# Investment opportunities in Brazil 2023

PREPARED BY HÉRÈS LEGAL BRAZIL



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### ♥ Foreword

To better serve its clients around the world, attentive to new economic trends, Hérès Legal established itself in Latin America in 2017. Since then, it has promoted initiatives and advice to its clients in Colombia, Chile and Mexico.

Like these countries, Brazil appears as a strong destination for international investments, and becomes a strategic region for the best performance of our clients.

With that in mind, we have prepared this interactive newsletter with investments in the public and private sectors in Brazil for the years 2023/2024.

The document presents ongoing projects including: airports, ports, highways, sanitation, Energy, Oil and Gas and Real Estate.

The selected projects come from public or private initiatives, with a strong tendency to materialize in the current year. These are business opportunities that may be at the heart of our clients' interests and strategies for the upcoming years.

We hope that this newsletter will be useful to all our readers. Our Hérés Legal team is prepared to provide more details and advice on all selected projects.

We are committed to providing an interdisciplinary, reactive and experienced work. This is what defines us and allows us to build lasting and trusting relationships.

**Pedro Henrique Leite** Partner Brazil

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### AIRPORTS

1 Rebidding of the airport of São Gonçalo do Amarante/RN (ASGA) in Natal/RN.



Auctioned in 2011, it is the largest exporter of cargo in the Northeast and was considered the 2nd best in the country in the category that receives up to 5 million passengers in the ANAC ("National Civil Aviation Agency") Satisfaction Survey.

In 2019, the Airport of São Gonçalo do Amarante transported more than 2.2 million passengers on domestic flights and 89,000 passengers on international flights.

With a vocation as an export and tourist hub, the Airport of São Gonçalo do Amarante has a strategic and privileged location, due to its proximity to Europe, Africa and the Americas.

### FINANCIAL ASPECTS:

- ✓ CAPEX BRL 308,9 million.
- ✓ MINIMUM GRANT BRL 230 million.

### PROJECT TYPE

- ✓ Concession.
- ✓ Concession term: 30 years.

- ✓ Auction notice 1st quarter of 2023 (open).
- ✓ Auction 1st quarter of 2023.
- ✓ Contract 1st quarter of 2024.





## **⊘** ENERGY

### 1 ANGRA 3 (Nuclear Power)



Third nuclear power plant to be installed in Brazil; Generation capacity: 1,405 MW; 35-year Power Sale Agreement. BNDES (National Develop Bank) is the consultant for the undertaking's viability and complete resumption of work (65% complete). Financial and corporate restructuring; Start-up forecast: 2026.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 17,762 million (USD 3,448.9 million).
- ✓ The estimated value of the investment for the completion of the plant is currently being updated.
- ✓ Sponsor: Ministry of Mines and Energy.
- ✓ Grant: Not applicable.
- ✓ Population to be served 6,000 people.

- ✓ Reserve Energy Contract (CER).
- ✓ Contract term: 40 years.



- ✓ Auction notice: 2nd quarter of 2023.
- ✓ Auction: 4th quarter of 2023.
- ✓ Contract 1st quarter of 2024.





## 🧭 ENERGY

### 2 COPEL. - Companhia Paranaense de Energia (Privatization)



Transform COPEL into a corporation and removes the State of Paraná from the position of controlling shareholder. The measure is analogous to the capitalization process of ELETROBRAS completed in 2022.

### THE COMPANY

The Company directly serves 4,515,938 consumer units in 394 municipalities and 1,113 locations (districts, towns and villages) in the state of Paraná. Its structure comprises the operation of:

- ✓ Generating park composed of 30 own plants and 11 holdings, whose installed capacity totals 5,675 MW - 93% coming from renewable sources such as water and wind - and which accounts for the production of something like 4% of all electricity generated in Brazil.
- ✓ Transmission system made up of more than 4,000 km of lines and 45 automated substations.
- ✓ Distribution system with 195,000 km of lines the third largest in the country and 362 automated substations.
- ✓ Optical telecommunications system with 30,000 km of fibers, serving 49,000 customers in 399 cities in Paraná and two in Santa Catarina.

