



**AGÊNCIA NACIONAL DE  
TRANSPORTES TERRESTRES**

# Logistics Investment Program (PIL): Railroads and Roads Concession



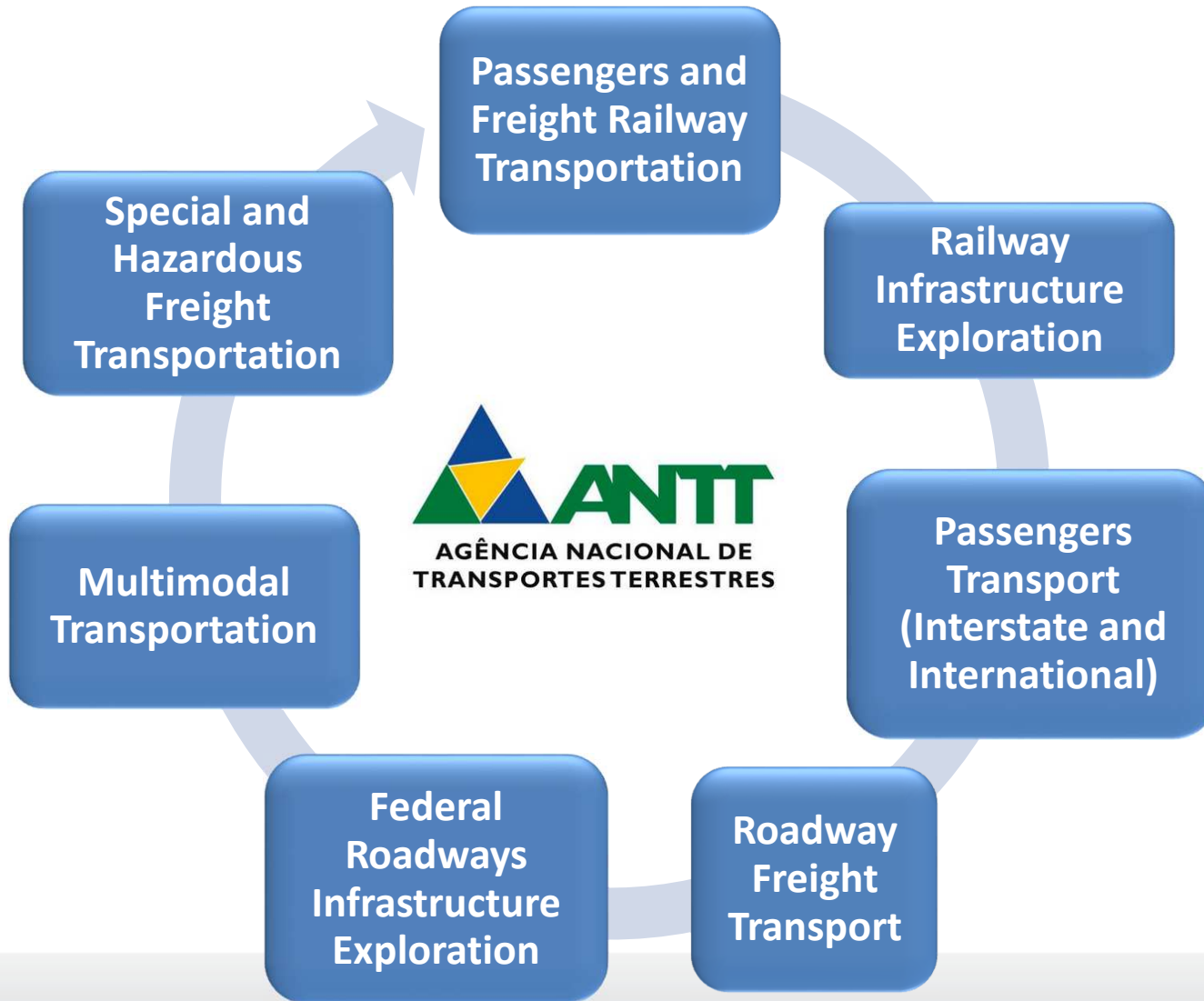
São Paulo - SP  
28/08/2015



# 1) INTRODUCTION



# ANTT OVERVIEW



# Institutions involved - Concession process



Casa Civil – Presidência da República



Ministério dos Transportes



Ministério do Planejamento, Orçamento e Gestão



Ministério da Fazenda



BNDES



Agência Nacional de Transportes Terrestres



Empresa de Planejamento e Logística S.A.



VALEC – Engenharia, Construções e Ferrovias S.A.



