

Brazil's Investment Plan in Logistics (PIL): 2nd Round
AIRPORTS

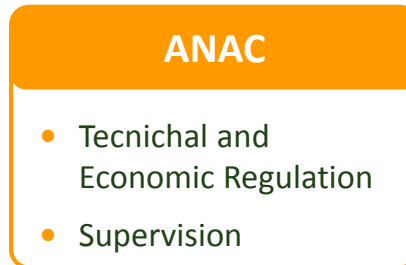
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INVESTMENTS & BUSINESS OPORTUNITIES
—AIRPORTS CONCESSIONS—

São Paulo 28 August, 2015

Secretaria de
Aviação Civil



- BRAZILIAN CIVIL AVIATION - INSTITUTIONAL FRAMEWORK

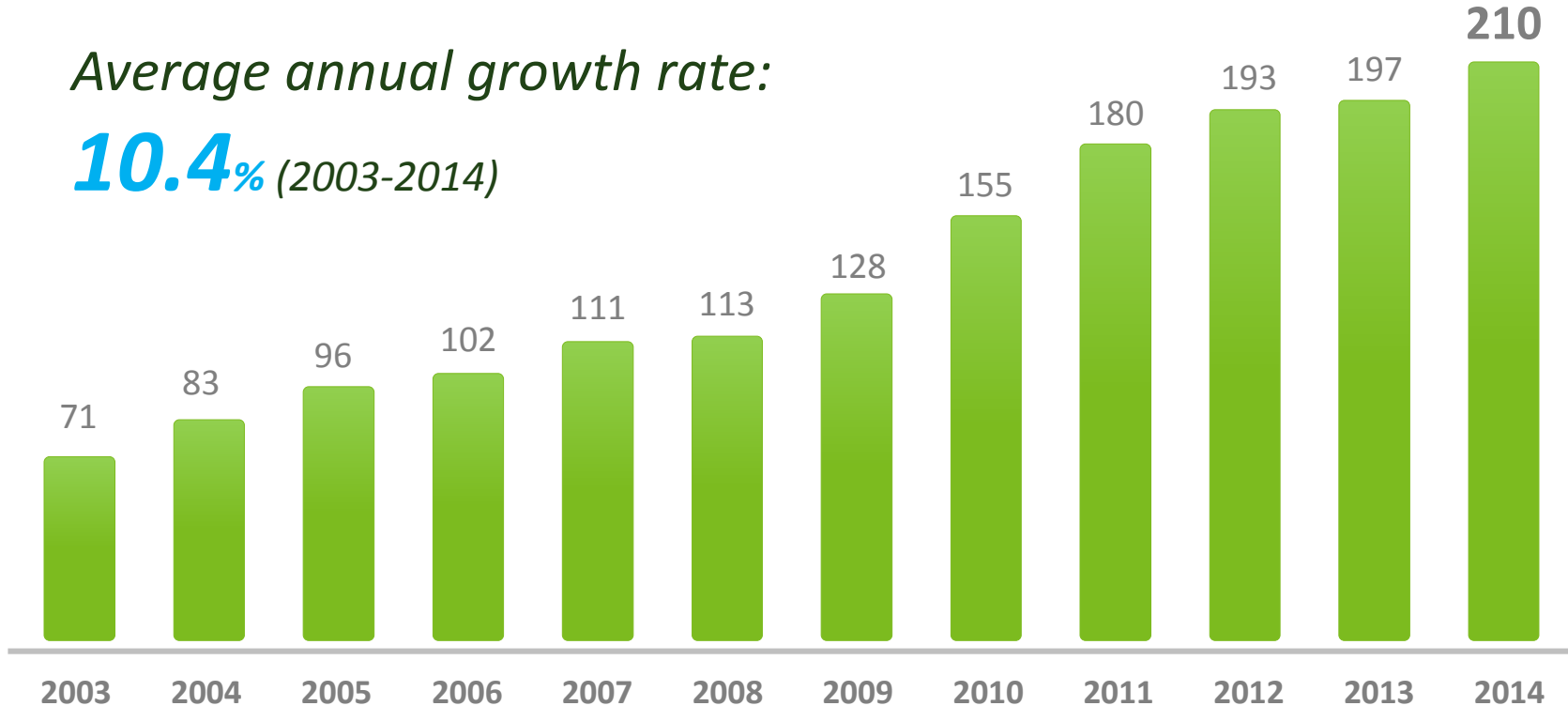


Independent Agency

- PASSENGERS (MM) - BRAZILIAN AIRPORTS

Average annual growth rate:

10.4% (2003-2014)

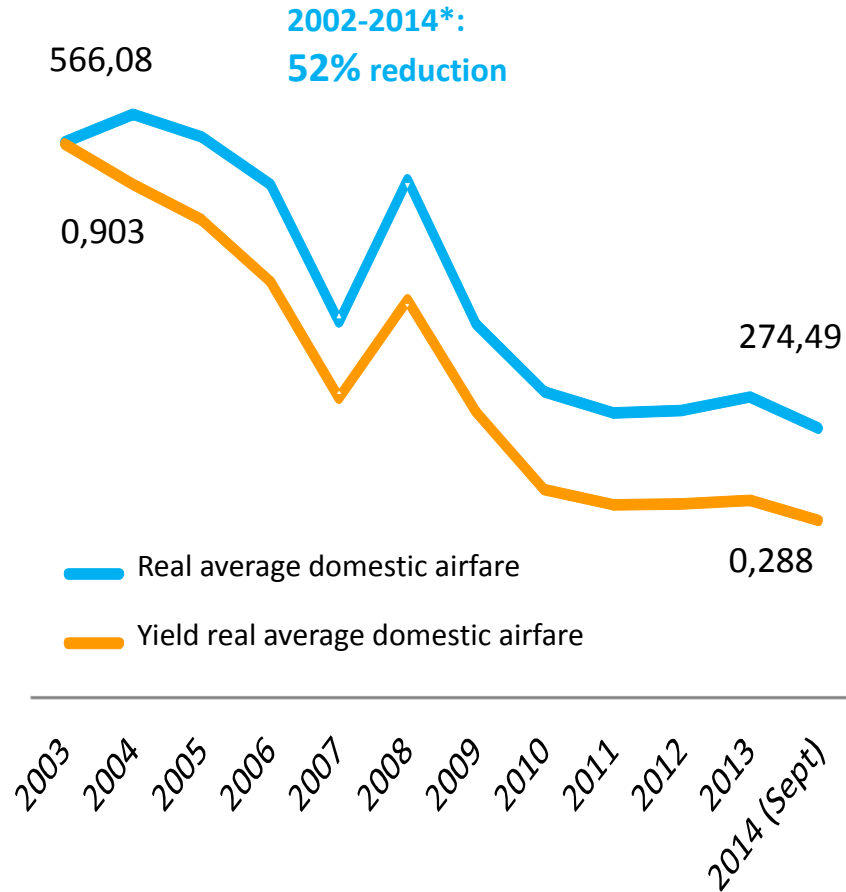
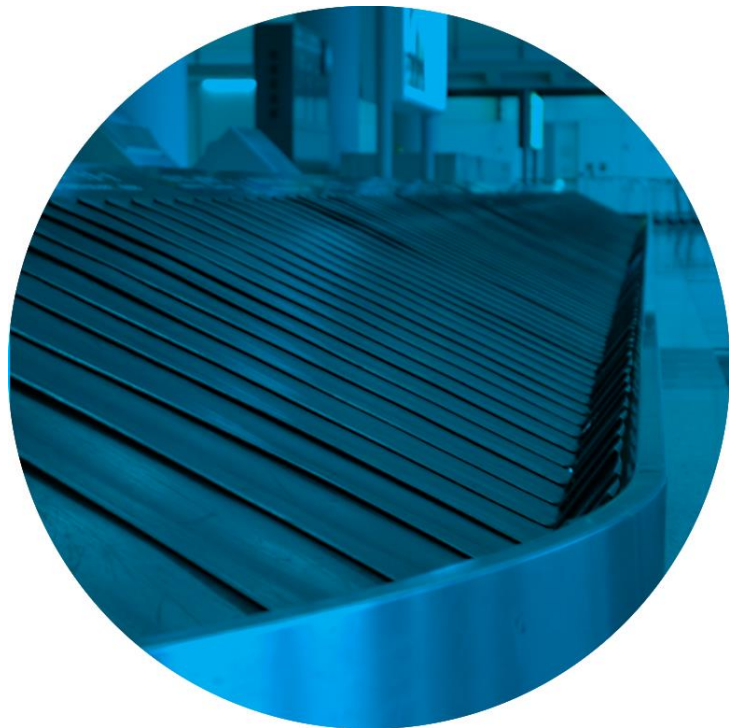


- EVOLUTION OF - DOMESTIC AIRFARES

(R\$)

