

MINISTRY OF INFRASTRUCTURE

PORTS
PARTNERSHIP
PROJECTS



MINISTRY OF
INFRASTRUCTURE



SUMMARY

1. Brazilian Port Sector Overview & Structure
2. Port Leasing Terminals – Public Ports
3. Port Terminals Authorization – Private Use Terminals
4. Full Public Ports Privatization

BRAZILIAN PUBLIC PORTS OVERVIEW

Extension of the Brazilian shore: 7,408 km,
plus 13,000 km of navigable waterways

Brazilian shore concentrates 80% of the
country's GDP

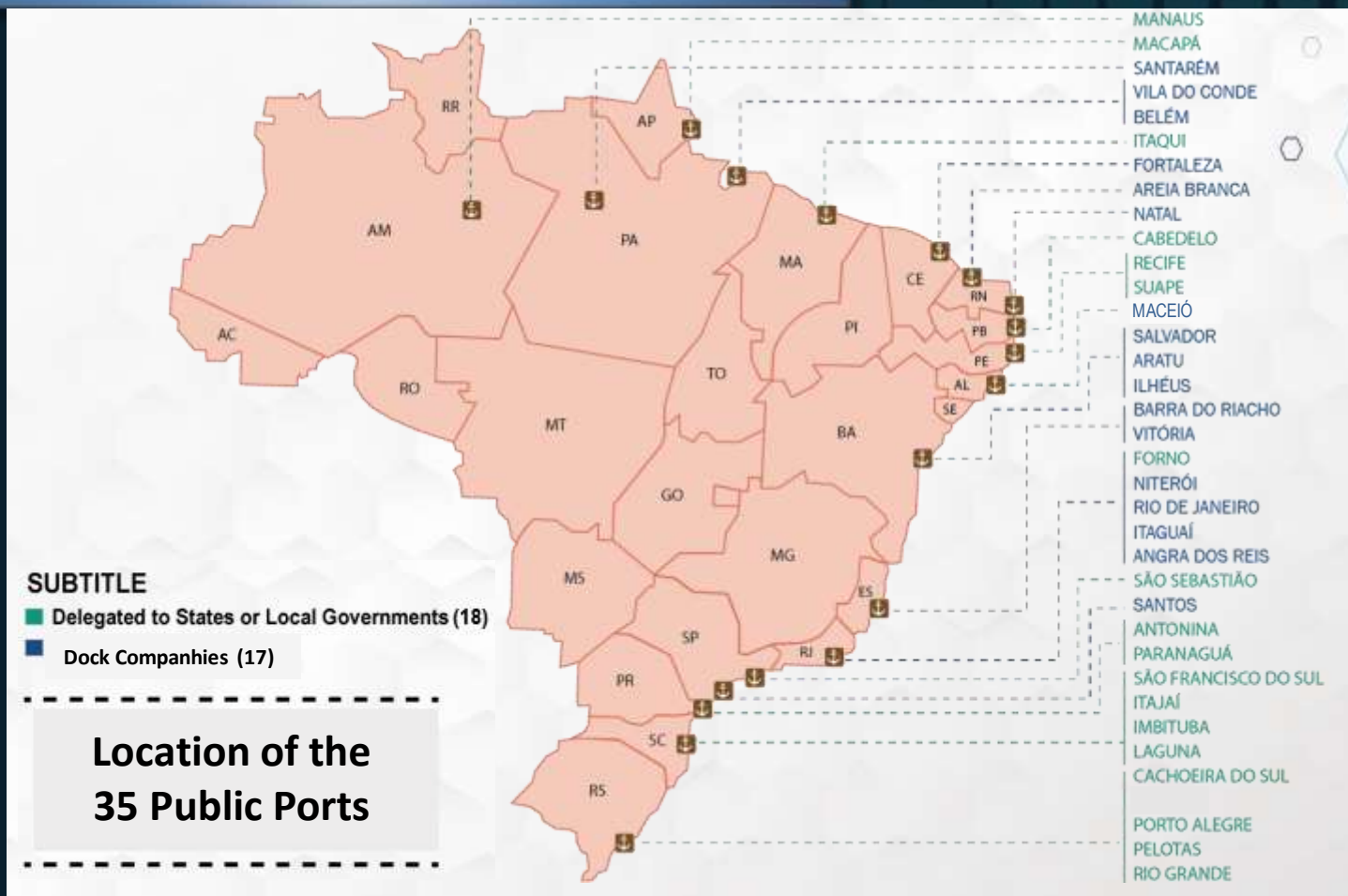
95% of national foreign trade is done through
ports