### PROJECT TYPE

✓ The government's expectation is to reduce its participation in the company's share capital to at least 15% (today it is 31%), and maintain 10% (gold shares) of the number of shares with voting rights.



✓ Law 21.272 - November 24, 2022 Authorizes the transformation of Companhia Paranaense de Energia into a Corporation through the partial sale of shares;





## **HIGHWAYS**

1 International Tender No. 003/2022 - Lot Varginha - Furnas



Concession for the provision of public infrastructure exploration, operation, maintenance, monitoring, conservation, expansion of capacity and maintenance of the Lot Varginha – Furnas.



- ✓ Estimated investment of BRL 2,6 Billion.
- ✓ Sponsor: State of Minas Gerais.
- ✓ The selection criteria for the auction will be based on a greater discount on the basic toll rate.



- ✓ Concession.
- ✓ Type of recipe: Road Toll.
- ✓ Concession term: 30 years.
- ✓ Auction criteria: combination of the lowest Toll Fare Amount criterion with the highest Grant Amount.



- ✓ Auction notice: open.
- ✓ Auction: 1st quarter of 2023 (10/04/2023).
- ✓ Contract 4th quarter of 2023.





### HIGHWAYS

### 2 Integrated highways of Paraná



Concession of 3,300 km of Federal and State highways in Paraná, divided into 6 lots:

- Lot 1, with an extension of 473 km.
- Lot 2, with an extension of 604 km.
- Lot 3, with an extension of 569 km.
- Lot 4, with an extension of 627km.
- Lot 5, with an extension of 440 km.
- Lot 6, with an extension of 646 km.

### FINANCIAL ASPECTS:

- ✓ Lot 1 CAPEX INVESTIMENT BRL 6,289 billion OPEX INVESTMENT BRL 4,462 billion.
- ✓ Lot 2 CAPEX INVESTIMENT BRL 8,469 billion OPEX INVESTMENT BRL 5,664 billion.
- ✓ Lot 3 CAPEX INVESTMENT BRL 8.104 billion OPEX INVESTMENT BRL 5.391 billion.
- ✓ Lot 4 CAPEX INVESTMENT BRL 8.353 billion, OPEX INVESTMENT BRL 6.088 billion.
- ✓ Lot 5:INVESTMENT CAPEX BRL 5.592 billion, OPEX INVESTMENT BRL 4.029 billion.
- ✓ Lot 6: INVESTMENT CAPEX BRL 8.505 billion, OPEX INVESTMENT BRL 6.262 billion.

- ✓ Concessions.
- ✓ Type of recipe: Road Toll.
- ✓ Contract term: 30 years (extendable for up to 5 years).
- ✓ Lowest toll rate + increasing additional contribution according to the discount offered.



- ✓ Studies filled with TCU.
- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 3rd quarter of 2023.





## **OHIGHWAYS**

### 3 Rio Grande do Sul Highways (block 1)



Concession of operation, recovery, maintenance, expansion of transport infrastructure services, through the collection of tolls, of the Highways that make up Block 1 of the State of Rio Grande do Sul, with a total length of 444 km.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 4,447 million (USD 863.5 million).
- ✓ Total investments of BRL 4.4 billion are foreseen, of which BRL 1.6 billion in the first 5 years.
- ✓ Sponsor: State of Rio Grande do Sul.

The selection criteria for the auction will be based on a greater discount on the basic toll rate.



- ✓ Concession
- ✓ Type of recipe: Road Toll✓ Contract term: 30 years✓ Auction criteria: lowest rate



- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 3rd quarter of 2023.
- ✓ Contract 4th quarter of 2023.





### HIGHWAYS

4 Highway – BR 040/RJ/MG - Rio de Janeiro to Belo Horizonte



The purpose of the BR-040/RJ/MG concession is the road connection between Rio de Janeiro and Belo Horizonte.

The project is the main road corridor between the states of Minas Gerais and Rio de Janeiro, in addition to being a relevant section of the radial highway that connects Brasília and Rio de Janeiro.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 9.2 billion (CAPEX); 6.7 billion (OPEX).
- ✓ Sponsor: States of Rio de Janeiro e Minas Geras.
- ✓ Demand of 66.2 thousand users daily.

