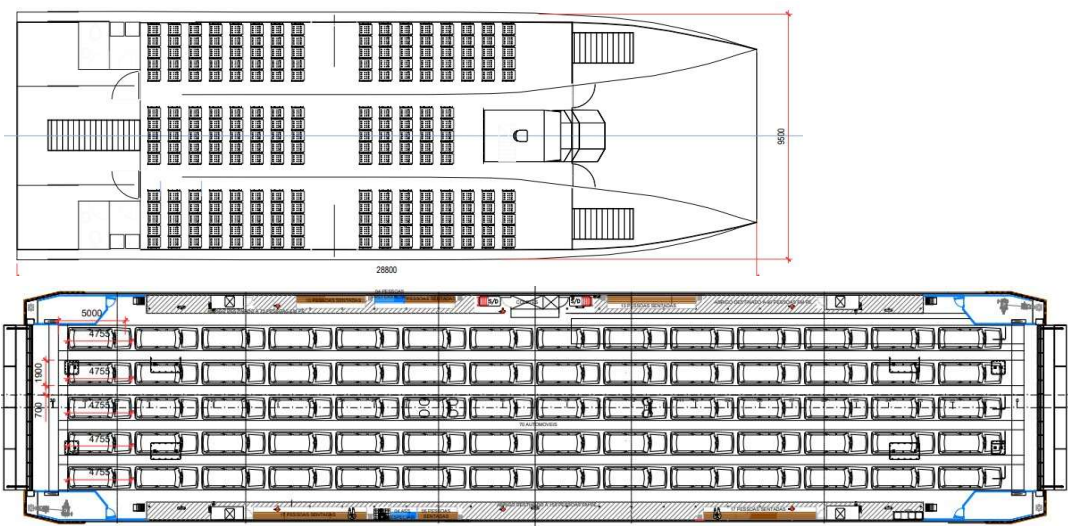


FLEET

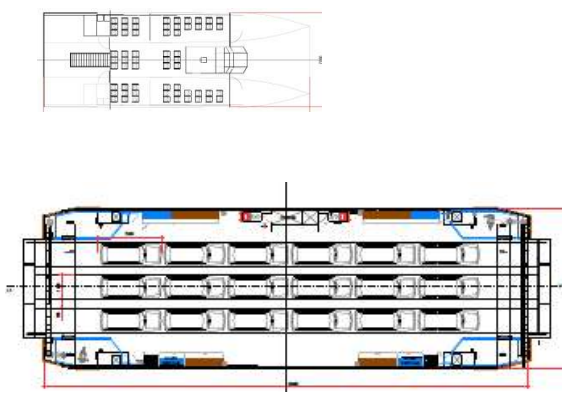
Sizing of **9 types of vessels** (5 Ferryboats, 3 Speedboats), adapting to each water crossing feature, aiming to improve service, efficiency and interoperability

Ferryboats	Catamaran	Pushers
FB-18N	CAT-100	EMP-50
FB-28N	CAT-250	
FB-40N	CAT-380	
FB-50N		
FB-70N		

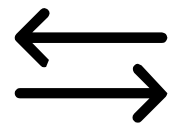
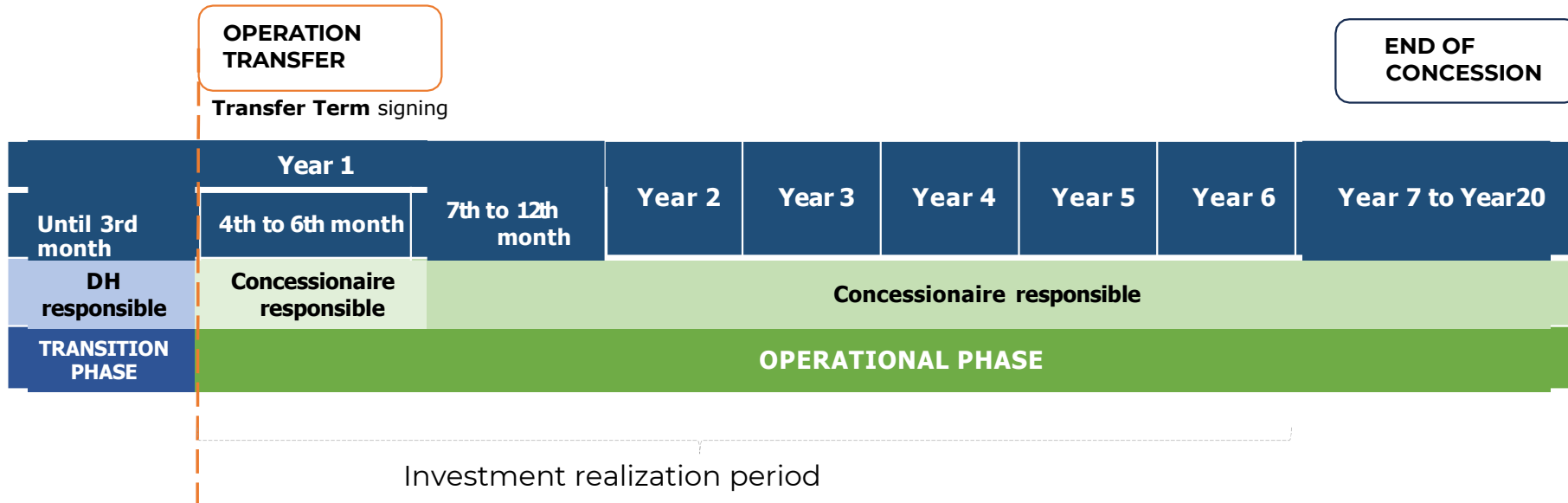
High Demand High demanding vessels, suitable to high frequency operations



