



Public Concession and Privatization Opportunities in Brazil

This folder presents information on certain public procurement proceedings expected to start in 2020 and early 2021. Some of these projects aim at granting concessions, while others take part of the recent efforts of the Brazilian Government to privatize state-owned companies.

The folder is organized in the following topics: (i) Energy and Mining; (ii) Railways and Highways; and (iii) Ports and Airports. details on each project.

Energy & Mining



1. Mineral Rights held by the Research Company of Mineral Resources ("CPRM") – Bom Jardim de Goiás/GO

- **Asset:** mines located in the city of Bom Jardim de Goiás/GO. Estimated production capacity at 21.6 million pounds of copper and 1.8 million pounds of cobalt.
 - **Investment:** BRL 63.3 million.
 - **Model:** concession of exploratory rights.
 - **Term:** 18 months for complementary research and 18 months for development.
 - **Status:** CPRM expects to start the public auction in the 1st quarter of 2020.
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2. Mineral Rights held by CPRM – Caulim do Rio Capim

- **Asset:** Two blocks of research requirements, South and North Blocks, comprising 10 areas divided into 1,000 hectares (10,000 hectares total), of soft and sandy kaolin (520 million tons capacity).
 - **Investment:** to be defined.
 - **Model:** concession of exploratory rights.
 - **Term:** To be defined.
 - **Status:** Study phase. CPRM expects to start the public auction in the 1st quarter of 2020.
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3. Mineral Rights held by CPRM – Miriri Phosphate

- **Asset:** Seven mining processes comprising a total area of 7,572.84 ha (ore volume: 114,734,699.30 tons).
 - **Investment:** BRL 190.5 million.
 - **Model:** concession of exploratory rights.
 - **Term:** 3 years for research and installation and 15 years for mining.
 - **Status:** CPRM expects to start the public auction in the 1st half of 2020.
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4. Mineral Rights held by CPRM – Coal from Cadiota/RS

- **Asset:** 11 research titles totaling 20,353 ha. Foreign companies should abide by specific legislation, as the project is in Brazilian border area.
- **Investment:** BRL 63.2 million.
- **Model:** concession of exploratory rights.
- **Term:** 25 years or deposit depletion.
- **Status:** to be determined.



5. Oil and Natural Gas – Areas of Permanent Offer

- **Asset:** 14 marginal accumulations within the basins of Espírito Santo, Potiguar, Recôncavo e Sergipe-Alagoas.
- **Model:** common concession.
- **Term:** 5 to 7 years.
- **Status:** permanent offer.



6. Oil and Natural Gas – Rounds of Public Auctions 2020 and 2021

- **Asset:** rounds of public auctions for production sharing, production sharing for excess volumes and concession of exploratory rights of oil and gas blocks.
- **Model:** to be determined.
- **Term:** to be determined.
- **Status:** study phase. The public action is expected to start in 2020 or early in 2021.

Railways & Highways



7. Concession of Railway EF-354 – Mid-West Integration Railway

- **Asset:** Mid-West railway connecting the States of Goiás and Mato Grosso.
- **Length:** 383 kilometers.
- **Capacity:** 13 million tons demand in 2025.
- **Investment:** BRL 2.73 billion.
- **Model:** common concession.
- **Term:** to be determined.
- **Status:** study phase. Construction works estimated to start in 2020.

8. Concession of the São Paulo Ferroanel Northern Stretch



- **Asset:** São Paulo Ferroanel Northern Stretch connecting Perus (City of São Paulo) and Manoel Feio (City of Itaquaquecetuba) stations.
 - **Length:** 53 kilometers.
 - **Capacity:** 17 million tons demand in 2020 and 34 million tons in 2040.
 - **Investment:** BRL 3.4 billion.
 - **Model:** common concession.
 - **Term:** to be determined.
 - **Status:** study phase. Construction works estimated to start in 2020.
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9. Railway EF-170 – MT/PA - Ferrogrão

- **Asset:** railway EF-170 – MT/PA - Ferrogrão connecting the grain production region in the Midwest with the Mirituba Port in the Pará State, located in the North region of Brazil.
- **Length:** 933 kilometers.
- **Capacity:** 38 million tons demand in 2030 and 46.8 million tons in 2050.
- **Investment:** BRL 16.6 billion.
- **Model:** common concession.
- **Term:** 65 years.
- **Status:** public consultation phase. The Government expects to carry out the public procurement proceeding in the 3rd quarter of 2020.