2002-2014*:

52% reduction

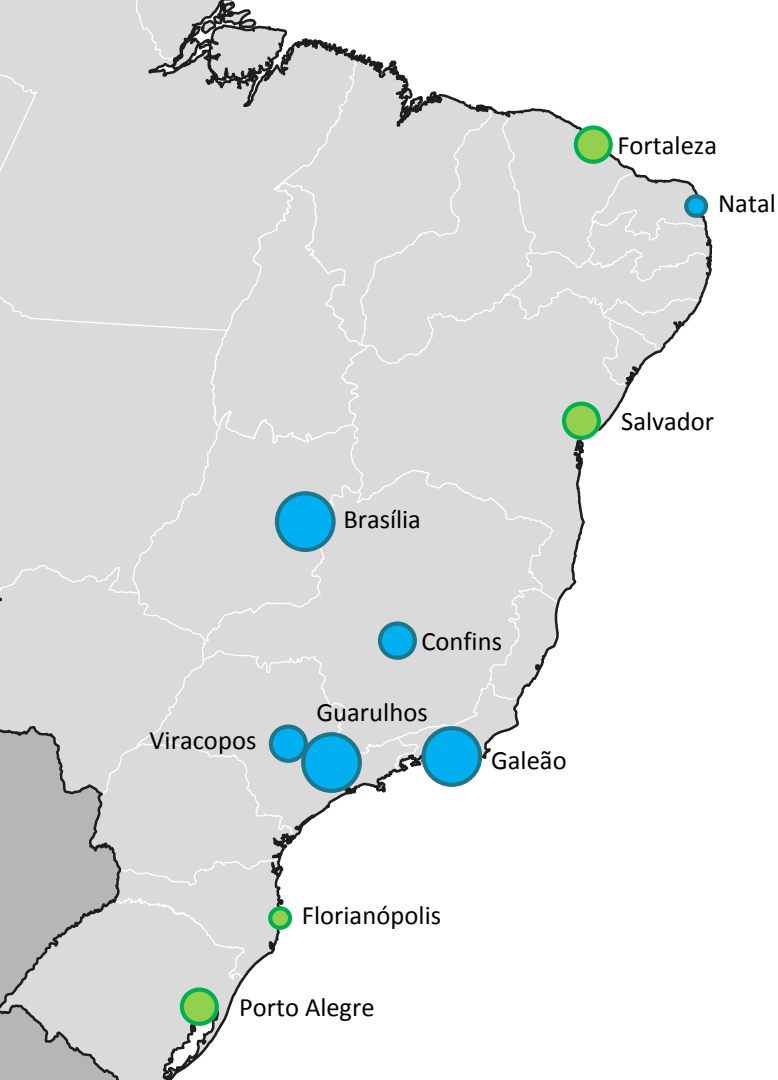


- AIRCRAFT CAPACITY - UTILIZATION

Load Factor - Domestic Market



- AIRPORT - CONCESSIONS



2011

(ASGA) Natal

2012

(BSB) Brasília

(GRU) Guarulhos

(VCP) Viracopos

2014

(GIG) Galeão

(CNF) Confins

2015/2016

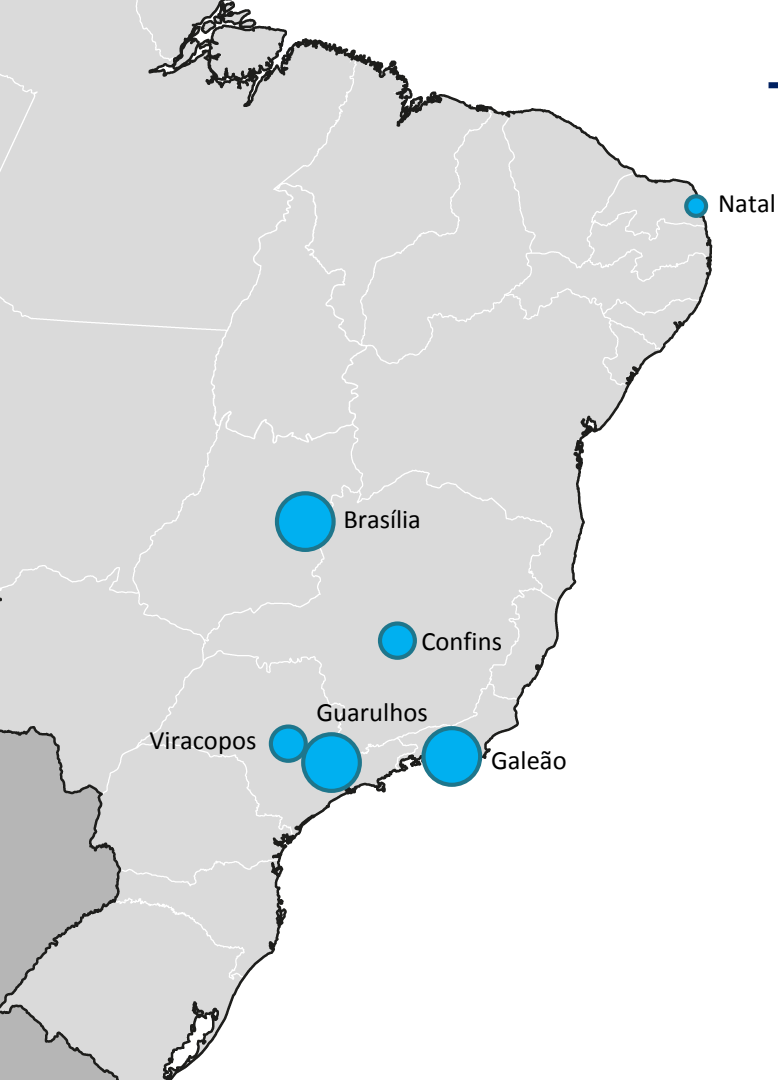
(FLN) Florianópolis

(FLZ) Fortaleza

(SSA) Salvador

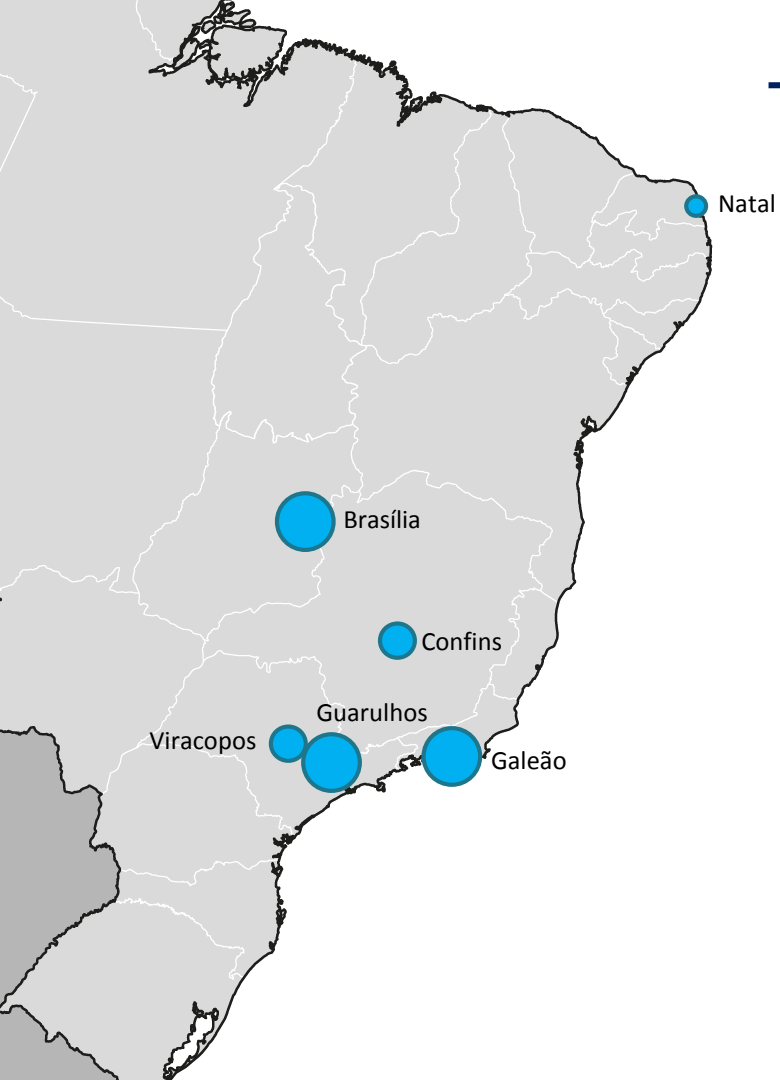
(POA) Porto Alegre

- PREVIOUS AIRPORT CONCESSIONS - GREAT RESULTS



- 5 different consortiums
- 14 players in the auctions
- Players from France, South Africa, Switzerland, Germany, Singapore, Spain, Argentina, USA, England...
- Winning bids (combined): US\$ 15.2 billion
- Average Premium: 300%
- Concession Lengths: 20 – 30 years.
- Estimated Total Investments: US\$ 8.67 billion
- Over US\$ 3 billions invested so far
- Expected growth: 80 million (2011) – 270 million (2032)