- ✓ Concessions.
- ✓ Lowest toll rate + increasing additional contribution according to the discount offered.
- ✓ Contract term: 30 years (extendable for up to 5 years).



- ✓ Studies filled with TCU.
- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 3rd quarter of 2023.





## **OHIGHWAYS**

### 5 Midwest and North Highways



Concession of 4 road stretches in the states of Goiás, Mato Grosso and Rondônia, totaling 2,572.1 km in length.

- Lot CN 1: BR-060/452/GO Highways (452.70 km).
- Lot CN 2: BR-060/364/GO and BR-364/MT Highways (502.80 km).
- Lot CN 3: BR-070/174/364/MT and BR-174/364/RO Highways (887.60 km).
- Lot CN 4: BR-364/RO Highway (729.00 km).

### FINANCIAL ASPECTS:

- ✓ CAPEX BRL 13.6 billion.
- ✓ OPEX BRL 10.8 billion.

- ✓ Concession.
- ✓ The lowest tariff (limited discount) and highest concession fee will be adopted as a tie-breaker criteria.
- ✓ Concession term: 30 years.



- ✓ Auction notice 3rd quarter of 2023.
- ✓ Auction 4th quarter of 2023.
- ✓ Contract 1st quarter of 2024.





## **HIGHWAYS**

### 6 Pernambuco Highways



Concession of the highway system of the state of Pernambuco, of up to 234,6 km of roads. The project involves the structuring of highway concessions in the state of Pernambuco, foreseen in the state's Highway Concession Program.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 830.5 million (USD 355.4 million).
- ✓ Sponsor State Government of Pernambuco.
- ✓ Location Pernambuco.
- ✓ Grant not applicable.

- ✓ Concession.
- ✓ The lowest tariff breaker criteria.
- ✓ Concession term: 30 years.



- ✓ Auction notice 2nd quarter of 2023.
- ✓ Auction 3rd quarter of 2023.
- ✓ Contract 4rd quarter of 2024.





## **HEALTH**

### 1 Guarulhos – Hospital



Public-Private Partnership/PPP, in the form of a government-pays PPP, that entails construction, provision of equipment, operation, management and maintenance of infrastructure and the provision of clinical services and non-clinical services at the new Municipal Guarulhos Children and Adolescent's Hospital (HIG), in São Paulo State.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 179 million (USD 34,8 million).
- ✓ Sponsor Municipality of Guarulhos -SP.
- ✓ Location Guarulhos SP.
- ✓ Grant not applicable.
- ✓ Population to be served 250 thousand people.

### PROJECT TYPE

- ✓ PPP (Private Public Partnership).
- ✓ Type of project revenues: Sale of assets.
- ✓ Contract term 30 years.
- ✓ Type of auction: Lowest government payment.

- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 2nd quarter of 2023.
- ✓ Contract 3rd quarter of 2023.





### OIL AND GAS

1 Granting of production-sharing agreements for oil and natural gas exploration and production activities in pre-salt or strategic areas.



Grant production sharing agreements for the exercise of oil and natural gas exploration and production activities in pre-salt or strategic areas.

To apply for registration, the interested party must individually submit the registration documents and pay the participation fee, so that it can have access to the sample of technical data.

The bidder with approved registration, which intends to submit a bid in a public bidding session for the submission of bids, must submit a statement of the blocks of interest accompanied by a bid guarantee and qualification documents that will be submitted to the evaluation of CEL (CEL, Comissão Especial de Licitação);

A cycle of the Open Acreage of Production Sharing will be initiated with the approval of a declaration of the blocks of interest accompanied by a bid guarantee in an amount equal to or greater than the minimum indicated in ANNEX I for each block of interest.



### Permanernt.

Each cycle of the Open Acreage of Production Sharing will have a specific schedule established by CEL and published on ANP's website. A new cycle can only be started after the award of the subject and approval of the result of the public bidding session of the previous cycle.

