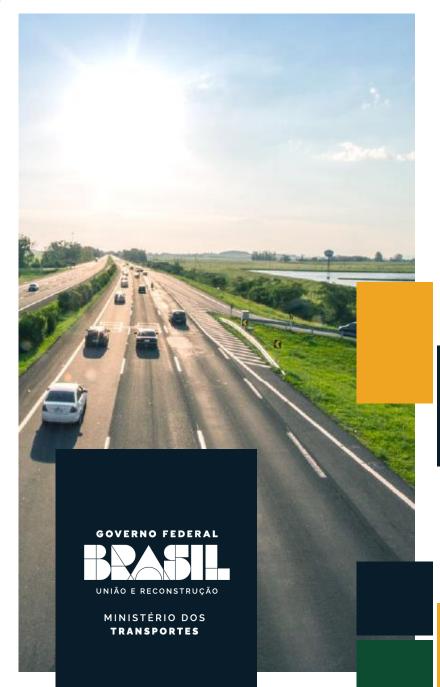


# Ministry of TRANSPORT

# ROADSHOW Brazil 2025

National Road Transport Secretariat - NRTS



# ROADSHOW Brazil All paths lead to Brazil

Brazil's Ministry of Transport is paving the way for the country to advance, reinstating investment in infrastructure as a state policy. We are presenting opportunities that add up to **US\$ 57.4 billion - over four years - for 44 new highway concession projects**.

We have advanced in improving regulatory research and instruments, and in quality of projects. New risk mitigation mechanisms to expand the private investment base will be added to the public funds that are to be applied to the development of an institutional and regulatory environment to transform Brazil's transportation infrastructure in a robust, sustainable and efficient way.

From this perspective, we hereby present the Brazilian Federal Government's pipeline of concession projects to the national and international market, highlighting investment opportunities in highway projects in Brazil.

2025 15 auctions 5,250 miles 28.2<sub>bi</sub>

## **ROADSHOW**Brazil **NEW GRANT POLICY:**

#### REGULATORY MODEL

MT ORDINANCE N. 995, OF OCTOBER 17, 2023



## **Auctions**

- ✓ Use of the "Lowest Tariff" criterion
- ✓ Requirement of Contribution of Linked Resources [Aporte de Recursos Vinculados] for aggressive depreciation (greater than 18%)



## **Fair Rates**

- ✓ Basic Toll Discount: 5% discount on the Toll Fee for users who use electronic payment methods and automatic vehicle identification (AVI)
- ✓ Frequent User Discount: discount applied by the Concessionaire on the Toll Fees due by Frequent Users



## $\overline{\mathbb{A}}$ Rapid and Technical Dispute Resolution

- ✓ Arbitration for the resolution of disputes referring to available property rights arising from the Contract and its Appendixes, or instruments related thereto, pursuant to Decree N. 10.025, of September 20, 2019
- ✓ Dispute Board: Contractual management and risk mitigation mechanism for the regular performance of the Contract, with the possibility of establishing a Dispute Prevention and Resolution Committee to prevent and resolve disagreements of a technical or economic and financial nature, under the terms of art. 23-A of Law N. 8.987 of February 13, 1995, and art. 151 of Law N. 14.133/2021



#### Free Flow

- ✓ New clause allows new toll plazas installed according to PER indications to be replaced by the Free Flow System
- ✓ Economic and financial balance of the contract guaranteed



## Tariff Stability

- ✓ Foreseen Linked Resources to be deposited in the Concession Accounts to form the Concession contingency reserve, to be used to restore contractual balance and include investments
- ✓ Rebalancing factors for the anticipation, postponement and inclusion of construction works, all affecting the rate of linked resources
- ✓ Special protection against events that may give rise to tariff variations (cost of inputs, demand and exchange rates)



### **Quality of Projects and Works**

- √ Foreseen Verifier accredited as a compliance assessment body: inspection certificate of executive projects, inspection certificate referring to works and services carried out in the recovery and maintenance phases, inspection certificate referring to ESG (Environmental, Social and Corporate Governance) practices
- ✓ Speedy project approval

## **NEW GRANT POLICY:**

#### REGULATORY MODEL

MT ORDINANCE N. 995, OF OCTOBER 17, 2023



#### Regulation by incentives

- ✓ Modulations in financial obligations based on compliance with the contract
- ✓ Procedure for increasing the Toll Rate according to the form and values predefined in the Contract, for Homogeneous Sections where at least 90% of the reference construction works have been completed



### Revenue recovery - Tariff Reclassification

- ✓ New clause that allows recovery of part of the revenue frustrated by the postponement of tariff reclassification
- ✓ If the delivery of works subject to Tariff Reclassification is delayed, the Concessionaire may recover part of the revenue frustrated by the postponement of the Tariff Reclassification
- ✓ Delays exceeding 5 years compared to the deadlines established in the original Highway Exploration Program will not be subject to recovery
- ✓ The frustrated Net Tariff Revenue will be calculated based on the traffic carried. out, the tariffs actually charged and the tariffs calculated as if there had been a reclassification, corrected exclusively by the variation of the IPCA between the year of the frustrated revenue and the year of completion of the work



#### Other innovations

- ✓ Clear rules for cases of Early Extinction
- ✓ Foreseen Direct Agreement with Funders



#### **Risk Matrix**

- ✓ Balanced allocation of risks, protecting the project and creating incentives for compliance with the contract
- ✓ Currency, input price and demand risk protection mechanisms



### **Environmental sustainability**

- ✓ Requirement that socio-environmental parameters in investments are met (International Finance Corporation - IFC)
- ✓ Carbon Zero Program [Programa Carbono Zero] to neutralize emissions from the Concession's operations
- ✓ Climate Resilience and Social and Environmental Responsibility Program [Programa de Resiliência Climática e Responsabilidade Socioambiental]