- PREVIOUS AIRPORT CONCESSIONS - GREAT RESULTS



- Huge improvement in infrastructure capacity
- Increased service quality
- Happy passengers
- Growing traffic
- Upside in commercial revenues

- AIRPORT CONCESSIONS - FIRST RESULTS

Capacity to receive 12 million
passengers per year

Guarulhos/SP International Airport – New International Passenger Terminal

- AIRPORT CONCESSIONS - FIRST RESULTS

Area of **192,000 m²**

Guarulhos/SP International Airport – New International Passenger Terminal

- AIRPORT CONCESSIONS - FIRST RESULTS

28 boarding bridges and
7 remote stations

Viracopos/SP International Airport – new boarding bridges

- AIRPORT CONCESSIONS - FIRST RESULTS

1,795% increase in the number of international passengers in the first 4 months of 2015 compared to 2014.

Viracopos/SP International Airport – new Passenger Terminal

- AIRPORT CONCESSIONS - FIRST RESULTS

Total area of the Terminal:
from **60 000 m²** to **110,000 m²**

Brasília/DF International Airport – new pier and boarding bridges

- AIRPORT CONCESSIONS - FIRST RESULTS



From **13** to **29** boarding bridges

Brasília/DF International Airport – new pier and boarding bridges

- AIRPORT CONCESSIONS - FIRST RESULTS

Capacity to process up to
8 million passengers per year

New Natal/RN (São Gonçalo do Amarante) International Airport – passengers terminal



SALVADOR/BA, PORTO ALEGRE/RS, FLORIANÓPOLIS/SC AND FORTALEZA/CE

— AIRPORTS CONCESSIONS —



FEDERAL AIRPORT CONCESSIONS

BASIC CONCEPTS

- Improve infrastructure capacity and quality
 - Required service level (IATA Level C)
 - Competition and benchmarking in airport operation
-

OBJECT

- BOT – Build, Operate and Transfer
 - ATC is not included
-

REVENUES

- Aero → regulated
 - Non-aero → not regulated
-

CAPEX

- Based on demand triggers and with initial investment obligations

REGULATORY ISSUES

CHARGES DOM + INT

- Non cost-based model:
- Boarding fee
 - Connecting fee
 - Landing and Parking fees
 - Cargo and Storage fees
-

BASIC RULES

- Price-cap model
 - Annually adjusted by CPI
-

CONCESSION FEES

- Fixed fee (result of the bidding process)
 - Percentage fee: share of the gross revenue annually paid to the Government
-

BIDDING PROCESS

- The Auction takes place at BOVESPA (São Paulo's Stock Exchange)
- Winner is the defined by the highest economic proposal

- CONCESSIONS - FINANCING STRUCTURE

Modality	Without Infrastructure Debentures	With minimum (15%) Infrastructure Debentures	With maximum (35%) Infrastructure Debentures
BNDES TJLP + 1,5% p.y. + credit risk	15%	30%	35%
BNDES other sources + 1,5% p.y. + credit risk	55%	25%	0%
Infrastructure Debentures	0%	15%	35%
Equity + Cash Flow	30%	30%	30%

Incentives for Infrastructure Debentures

- ✓ **Natural Person:** 0% incidence rate of income tax, exclusively at source; and
- ✓ **Legal entity taxed based on taxable income, presumed or arbitrated, legal entity exempt or opting for Special Unified Collection of Taxes and Contributions payable by Micro and Small Businesses (Simples Nacional):** rate 0% in the incidence of tax income exclusively at source.

