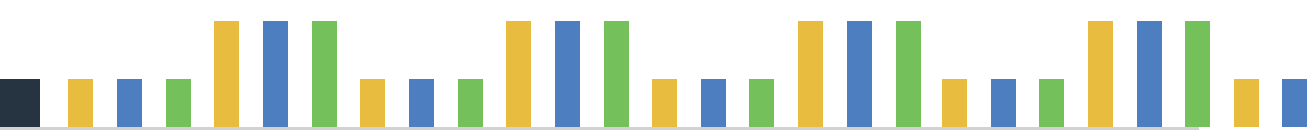


# MINISTRY OF INFRASTRUCTURE

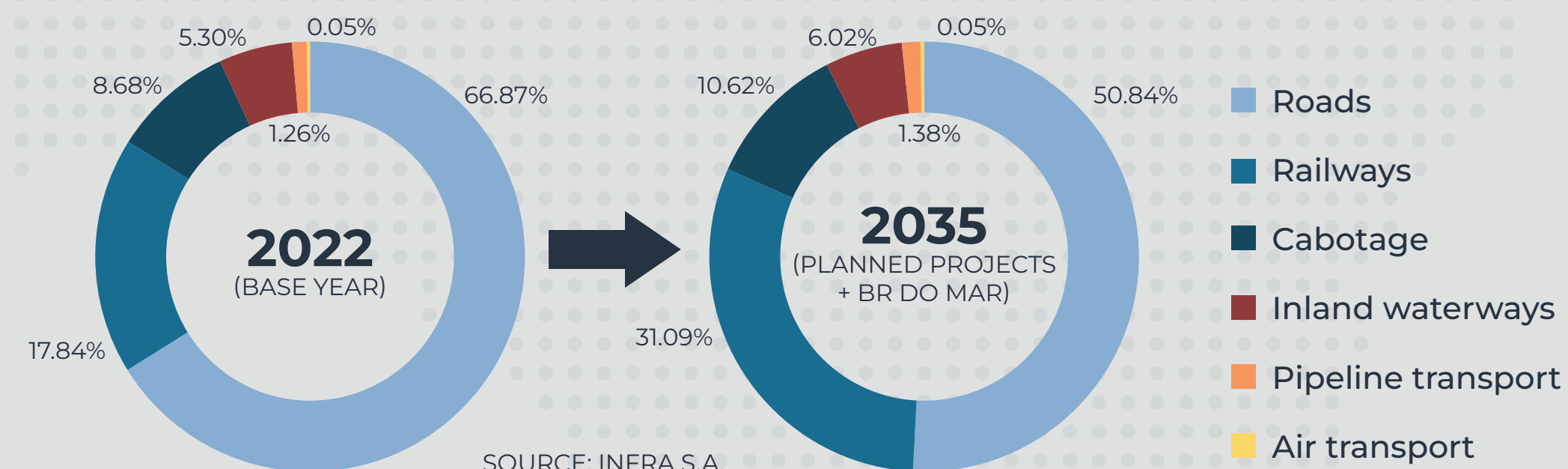


## MANAGEMENT GUIDELINES



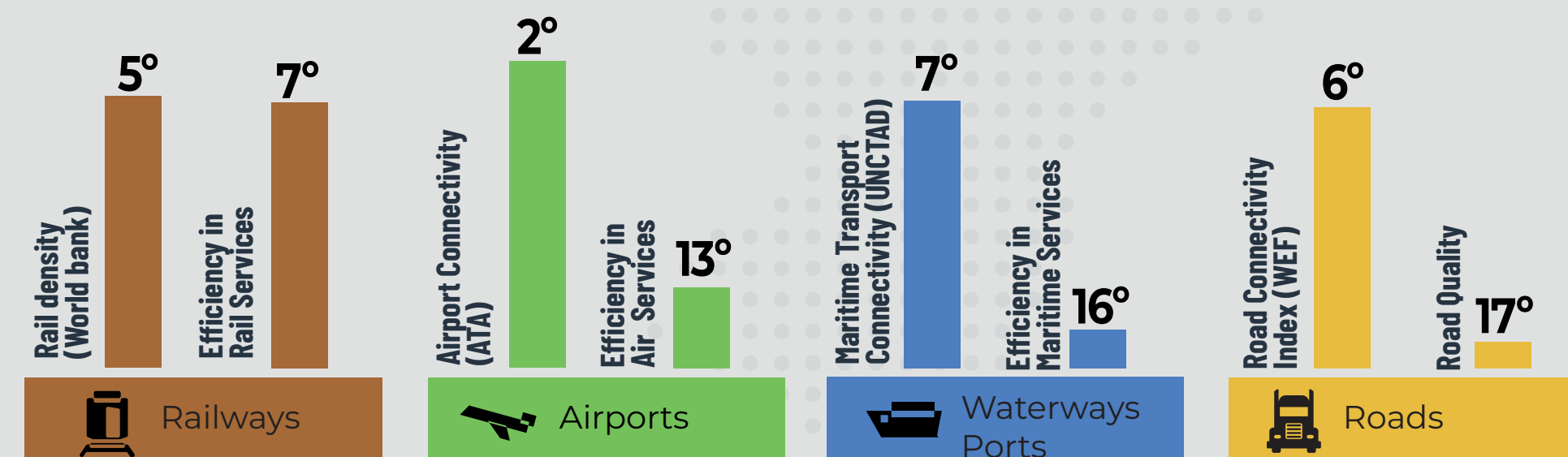
## BRAZILIAN TRANSPORT MATRIX

(% LOADS IN TKU)



## Brazil's position in Latin America 2019

SOURCE: WEF COMPETITIVENESS RANKING (WORLD ECONOMIC FORUM)



## 2022 HIGHLIGHTS

- ✓ Railway Authorization Regulation (1Q 2022)
- ✓ Privatization of the Companhia Docas do Espírito Santo, Codesa (2Q 2022)
- ✓ Rio-Valadares toll road auction (Q3 2022)
- ✓ 7<sup>th</sup> round of airport concessions Congonhas-São Paulo (Q3 2022)
- ✓ PNAVSEC - Q3/2022 (National Civil Aviation Security Program) (3Q 2022)
- ✓ Cross Investment Decree (4Q 2022)
- ✓ Railway authorizations (4Q 2022)
- ✓ BR do Mar – cabotage incentive program (4Q 2022)
- ✓ Renewals of MRS and FCA rail concessions (TCU Q4/2022)

Since 2019, **100 assets** have been auctioned, and more than **BRL 116 billion** in private investments have been contracted.

## INVESTMENT OPPORTUNITIES IN BRAZIL

TRANSPORT INFRASTRUCTURE SECTOR 2022-2035

**73** assets to be auctioned (among roads, railways, ports, and airports)

More than **BRL 400 billion** in investments in railways, airports, highways, ports, and waterways

**5** port privatizations

**12 thousand km** of new railways authorized or ready to be auctioned

**-27%** decrease in the average cost of freight transport

**8<sup>th</sup>** round airport concessions

### MANAGEMENT GUIDELINES


 SUSTAINABILITY	 INSTITUTIONAL STRENGTHENING	 GOVERNANCE	 LOGISTICS EFFICIENCY
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### REASONS TO INVEST IN BRAZIL'S ROADS

- ✓ Main driving force of logistics in Brazil
- ✓ Stable regulatory environment for foreign investment
- ✓ More than 30 years of concessions to the private sector
- ✓ Sustainable contracts
- ✓ Reasonable Rates
- ✓ Legal certainty and regulatory simplification

**TIR: 8,47% a.a.**

### HIGHLIGHTS OF THE ROAD SECTOR IN BRAZIL

<b>75,257 thousand km</b> of federal road network	<b>65%</b> of cargo transport in Brazil goes through highways
<b>90.5%</b> paved roads	
<b>11,429 km</b> managed by federal concession	
<b>6,200 km</b> of federal highways renewed in 2019 and 2022	