#### **Penalties**

- ✓ A more objective list of applicable penalties
- ✓ Fine that are proportional to contractual breaches
- ✓ Clear criteria and limits for counting late payment fines

## ROADSHOW Brazil NEW GRANT POLICY:

#### **RISK MATRIX**

MT ORDINANCE N. 995, OF OCTOBER 17, 2023

## **Risk Sharing Mechanism**

#### Variation in input costs

- o **Sharing of the extraordinary** effects of events that exclusively impact variations in input prices and the Concession Tariff Revenue, including in cases of unforeseeable circumstances or force majeure
- o **The Input Price Risk Sharing Mechanism** has the exclusive purpose of partially offsetting, in the Toll Rate adjustment, the financial difference between (i) the effects of applying the IRT variation and (ii) the effects of applying the ICR variation, aiming to reflect the monetary update of the costs incurred by the Concessionaire for the performance of the Contract
- Within 24 months from the Assumption Date, the Concessionaire must inform ANTT of its interest in activating the Mechanism, defining the chosen percentage, limited to 30% of the Concessionaire's Tariff Revenue
- o **Once the Mechanism is activated**, the Concessionaire may not cancel it, change the chosen sharing percentage, nor activate the Exchange Protection Mechanism
- As a condition for applying the Mechanism, at least 90% of the Capacity Expansion and Improvement Works provided for in the PER must be carried out by the moment of its measurement

#### **Tariff Revenue Variation**

- o The application of the Demand Risk Sharing Mechanism is objective
- Comparison between the accumulated real demand and the reference demand (EVTEA) calculated annually.

Existence of toll stations

- Sharing factor: 50% - 50%
- Private risk: band of +10% and -10%
- Shared risk: < -10% and > 10%

Non-existence of toll stations

- Sharing factor: 80% - 20%
- Private risk: band of +5% and -5%
- Shared risk: < -5% and > 5%

#### **Exchange rate variation**

- o **Result of foreign currency financing** instrument(s) signed in the first 5 years from the signing of the Contract, and may only be applied to the portion of financing related to the planned investments linked to the Reversible Assets.
- o **Applicable** only to the principal amount of financing in a foreign currency.
- Annual, semi-annual or quarterly principal amortization frequency, regardless of grace period.
- o Within 12 months from the Assumption Date, the Concessionaire must inform the Granting Authority of its interest in activating the Exchange Protection Mechanism.
- Once the Exchange Protection Mechanism is activated, the Concessionaire may not cancel it, nor activate the Input Price Risk Sharing Mechanism

## ROADSHOW Brazil NEW GRANT POLICY:

#### **RISK MATRIX**

MT ORDINANCE N. 995, OF OCTOBER 17, 2023

## **Shared Risks with Predefined Percentages**

#### **Residual Risks**

- ✓The risks will be shared between the Concessionaire and the Granting Authority only if the total sum of their impacts exceeds 2% of the annual gross Tariff Revenue in a single Concession Year.
- ✓ Extraordinary risk: statistical treatment of revenue and inputs

#### **Environmental license conditions**

- ✓ Sharing of risks associated with variations in costs and investments to comply with the conditions of the Concession licenses, permits and authorizations that exceed the amount provided for in the contract:
- -80% Granting Authority
- 20% Concessionaire

#### **Free-flow impacts**

✓ Default

#### **Expropriation**

- ✓ Sharing of whatever exceeds the amount provided for in the contract:
- -80% Granting Authority
- 20% Concessionaire

#### **Extraordinary Geotechnical Accidents**

- √ Construction of alternative routes;
- ✓ Slope treatment and stabilization;
- ✓ Reconstruction of the road;
- ✓ Material movements;
- ✓ Reconstruction of drainage devices;
- √Treatment of degraded areas and possible compensation as a result of the event.

The costs of interventions necessary to restore normality on slopes subject to extraordinary geotechnical accidents will be shared as follows:

- -80% Granting Authority
- 20% Concessionaire

## **PROJECT FLOW**

### **HIGHWAY CONCESSION**



Preparation of technical and financial feasibility studies

- Financial Economic Model
- Engineering Studies
- Contract Drafts
- Notice
- Highway Exploration Program



Public Hearing (PH)

Open to interested parties, to make the process public, and to collect suggestions and contributions to studies and documents



Approval of the Granting Plan

(MT Ordinance No. 995 of 10/17/2023)

Consolidated guidelines for the grant policy that has been adopted, and summary of the operational modality and privatization conditions for the partnership project that is the object of the structuring process



External Control Analysis (TCU)

Greater legal certainty with prior supervision of privatization carried out by the public authorities and the TCU



Publication of Notice

Invitation Instrument
that sets out the
requirements for boras
participation under
equal conditions,
published in Portuguese
and English



Auction\*

**Bidding Modality:** Lowest tariff value

Judging criteria:

lowest tariff and a foreseen contribution starting from an 18% depreciation





















## ROADSHOW Brazil AUCTIONS

#### FINANCIAL INFORMATION

- Mandatory Minimum Share Capital: Maximum between 15% of the projected negative Cash Flow (FCFF) and the cash requirement for the first two years, with 50% being paid in as the first installment.
  - If net third-party capital for the Contribution of Linked Resources (above the 18% depreciation) is raised before the signing of the Agreement, the share capital to be subscribed and paid for will be proportionally reduced to the value of the net third-party capital that was raised, up to a limit of 50% (fifty percent) of the value referring to the Contribution of Linked Resources.
  - Net raised third-party capital is considered the difference between:
  - a. the financial resources transferred to the Concessionaire from opening credit contracts, issuing debentures, promissory notes, among others, established by the Concessionaire with a party that is not related to its economic group, valid for a term of more than 2 years; and
  - b. payments made as interest, amortization and charges on debts or loans assumed by the Concessionaire