Legal Basis: Lei 12.431/2011 > Decreto 7.603/2011 > Portaria SAC-PR 18/2012



- INTERNATIONAL AIRPORT- SALVADOR

- 8th busiest airport in the country and the first in the Northeast Region
- Passengers Processed / Projected: 2014: 9.2 million/2044: 28 million
- Preliminary Investment forecast: R\$ 3 billion (US\$ 850 million)*

**Considering Exchange Rate: 1,00 US\$ = R\$ 3,50*



- INTERNATIONAL AIRPORT- SALVADOR

Airport Site: 6,945,388.03 m²

Apron Area: 164,539.91 m²

Boarding Bridges: 11

Runways: (i) 3,003m x 45m
(ii) 1,518m x 45m

Passenger Terminal: 69,750 m²

Parking lots: 1,350

Cargo Terminal: 4,453 m²

Cargo Processed (2014): 36,613 ton

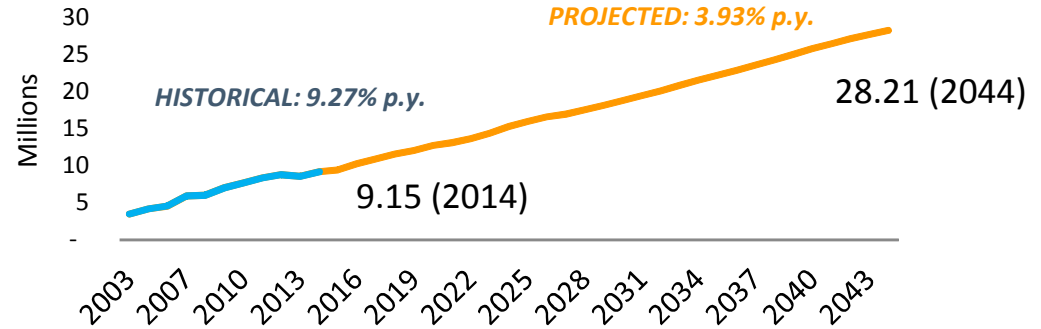
Employees (2014): 262

Outsourced Employees (2014): 648



- INTERNATIONAL AIRPORT- SALVADOR

Total Passengers



Passenger Profile - 2014





- INTERNATIONAL AIRPORT- PORTO ALEGRE

- 9th busiest Airport of the country and the first in the South Region
- Passengers Processed / Projected: 2014: 8.4 million/2044: 27 million
- Preliminary investment forecast: R\$ 2.5 billion (US\$ 715 million)*

**Considering Exchange Rate: 1,00 US\$ = R\$ 3,50*



- INTERNATIONAL AIRPORT- PORTO ALEGRE

Airport Site: 3,805,810.04m²

Apron Area: 142,750 m²

Boarding Bridges: 10 (5 conectors)

Runway: 2,280mx 45m

Passenger Terminal:

T1 – 37,600 m²

T2 – 15,500 m²

Parking Lots: 2,529

Cargo Terminal: 5,521 m²

Cargo Processed (2014): 29,227 ton

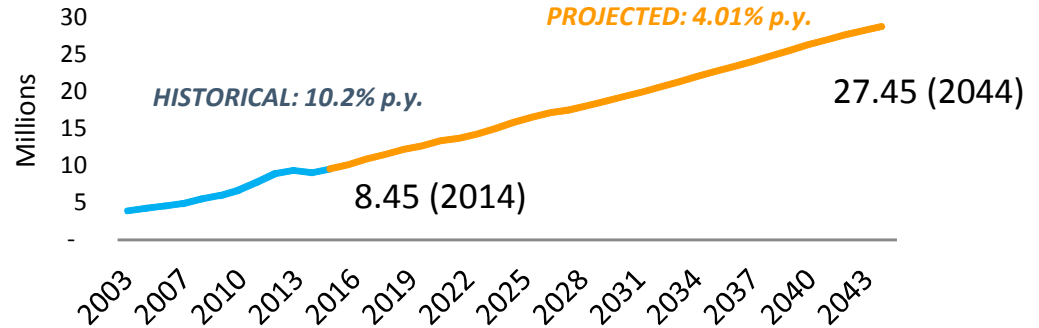
Employees (2014): 243

Outsourced Employees (2014): 991



- INTERNATIONAL AIRPORT- PORTO ALEGRE

Total Passengers



Passenger Profile - 2014

International 614

Domestic 7,833

x 1,000 Pax



- INTERNATIONAL AIRPORT- FLORIANÓPOLIS

- 14th busiest Airport of the country and the third in the South Region
- Passengers Processed / Projected: 2014: 3.6 million/2044: 11.6 million
- Preliminary investment forecast: R\$ 1.1 billion (US\$ 314 million)*