DETAILING OF EXPLORATORY BLOCKS IN OPEN ACREAGE – TECHNICAL AND ECONOMIC PARAMETER:



С	Bazin	Sector	Exploration Model	Block	Area (Km²)	Minimum Qualification Required <sup>1</sup>	Offer Guarantee³ (R\$)	Signature bonus (R\$)	Minimum Exploratory Program – PEM	PEM Financial Guarantee (R\$)	Exploratory objective	Exploration Phase (in years) <sup>2</sup>	Minimum percentage of oil surplus (%)	Block subject to unitization
1	Santos	SS-AUP1	High Potential	Ágata	2283,168	A+	700.000,00	61.813.000,00	1 exploratory well	108.000.000,00	Fm. Barra Velho (Aptiano)	a 7	12,58	NO
2	Campos	SC-AP4	High Potential	Água Marinha	1300,193	A+	700.000,00	65.443.000,00	1 exploratory well	108.000.000,00	Fm. Macabu (Aptiano)	7	13,23	NO
3	Santos	SS-AUP5	High Potential	Bumerangue	1118,564	A+	100.000,00	8.861.000,00	1 exploratory well	108.000.000,00	Fm. Barra Velho (Aptiano)	a 7	5,66	NO
4	Santos	SS-AUP2	High Potential	Cruzeiro do Sul	1840,070	A+	1.400.000,00	134.035.000,00	1 exploratory well	108.000.000,00	Fm. Barra Velho (Aptiano)	a 7	14,13	NO
5	Santos	SS-AUP3	High Potential	Esmeralda	3655,564	A+	400.000,00	33.736.000,00	1 exploratory well	108.000.000,00	Fm. Barra Velho (Aptiano)	a 7	10,54	NO
6	Campos	SC-AP4	High Potential	Itaimbezinho	710,541	A+	200.000,00	15.641.000,00	1 exploratory well	108.000.000,00	Fm. Carapebu (Maastrichtiand		11,67	NO
7	Santos	SS-AUP1	High Potential	Jade	2408,336	A+	1.100.000,00	104.730.000,00	1 exploratory well	108.000.000,00	Fm. Barra Velho (Aptiano)	<sup>2</sup> 7	10,98	NO
8	Campos	SC-AP2	High Potential	Norte de Brava	147,648	A+	5.200.000,00	511.692.000,00	1 exploratory well	108.000.000,00	Fm. Macabu (Aptiano)	7	22,71	YES
9	Santos	SS-AP2	High Potential	Sudoeste de Sagitário	1034,161	A+	3.400.000,00	330.256.000,00	1 exploratory well	108.000.000,00	Fm. Barra Velho (Aptiano)	<sup>a</sup> 7	21,3	YES
10	Santos	SS-AUP5	High Potential	Tupinambá	3056,364	A+	100.000,00	7.047.000,00	1 exploratory well	108.000.000,00	Fm. Barra Velho (Aptiano)	<sup>2</sup> 7	4,88	NO
11	Campos	SC-AP1	High Potential	Turmalina	1437,803	A+	100.000,00	9.822.000,00	1 exploratory well	108.000.000,00	Fm. Macabu Aptiano)	7	6,87	NO

## NOTES:

- (1) Bidders will be qualified as Operator A+ or non-operator. To act as an operator in the blocks, the subject of this bidding, the bidder must obtain qualification as an Operator A+.
- (2) The contractor will be obliged to carry out the activities of the minimum exploratory program during this period. The operation phase may be extended in accordance with the provisions of the production sharing agreement.
- (3) The minimum bid guarantee amount that must accompany the declaration of interest is BRL 100,000.00 (one hundred thousand Brazilian Reais) for each block of interest.





### OIL AND GAS

### 2 ES GAS (Natural gas)



The project is the basis of the privatization model of ES GAS. In Espírito Santo, it is the concessionaire responsible for the distribution of piped natural gas, regulated by the state body ARSP (Espirito Santo Public Services Regulation Agency).

It operates in the residential, commercial, industrial, automotive, air conditioning and cogeneration and thermoelectric segments, totaling more than 60,000 consumer units. It is the main activity of ES Gás, as a distribution company, to take natural gas to consumers in the State of Espírito Santo.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 298 million for the next 10 years.
- ✓ Sponsor State Government of Espirito Santo.
- ✓ Location Espírito Santo.
- ✓ Grant not applicable.
- ✓ Population to be served 250 thousand people.