### INVESTMENT OPPORTUNITIES

#### AUCTIONS IN 2022



Projeto	Leilão
✓ BR-381/MG	Q4/2022
✓ Paraná Integrated Highways - Lot 1	Q4/2022
✓ Paraná Integrated Highways - Lot 2	Q4/2022
✓ Paraná Integrated Highways - Lot 3	Q3/2023
✓ Paraná Integrated Highways - Lot 4	Q3/2023
✓ Paraná Integrated Highways - Lot 5	Q3/2023
✓ Paraná Integrated Highways - Lot 6	Q3/2023
✓ BR-040/MG/RJ (Rio - BH)	Q3/2023

TOTAL: **3.889,18 km**

 Cumulative average growth trend in freight transport

**5%** Road

#### COMING NEXT 2023



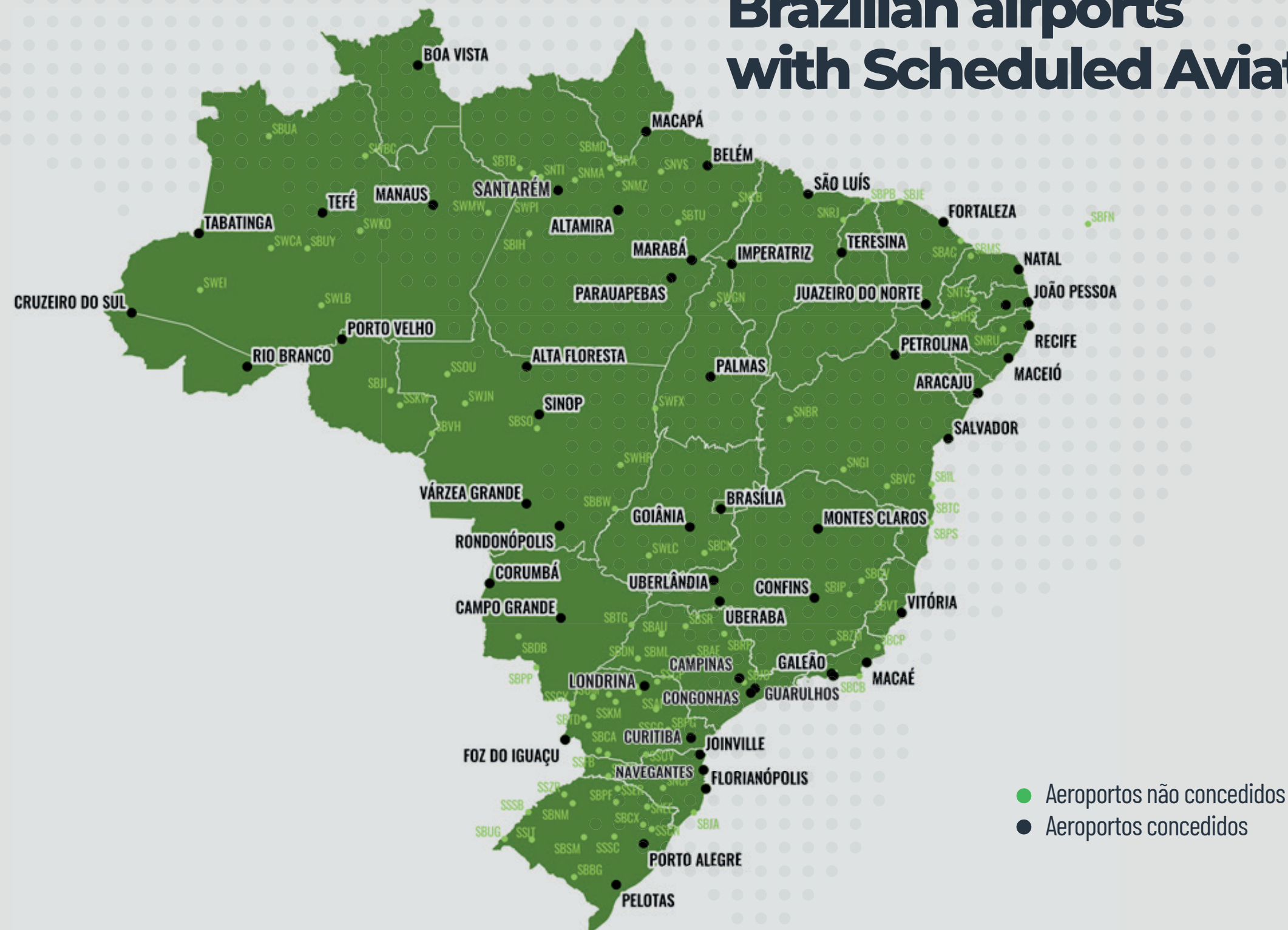
Projeto	Extensão
✓ PR vias - 3,4,5,6, lots	2,273.25 km
✓ BR-040/MG/RJ Rio Belo Horizonte	450.9 km
✓ 4 Lots Center-North-BNDES	2,570 km
✓ Rio Grande do Sul Lots BNDES	667.44 km
✓ Northeast lots - BNDES	2,471 km
✓ BNDES structuring projects	1,600 km
✓ BR-040/GO/MG - Cristal Route	594 km
✓ BR-262/MG - Zebu Route	440.2 km
✓ BR- 060/153/262/GO/MG Sertaneja Route	527 km
✓ BR-060/153/040/GO/DF Pequi Route	315 km
✓ BR - 163/267/MS Pantaneira Route	1,094 km
✓ BR-158/155/MT/PA	1,135.1 km
✓ BR - 135/316/MA	437.7 km
✓ Santa Catarina Highways	3,153.37 km
✓ Fluminense Highways	320 km