DNIT – Departamento Nacional de Infraestrutura de Transportes



IBAMA

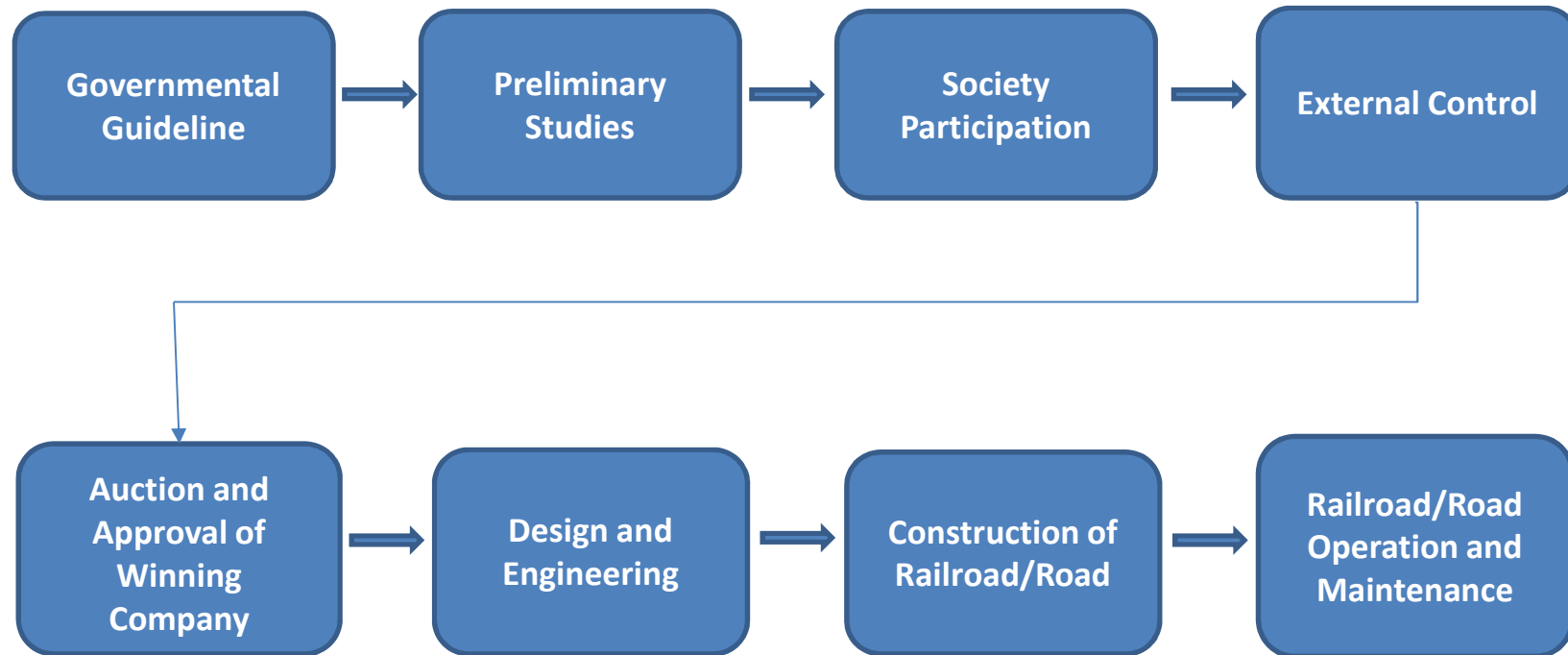


Tribunal de Contas da União



Potential Concessionary

# SIMPLIFIED CONCESSION PROCESS



## Governmental Guideline

- **Casa Civil (Presidency):** Defines the programs and priorities.
- **Ministério dos Transportes (MT):** Defines the public policies in transportation sector.
- **Ministério do Planejamento, Orçamento e Gestão (MPOG):** Federal Government programs planning and evaluation.
- **Ministério da Fazenda (MF):** Formulation and execution of economic policies. In railroad and road, defines guarantee system and founding sources.
- **Banco Nacional de Desenvolvimentos Econômico e Social (BNDES):** Official bank to support the enterprise financing.