### PROJECT TYPE

- ✓ Privatization.
- ✓ Type of project revenues: Sale of assets.
- ✓ Contract term 22 years.
- ✓ Type of auction: Highest value offered in the auction.
- ✓ Minimum price? R\$ 1,356 million (US\$ 263.3 million).

- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 2nd quarter of 2023.
- ✓ Contract 3r quarter of 2023.





## **PARKS**

### 1 National Park – Jericoacoara – CE



The project will be structured as a concession for the provision of public services to support visitation, revitalization, modernization, operation and maintenance of tourist services at Jericoacoara National Park, aiming to improve the visiting infrastructure and visitor experience.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 116 million (USD 22.5 million).
- ✓ Sponsor Instituto Chico Mendes de Conservação da Biodiversidade.
- ✓ Location Ceará.
- ✓ Grant R\$ 7.5 million (USD 1.5 million).
- ✓ Population to be served 1,660,000 (average visitors per year);

### PROJECT TYPE

- ✓ Concession.
- ✓ Contract term 30 years.
- ✓ Area: 8,416 há.
- ✓ Type of auction: Highest grant.
- ✓ Type of project revenues Visitation tariff.

- ✓ Auction notice: 4th quarter of 2022.
- ✓ Auction: 1st quarter of 2023.
- ✓ Contract 2nd quarter of 2023.





## **PARKS**

### 2 Santa Catarina Parks - Serra Furada - SC



Concession of visitation, conservation, protection and management services at Parks of Santa Catarina.

Serra Furada State Park - Located in Orleans (SC), it was created in order to preserve the local biodiversity, the water resources that make up the Tubarão River Basin and the scenic beauty arising from its extremely rugged terrain.

As main attractions, the park has the sandstone formation to which it owes its name; trails and viewpoints between forests in the Santa Catarina mountain range, and rugged relief with steep mountains and valleys. There is no history of visitation in the park.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 25.6 million (USD 5 million).
- ✓ Sponsor State of Santa Catarina.
- ✓ Location Santa Catarina.
- ✓ Grant BRL 465 thousand (USD 90.3 thousand)
- ✓ Population to be served 218,721 (average visitors per year).

### PROJECT TYPE

- ✓ Concession.
- ✓ Contract term 30 years.
- ✓ Area: 1,330 ha.
- ✓ Type of auction: Highest grant.
- ✓ Type of project revenues Visitation tariff.

- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 2nd quarter of 2023.
- ✓ Contract 3rd quarter of 2023.





## **PARKS**

### 3 Pernambuco Parks – Dois irmãos



Concession of visitation, conservation, protection and management services of Park Dois Irmãos at Pernambuco.

Dois Irmãos State Park – One of the largest urban fragments of Atlantic Forest in Pernambuco (about 384 hectares), this conservation unit is considered one of the most important nature conservation centers in the country

In addition to a lush ecosystem of wild plants and animals – such as sloths, marmosets, coatis, capybaras and several birds – it houses the capital's zoo, comprising 14 hectares. The park's main natural attractions are its Atlantic Forest reserve, its water reservoirs (açudes) deep within the forest (Açude do Prata, Açude do Meio, Açude de Dentro and Açude Dois Irmãos), and its biodiversity.

Some cultural attractions are its historical buildings: Chalé do Prata, Mureta dos Açudes, and Caixa-d'Água do Chapéu do Sol (all connected to Recife's first piped water distribution system). Its zoo houses 440 animals – 95 unique species of birds, reptiles and mammals, with a walkway, guided visitation, children's summer camp, environmental courses and gastronomy.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 85,4 million (US\$ 16.6 million).
- ✓ Sponsor State of Pernambuco.
- ✓ Location Pernambuco.
- ✓ Grant R\$ 1.2 million (USD 224,8 thousand)
- ✓ Population to be served 633,929 (average visitors per year);

- ✓ Sale of asset and/or grant of the concession contract.
- ✓ Contract term 30 years.
- ✓ Area: 384 há.
- ✓ Type of auction: Highest grant.
- ✓ Type of project revenues Visitation tariff.



- ✓ Auction notice: 2nd quarter of 2022.
- ✓ Schedule under revision.