- o **Proposal Guarantee:** 1% of Net Present Value NPV (revenue)
  - May be provided in cash, public debt securities, capitalization bonds, insurance guarantees or bank guarantees.
  - Valid for at least 1 year from the Date of Receipt of the Envelopes.
- Contract Performance Guarantee: guarantee of faithful fulfillment of contractual obligations.
  - 5% of the NPV (revenue) by the completion of the Capacity Expansion and Improvement Construction Works described in the Highway Operation Program [Programa de Exploração da Rodovia/PER] and in the last 2 years of the contract.
  - 2.5% of the NPV (revenue) over the remaining period.
  - Reduction in the Contract Performance Guarantee is subject to the completion of the Capacity Expansion and Improvement Construction Works and Service Level Maintenance Works described in the Highway Operation Program.

## ROADSHOW Brazil FINANCING OF

#### OF HIGHWAY CONCESSIONS BY BNDES

- o Brazil's National Bank for Economic and Social Development [Banco Nacional de Desenvolvimento Econômico e Social/BNDES] is a public financial institution that promotes economic and social development by supporting infrastructure projects towards sustainable growth and improved quality of life.
- BNDES finances federal highway concessions, offering support through its Department of Infrastructure and Highway Concessions [Departamento de Infraestrutura e Concessões Rodoviárias/AINFRA/DECRO] team.

### Law No. 14,937, of july 26, 2024

In the event of financing of concession projects, for exploitation of public services, the financial institution may adopt the prefixed portion of the TLP and the Prefixed rates in force on the date of the respective auction



Source: BNDES website email: ainfra@bndes.gov.br

#### Types of support:

- BNDES Finem [loans to businesses]
- BNDES Debêntures em Ofertas Públicas [debentures in public offerings]
- BNDES Garantia [guarantees]
- Subcrédito Backstop [backup funding]
- Interest Rate: Composed of the cost of BNDES raising funds and of remuneration.
- o Term: Up to 34 years, including disbursements according to investment progress.
- Debt Volume: Up to 100% of the financeable investments, limited to 80% of total investments, considering the project's financing needs and restricted to its payment capacity.
- Guarantees:
  - **Minimum Guarantees**: Pledge or fiduciary transfer of shares issued by the Special Purpose Company [Sociedade de Propósito Específico/SPE], and pledge or fiduciary transfer of rights arising from the concession and the values of the accounts system required for the operation.
  - **Pre-completion Guarantee:** If unmitigated risks are identified, additional guarantees may be required such as a corporate guarantee, a bank guarantee or a capital contribution commitment (ESA), among others.

## ROADSHOW Brazil DEBENTURES

#### INCENTIVES AND INFRASTRUCTURE

MT Ordinance N. 995/2023 - New Grants Policy

### Want to find out more?

Access the Debentures Guidebook and the Ministry of Transport Booklet with guidelines using the QR Codes below:



Access the Debentures Guidebook



Access the Booklet to find out more about procedures in the Gov.BR portal

#### Reference Legislation:

- Law No. 12,431/2011
- Law No. 14,801/2024
- Decree No. 11,964/2024
- MT Ordinance No. 689/2024



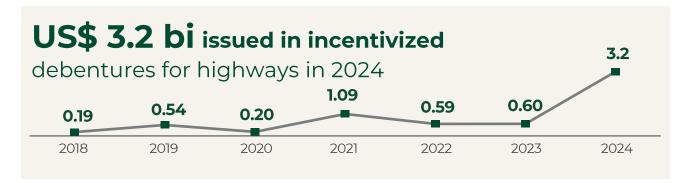
### What are they?

Incentivized debentures and infrastructure debentures are tax incentive instruments that facilitate the process of raising funds in the capital market towards financing infrastructure investments.

- ✓ **Incentivized debentures** provide tax incentives to buyers: IRPF exemption and a reduced rate of 15% for IRPJ.
- ✓ Infrastructure debentures provide tax incentives to issuers: deduction of 130% of the remuneration paid in determining the real profit and the CSLL calculation basis.

### Why issue these debentures?

Incentivized debentures are a well-established bond in the Brazilian market. Driven by this success, infrastructure debentures were created in 2024 with special characteristics to attract foreign investors and pension funds.





The new Ministry of Transport regulations for the two types of debentures reduced bureaucracy, eliminating the need for prior approval. The procedures were simplified, providing the legal certainty and the speediness necessary to raising funds.



The new road concession projects already meet the environmental and social sustainability criteria required by the Ministry to issue debentures, rendering them even more competitive.

