



**PUBLIC-PRIVATE PARTNERSHIP:
AN EXCELLENT DEAL FOR YOU,
A GREAT ACTION FOR SÃO PAULO.**





 **GOVERNO DO ESTADO**
SÃO PAULO
São Paulo State Government

PARTNERSHIP FOR DEVELOPMENT.

Our proposal is to expand the infrastructure, logistics and public services in the State of São Paulo, through Public-Private Partnerships (PPPs).

We want to bring the private sector to be our partner in the works of these sectors in order to do more, better and at lower costs. Therefore, we launched the Expression of Interest from the Private Sector (MIP), which gives a great step in that direction. From now on, besides having the State Government presenting its projects, the private sector will also be able to propose new partnership initiatives. With this measure, everyone wins: the State, with more projects, the companies, with more jobs and the population of São Paulo, with a better State.

Geraldo Alckmin
Governor of the State of São Paulo



SÃO PAULO. A STATE IN CONSTANT PROGRESS

Learn more about the State of São Paulo and find out why this is the best place for you to invest.



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- The most developed State in Brazil.
 - 33% of Brazilian GDP: US\$ 667 billion.
 - Largest consumer market of Latin America: 41 million people.
 - Largest destination of FDI in the country.
 - High quality infrastructure: 19 of the 20 best roads of Brazil.
 - Largest port in Latin America: 25% of international trade in Brazil.
 - National center for business tourism: 45,000 events per year.
 - The cleanest energy matrix of the country, with 54.7% of renewable energy.
 - Major Brazilian investor in science, technology and innovation: US\$ 5 billion.
 - Largest educational program for professional qualification in Brazil.
 - Over 13% of revenue invested in higher education of high quality, research and development.

**LEARN MORE ABOUT
THE STATE'S PROGRAM
FOR PUBLIC-PRIVATE
PARTNERSHIPS (PPPs).**

**An excellent opportunity for
you and São Paulo.**



IN THE PUBLIC-PRIVATE PARTNERSHIP PROGRAM OF THE STATE, GOVERNMENT AND PRIVATE INITIATIVE WORK TOGETHER.

It is a form of relationship that allows investments in strategic projects, because it encourages the implementation of projects in sectors traditionally operated by the public initiative. It is an excellent deal for you, since the invitations to bid of each PPP ensures contractual stability for the implementation of your project and return on capital, not to mention the security of having as a partner a State that accounts for 33% of the Brazilian GDP.

Do you want a safer investment than that? The contracts allow the investor to have its return bound to the agreed performance.

A transparent process where both parties gain: the Government and you.

WHAT ARE THE TYPES OF PPPs?

There are two types of PPPs: Administrative Concession and Sponsored Concession. In both cases, the investor implements and operates the projects, which are remunerated by the State for a minimum period of five years and a maximum of 35 years. Check out the differences between the two types and find out what is best for you:

Administrative Concession

In this modality, the government allows the private initiative to explore a service from which the State is a direct or indirect user, where there may be the execution of works or supply and installation of goods. The remuneration comes from the State, and there is no collection of fees from the users.

Sponsored Concession

It is characterized by a concession agreement for services or public works where there is the collection of fees from the users and also the remuneration of the State.

CONDITIONS AND ADVANTAGES TO ESTABLISH A PPP AGREEMENT:

- Creation of a Special Purpose Entity (SPE) to be responsible for the agreement.
- Minimum value of the agreement: US\$ 11.2 million.
- Agreement term: 5 to 35 years.
- Warranty mechanisms.
- Tax, social and environmental responsibility.
- Efficiency and cost reduction.
- Risk sharing and transparency.



EXPRESSIONS OF INTEREST FROM THE PRIVATE INITIATIVE (MIP).



**NOW YOU CAN IDENTIFY A
BUSINESS OPPORTUNITY AND
PROPOSE A PROJECT FOR THE
STATE OF SÃO PAULO.**



WHAT IS MIP?