Ports are vital both for the domestic consumer
market and for national exports

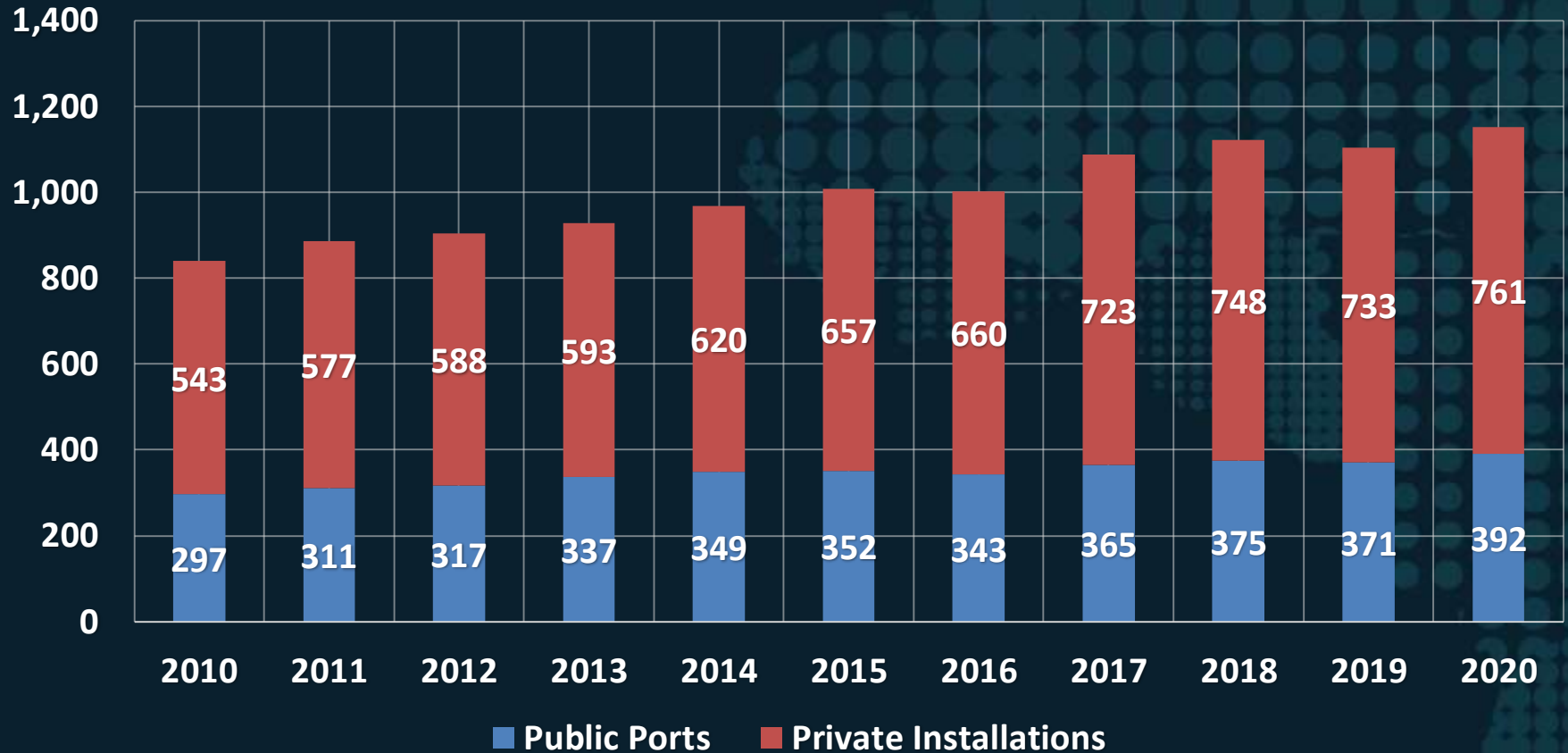
Brazil is the main country in South America
Freight traffic