TOTAL: **18,048.96 km**

## MANAGEMENT GUIDELINES

 SUSTAINABILITY	 INSTITUTIONAL STRENGTHENING	 GOVERNANCE	 LOGISTICS EFFICIENCY
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## Brazilian airports with Scheduled Aviation



## REASONS TO INVEST IN BRAZIL'S AIRPORTS

- ✓ 59 airports were auctioned to the private sector since 2019 - 92% of airline passengers operating in Brazil
- ✓ Stable regulatory environment for foreign investment
- ✓ Large international operators are present in the country
- ✓ Air transport has great demand growth potential: 208% (2021-2035)
- ✓ Continental dimensions territory

## HIGHLIGHTS OF THE AIRWAY TRANSPORT SECTOR IN BRAZIL

**119,2 mi**

passengers transported in 2019



**2<sup>nd</sup> country**

with the highest number of registered aerodromes



**6<sup>th</sup> largest**

domestic aviation market



**166**

aerodromes with scheduled flights

## INVESTMENT OPPORTUNITIES


- ✓ Joint operation of two airports in the city of Rio de Janeiro (Galeão and Santos Dumont), with a forecast of 37.14 million passengers in 2035
- ✓ Campinas SP Airport rebidding
- ✓ São Gonçalo do Amarante/Natal-RN Airport rebidding
- ✓ Public-Private Partnership for the development of regional airports, with forecast of contributions and counterparts from the Brazilian State