## ${f \odot}$ PORTS

1 Port of Santos - SP



Divestiture in Santos Port Authority (SPA) + concession of the Public Port administration.



### AUCTION CRITERIA

- ✓ Highest concession fee.
- ✓ Concession agreement term: 35 years, extendable for up to 5 years.

### FINANCIAL ASPECTS

- ✓ Expected Investments (Capex+Opex): USD 3.6 billion (with the immersed tunnel)
- ✓ Fixed contribution: minimum bonus of BRL 1,383,172,500 (USD 276 million), plus any goodwill, to be paid at the beginning of the concession period + fixed contribution of 25 annual installments of BRL 63,326,900 (USD 12 million) each, to be paid from the 8th year until the 32nd year of the Concession Agreement.
- ✓ Variable contribution: 4.50% of the gross revenue earned in the previous year.
- ✓ Escrow account: BRL 200,000,000 (USD 40,000,000) at the beginning of the concession period.

## SOCIAL ASPECTS

✓ Offer to employees/retired employees: 10% of the Federal Government's shares





### ✓ REAL ESTATE

### 1 Cais Mauá - Real Estate



Administrative concession for Revitalization and Urbanization of CAIS MAUÁ located in the city of Porto Alegre (RS), including the activities of management, operation, restoration, maintenance, modernization and conservation, as well as the commercial exploitation of the concession to promote activities and events related to leisure, recreation, education, entertainment, gastronomy, sport, culture, events, tourism, commerce, nautical activities, entrepreneurship and promotion of technological innovation and the creative economy.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 366 million (USD 71.1 million).
- ✓ Sponsor: State of Rio Grande do Sul.
- ✓ Grant: Maximum Public Payment of BRL 94.3 million (Real Estate Payment).
- ✓ Total population covered: 15 thousand people.

### PROJECT TYPE

- ✔ Privatization of real estate assets.
- ✓ Contract term: 30 years.
- ✓ Type of recipe: public consideration.
- ✓ Auction criteria: Lower public consideration.

- ✓ Studies filled with TCU.
- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 2nd guarter of 2023.
- ✓ Contract 3rd quarter of 2024.





### **REAL ESTATE**

### 2 Privatization of EMGEA (asset management company)



The project aims to structure the privatization of Empresa Gestora de Ativos S.A. (asset management company) ("EMGEA").

EMGEA is a Federal Public Company of a non-financial nature, established in 2001. Its main activity is the management of loan portfolios acquired from public entities, notably non-performing loan portfolios.

As an asset manager, EMGEA develops and implements financial solutions for credit recovery, also through reconciliation solutions, with the aim of settling or restructuring credit operations.

EMGEA has over BRL 90 billion in non-performing loans (face value) and BRL 0.7 billion in real estate assets.

Privatization will take place through the Assignment of Judicialized Credits that are part of the Mortgage Loan Portfolios for Legal Entities and Mortgage Loans for Individuals, followed by corporate dissolution.

### FINANCIAL ASPECTS:

- ✓ Estimated investment: Capex is not applicable for this Project.
- ✓ Sponsor: Ministry of Economy.
- ✓ Grant of BRL 514 million (USD 99.8 million).

- ✓ Privatization of real estate assets.
- ✓ Type of recipe: Credit recovery.
- ✓ Auction criteria: Highest value offered at auction.
- ✓ Minimum alienation amount: BRL 514 million (US\$ 99.8 million).



- ✓ Auction notice: 1st quarter of 2022.
- ✓ Auction: 1st quarter of 2023.
- ✓ Contract 2nd quarter of 2024.





## **⊘REAL ESTATE**

3 Sale of Productive and developed Farm in Goiás with 11,830 hectares



One of the best farms in Brazil, located in the state of Goiás, in a highly privileged region. Its main activity is focused on the production of grains such as soy, corn and beans. It has a total area of 11,830 hectares, 9,465 hectares of productive area and the rest of legal reserve. The farm has a modern and complete structure, machinery, ample headquarters, several houses for employees, support vehicles, aircraft and tractors, all of which are state-of-the-art. Farm has an excellent homologated airstrip for small and midsize aircraft.