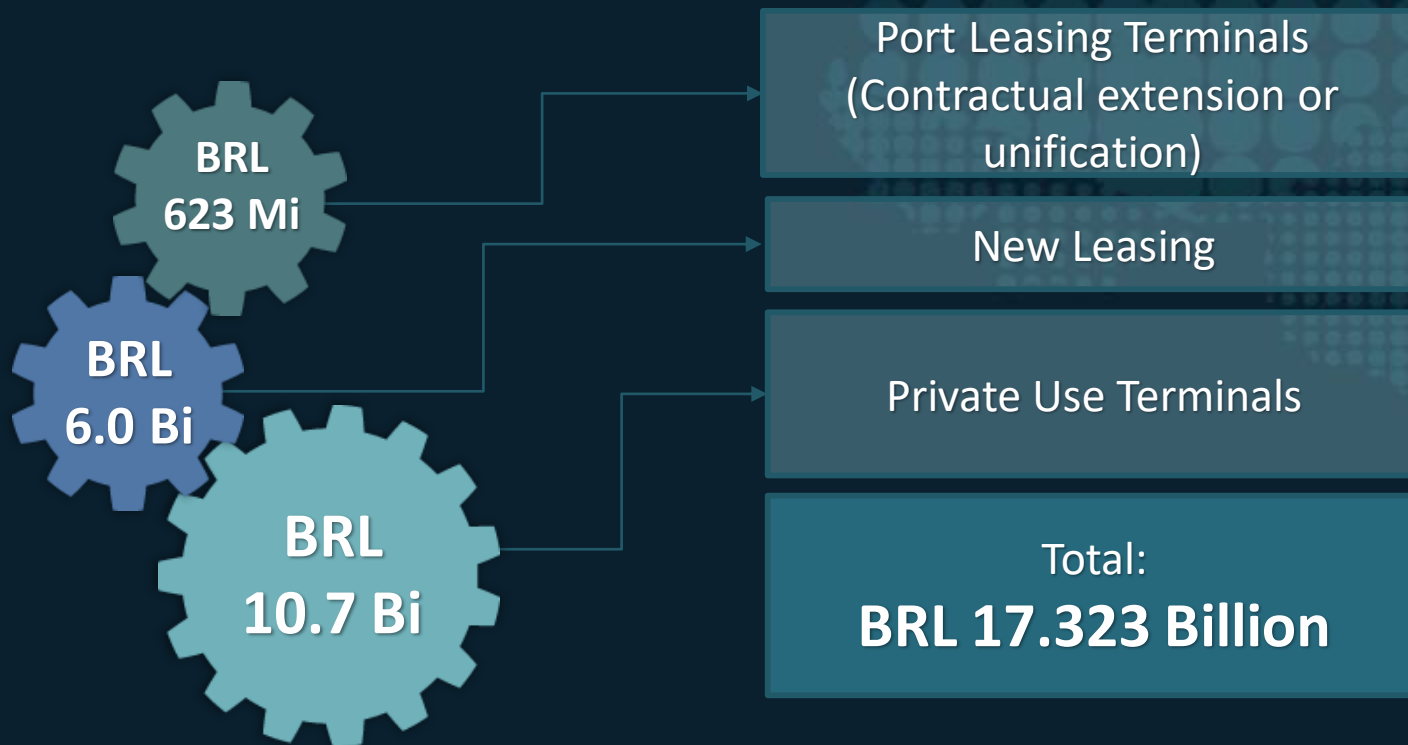
BRAZILIAN PUBLIC PORT STRUCTURE



HISTORICAL CARGO HANDLING AT BRAZILIAN PORTS (MILLION OF TONS)



PARTNERSHIP AUTHORIZED INVESTMENT (2019/2020/2021)





PORTS INFRASTRUCTURE

Partnership Projects

PORT LEASING TERMINALS

REGULATORY SPECIFICATIONS – LEASE TERMINALS IN PUBLIC PORTS

PORT LEASING TERMINALS



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graph TD; A[PORT LEASING TERMINALS] --> B[Grant through bidding or direct contracting]; B --> C[Form of Compensation: Mostly price freedom]; C --> D[Contract Term: Up to 70 years]; D --> E[Start-up: immediate for Brownfields and from 2 to 4 years for Greenfields]; E --> F[Port Operation: Use of "OGMO" (Manpower Management Body) labor];
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Grant through bidding or direct contracting