### MANAGEMENT GUIDELINES

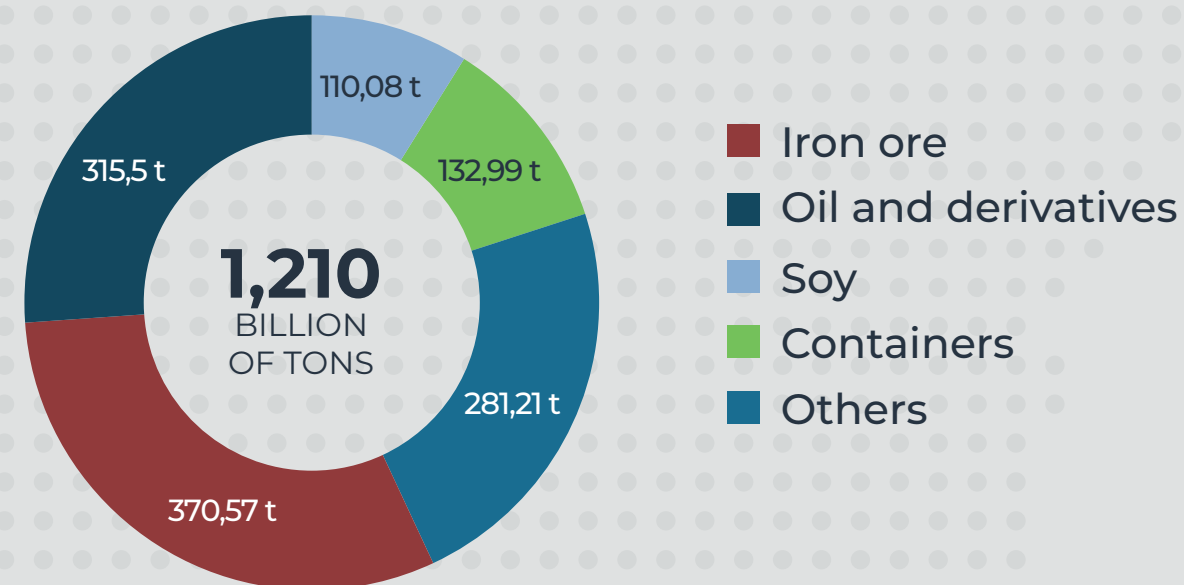
 SUSTAINABILITY	 INSTITUTIONAL STRENGTHENING	 GOVERNANCE	 LOGISTICS EFFICIENCY
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### PORT HANDLING IN 2021

(IN MILLIONS OF TONS)

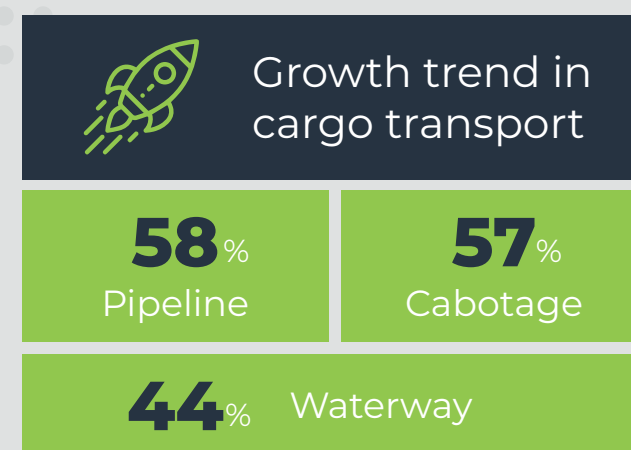
 **4,8%**  
(2020-2021)

SOURCE:  
ANUÁRIO ANTAQ/2020-2021



### REASONS TO INVEST IN BRAZIL'S PORTS

- ✓ Stable regulatory environment for foreign investment
- ✓ More than 30 years of concessions to the private sector
- ✓ Legal certainty and regulatory simplification
- ✓ Main international operators present in Brazilian ports



### HIGHLIGHTS OF THE PORT SECTOR IN BRAZIL


**97% of the volume (t) and 82% of the amount** of Brazilian exports and imports goes through sea ports

**581.3 million tons of cargo** were transported through Brazilian ports in 2022 (January - June)



#### Santos Port

Largest Port in the Southern Hemisphere and Gateway to Latin America

-  **55** terminals
-  **42** leases
-  **61** berths
-  **6** TUPs

-  **16km** mooring piers
-  **8** backdoors

**95.5 million tons** of cargo handled

#### CONCESSION CONTRACT

- Concession Term: 35 + 5 years
- Landlord model
- Cap Rates for Access and Berths
- CAPEX of US\$ 1.175 billion

### INVESTMENT OPPORTUNITIES

- ✓ Privatization of the Santos Port
- ✓ Concession of the Port of São Sebastião
- ✓ Concession of the Port of Itajaí
- ✓ Leases of port terminals
- ✓ Authorizations of private-use terminals