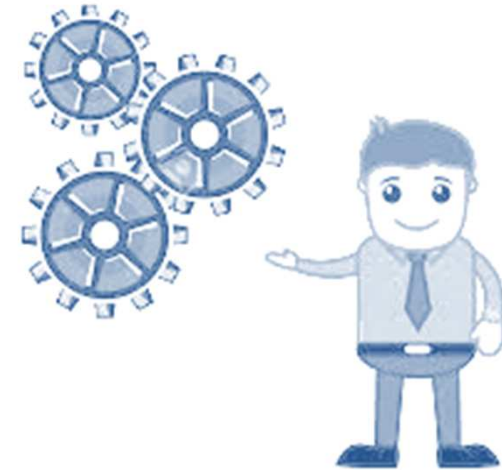
## Preliminarily Studies

- **Preliminary studies:**
  - Demand Study
  - Engineering Study
  - Operational Analysis
  - Environmental Assessment
  - Economic and Financial Analysis
- **Request for Expressions of Interest (PMI – Procedimento de Manifestação de Interesse) :**
  - Federal Government officially and publicly calls for companies to develop the analysis.
  - These studies will support the concession process.
  - IBAMA will assess the studies and issue environmental licenses.



## PMI process

- Public Call
- Reference guide: + 1 week
- Proposals and Selection Committee: + 1 month
- Regular meetings: 15 to 60 days bases
- Request of information: at any time
- Studies submission to the Committee: 6 to 12 months
- Best study selection by the Committee: 15 to 30 days
- Fine tuning: 30 days
- Submission to Transport Minister by the Committee: + 1 week
- Minister decision: end of selection process
- Company assists ANTT till the auction



## Obligations between parties

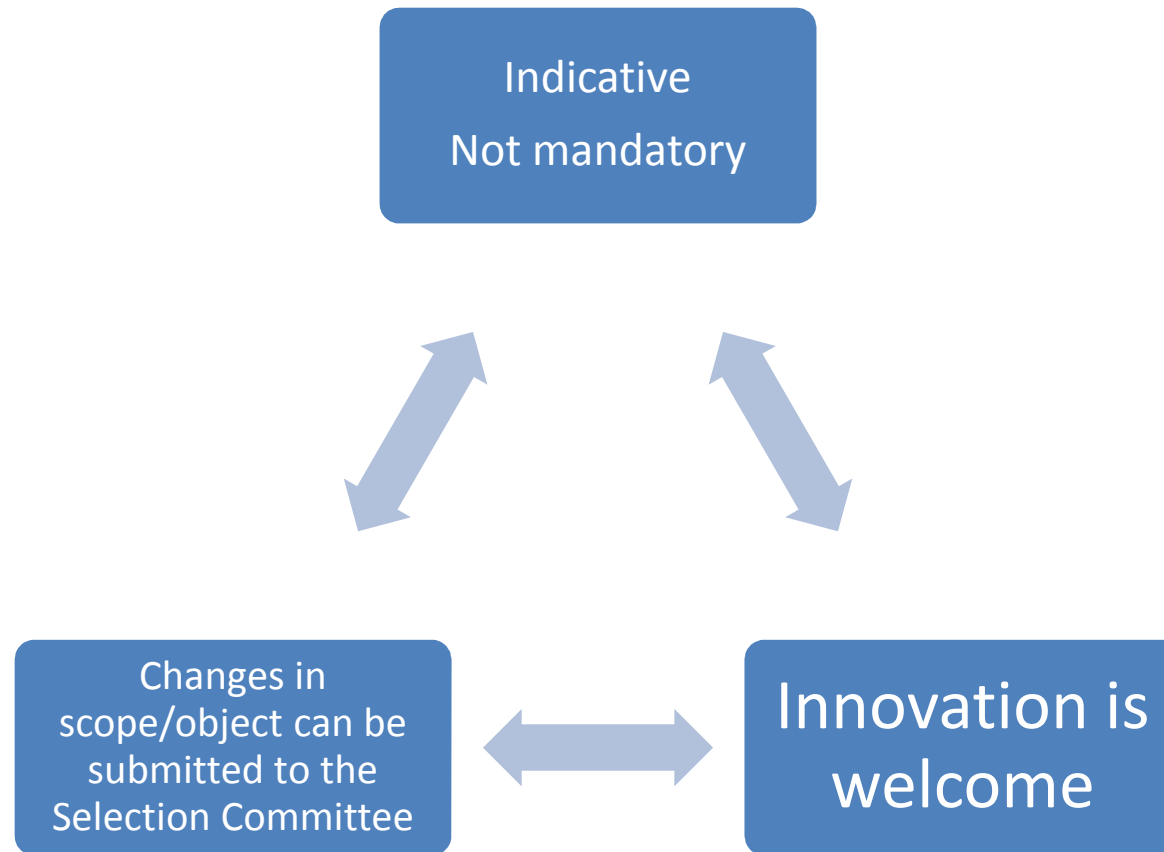
- PMI process generates no contractual obligation between the government and the company
- Important points:
  - The payment for studies is made by the winning bidder (not the government) after bidding process (before contract signing)
  - The government does not need to carry out the bidding process (project may result not feasible - company's risk)
  - Authorized firms may at any time give up from PMI (no fine,...)