## **NEW GRANT POLICY:**

#### **ENVIRONMENTAL SUSTAINABILITY**

ORDINANCE NO. 622, OF JUNE 28, 2024

Establishes guidelines for allocating resources in road concession contracts aimed at developing resilient infrastructure, mitigating greenhouse gas (GHG) emissions and energy transition

Application of at least 2.5% of the Economic Financial Model - EFM for environmental sustainability and climate resilience

Finding sustainable alternatives for collecting and disposing of resources to reduce environmental impacts

Mitigating climate change by reducing emission of pollutants (GEE)

CO<sub>2</sub>

Encouraging energy efficiency and use of renewable energy sources

Conservation of fauna and flora and mitigation of damage to ecosystems

0000

**Environmental** 

Guidelines

## **NEW GRANT POLICY:**

SUSTAINABILITY ENVIRONMENTAL AND INFRASTRUCTURE RESILIENT

ORDINANCE NO. 622, OF JUNE 28, 2024

#### **Resilient Infrastructure**

- 1% (one percent) of the concession's gross revenue provided for in Economic Financial Model - EFM, allocated to resources linked, for the development of resilient infrastructure, with the aim of reducing impacts on infrastructure road conditions resulting from climate change;
- Monitoring, recording and confronting actions extreme weather events and anticipation and prevention of possible damage
- ✓ Adapting to Climate Change
- ✓ Responding to Emerging Threats
- ✓ Promoting Innovation and Technology
- ✓ Reduction of Risks and Costs
- ✓ Sustainability and Resource Conservation
- ✓ Safety and Operational Continuity
- ✓ Economic Growth and Social Development

## International Finance Corporation Performance Standards

- ✓ Investments foreseen in the Economic and Financial Model (EFM) which, on average, correspond to 1.5% of the Basic Toll Rate
- ✓ Assessment and Management of Socio-Environmental Risks and Impacts
- ✓ Working and Employment Conditions
- ✓ Resource Efficiency and Pollution Prevention
- ✓ Community Health and Safety
- ✓ Land Acquisition and Involuntary Resettlement
- ✓ Biodiversity Conservation and Sustainable Management of Living Natural Resources
- ✓ Indigenous Peoples