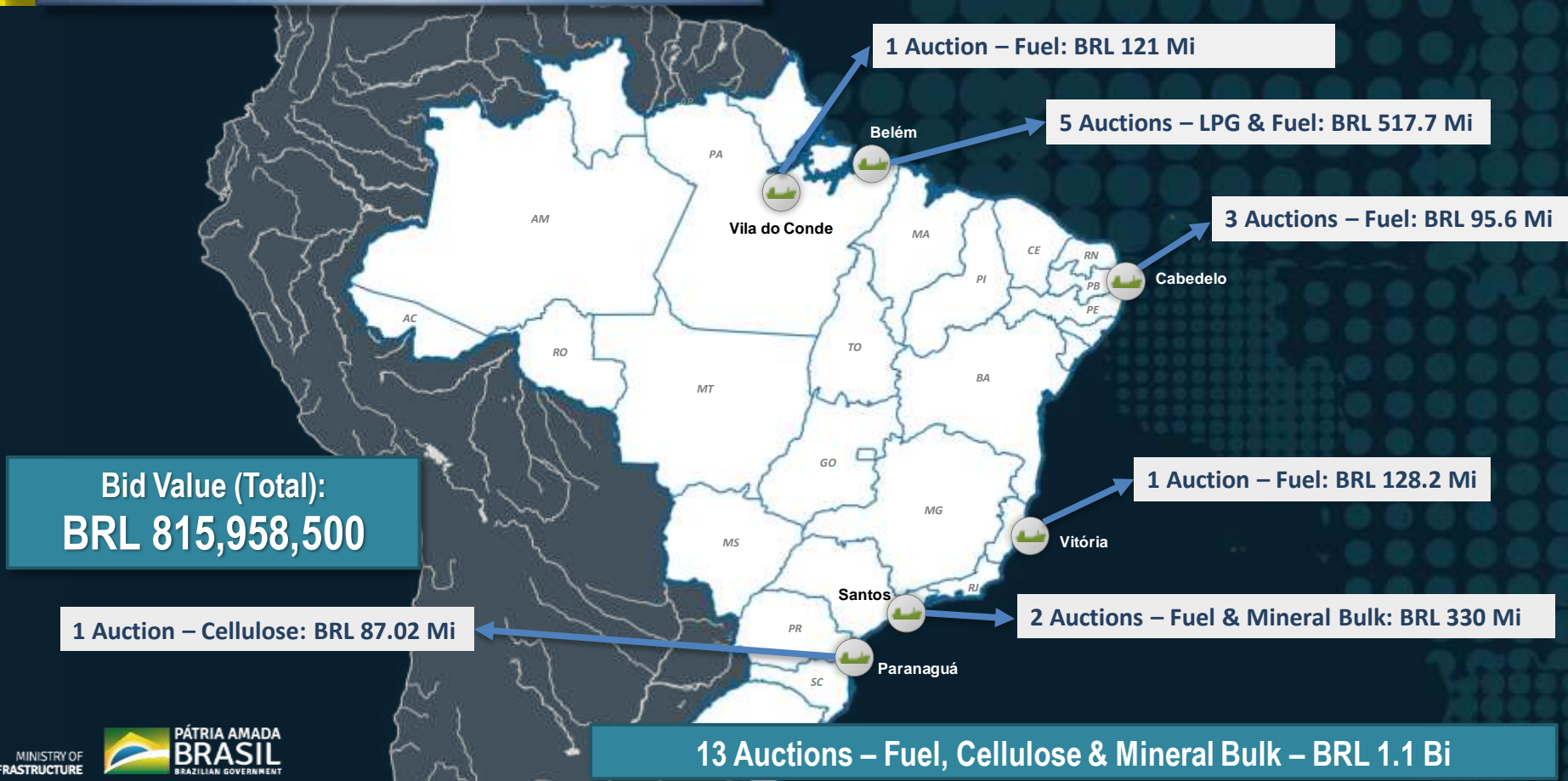
Form of Compensation: Mostly price freedom

Contract Term: Up to 70 years

Start-up: immediate for Brownfields and from 2 to 4 years for Greenfields

Port Operation: Use of "OGMO" (Manpower Management Body) labor

AUTHORIZED INVESTMENTS IN 2019



AUTHORIZED INVESTMENTS IN 2020

1 Auction – Thermoelectric Power Plant Concession:
BRL 1.6 Bi

Bid Value (Total):
BRL 605,650,000

1 Auction – Vehicles: BRL 22.2 Mi

Vila do Conde

Fortaleza

1 Auction – Fish Industry: BRL 11.3 Mi

1 Auction – Chemical Liquid Bulk: BRL 13.3 Mi

Maceió

Salvador

2 Auctions – Mineral & Vegetable Bulk:
BRL 414.2 Mi

Santos

2 Auctions – Cellulose: BRL 380.7 Mi

Paranaguá

8 Auctions – Thermoelectric Power Plant, Fish Industry, Chemical Liquid Bulk, Mineral Bulk, Vegetable Bulk, Cellulose & Vehicles – BRL 2.442 Bi

AUTHORIZED INVESTMENTS IN 2021

1 Auction – Soybean bran: BRL 41.3 Mi

4 Auctions – Fuel: BRL 664.4 Mi

1 Auction – Vegetable Bulk: BRL 47.6 Mi

1 Auction – Mineral Bulk
BRL 164.1 Mi

1 Auction – General Cargo
(Sugar): BRL 57.8 Mi

1 Auction – General Cargo
BRL 17.7 Mi

Bid Value (Total):
BRL 813,675,000

1 Auction – Liquid Bulk BRL 678.3 Mi

1 Auction – Liquid Bulk BRL 25.0 Mi

1 Auction – General Cargo (Logs): BRL 16.04 Mi

12 Auctions – Soybean bean, Fuel, Vegetable Bulk, General Cargo – BRL 1.7 Bi



PORTS INFRASTRUCTURE

Partnership Projects

PORT TERMINAL AUTHORIZATION
PRIVATE USE TERMINALS

REGULATORY SPECIFICATIONS – LEASE TERMINALS IN PUBLIC PORTS

PRIVATE TERMINALS



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graph TD; A[PRIVATE TERMINALS] --> B[Grant through Authorization: less bureaucracy, faster process and no competition for the area]; B --> C[Form of remuneration: price freedom regime guaranteed by law]; C --> D[Contract term: up to 25 years, successively extended]; D --> E[Start-up: up to 5 years, justifiably extended]; E --> F[Port operation: holds prerogatives to discipline];
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Grant through Authorization: less bureaucracy, faster process and no competition for the area