On demand or Low frequency Low capacity demand, with more agile docking time and lesser energy consumption

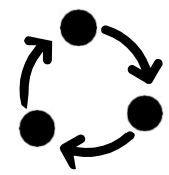


PHASES AND MAIN CONTRACTUAL GUIDELINES



Operational transition:

In initial months of the concession, concessionaire will work with DH personell, optimizing knowledge of vessels specificities, crossings and more



Full capacity:

By the end of 6th year, all water crossings will have realized Investments that will allow operation on full capacity



FINANCIAL ASPECTS

Investments

Waterway

R\$ 928 million

- New vessels
- Ferryboats
- Charging systems and batteries

Ground

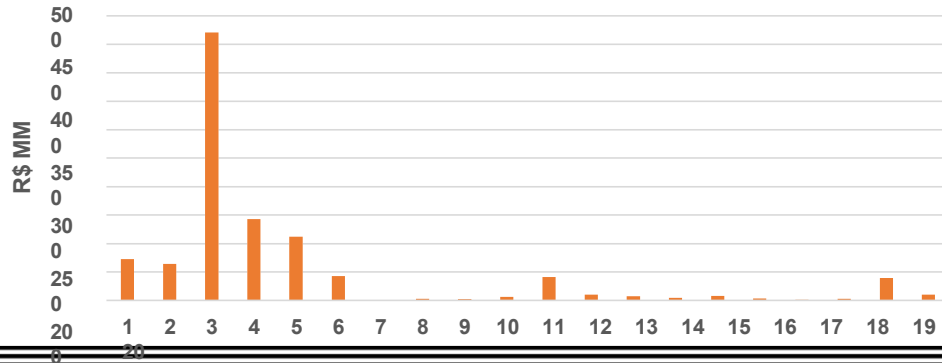
R\$ 12 million

- Terminals and associate buildings
- Docks and workshops
- Control and systems centers

Socio-environmental

R\$ 9 million

- Environmental regularization
- Environmental risks mitigation
- Implement Sustainability programs