The Government of the State of São Paulo created a mechanism that allows investors help expand, accelerate and improve its infrastructure, logistics and utilities: it is the Expression of Interest from the Private Initiative (MIP).

Created in October 2011 by Decree No. 57.289/2011, the MIP provides an opportunity for the investor to submit suggestions of projects to be included in the Public-Private Partnership Program. That is, by identifying a business opportunity, the investor should make a proposal to the State, presenting studies and surveys that show the importance and the need for the project they wish to implement.

If the proposal is accepted by the State, but at the end of the bidding process, another investor is contracted, all expenses incurred for carrying out the studies will be reimbursed by the winner of the process.

For the Government, this is a fast, economic and transparent way to attract domestic and foreign investors for projects of interest to the State, highlighting the innovative ideas that the private sector has to offer.

For you, it is an excellent opportunity to propose a project that will bring a great financial return and many benefits for the population of São Paulo.





Step by step for the approval of the MIP

Submission of proposals

1

Period in which the investors submit to the State studies or surveys of the project they are proposing. Both individuals and corporate entities are allowed to participate.

Approval of preliminary proposal

2

If the investor's proposal is approved by the Management Council, it becomes part of the portfolio of projects of the Public-Private Partnership Program of the State. Since it refers to an "approved preliminary proposal," studies are still necessary to provide a basis for the development of the project. Therefore, a call notice is issued for the development of technical and modeling studies.

Beginning of the bidding process

3

After the end of the deadline for the submission of the technical and modeling studies, the Management Council chooses the most appropriate study - according to the criteria set forth in the call notice - and starts the bidding process.

Agreement execution

4

The proposals from the investors interested in the PPP are analyzed, and the winner undertakes to compensate the author of the study chosen, according to the values specified in the call notice.

HOW DO I SUBMIT MY PROPOSAL?

- Describe the basic lines of your project.
- Explain the relevance of the proposal, highlighting what are the social and economic benefits of the project.
- Provide an estimate of the investments to be made, the revenue that will be obtained, the operating cost and the time required for the implementation of the project.
- Make a projection of the remuneration to be paid by the State.
- Provide a cost and time estimate for these studies.
- Identify the type of PPP in which the project fits.
- Include other elements that allow the assessment of the suitability, efficiency and the public interest in the proposal, including those mentioned in Article 4 of Law No. 11688/2004.

STATE OF SÃO PAULO:

Investment plan of
US\$ 65.89 billion, with fiscal
and social responsibility.



Planned
investments in the
Multi-Year Plan
2012–2015

State Treasury
US\$ 47.3 billion

Public-Private
Partnerships and State
Enterprises
US\$ 18.5 billion

INVESTOR:

The Government has more than US\$ 1.67 billion available to invest every year in PPPs. Submit your proposal and become a partner of São Paulo. Join this business!



LEARN MORE ABOUT THE
PPP PROJECTS OF THE
GOVERNMENT OF THE
STATE OF SÃO PAULO.



CONTRACTED
PPP

SUBWAY: LINE 4 - YELLOW

- Public work + Sponsored PPP.
- Term: 30 years.
- Investment - Works: US\$ 2.5 billion.
- Investment - PPP: US\$ 555 million.
- Current stage: 6 stations in operation.



CONTRACTED
PPP

LINE 8 – DIAMOND - CPTM

- PPP: Administrative Concession.
- Investment: US\$ 551.6 million.
- Term: 20 years.
- Current stage: in operation.



CONTRACTED
PPP

WATER TREATMENT STATION OF TAIAÇUPEBA

- PPP: Administrative Concession.
- Investment: US\$ 172.2 million.
- Term: 15 years.
- Current stage: in operation.

MOBILITY



PRELIMINARY
PROPOSAL
APPROVED

EXPRESS TRAIN BANDEIRANTES

- PPP: Sponsored Concession.
- Potential investment: US\$ 1.83 billion.
- Term: 25 years.