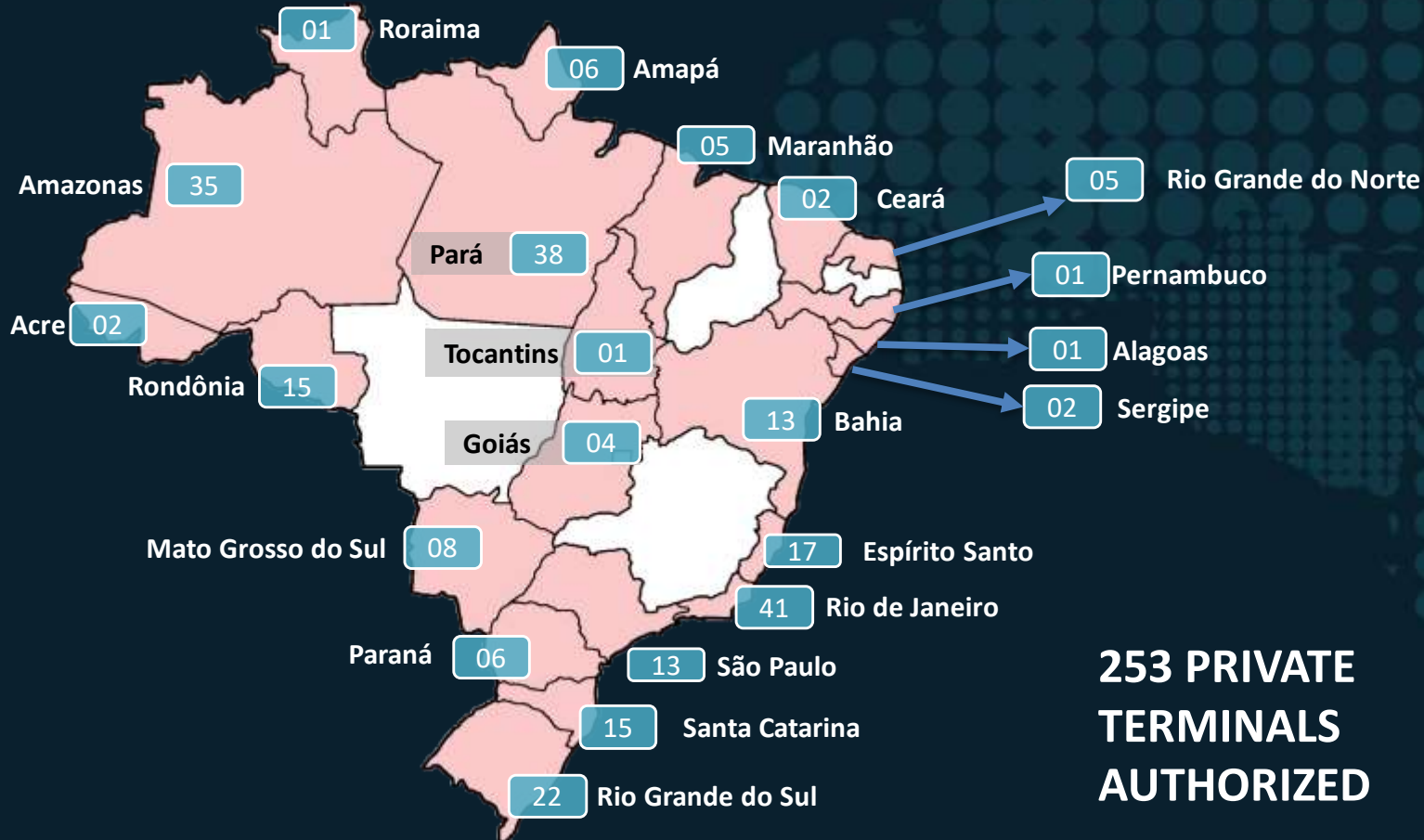
Form of remuneration: price freedom regime guaranteed by law

Contract term: up to 25 years, successively extended

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Port operation: holds prerogatives to discipline

PRIVATE TERMINALS - AUTHORIZED



**253 PRIVATE
TERMINALS
AUTHORIZED**

SIGNED CONTRACTS – 2013/2019

2013

2014

2015

2016

2017

2018

2019

2020

2021

4

79

61

44

35

37

41

29

36

PRIVATE TERMINALS INVESTMENTS

61 Foreseen Contracts & Additive Terms

Estimated Investments:

BRL 49,31 Billion

2019

**41 Contractual
Instruments**

Authorized Investments:
BRL 1,95 Billion

2020

**29 Contractual
Instruments**

Authorized Investments:
BRL 6,97 Billions

2021

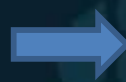
**36 Contractual
Instruments**

Authorized
Investments:
BRL 1,76 Billions

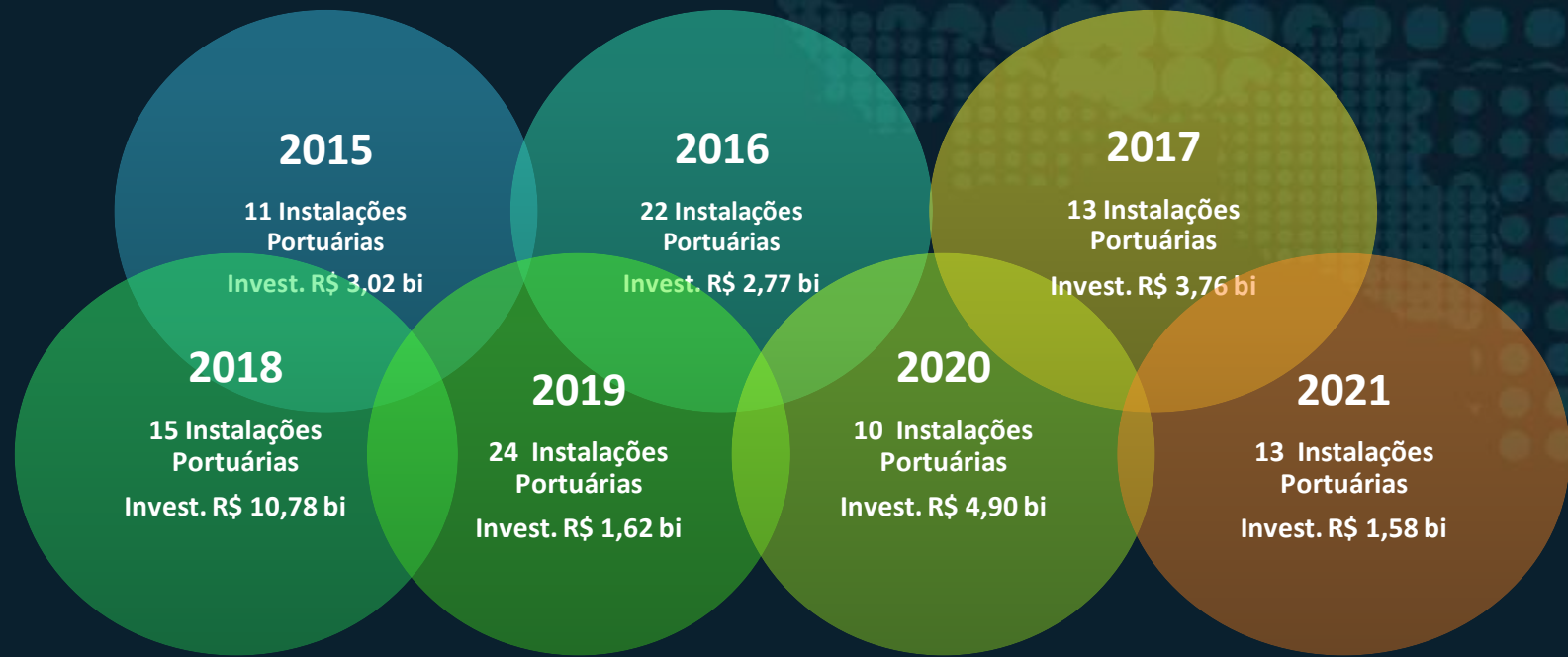
2022

NEW AUTHORIZATIONS

New Authorizations Granted



108 terminals, with BRL 28,43 bi of foreseen investments





PORTS INFRASTRUCTURE

Partnership Projects

FULL PUBLIC PORTS PRIVATIZATION

POSSIBLE PRIVATIZATION MODELS UNDER ANALYSIS

Capital Opening

- Company Structuring (governance, compliance, securities commission evaluation) for IPO on the stock exchange

Disposal of assets with authorization

- Sale of movable assets, equipment and real estate, with delegation of exploration by authorization

Concession with sale of Dock Company

- Term of concession for a specified period associated with the sale of the Dock Company

Concession

- Simple concession for a specified period and liquidation of the Dock Company

Concession with maintenance of the Dock Company

- Concession for a fixed period with maintenance of the Dock Company in the execution of a complementary role focused on the public service



