

# INVESTMENT PARTNERSHIP PROGRAM: ONGOING INVESTMENT OPPORTUNITIES IN

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# BRAZIL

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## OVERVIEW

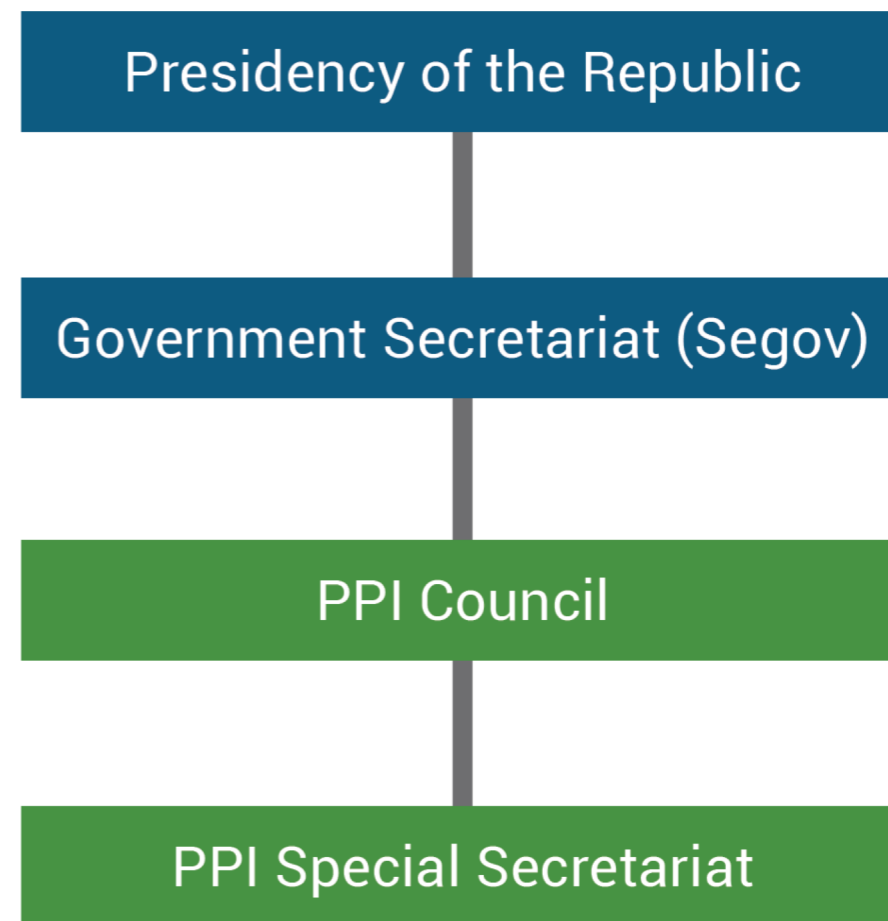
- ▶ Objective: to ensure the improvement in infrastructure that Brazil needs to enable consistent growth
- ▶ Created in 2016, reinforced in 2019
- ▶ Portfolio includes projects in key sectors such as logistics, mining, oil and gas, electric power, environmental licensing and strategic constructions

## OVERVIEW

- ▶ Rational and predictable regulatory milestones
- ▶ Has served as a propeller of economic activity
- ▶ Relies on private enterprises as important partners for major infrastructure projects
- ▶ Has held a series of extremely successful auctions and bidding processes with companies from around the world