Operational costs

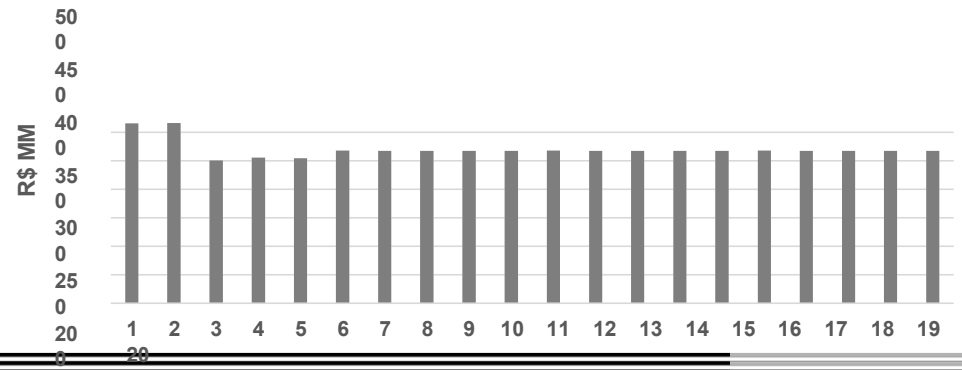
Rubrics

R\$ 270 million/year average

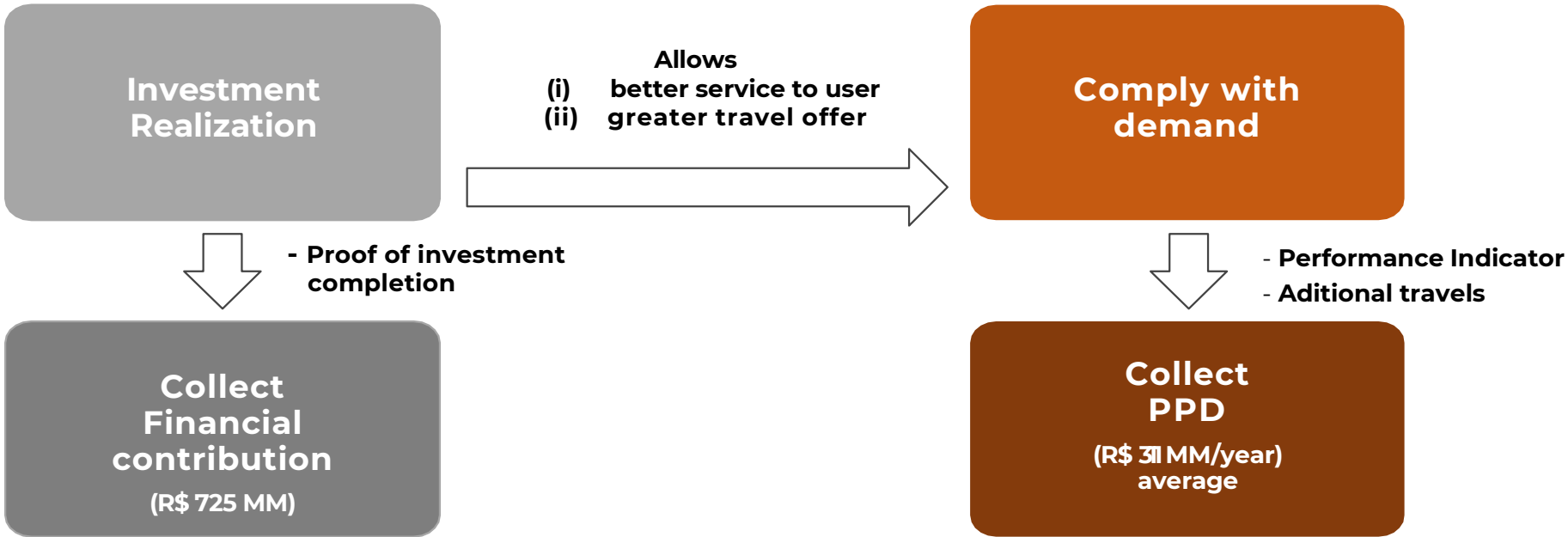
- Operational labor
- Administrative labor
- Fuel ->Electric energy
- Fleet maintenance
- Terminals maintenance
- Road operation
- Vessels insurance
- Salvage
- Environmental costs
- Independent verifier

Electrification and operational improvements

↓20% OPEX



PAYMENT – INVESTMENT AND PPD



PERFORMANCE ASSESSMENT

Service performance measurement of services through Indicators, aiming:

Focus on user perception over concessionaire services

Non-deterioration of services after concessionaire's assumption
continue performance optimization through concession

Concessionaire's remuneration will depend on:

- ✓ Vessels maintenance
- ✓ Meeting demand even in atypical periods
- ✓ **Punctuality** on service offer
- ✓ **Number of trips** made
- ✓ **Reduction of waiting lines**



MODELING



Participation

Society and other national and foreigner person of interest, alone or in consortium



Term of Concession

20 years, counted from the end of the Transition Phase



Regulator

ARTESP, backed by Independent Verifier



Bidding Modality

International Competition



Bidders' Qualification

(i) At least **12 months** as responsible for **management or administration of infrastructure assets**, with minimum annual operating revenue

(ii) **Expertise on Transportation modal**, with minimum number of vehicles and passengers transported in at least **12 continual months of operation**



Assets Regime

All mobile and imobile assets are reversible by the end of the Concession



Government Contributions

R\$ 725 million based on the actual Investments made by the concessionaire



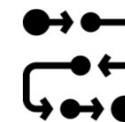
Monetary consideration

Average of **R\$ 311 million/year** for adequate services' provision



Maintenance of tariff policy

There will be no changes to the prices currently charged



Judging criteria

Lower value of Gross Pecuniary Consideration

Expected Timeline

**Preliminary
Model Studies**
Q3 2024



**Opening
of Public
Consultation**
Q4 2024



**Public
Hearings**
Q4 2024



**Public
Notice**
H1 2025

Auction
H2 2025



**Contract
Signing**
H2 2025