PORTS INFRASTRUCTURE

Partnership Projects

PIPELINE OF PRIVATIZATION PROCESSES

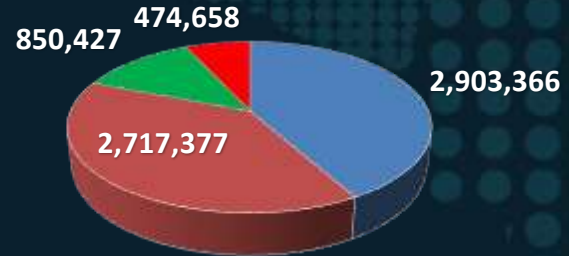
CODESA DOCK COMPANY, IN THE STATE OF ESPÍRITO SANTO



2020 Cargo Handling on Public Ports:
6.9 million tons

- 02 Public Ports to be privatized
(Vitória/Vila Velha & Barra do Riacho)

Gross Cargo Weight (tons)



■ Dry Bulk

■ Container

■ Liquid Bulk

■ General Cargo

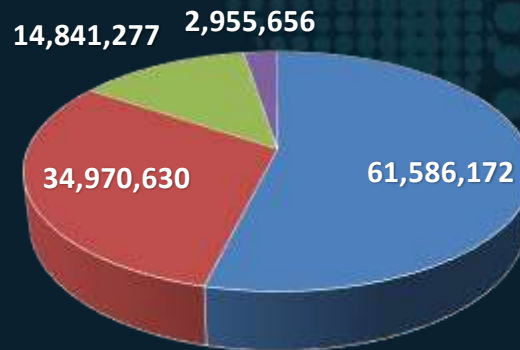
SANTOS PORT AUTHORITY, IN THE STATE OF SÃO PAULO



2020 Cargo Handling on Public Port:
114.3 million tons

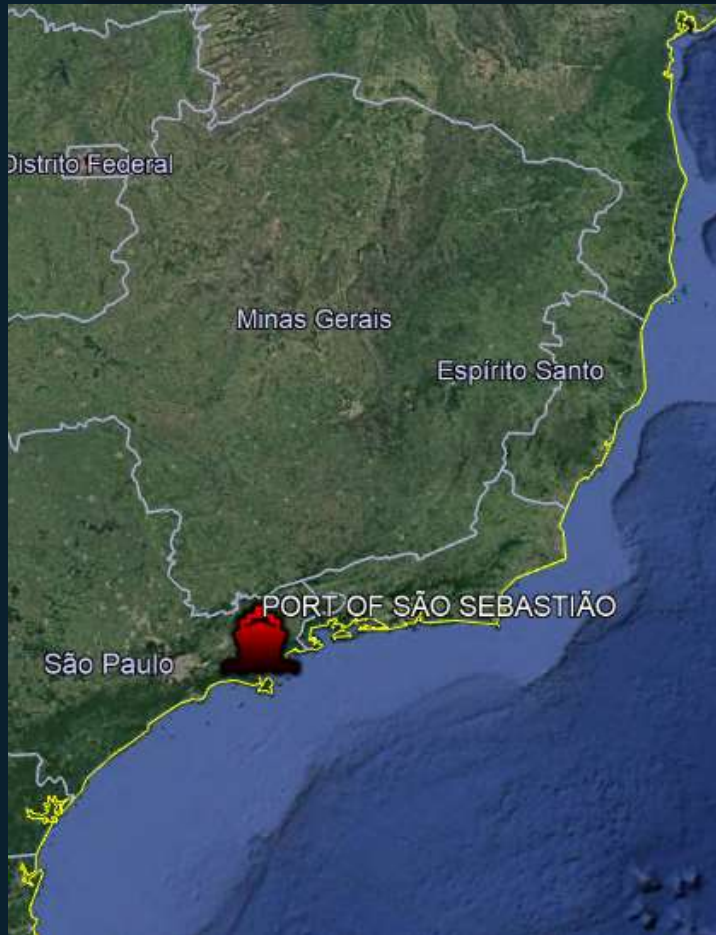
- The major cargo handler port on LatAm

Gross Cargo Weight (tons)



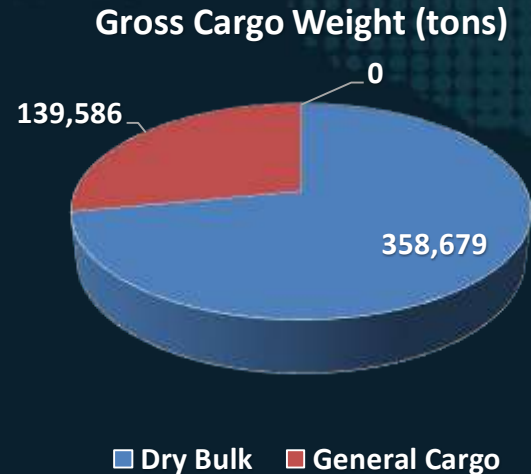
■ Dry Bulk ■ Container ■ Liquid Bulk ■ General Cargo