General Characteristics and Features:

For sale is a developed farm in the municipality of Jussara, in the Brazilian state of Goias.

- ✓ Total area: 11,830 hectares
- ✓ Culture of Soy, Corn and Beans
- ✓ 48 Pivots in operation
- ✓ Irrigated area: 4,500 hectares
- ✓ Lake with artificial Beach,
- ✓ Homologated landing strip with 1.700 meters
- ✓ 40 drinking fountains with 30,000 liters each
- √310 hectares of dam
- ✓ Average silage 45 tons per ha
- ✓ 90 km all gravel corridor
- ✓ Pasture area with white grass
- ✓ Headquarters with 600m2

### FINANCIAL ASPECTS:

- ✓ SALE AMOUNT: USD 295 million.
- ✓ All detailed billing and profit data, as well as other confidential information, will be available after signing the NDA and Letter of purchase Intent.
- ✓ Revenue in 2021 USD 45 million.
- ✓ Teaser attached.





### **⊘ REAL ESTATE**

4 Sale of Shopping Center in the City of Curitiba - PR



The most traditional in Curitiba, it is a unique venture, in addition to offering a varied mix of stores, it has spaces dedicated to leisure and culture, such as the Cineplex and the Fernanda Montenegro, João Luiz Fiani and Paulo Autran theaters, being one of the only malls from Curitiba to have space dedicated to the performing arts.

The ideal space for your event also has two auditoriums for holding lectures and a large convention center that allows setting up environments for fairs, lunches, dinners and events in general.

The space of the Convention Center allows total freedom for the configuration of environments.

- ✓ Diversified mix with 100 stores.
- ✓ 05 movie theaters.
- ✓ 03 theaters.
- ✓ Food court.
- ✓ Convention Center.
- ✓ 02 auditoriums.
- ✓ Own parking.

## FINANCIAL ASPECTS:

- ✓ SALE AMOUNT: BRL 2,500,000,000.00 (two billion and five hundred million reais).
- 1) The sale represents Shopping and Hotel next door.





## **⊘ REAL ESTATE**

5 Sale of Shopping Center in the City of Sorocaba - SP



Inaugurated in September 2013, Shopping in the interior of São Paulo was designed to serve customers from all regions of Sorocaba and neighboring cities, with comfort and safety, bringing the latest in the shopping center segment. Located in the north region of the city, one of the fastest growing and most populous areas, it has approximately 36,000 m² of GLA (gross leasable area). Its modern architecture, with glass skin and in the shape of a large sailboat, made the development one of the city's postcards.

- ✓ Total Land Area: 60,000m².
- ✓ Built-up Area: 119,133.53 m².
- ✓ 36,000m<sup>2</sup> of GLA.
- ✓ 11 anchors.
- ✓ 21 megastores.
- ✓ More than 300 stores.
- ✓ 20 fast food options in the Food Court.
- ✓ 03 restaurants.
- ✓ Amusement Park.
- ✓ 06 movie theaters with 3D technology, two VIP rooms and one with a giant screen.
- ✓ 2,050 fixed parking spaces and 10,000 rotating ones (80% covered).

### FINANCIAL ASPECTS:

- ✓ AVERAGE BILLING: BRL 560,000.00 monthly.
- ✓ SALES AMOUNT: BRL 300,000,000.00.





### 1 Sanitation of Arapiraca – AL (Concession)



The water supply and sewage concession for Block D includes 28 municipalities with a total population of 660,000 inhabitants, which corresponds to 20% of the state's population.

CASAL will continue to be responsible for capturing, treating and supplying drinking water to the private operator, which will be responsible for distributing water and all the sewage systems.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 1,702.8 million (USD 330.6 million).
- ✓ Sponsor: Municipality of Arapiraca.
- ✓ Location: Alagoas.
- ✓ Grant value not yet disclosed.
- ✓Total population covered 660 thousand people.

### PROJECT TYPE

- ✓ Concession.
- ✓ Type of recipe: Service fee and ancillary revenue.

- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 2nd quarter of 2023.
- ✓ Contract 2nd quarter of 2024.