Project

- Implementation of high performance train service between São Paulo, Jundiaí and Campinas.
- Extension: 92.3 km, including a stop at Viracopos Airport.
- Project and modeling integrated with the High Speed Train.



PRELIMINARY
PROPOSAL
APPROVED

MONORAIL - CIDADE TIRADENTES

- PPP: Sponsored Concession.
- Potential investment: US\$ 811 million.
- Term: 20 years.

Project

- Implementation of 15 stations.
- 24 km of extension.
- 1 maintenance yard.
- Operation of the extension of the Subway Line 2 - Green.



PRELIMINARY
PROPOSAL
APPROVED

ABC EXPRESS

- PPP: Sponsored Concession.
- Potential investment: US\$ 705 million.
- Term: 20 years.

Project

- Implementation of express service parallel to the CPTM Line 10, connecting the stations Mauá and Luz.
- Stops at stations of Santo André, São Caetano, Tamanduateí and Brás.
- Extension of 25 km, with 6 stations and headway of 6 minutes.
- Modernization of Line 10, with 35 km and 14 stations.
- The private sector operates the express service and CPTM maintains the operation of the stop train.



NEW
BUSSINESS

NETWORK OF METROPOLITAN TRAINS

- PPP: Sponsored Concession.
- Potential investment: US\$ 8.89 billion.

Project

- Implementation of a Network of Fast Metropolitan Trains, connecting a central station in São Paulo to four major regions of the State:
 - Santos (Santos, São Vicente, Guarujá, Praia Grande and Cubatão).
 - Sorocaba (Sorocaba, Mairinque, São Roque, Alumínio, Votorantim, Itu and Salto).
 - Campinas (Campinas, Valinhos, Vinhedo, Itatiba, Indaiatuba, Monte Mor, Hortolândia, Sumaré, Paulínia and Jaguariúna).
 - São José dos Campos (São José dos Campos, Jambeiro, Jacareí and Caçapava).



PRELIMINARY
PROPOSAL
APPROVED

SUBWAY: LINE 6 - ORANGE

- PPP: Sponsored Concession.
- Potential investment: US\$ 3.89 billion.
- Term: 20 years.

Project

- Subway line connecting the district of Brasilândia to São Joaquim, including the courtyard of Morro Grande.
- 15.3 km of extension.
- 15 stations.
- 29 trains.



**PRELIMINARY
PROPOSAL
APPROVED**

MONORAIL LINE 17 - GOLD

- PPP: Sponsored Concession.
- Potential investment: US\$ 995 million.
- Term: 20 years.

Project

- VLT connecting Congonhas Airport to the region of Morumbi (Morumbi-São Paulo station of Subway Line 4-Yellow).
- 17.6 km of extension.
- 18 stations.



**MODELING
APPROVED**

CENTRALIZED COLLECTION SYSTEM

- PPP: Administrative Concession.
- Potential investment: US\$ 306 million.
- Term: 30 years.

Project

- Management of the collection of public tariffs of the transportation services of metropolitan passengers in the State and city of São Paulo.
- Smart cards or equivalent media.
- Counting of passengers carried and daily distribution of the values.



**MODELING
APPROVED**

INTEGRATED METROPOLITAN SYSTEM (SIM) OF SANTOS

- PPP: Sponsored Concession.
- Potential investment: US\$ 371 million.
- Term: 20 years.

Project

- Implementation and operation of the VLT line, with 11.2 km.
- Implementation and operation of 32 common bus lines and 7 lines of selective service.

LOGISTICS AND TRANSPORTATION



PRELIMINARY
PROPOSAL
APPROVED

TAMOIOS HIGHWAY

- PPP: Sponsored Concession.
- Potential investment: US\$ 2.62 billion.
- Term: 20 years.

Project

- Duplication of the mountain section.
- Construction of new track in the hills.
- Contours of Caraguatatuba.
- Contours of São Sebastião.



NEW
BUSSINESS

CAMPOS DO JORDÃO TRAIN

- PPP: Sponsored Concession.
- Potential investment: US\$ 27.8 million.