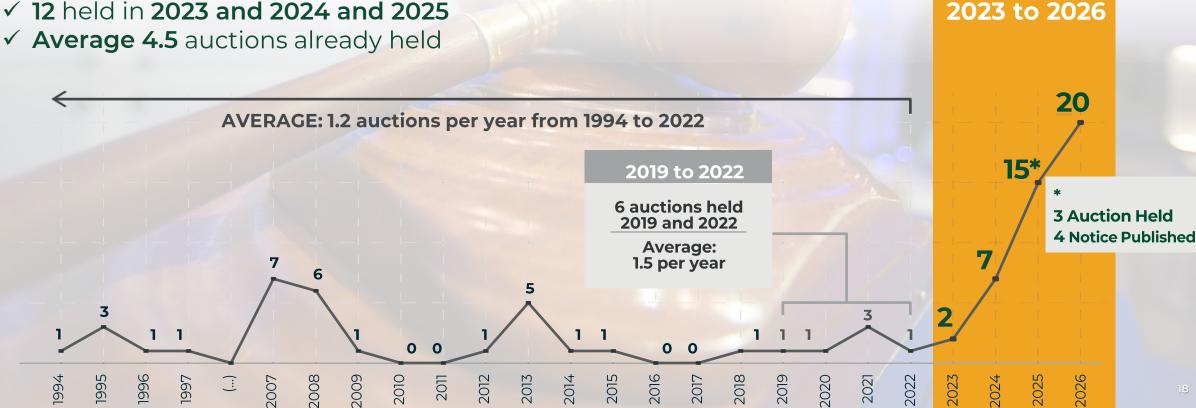
## **HISTORY**

**AUCTIONS IN BRAZIL** 

**Number of Auctions** 

## 2023 to 2026

- ✓ **44** Auctions
- √ 12 held in 2023 and 2024 and 2025



## **Evolution of concessions until 2026**

By the end of 2022: 24 concessions 8,134 miles | invested US\$ 46 billion

2023: 2 auctions 669.63 miles granted US\$ 5.20 bi invested

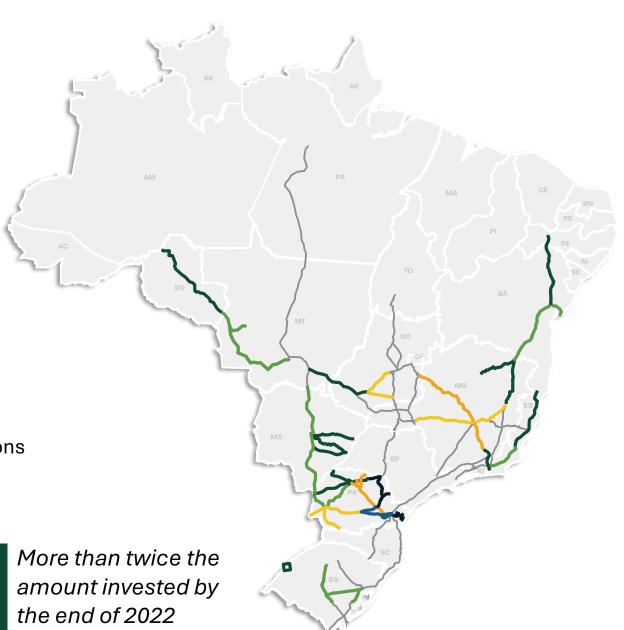
2023: 2 auctions

2023+2024: 9 auctions **2,671.33 miles** granted US\$ 19.18 bi invested

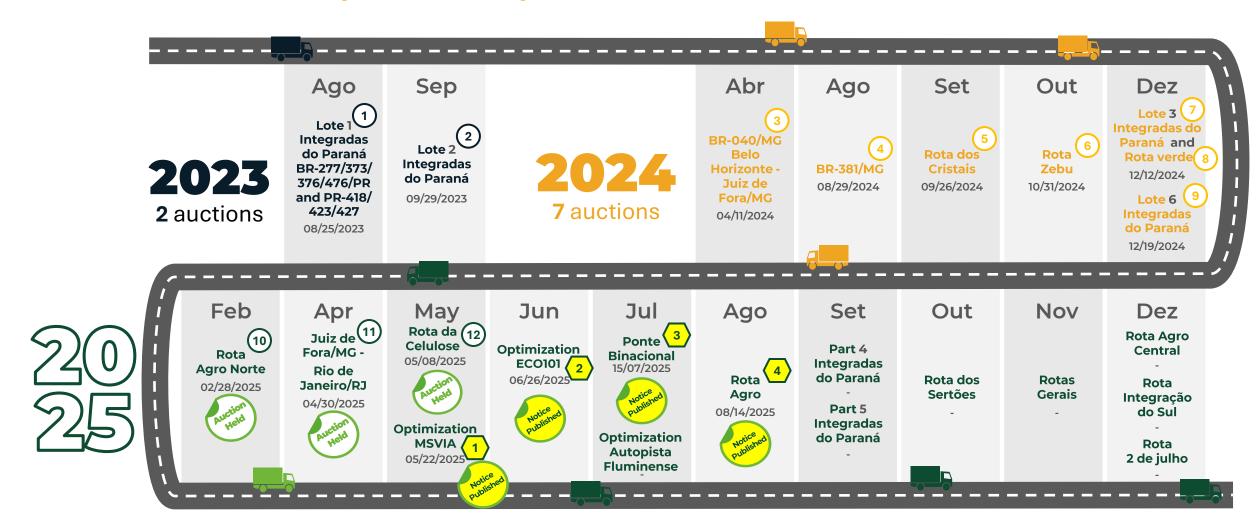
2023+2024+2025: 24 au
7,818.45 miles to grant
US\$ 47.2 bi to invest

2023+2024+2025: 24 auctions **US\$ 47.2 bi** to invest

2023 a 2026: 44 concessions **14,397** miles | invested **US\$ 78,4** bi



**Timeline - Auctions (2023-2025)** 



## ROADSHOW Brazil HIGHWAY CONCESSIONS

SUCCESSFULLY COMPLETED (until May 10)

2023 + 2024 + 2025\*

## 12 auctions

3,351 miles

1,193 miles in duplication

1,034 miles in additional lane

2023

2 auctions 673.12 miles

**US\$ 4.8 bi** TOTAL

• **US\$ 3.4 bi** CAPEX

• **US\$ 1.4 bi** OPEX

434 miles

in duplication

217 miles

in additional lane

2024

7 auctions

2,001.44 miles

**US\$ 14.2 bi TOTAL** 

• US\$ 8.4 bi CAPEX

• US\$ 5.8 bi OPEX

591 miles

in duplication

492 miles

in additional lane

2025\*

3 auctions 676,8 miles

**US\$ 5,0 bi** TOTAL

• **US\$ 3,1 bi** CAPEX

• **US\$ 1.9 bi** OPEX

168 miles

in duplication

325 miles

in additional lane

\*made until may,10

# ROADSHOW Brazil HIGHWAY CONCESSIONS

2025

US\$ 28 2 bi
US\$ 16.3 bi + US\$ 11.9 bi
(CAPEX) (OPEX)

15auctions 5,256 miles

## 12 auctions

4,235.26 miles

US\$ 12.3 bi CAPEX US\$ 9.3 bi OPEX

838.85 miles

in duplication

1,012.21 miles

in additional lane

## **3 Competitive** Processes

(Contract optimization auctions)