## Selection Committee

- Formed by the MT, ANTT, VALEC and EPL representatives
- Responsible for monitoring studies development, evaluation and the choice of best of study
- Members are the official interlocutors of the government before the authorized companies



## Reference guide



## Best study choice

Objective criteria for each topic (part of studt)

Each topic is graded

Each topic has a weight – given by the Committee via AHP

Weight sums of topics – company's general grade

The whole process is registered

Government cannot combine diferente studies, unless we have a previous study

# Society Participation

- Expose to the society the preliminary characteristics of the studies
- Allow manifestation of society about preliminary studies
- Clarify doubts
- Perform adjustment of study, if necessary





## Auction and Approval of Winning Company

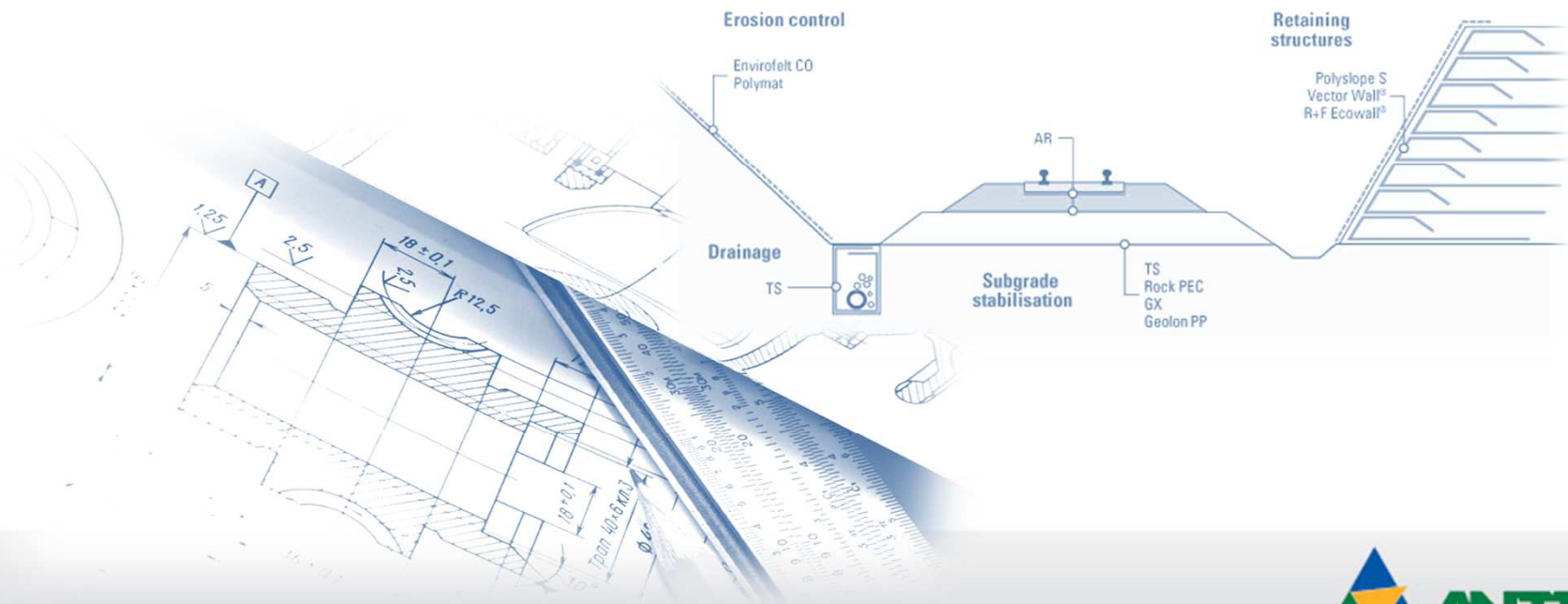
- ANTT develops the contract and obligations
- The term of the concession will be fixed
- ANTT will work on auction procedures and companies eligibility and approval of winning company
- The contract will be supervised by ANTT





# Design and Engineering

- Based on Preliminary Studies, concessionary works on the design and engineering activities
- Mandatory connection to specific places such as cities, ports, mining areas etc
- Concessionary develops the plan and the schedule for execution.
- ANTT approves the project



## Construction of railroad/road

- Implementation of the main line and all other necessary lines to guarantee circulation of trains and meet the demand
- This phase should be completed as fixed in contract
- ANTT supervises execution of the plan



# Railroad/road Operation and Maintenance

- Services, standards and targets as defined in the contract.
- All standards defined in the contract are aimed at security, quality of service and environmental care.