**Considering Exchange Rate: 1,00 US\$ = R\$ 3,50*



- INTERNATIONAL AIRPORT- FLORIANÓPOLIS

Airport Site: 9,086,589 m²

Apron Area: 20,187 m²

Runways: (i) 2,300 m x 45m
(ii) 1,500 m x 45m

Passenger Terminal: 12,583 m²

Parking Lots : 539

Cargo Terminal: 1,411 m²

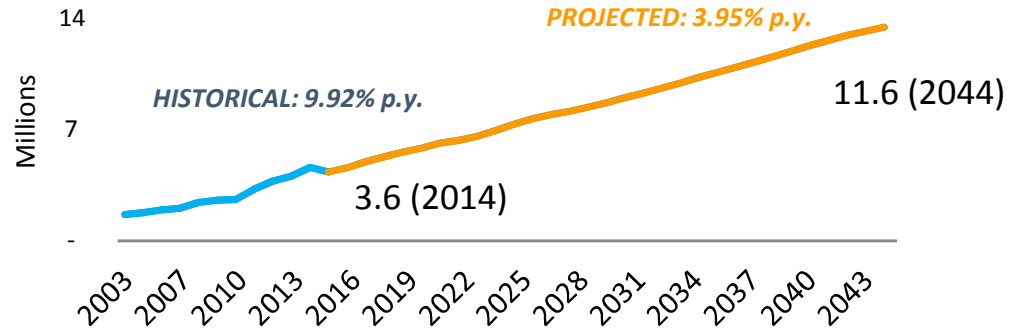
Cargo Processed (2014): ,.212 ton

Employees (2014): 141

Outsourced Employees (2014): 300

- INTERNATIONAL AIRPORT- FLORIANÓPOLIS

Total Passengers



Passenger Profile - 2014





- INTERNATIONAL AIRPORT- FORTALEZA

- 12th busiest Airport of the country and the 3rd in the Northeast Region
- Passengers Processed / Projected: 2014: 6.5 Millions/2044: 21.8 Millions
- Preliminary investment forecast : R\$ 1.8 billion (US\$ 514 millions)

**Considering Exchange Rate: 1,00 US\$ = R\$ 3,50*



- INTERNATIONAL AIRPORT- FORTALEZA

Airport Site: 5,305,215 m²

Apron Area: 134,767 m²

Runway: (i) 2,545m x 45m

Passenger Terminal: 35,660 m²

Parking Lots : 848

Cargo Terminal: 9,000 m²

Cargo Processed (2014): 43,931 ton

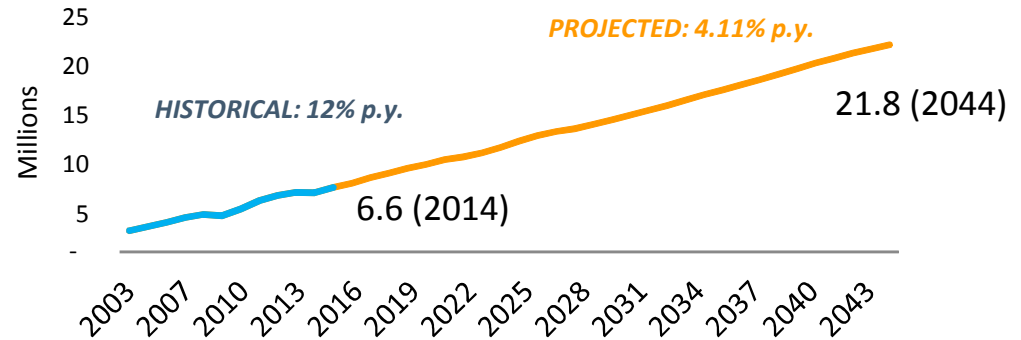
Employees (2014): 235

Outsourced Employees (2014): 548



- INTERNATIONAL AIRPORT- FORTALEZA

Total Passengers



Passenger Profile - 2014



- CONCESSIONS - DATA ROOM

Since **July 15th 2015**, SAC is providing for the general public information and data on the airports of Florianópolis, Fortaleza, Salvador and Porto Alegre (“Banco de Informações”).

- Engineering plants, projects and studies;
- Information about the airports IT systems;
- Pictures and maps of the airports sites;
- Current Master Plan;
- Commercial and administrative contracts;
- Information on human resources;
- Operational and financial data;
- Information on environmental requirements;
- Information about judicial and administrative process underway;
- Existing infrastructure.



Visits to the 4 airports can be scheduled by any interested!


- CONCESSIONS - DATA ROOM

- ✓ Available at SAC's website:
<http://www.aviacaocivil.gov.br/assuntos/concessoes-de-aeroportos/novas-concessoes/banco-de-informacoes>
- ✓ Additional information, doubts and suggestions can be sent to the e-mail:
concessoes2015@aviacaocivil.gov.br
- ✓ Some files can't be uploaded to the website, but they are available for copy to general public at SAC's Office in Brasília (interested must bring a digital media).

