Project Main Data

MAXIMUM GOVERNMENT REMUNERATION:
- Northwest Lot: R$ 4.74 mm/month
- East Lot: R$ 5.57 mm/month
- South Lot: R$ 5.63 mm/month

OPPORTUNITY (BUSINESS PLAN)
- Annual Revenue: maximum monthly payment and ancillary revenues (mainly real estate), adding up to: (N) R$ 123 mm, (S) R$ 192 mm, (E) R$ 186 mm
- Expected investments in terminals: (N) R$ 74 mm, (S) R$ 121 mm, (E) R$ 102 mm
- Expected investment in real estate: (N) R$ 264 mm, (S) R$ 486 mm, (E) R$ 402 mm
- Annual expenses: (N) R$ 58 mm, (S) R$ 74 mm, (E) R$ 79 mm
- Expected IRR: 9.2% (real value)
Project Goals

**Requalification**
Terminal requalification within 24 months, including accessibility

**Modernization**
Management, maintenance and conservation of the Terminals as of the beginning of the contract

<table>
<thead>
<tr>
<th>Lot</th>
<th>Residential</th>
<th>Non Residential</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northwest</td>
<td>34.899 m²</td>
<td>1.841 m²</td>
</tr>
<tr>
<td>South</td>
<td>28.279 m²</td>
<td>13.124 m²</td>
</tr>
<tr>
<td>East</td>
<td>8.333 m²</td>
<td>21.641 m²</td>
</tr>
</tbody>
</table>

**IDB Support:**

- ✓ Highest and Best Use (property valuation);
  In order to support the business plan.
- ✓ Benchmark analysis;
  Studied the Chilean, Mexican and Indian models.
- ✓ Market sounding;
  PPP vs. Concession
- ✓ Guarantee Model.
  Government remuneration direct from passenger tariffs
The IDB PPP Team provides comprehensive solutions for governments to deliver those PPPs that optimize the delivery of services.

Thank you!

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São Paulo City BUS TERMINALS Project

PROJECT DATA
✓ Concession – PPP – for management, maintenance, conservation, commercial exploitation and requalification of the Bus Terminals in the Urban Collective Transportation System of São Paulo
✓ 31 Bus Terminals, with 900 K passengers boarded per day
✓ 30-year contract
✓ Divided into 3 lots, by city region
✓ Maximum monthly payment, through System Account:
  ✓ Northwest Lot (N): R$ 4.74 mm/month
  ✓ South Lot (S): R$ 5.63 mm/month
  ✓ East Lot (E): R$ 5.57 mm/month
✓ More than 400 K sq m of land’s area, with building potential 4 times this area
✓ Obligation to build 72 k sq m of residential area and 37 k sq m of non-residential area at the Terminals, 26 k sq m of which at the Princesa Isabel Terminal
✓ Non-residential revenue share: from 1 up to 7%, depending on the built-up area
✓ Terminal requalification within 24 months, including accessibility
✓ Management, maintenance and conservation of the Terminals as of the beginning of the contract

OPPORTUNITY (BUSINESS PLAN)
✓ Annual Revenue: maximum monthly payment and ancillary revenues (mainly real estate), adding up to: (N) R$ 123 mm, (S) R$ 192 mm, (E) R$ 186 mm
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✓ Expected IRR: 9.2% (real value)

ADDITIONAL INFO
✓ RFP expected to be published in October
✓ Contributions, questions and detailed material can be requested at: consultaterminais@prefeitura.sp.gov.br
✓ RFP, Business Plan and other documents can be found here or at: https://www.prefeitura.sp.gov.br/cidade/secretarias/governo/projeto/s/desestatizacao/terminais_de_onibus_urbano/index.php?p=281149
✓ Further clarification: SP Parcerias +55 (11) 3343-6000

IDB Support
✓ Highest and Best Use (property valuation);
✓ Benchmark analysis;
✓ Market sounding;
✓ Guarantee Model.