1,020.92 miles

US\$ 4.0 bi CAPEX US\$ 2.6 bi OPEX

272.78 miles

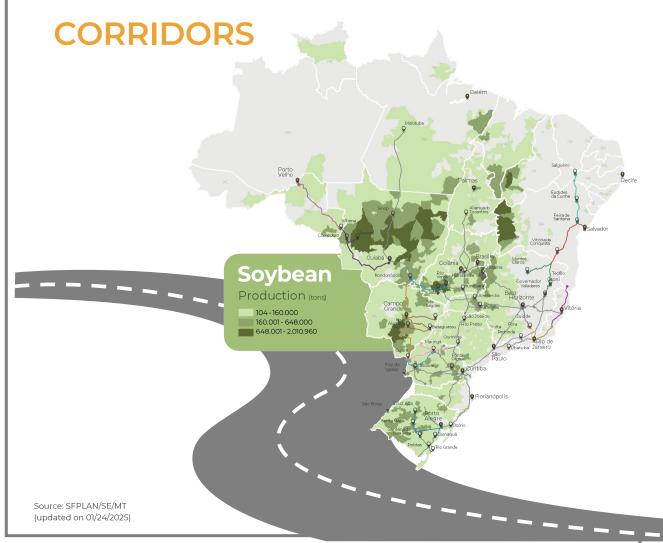
in duplication

179.58 miles

in additional lane

## **PORTFOLIO 2025**

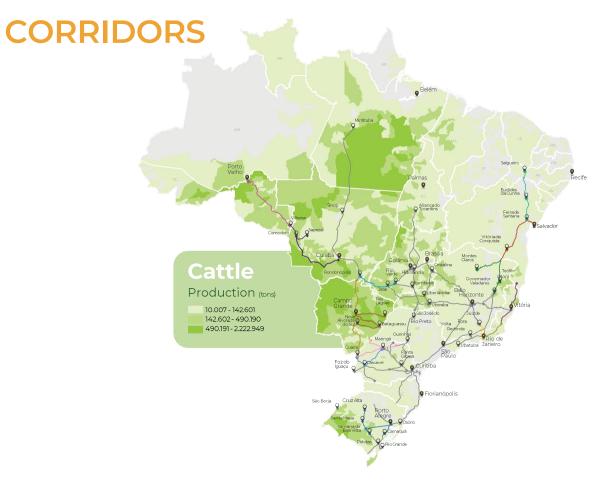
**LOGISTICS** 

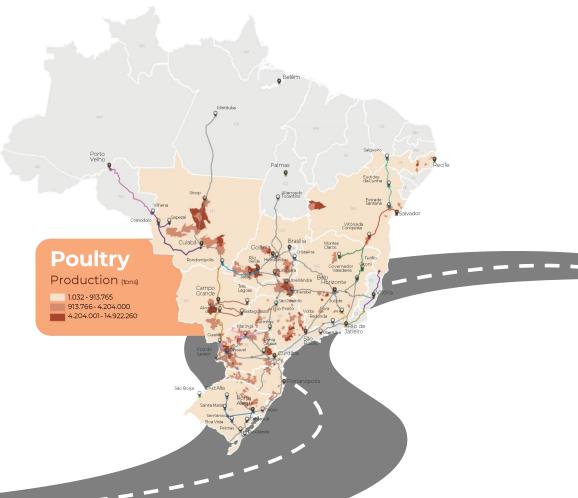




**PORTFOLIO 2025** 

**LOGISTICS** 









## For more details





Rio de Janeiro - Juiz de Fora

Auctio

Rio de

US\$ 861.06 million

**CAPEX** 

11.17% p.y.

WACC

136.02 miles

**Extension** 

**72 k**Employment estimate

01/20/2025

Notice (published)

04/30/2025

Auction

BR-262/267/MS AND MS-040/338/395 Rota da Celulose

Introduction

**Timeline** 

For more details





## **ROADSHOW**Brazil **BR-163/MS**

## **MSVIA**



BR-163/MS is one of the main logistical corridors of Mato Grosso do Sul, essential for the outflow of the state's agricultural and industrial production, especially grains and beef.

With approximately 845 km in length, the highway connects Mato Grosso to Paraná, linking important productive centers to the rest of the country and to export ports.

#### **STATUS: Notice Published**

Updated on 01/24/2025

Relevant works: 180 devices

and intersections (new and

remodeled), 22 pedestrian

walkways (new and

points

remodeled), 379 access

points and 3 Rest Stop



Road Segment

Sonora/MS -Mundo Novo/MS



US\$ 1,619.21 million US\$ 806.17 million (NPV)



9.45% p.y.



0.034



Notice (published) 01/31/25



05/22/25



526.43 miles



US\$ 1,226.42 million US\$ 404.80 million (NPV)



**Employment estimate** 



134.817 (Direct employment, Indirect employment, Income effect)



Container-ready General Cargo (CGC) **Agricultural Solid** Bulks (ASB)



Duplication: 126 miles Additional Lane: 118.68 miles Access: 45.03 miles Marginal roads: 14.3 miles

Toll Plazas to be Implemented: 0 Existing Toll Plazas: 9 Gantries to be Implemented

(Free Flow): 0



CAPEX/Miles (millions/miles): US\$ 3.08

OPEX/Miles (millions/miles): US\$ 2.33 Maintenance Costs (thousand/year/lane): US\$ 14.52 Duplication Costs (millions/miles): US\$ 1.42

Accumulated Cash Flow: US\$ 1,528 million Gross Revenue: US\$ 5,917 million Gross Revenue (NPV): US\$ 1,651 million

Traffic CAGR: 1.45% p.y.



Construction Cycle: 1rd to 9th Year Minimum Required Equity: US\$ 52.66 million

Proposal Guarantee: US\$ 16.47 million Contract Performance Guarantee: US\$ 82.50 million

84.04								
1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>th</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year	6 <sup>th</sup> Year	7 <sup>th</sup> Year	8 <sup>th</sup> Year	9 <sup>th</sup> Year

## **ROADSHOW**Brazil **BR-101/ES/BA**



The section of BR-101 managed by Eco101 covers 478.79 kilometers, stretching from the city of Mucuri's access junction, in southern Bahia, to Mimoso do Sul, in Espírito Santo, a municipality bordering Rio de Janeiro. The concession area spans 25 municipalities in the state of Espírito Santo and one in Bahia.

#### **STATUS: Notice Published**

Updated on 03/18/2025



Road Segment

Acesso Mucuri/BA -Mimoso do Sul/ES



US\$ 1,231.56 million US\$ 631.22 million (NPV)



WACC 9.21% p.y.



0.034





03/18/2025



Auction

06/26/2025



Consensual exit value, to be paid to the current controlling group, by the winner of the Competitive Process

US\$ 54.9 million



Extension 295.71 miles



US\$ 567.75 million USS 222.98 million (NPV)



Employment estimate



102,464 (Direct employment, Indirect employment, Income effect)



Container-ready General Cargo (CGC) **Agricultural Solid** Bulks (ASB)



Duplication: 106.07 miles Additional Lane: 25.48 miles Contour: 31.69 miles Marginal roads: 21.75 miles

Toll Plazas to be Implemented: 0 Existing Toll Plazas: 7 Gantries to be Implemented

(Free Flow): 0

Relevant works: 2 Urban contours, 40 new pedestrian walkways, 11 diamond-shaped devices, 2 trumpet-shaped devices and 2 Rest Stops



CAPEX/Miles (millions/miles): US\$ 4.16 OPEX/Miles (millions/miles): US\$ 1.92

Maintenance Costs (thousand/year/lane): US\$ 20.43 Duplication Costs (millions/miles): US\$ 2.87 Accumulated Cash Flow: US\$ 821 million Gross Revenue: US\$ 3,322 million Gross Revenue (NPV): US\$ 1,126 million

Traffic CAGR: 2.02% p.y.