10. Railway EF-334/BA – Railway connecting the West and East regions of the Bahia State

- **Asset:** railway EF-334/BA – connecting the city of Ilhéus/BA with the city of Caetité/BA.
- **Length:** 1.527 kilometers.
- **Capacity:** 18 million tons demand in 2025 and 55 million tons demand in 2040.
- **Investment:** BRL 3.43 billion (minimum bid of BRL 143.4 million).
- **Term:** 35 years.
- **Status:** public consultation phase. The Government expects to carry out the public procurement proceeding in the 2nd quarter of 2020.





11. Concession of Highways BR-153/282/470/SC and SC-412

- **Asset:** highway system located in the Mid-East region of Santa Catarina, composed by Highways BR-470, BR-282, BR-153 and SC-412.
- **Length:** 547.6 kilometers.
- **Investment:** CAPEX: BRL 8 billion; OPEX: BRL 5 billion.
- **Term:** 35 years.
- **Model:** common concession.
- **Status:** study phase. The Government expects to carry out the public procurement proceeding in the 4th quarter of 2020.



12. Concession of Highways BR-163/230/MT/PA – Stretch between Sinop/MT and Miritituba/PA

- **Asset:** highway stretch connecting the South, Mid-West and North regions of Brazil, composed by Highways BR-163/MT, BR-163/PA and BR-230/PA.
- **Investment:** CAPEX: BRL 1.7 billion; OPEX: BRL 1 billion.
- **Term:** 10 years.
- **Model:** common concession.
- **Status:** public consultation phase. The Government expects to carry out the public procurement proceeding in the 3rd quarter of 2020.



13. Concession of Highways BR-381/262/MG/ES – Stretch of BR-381/MG, between Belo Horizonte and Gov. Valadares, and stretch of BR-262/MG/ES, between João Monlevade/MG and Viana/ES

- **Asset:** highway system located in the States of Espírito Santo and Minas Gerais, composed by highways BR-262/ES and BR-381/MG. South-East of Brazil.
- **Length:** 672 kilometers.
- **Investment:** BRL 9.1 billion.
- **Term:** 30 years.
- **Model:** common concession.
- **Status:** public consultation phase. The Government expects to carry out the public procurement proceeding in the 3rd quarter of 2020.



14. Presentation of Studies for the Concession of Integrated Highways of Paraná BR 153/158/163/272/277/369/373/376/476

- **Asset:** highway system connecting the Paranaguá Port, metropolitan region of Curitiba (29 cities), the Paraná Mid-West and North regions and the border with Paraguay.
- **Length:** 4.100 kilometers.
- **Investment:** to be determined.
- **Term:** to be defined.
- **Model:** common concession.
- **Status:** study phase. The Government expects to carry out the public procurement proceeding in the 2nd quarter of 2021.



15. Concession of Highway BR-364/RO/MT between Porto Velho/RO and Comodoro/MT

- **Asset:** highway stretch connecting the port of Porto Velho/RO with the grain production belt located in the North-East region of Mato Grosso.
- **Length:** 806 kilometers.
- **Investment:** CAPEX: BRL 8 billion; OPEX: BRL 3.2 billion.
- **Term:** 30 years.
- **Model:** common concession.
- **Status:** study phase.