PORT OF SÃO SEBASTIÃO, IN THE STATE OF SÃO PAULO

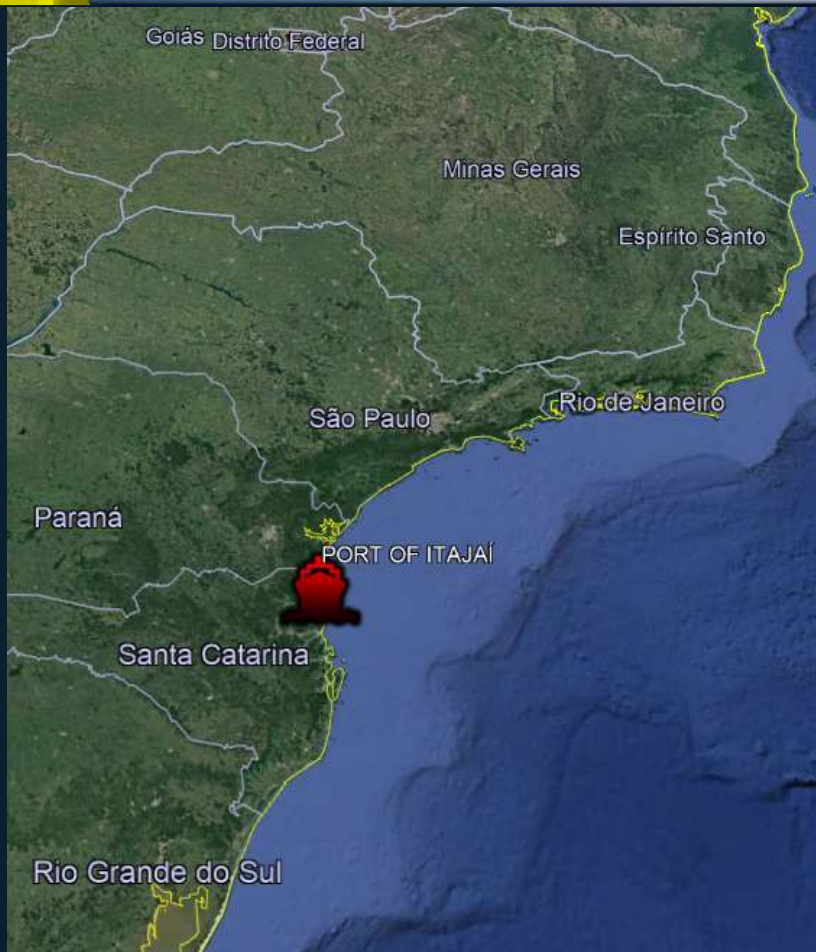


2020 Cargo Handling on Public Port:
798,265 tons

- The first Public Port to get ISO 14,001 Certification
- Public port operates in partnership with Petrobras Private Terminal, majorly handling Oil derivatives,



PORT OF ITAJAÍ, IN THE STATE OF SANTA CATARINA



2020 Cargo Handling on Public Port:
5.9 million tons

- Public Port delegated to the City Hall integrates a highly competitive Complex with participation of Private Use Terminals
- Massive Container handling, surrounded by dynamic consumer market

Gross Cargo Weight (tons)



■ Container

PROJECTS PIPELINES

Kick-off ➤ *Studies* ➤ *Public Hearing* ➤ *TCU (Federal Court of Accounts)* ➤ *Bidding Documents* ➤ *Public Auction*

CODESA DOCK COMPANY



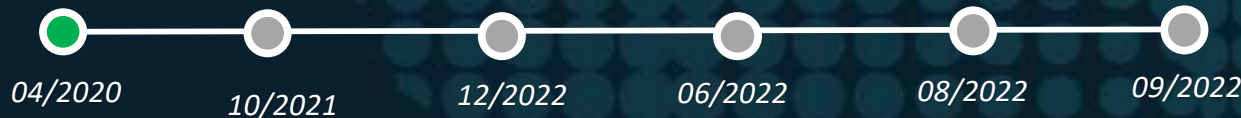
SANTOS PORT AUTHORITY



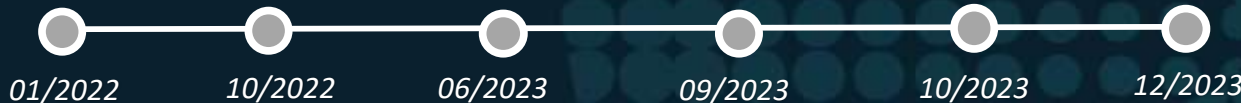
PORT OF SÃO SEBASTIÃO



PORT OF ITAJAÍ



CODEBA (SALVADOR, ARATU & ILHÉUS)



Thank you!

Daniel Rodrigues Aldigueri

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and Concessions Modelling

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#concretiza
BRASIL 

MINISTRY OF
INFRASTRUCTURE



PÁTRIA AMADA
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BRAZILIAN GOVERNMENT