## MANAGEMENT GUIDELINES



SUSTAINABILITY



INSTITUTIONAL STRENGTHENING

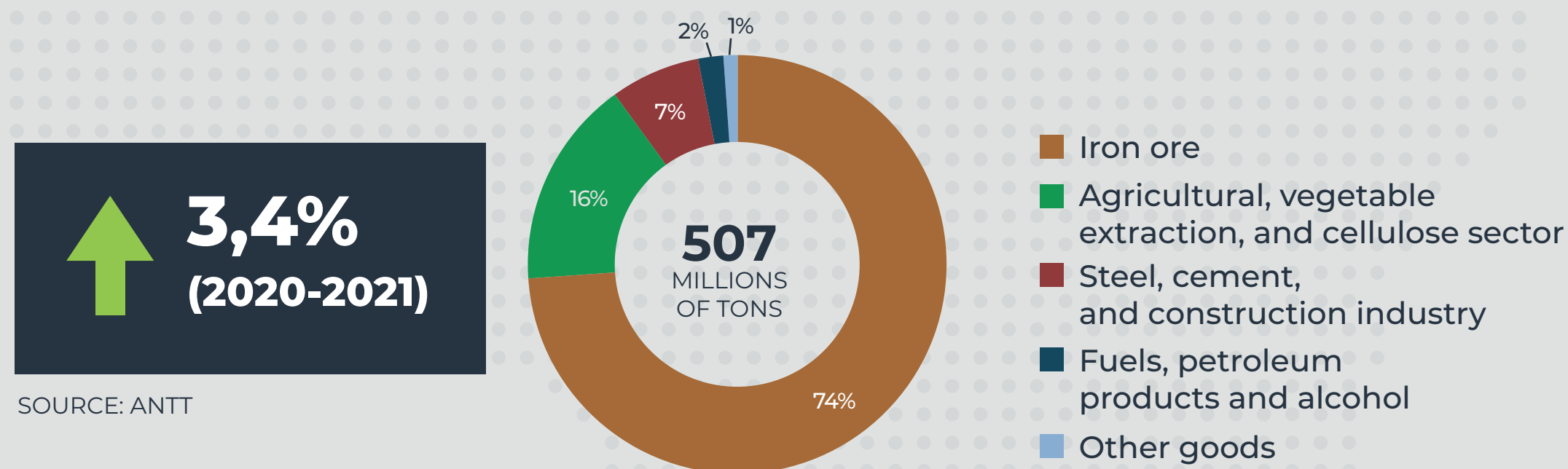


GOVERNANCE



LOGISTICS EFFICIENCY

## CARGO HANDLING IN 2021



SOURCE: ANTT

## REASONS TO INVEST IN BRAZIL'S RAILWAYS

- ✓ 30.6 thousand km of operational railway network
- ✓ 13 concessions carried out and 2 under construction (BAFER-FIOL; Transnordestina)
- ✓ 2019-2022: 4 early extensions of railway concessions  
2 auctions of railway concessions
- ✓ R\$ 41.27 billion in contracted investments
- ✓ New Railway Framework - Railways Law - Law 14.273/2021 – It institutes authorization as a modality for the implementation and operation of railways by the private sector. (4Q 2022)

## HIGHLIGHTS OF THE RAIL SECTOR IN BRAZIL

### BRL 11 billion

in investments are expected in the improvement of the railway network, the acquisition of assets, and in public interest projects



### BRL 20 billion

throughout the concession for operational capacity maintenance



**Total = BRL 31 billion of investments**

## INVESTMENT OPPORTUNITIES

- ✓ Auctions for railway concessions (Ferroeste; FICO-FIOL Corridor, and Rumo Malha Oeste) (1Q 2023)
- ✓ Concession extension of the VLI Centro-Atlântica - FCA Railway (3Q 2023)
- ✓ Concession extension of the Rumo Malha Sul Railway (2Q 2023)
- ✓ BRL 22 billion in investments planned in two projects that will generate BRL 3.3 billion in auction fees and create 211 thousand jobs:
  - 2 early concessions extensions of railways (VLI Ferrovia Centro-Atlântica - FCA; Rumo Malha Sul)
  - 3 railways concession auctions (Ferroeste, FICO-FIOL Corridor and Rumo Malha Oeste)



Growth trend in cargo transport

**193%**  
Rail Sector