Construction Cycle: 1rd to 7th Year Minimum Required Equity: US\$ 44.94 million

Proposal Guarantee: US\$ 11.32 million Contract Performance Guarantee: US\$ 56.26 million

2<sup>nd</sup> Year 1st Year 3rd Year 4th Year 5th Year 6th Year 7th Year 111.15 115.9 88.3 85.94 68.61 86.96



## **BRIDGE SÃO BORJA/BRA A SANTO**

## TOMÉ/ARG E CUF

## BINATIONAL BRIDGE

Provision of public services for exploration, operation, management and investments for conservation and expansion of the Road Bridge over the Uruguay River, between the cities of São Borja and Santo Tomé (International Bridge), its accesses bus stations on both sides and the Center Unified Borders Unit (CUF), including: Investments and Works; Conservation and maintenance; Mandatory services and services complementary.

### **STATUS: Notice Published**

Updated on 05/12/2025



Border Road Segment





US\$ 31.5 Mi US\$ 14.8 million (NPV)



15.00% p.u.



initial cost from US\$ 13.63



Notice (published) 05/13/2025



Auction 07/15/2025



Extension 9.44 miles



US\$ 67.5 Mi US\$ 16.4 million (NPV)



23% of trade between **Brazil** and **Argentina** 

CAPEX/Revenue (NPV): 15%

Demand/day: 840



Restoration. improvement expansion:

-Bridge and accesses -CUF

Minimum Bid for Concession Fee: US\$ 40.8 million -50% for Brazil in a single payment

Criteria: Highest Bid for

-50% for Argentina in 25

installments

Concession Fee

**AUCTION** 



CAPEX/Miles (millions/miles): US\$ 2.07 OPEX/Miles (millions/miles): US\$ 4.44 Accumulated Cash Flow: US\$ 122 million Gross Revenue: US\$ 284.3 million Gross Revenue (NPV): US\$ 63.7 million Traffic CAGR: 2.01% heavy vehicles

Traffic CAGR: 2.92% automobiles

Minimum Required Equity: US\$ 8.58 million

Contract Performance Guarantee: 10 ao 50 ano: US\$ 3.19 million 6º ao 20º ano: US\$1.59 million 210 até o término: US\$ 3.19 million

Construction Cycle: 1st to 5th Year US\$ 1.30 million

> 2<sup>nd</sup> Year 3<sup>rd</sup> Year 4th Year 5th Year 2.56 4.57 4.34 5.17 3.66

Proposal Guarantee:

## **ROADSHOW**Brazil BR-060/364/GO/MT

Rota Agro



The project is located in the states of Mato Grosso and Goiás, covering the city of Rondonópolis/MT, located in the Southeast region of the state, 130.49 miles from the capital Cuiabá, with 245 thousand inhabitants and the second highest GDP in the state.

Rondonópolis is located at the junction of highways BR-163 and BR-364, transporting agricultural and industrial production to the large metropolitan centers and ports in Brazil. In recent years, several manufacturing companies have set up shop in the municipality.

#### **STATUS: Notice Published**

Updated on 03/28/2025



Road Segment

Rio Verde/GO -Rondonópolis/MT



US\$ 758.15 million US\$ 379.07 million (NPV)



9.99% p.y.



TKU (PS) 0.045



Notice (published) 03/28/2025



08/14/2025



Extension 304.52 miles



USS 487.14 million US\$ 145.80 million (NPV)



**Employment** estimate



64,040 (Direct employment, Indirect employment, Income effect)

CAPEX/Revenue (NPV): 66%

AEV/day/station: 13,210



**Agricultural** Solid Bulks



Duplication: 28.35 miles Additional Lane: 93.37 miles Contour: 4.88 miles Marginal roads: 7.12 miles

Toll Plazas to be Implemented: 5 Existing Toll Plazas: 0 Gantries to be Implemented (Free Flow): 0

and refurbished). 4 pedestrian walkways (new and refur-bished), 11 Level Crossings and 2 Rest Stop point

Relevant works: 32 devices

and intersections (new



OPEX/Miles (millions/miles): US\$ 0.99 Maintenance Costs (thousand/year/lane): US\$ 0.0132

Duplication Costs (millions/miles): US\$ 1.18 Accumulated Cash Flow: US\$ 1.31 billion Gross Revenue: US\$ 2.80 billion Gross Revenue (NPV): US\$ 0.57 billion

CAPEX/Miles (millions/miles): US\$ 1.55



Traffic CAGR: 1.31% p.y.

Proposal Guarantee: US\$ 7.20 million Contract Performance Guarantee: US\$ 35.85 million

94.04	50.19	59.54	65.42	30.20	8.27	
3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year	6 <sup>th</sup> Year	7 <sup>th</sup> Year	8 <sup>th</sup> Year	

Construction Cycle: 3rd to 8th Year

Minimum Required Equity:

US\$ 58.49 million

## **ROADSHOW**Brazil **BR-101/RJ**

## Autopista Fluminense



The concession of BR-101/RJ is located in the state of Rio de Janeiro, from the descent of Presidente Costa e Silva Bridge in Niterói to the state border with Espírito Santo. This section passes through 13 municipalities and serves as the main access to the so called Região dos Lagos (lakes area - Búzios and Cabo Frio), to the Acu and Macaé Ports - two large port-industry complexes - and to the Offshore Support Base in Niterói, from which it is observed that there is a predominance of General Cargo and Liquid Bulk.