The screenshot shows the website for Aviação Civil, Presidência da República. The main navigation bar includes a search box and social media icons. The breadcrumb trail reads: 'VOCÊ ESTÁ AQUI: PÁGINA INICIAL > ASSUNTOS > CONCESSÕES > NOVAS CONCESSÕES > BANCO DE INFORMAÇÕES'. The left sidebar contains a menu with 'Banco de Informações' highlighted. The main content area is titled 'Banco de Informações' and includes a sub-header 'por Mariana Monteiro — publicado 29/06/2015 16h00, última modificação 21/08/2015 15h25'. Below this, there are social media sharing buttons for Twitter, Google+, and Facebook. The main text describes the database's purpose: 'Clique no aeroporto desejado para ter acesso a informações de movimento operacional, informações financeiras, infraestrutura, pessoal e planos diretores. As informações de engenharia, meio ambiente, contratos, etc podem ser retiradas na SAC mediante agendamento prévio solicitado no e-mail: concessoes2015@aviacaocivil.gov.br'. It also lists the latest update date as 16/07/2015 and provides contact information for four airports: Fortaleza (vistaaerofortaleza@infraero.gov.br), Salvador (visitaerossalvador@infraero.gov.br), Florianópolis (visitaeroflorianopolis@infraero.gov.br), and Porto Alegre (visitaeroporportoalegre@infraero.gov.br). At the bottom, there are four images of airports with their respective names: Fortaleza/CE, Salvador/BA, Florianópolis/SC, and Porto Alegre/RS.

- TIMETABLE- SCHEDULE



PROCESSS	START	END
Execution / selection of Feasibility Studies	2nd Quarter/2015 	4th Quarter/2015 (in progress)
Approval in Brazilian's Auditing Court	4th Quarter/2015	1st Quarter/2016
Auction	1st Quarter/2016	2nd Quarter/2016

- PMI -

CALL FOR STUDIES

- ✓ **Document:** Notice of Call for Studies (“Edital SAC-PR de Chamamento Público de Estudos nº 1/2015”), published in 6/10/2015.
- ✓ **Deadline to manifesting interest:** 20 days (postponed for more 10 days) – until 7/10/2015.
- ✓ **Interested:** 30 groups of companies (27 for Fortaleza; 26 for Salvador; 24 for Florianópolis and 23 for Porto Alegre).
- ✓ **Authorized:** 11 groups (10 for the 4 airports; 1 only for Florianópolis).
- ✓ **Deadline for delivering the Studies:** 90 days from the authorization – until 10/26/2015 (can be postponed by the government).
- ✓ **Content:** Studies must contain 4 Reports for each airport:
 1. Market Studies;
 2. Engineering Studies;
 3. Environmental Studies;
 4. Economic and Financial Evaluation.

- CONCESSIONS - CALL FOR STUDIES (“PMI”)

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VOCÊ ESTÁ AQUI: PÁGINA INICIAL > ASSUNTOS > CONCESSÕES > NOVAS CONCESSÕES > ESTUDOS DE VIABILIDADE

- Aeroportos
- Aviação Regional
- Concessões**
- Novas Concessões
- Etapas
- Estudos de Viabilidade**
- Banco de Informações
- Concessões Realizadas
- Notícias
- Multimídia
- Formação e Capacitação
- Informações aos Passageiros
- O Setor Aero

Estudos de Viabilidade

por admin — publicado 17/06/2015 17h19, última modificação 24/07/2015 12h16

Tweet 0 +1 0 Recomendar 0

Acompanhe aqui os editais, resultados e documentos referentes ao processo de concessão dos aeroportos da nova rodada do Programa de Investimentos em Logística (PIL).

Informações pelo e-mail: concessoes2015@aviacaocivil.gov.br

- Edital de Chamamento Público de Estudos (PDF)
- Edital de Prorrogação (PDF)
- Resolução no 6/2015 do Conselho Nacional de Desestatização (PDF)
- Edital de Chamamento Público de Estudos 003-2015 - Resultado final das pessoas autorizadas

Confira abaixo os estudos de viabilidade técnica, econômica e ambiental selecionados na última rodada de concessões:

- Aeroporto Internacional Antônio Carlos Jobim/Galeão
- Aeroporto Internacional Tancredo Neves/Confins

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