## STRUCTURE

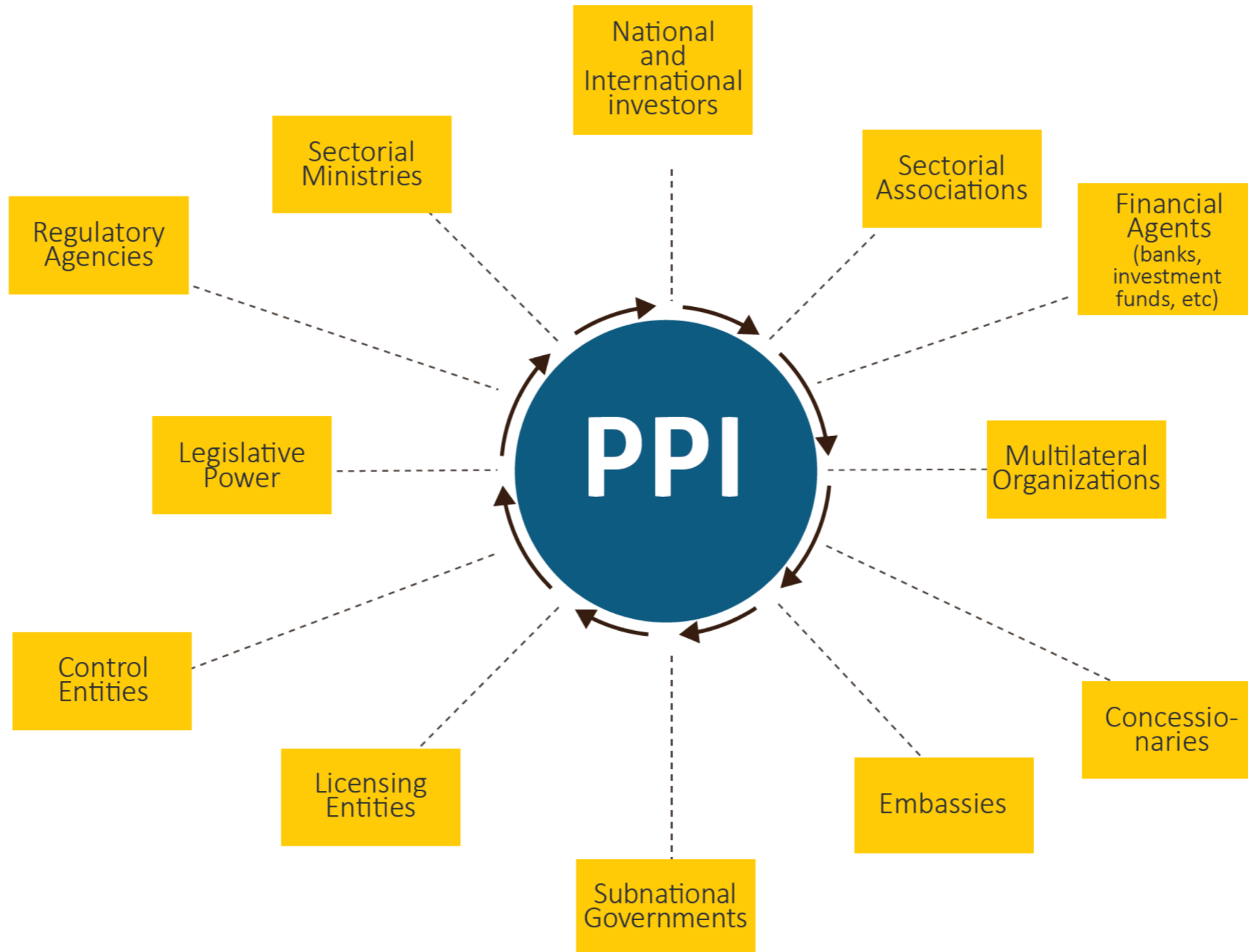
- ▶ The PPI is a streamlined structure, with a highly qualified team of technical profile.
- ▶ It works as a true task force by bringing together the private sector and the public administration.



## PPI COUNCIL

- ▶ Interministerial body responsible for assessing and providing guidance for decisions on the projects which shall be qualified as part of the program
- ▶ Selects the most appropriate model of public-private partnerships for each and every project
- ▶ Identifies, prioritizes and coordinates the offering of economically feasible projects to the private sector.

**STATE  
ACTORS**



**MARKET  
ACTORS**

## RESULTS SO FAR (UNTIL MAY 2019)

- ▶ Since its creation in May 2016, 248 projects have been qualified and 147 have been completed (59%)

### Energy - 94



82 transmission lines

5 generation  
4 concession UHE  
1 extension PCH

7 distribution  
(CELG-D and Companhias  
de Energia do Amazonas,  
Piau , Acre, Rond nia, Ro-  
raima and Alagoas)

### Highways - 1



1 tender

### Airports - 16



16 concessions

### Ports - 27



15 concessions  
9 renewals  
3 transfer of rights

### Oils & Gas - 7



4<sup>th</sup> Round Marginal Fields

14<sup>th</sup> and 15<sup>th</sup> Rounds Explo-  
ratory Blocks

2<sup>th</sup>, 3<sup>th</sup>, 4<sup>th</sup>, 5<sup>th</sup> Rounds of  
Production Sharings (PSA)

### CASEMG - 1



1 privatization

## INTERNATIONALIZATION

- ▶ Of the projects completed so far, 55 were taken by foreign-funded companies (some in consortium with national companies)

**Brazil**  
**China**  
**France**  
**Spain**

**Italy**  
**Norway**  
**Qatar**  
**Switzerland**

**Portugal**  
**Australia**  
**India**  
**Germany**

**USA**  
**United Kingdom**  
**Bermudas**  
**Colombia**

- ▶ So far, the concessions have raised BRL 260 billion (approx. USD 65 billion). The investments of foreign capital amount to 87% of the total



## THE FUTURE

- ▶ There are currently 101 projects to be completed



## FURTHER INFORMATION

- ▶ Main website: [www.ppi.gov.br](http://www.ppi.gov.br)
- ▶ Facebook: [/ppinvestimentos](https://www.facebook.com/ppinvestimentos)
- ▶ Instagram: [@ppinvestimentos](https://www.instagram.com/ppinvestimentos)
- ▶ Twitter: [@ppinvestimentos](https://twitter.com/ppinvestimentos)
- ▶ LinkedIn: [linkedin.com/company/ppinvestimentos](https://www.linkedin.com/company/ppinvestimentos)

## FINAL REMARKS

- ▶ The Infrastructure agenda is one of the main priorities of the Brazilian Government
- ▶ To fill the infrastructure gap, it is necessary to attract the private sector investment
- ▶ To attract foreign investors the PPI has based its work upon 5 cornerstones:
  - ▶ Legal certainty
  - ▶ Predictability
  - ▶ Risk Mitigation (eg. currency variation)
  - ▶ Improvement of the Regulatory Framework Maturity Level
  - ▶ Application of International Best Practices
- ▶ To address all these challenges the PPI must foster an open, permanent channel dialogue and interaction between public and private actors



*Port of Paranaguá (PR), whose cellulose terminal was auctioned for a 25 year concession on August 9; winner will invest BRL 87 million to refurbish it; port was auctioned in February 2018 for BRL 3.2 billion*

**THANK YOU**

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