16. Concession of Highway BR-101/SC between the cities of Paulo Lopes and São João do Sul

- **Asset:** highway stretch connecting the port of Imbituba and other 17 cities in the State of Santa Catarina.
- **Length:** 220.4 kilometers.
- **Investment:** CAPEX: BRL 2.9 billion; OPEX: BRL 3.6 billion.
- **Term:** 30 years.
- **Model:** common concession.
- **Status:** The Government expects to start the public procurement proceeding on February 21, 2020.



17. Concession of Highways BR-040/495/MG/RJ between the cities of Juiz de Fora and Rio de Janeiro

- **Asset:** main stretch between the States of Rio de Janeiro and Minas Gerais. Also connects the Cities of Brasília and Rio de Janeiro.
- **Length:** 211 kilometers.
- **Investment:** CAPEX: BRL 2.6 billion; OPEX: BRL 1.8 billion.
- **Term:** 30 years.
- **Model:** common concession.
- **Status:** public consultation phase. The Government expects to carry out the public procurement proceeding in the 3rd quarter of 2020.



18. Concession of Highways BR-116/465/101/SP/RJ (Dutra) between the cities of São Paulo and Rio de Janeiro

- **Asset:** highways connecting the biggest metropolitan regions of Brazil (São Paulo and Rio de Janeiro). Main connection between the North-East and the South regions of Brazil.
- **Length:** 635 kilometers.
- **Investment:** CAPEX: BRL 17 billion; OPEX: BRL 15.5 billion.
- **Term:** 30 years.
- **Model:** common concession.
- **Status:** public consultation phase. The Government expects to carry out the public procurement proceeding in the 3rd quarter of 2020.



19. Concession of Highways BR-116/493/101/RJ/MG (Stretch of Santos Dumont Highway)

- **Asset:** highways connecting the cities of Duque de Caxias/RJ and Além Paraíba/MG.
- **Length:** 711 kilometers.
- **Investment:** CAPEX: BRL 8 billion; OPEX: BRL 5 billion.
- **Term:** 30 years.
- **Model:** common concession.
- **Status:** study phase. The Government expects to carry out the public procurement proceeding in the 3rd quarter of 2020.



20. Concession of Highways BR-153/080/414/GO/TO between the cities of Aliança do Tocantins and Anápolis

- **Asset:** Main connection between the Mid-North (TO/MA/PA/AP) and the Mid-South (GO) regions of Brazil, comprising over 38 cities.
 - **Length:** 850 kilometers.
 - **Investment:** CAPEX: BRL 7.5 billion.
 - **Term:** 30 years.
 - **Model:** common concession.
 - **Status:** public consultation phase. The Government expects to carry out the public procurement proceeding in the 2nd quarter of 2020.
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Ports and Airports



21. 6th Round of Airport Concessions - Blocks South, North and Central

- **Asset:** 22 airports, divided into 3 blocks in the states of Paraná, Santa Catarina, Rio Grande do Sul, Amazonas, Rondônia, Acre, Roraima, Goiás, Maranhão, Piauí, Tocantins and Pernambuco.
- **Capacity:** demand of 23.7 million passengers/year (numbers from 2018).
- **Model:** common concession.
- Investment: BRL 5 billion.
- **Term:** 30 years
- **Status:** study phase. The Government expects to carry out the public procurement proceeding in the 3rd quarter of 2020.

22. ATU 12 - Leasing of Solid Bulk in Port Of Aratu/BA



- **Asset:** port terminal lease, located in the Organized Port of Aratu-Candeias/Bahia State, dedicated to the movement of solid bulk, mainly fertilizers, copper concentrate and various minerals.
 - **Investment:** BRL 230 million.
 - **Model:** leasing (*arrendamento*)
 - **Term:** 25 years
 - **Status:** study phase. The Government expects to carry out the public procurement proceeding in the 2nd quarter of 2020.
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23. Privatization - Companhia Docas do Espírito Santo - CODESA



- **Asset:** privatization of CODESA organized port, aiming at modernizing the operation and management to attract investments and improve the company's business.
- **Model:** privatization.
- **Capacity:** to be determined.
- **Investment:** CAPEX: BRL 1 billion.
- **Term:** to be determined.
- **Status:** study phase. The Government expects to carry out the public procurement proceeding in the 1st quarter of 2021.