### 2 Sanitation of Igarapava (SP) (concession)



CONCESSION of the services of implementation, operation and management of the supply, treatment and distribution system of water and sewage in the Municipality of Igarapava/SP, comprising the services of supply, requalification, operation and maintenance (preventive, predictive and corrective).

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 686,4 million (USD 132 million).
- ✓ Sponsor: Municipality of Igarapava SP.
- ✓ Location: São Paulo.
- ✓ Grant of BRL 15 million (USD 2,8 million).
- ✓ Total population covered: 30 thousand people.

- ✓ Concession.
- ✓ Highest grant.
- ✓ Duration of the contract 35 years.



- ✓ Auction notice: 3rd quarter of 2023.
- ✓ Auction: 1st quarter of 2024.
- ✓ Contract 2nd quarter of 2024.





3 Sanitation of Porto Alegre - RS (concession)



Concession for water supply and sewage in the city of Porto Alegre, state of Rio Grande do Sul. The project is in preparation for public consultation, the auction is scheduled for the first quarter of 2024.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 2,100 million (US\$ 407.8 million).
- ✓ Sponsor: Municipality of Porto Alegre.
- ✓ Location Rio Grande do Sul.
- ✓ Grant of BRL 6,724 million (US\$ 1,305.6 million).
- ✓ Total population covered: 1,501 thousand people.

- ✓ Concession.
- ✓ Highest grant.
- ✓ Duration of the contract 35 years.



- ✓ Auction notice: 1st quarter of 2023 (open).
- ✓ Auction: 1st quarter of 2024 (24/02/2023).
- ✓ Contract 2nd quarter of 2024.





### 4 Sanitation of Rondônia (Concession or PPP)



Concession or PPP for the provision of public water supply and sewage services, as well as operational management services, in 48 of the 52 municipalities in the State of Rondônia, serving approximately 1.5 million people, which corresponds to 92.4% of the state's population.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 2,000 million (USD 388.3 million).
- ✓ There is still no estimate of the investment value, as the project is in the study phase.
- ✓ Sponsor State of Rondônia.
- ✓here is still no estimate of the grant amount, as the project is in the study phase.
- ✓ Total population covered 1,554,000 people.

### PROJECT TYPE

✓ Concession or PPP.



✓ Technical studies.





### **5** Sanitation of Sergipe



The privatization project for water supply and sewage services covers the 75 municipalities in the state of Sergipe, which has a population of 2.3 million inhabitants. Currently, water supply and sewage services are provided by the Sergipe Sanitation Company (Deso) in 71 of the 75 municipalities in the state. Deso is a mixed economy company, which has the State of Sergipe as its main shareholder.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 3,600 million (USD 699 million).
- ✔There is still no estimate of the investment value, as the project is in the study phase.
- ✓Sponsor: State of Sergipe.
- ✓ Location: Sergipe.
- ✓ Grant: BRL 825.2 million (USD 160.2 million).
- ✓There is still no estimate of the grant amount, as the project is in the study phase.
- ✓ Total population covered: 2,318.8 thousand people.

## PROJECT TYPE

✓ Concession or PPP.



✓ Technical studies.





## STREET LIGHTING

1 Canoas - RS - Street Lighting



An administrative concession for the public lighting system of the municipality of Canoas (RS).

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 114,4 million (USD 19 million).
- ✓ Sponsor Municipality of Canoas
- ✓ Grant not applicable.
- ✓ Total population covered 348,000.

- **✓** PPP
- ✓ Auction criteria: Lower public consideration



- ✓ Auction notice: 1st quarter of 2023.
- ✓ Auction: 2nd quarter of 2023.
- ✓ Contract 3rd quarter of 2024.





## STREET LIGHTING

### 2 Ribeirão Preto - SP, Street Lighitng



An administrative concession for the public lighting system of the municipality of Ribeirão Preto – SP.

### FINANCIAL ASPECTS:

- ✓ Estimated investment of BRL 100 million.
- ✓Sponsor Municipality of Ribeirão Preto SP
- ✓ Grant not applicable.
- ✓ Total population covered 711,000 people.

## PROJECT TYPE

- ✓ Concession.
- ✓ Auction criteria: Lower public consideration

- ✓ Public Consultation.
- ✓ Auction notice in 2023.





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