Project

- Operation and maintenance of railway infrastructure of Campos do Jordão.
- Implementation of projects, financing and supply of equipment for expansion and modernization..

SANITATION



**NEW
BUSSINESS**

TIETÊ CHANNEL

- PPP: Administrative Concession.
- Potential investment: US\$ 1.95 billion.

Project

- Construction, operation and maintenance of the channel of Tietê river.
- Preservation and enhancement of the benefits of the Extension and Drawdown Program of the Channel.
- Maintenance of the full operability of the new flow capacity of the channel, resulting from the expansion and drawdown.
- Increase of the rate of flow during periods of excessive precipitation.
- Modernization of the management system and flood control in the Metropolitan Region of São Paulo.
- Operation of hydraulic structures in real time.



**PRELIMINARY
PROPOSAL
APPROVED**

SANITATION PROJECTS - SABESP

- PPP: Administrative Concession.
- Potential investment: US\$ 1.22 billion.
- Term: 25 years.

Project

- Implementation, operation and adequacy of the water production system and wastewater treatment:
 - Water treatment, collection, supply and raw water reserve.
 - Production, reserve and supply of treated water.



SYSTEM OF RESERVOIRS FOR FLOOD CONTROL

- PPP: Administrative Concession.
- Potential investment: US\$ 452 million.
- Term: 20 years.

Projeto

- Maintenance, recovery, expansion and operation of the network of reservoirs to optimize the flood control in the Metropolitan Region of São Paulo.

HOUSING



SOCIAL HOUSING

- PPP: Administrative Concession.
- Potential investment: US\$ 2.78 billion.
- Term: 20 years.

Project

- Construction of 50 thousand housing units for low income families.

SCIENCE AND TECHNOLOGY



**NEW
BUSSINESS**

TECHNOLOGY PARKS

- PPP: Administrative Concession.

Project

- Preparation of project, operation and maintenance of enterprises to promote science, technology and innovation.

HEALTH



**NEW
BUSSINESS**

HOSPITALS

- PPP: Administrative Concession.

Project

- Preparation of project, construction, operation and maintenance.
- Execution of projects in architecture and engineering, financing and supply of equipment and furniture.
- Provision of additional services: sterilization, laundry, cleaning, building maintenance, equipment and information systems, nutrition, concierge, telephone and surveillance.



**PRELIMINARY
PROPOSAL
APPROVED**

DRUG PLANT - FURP

- PPP: Administrative Concession.
- Term: 20 years.
- Potential investment: US\$ 201 million.

Project

- Completion of construction.
- Operation of the second drug plant

MANAGEMENT IMPROVEMENT

Adriano Castelli / Shutterstock.com



IMIGRANTES EXHIBITION CENTER

- PPP: Administrative Concession.
- Potential investment: US\$ 166.7 million.

Project

- Execution of architecture and engineering projects, financing and supply of equipment.
- Expansion of the current area from 242,000 m² to 700,000 m².
- Maintenance and conservation services of the State Park.



LEGAL COURTYARD

PPP: Administrative Concession.

Project

- Preparation of project, construction, operation and maintenance.
- Execution of architecture and engineering projects, financing and supply of equipment for the collection of abandoned vehicles for settlement with the Traffic Department and procedures for reuse or recycling of the material.

PUBLIC SECURITY AND PRISON ADMINISTRATION



PRISON SYSTEM

- PPP: Administrative Concession.
- Potential investment: US\$ 416.7 million.
- Term: 20 years.

Project

- Preparation of project, construction, operation and maintenance.
- Construction and management of 3 prison complexes with capacity for 10,000 people.
- Execution of architecture and engineering projects, financing and supply of equipment.



**SERETARIA EXECUTIVA DO CONSELHO
GESTOR DE PARCERIAS PÚBLICO-PRIVADAS
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**SECRETARIAT OF PLANNING
AND REGIONAL DEVELOPMENT**