24. Privatization - Organized Port of São Sebastião/SP



- **Asset:** the proposed project will allow the port to implement the expansion project that consists on the construction of a multi-cargo terminal. The new terminal will be able to handle containers, vehicles, liquid bulk, solid bulk and general cargo.
 - **Capacity:** to be determined.
 - **Investment:** CAPEX: BRL 574.37 million.
 - **Term:** to be determined.
- Status:** study phase. The Government expects to carry out the public procurement proceeding in the 1st quarter of 2021.

25. IQI 03 - Liquid Bulk Terminal in the Port of Itaqui/MA



- **Asset:** port area engaged in the handling of general cargo (vehicles and their parts)
- **Model:** leasing (*arrendamento*)
- **Investment:** CAPEX: BRL 58.7 million
- **Capacity:** 28.039 m³ dedicated to liquid bulks.
- **Term:** 20 years
- **Status:** The Government expects to carry out the public procurement proceeding in the 1st quarter of 2020.

26. IQI 11 - Liquid Bulk Terminal in the Port of Itaqui/MA - São Luís, Maranhão



- **Asset:** liquid bulk terminal, with 33,607m² of area, brownfield, located within the Port of Itaqui, in the Municipality of São Luis, State of Maranhão.
 - **Model:** leasing (*arrendamento*).
 - **Investment:** CAPEX: BRL 63.7 million.
 - **Capacity:** 63.000 m³ dedicated to liquid bulks.
 - **Term:** 20 years.
 - **Status:** The Government expects to carry out the public procurement proceeding in the 1st quarter of 2020.
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27. IQI 12 - Liquid Bulk Terminal in the Port of Itaqui/MA - São Luís, Maranhão



- **Asset:** liquid bulk terminal project, with 34,183m² of area, greenfield, located within the Port of Itaqui, in the Municipality of São Luis, State of Maranhão.
 - **Model:** leasing (*arrendamento*).
 - **Investment:** CAPEX: BRL 117.3 million.
 - **Capacity:** 78.722 m³ dedicated to liquid bulks.
 - **Term:** 20 years.
 - **Status:** The Government expects to carry out the public procurement proceeding in the 1st quarter of 2020.
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28. IQI 13 - Liquid Bulk Terminal in the Port of Itaqui/MA - São Luís, Maranhão



- **Asset:** liquid bulk terminal project, with 32,078m² of area, greenfield, located within the Port of Itaqui, in the Municipality of São Luis, State of Maranhão.
 - **Model:** leasing (*arrendamento*).
 - **Investment:** CAPEX: BRL 178.5 million.
 - **Capacity:** 78.722 m³ for fuels.
 - **Term:** 20 years.
 - **Status:** The Government expects to carry out the public procurement proceeding in the 1st quarter of 2020.
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29. PAR32 – General Cargo Terminal in Paranaguá Port



- **Asset:** general cargo terminal, with 6.624m², greenfield project.
 - **Model:** leasing (*arrendamento*).
 - **Investment:** BRL 30 million.
 - **Capacity:** to be determined.
 - **Term:** to be determined.
 - **Status:** The Government expects to carry out the procurement proceeding in the 3rd quarter of 2020.
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Eduardo Boulos has extensive experience in the representation of both domestic and international clients in the acquisition and sale of publicly traded corporations and privately-held companies, and in the negotiation of shareholders' agreements on behalf of both minority and majority shareholders. He has acted as counsel in some of Brazil's most high-profile transactions in various economic sectors in recent years. Eduardo also assists clients in corporate disputes, restructurings and in the formation and dissolution of joint ventures, on behalf of both Brazilian residents and nonresidents. In addition to this, he maintains a strong body of foreign clients whom he advises on issues relating to the commencement of business operations in Brazil, and the restructuring of family assets and estates.