## **STATUS: Awaiting publication of the Notice**

Updated on 03/18/2025





TKU (PS)

0.039



May/2025



August/2025 Consensual exit value, to be paid to the



current controlling group, by the winner of the Competitive Process US\$ 120 million



Extension 198.90 miles



US\$ 705 million US\$ 247 million (NPV)



Employment estimate 87,745



(Direct employment, Indirect employment, Income effect)



General Cargo (GC) Liquid Bulk (LB)

CAPEX/Revenue (NPV): 48%

AEV/day/station: 11,221



Duplication: 40.39 miles Additional Lane: 34.18 miles Access: 15.84 miles Marginal roads: 7.46 miles

Toll Plazas to be Implemented: 0 Existing Toll Plazas: 5 Gantries to be Implemented (Free Flow): 5

Relevant works: 19 devices and intersections, 21 pedestrian walkwaus. 59 km of cycle lanes, 40 bus stops and 1 rest



US\$ 45.28 million

CAPEX/Miles (millions/miles): US\$ 5.09 OPEX/Miles (millions/miles): US\$ 3.55 Maintenance Costs (thousand/uear/lane): US\$ 21.37 Duplication Costs (millions/miles): US\$ 1.74 Accumulated Cash Flow: US\$ 852.49 million Gross Revenue: US\$ 3,403 million

Gross Revenue (NPV): US\$ 1.055 million Traffic CAGR: 1.10% p.y.

Construction Cycle: 1rd to 8th Year Minimum Required Equity:

Proposal Guarantee: to be defined Contract Performance Guarantee: US\$ 57.64 million

5<sup>th</sup> Year 7<sup>th</sup> Year 1st Year 2<sup>nd</sup> Year 3<sup>rd</sup> Year 4th Year 6th Year 8th Year 109.61 121.96 114.41 81.82 70.84 63.98 80.45



## **ROADSHOW**Brazil PART 4

## Rodovias Integradas do Paraná



The project is made up of important highways, transversal and diagonal lines, which interconnect the state of the Paraná to São Paulo, Mato Grosso do Sul and Paraguay. The stretch of BR-369 is an important transport corridor flow of products from agriculture, livestock and industry between the State of Paraná and São Paulo.

#### **STATUS: TCU**



Road Segment

BR-272/369/376/PR and PR-182/272/317/323/ 444/862/897/986



Extension

389.92 miles



US\$ 1,257.29 million

US\$ 343.05 million (NPV)



Employment estimate

158,072

(Direct employment, Indirect employment, Income effect)



**Containerized General** Cargo (CGC)

**Agricultural Solid** Bulks (ASB)

Marginal roads: 24.54 miles Toll Plazas to be Implemented: 5 Existing Toll Plazas: 4 Gantries to be Implemented

(Free Flow): 0

Duplication: 148.90 miles

Additional Lane: 54.13 miles Contour: 36.74 miles

Relevant works: 129 devices and intersections (new and refurbished), 39 pedestrian walkwaus (new and refurbished) and 2 Rest Stop

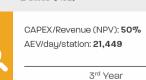
Updated on 01/24/2025

CAPEX/Miles (millions/miles): US\$ 4.80 OPEX/Miles (millions/miles): US\$ 3.22

Maintenance Costs (thousand/year/lane): US\$ 49.99 Duplication Costs (millions/miles): US\$ 1.49 Accumulated Cash Flow: US\$ 2,286 million

Gross Revenue: US\$ 7.576 million Gross Revenue (NPV): US\$ 1,702 million

Traffic CAGR: 2.57% p.y.



Construction Cycle: 3rd to 8th Year Minimum Required Equity:

Proposal Guarantee: US\$ 16.98 million Contract Performance Guarantee: US\$ 85.08 million

3 <sup>rd</sup> Year	4 <sup>th</sup> Year	5 <sup>th</sup> Year	6 <sup>th</sup> Year	7 <sup>th</sup> Year	8 <sup>th</sup> Year	
167	139	201	199	186	142	

Capex US\$ million

US\$ 1,871.36 million US\$ 854.20 million (NPV) 11.17% p.y.



Updated when published the notice



TKU (PS) 0.045



Notice (published) June/2025



September/25







## PART 5

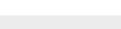
Rodovias Integradas do Paraná

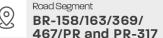




The state of Paraná connects the South with the Southeast and the Central-West, in addition to making border with Argentina and Paraguay. The project is made up of important highways, which pass through large production areas of products of agriculture, livestock and industry of the State of Paraná.

#### **STATUS: TCU**







US\$ 1,116.64 million US\$ 475.13 million (NPV)



WACC

11.17% p.y. Updated when published the notice



TKU (PS)

0.046



Notice (published)

June/2025



September/25



Extension 267.67 miles



US\$ 878.22 million US\$ 245.28 million (NPV)



Employment estimate



94,321 (Direct employment, Indirect employment, Income effect)



**Containerized General** Cargo (CGC)

**Agricultural Solid** Bulks (ASB)

AEV/dau/station: 20,315



Duplication: 148.24 miles Additional Lane: None Contour: 1.97 miles Marginal roads: 12.42 miles

Toll Plazas to be Implemented: 2 Existing Toll Plazas: 3 Gantries to be Implemented (Free Flow): 0

Relevant works: 69 devices and intersections (new and refurbished), 5 pedestrian walkwaus (new and refurbished) and 1 Rest Stop point

Updated on 01/24/2025



CAPEX/Miles (millions/miles): US\$ 4.17 OPEX/Miles (millions/miles): US\$ 3.28

Maintenance Costs (thousand/year/lane): US\$ 55.32 Duplication Costs (millions/miles): US\$ 1.39 Accumulated Cash Flow: US\$ 1,197 million Gross Revenue: US\$ 4,367 million Gross Revenue (NPV): US\$ 1,003 million

Traffic CAGR: 1.94% p.y.



Proposal Guarantee: US\$ 10.12 million Contract Performance Guarantee: US\$ 50.26 million

3 <sup>rd</sup> Year 4 <sup>th</sup> Year		5 <sup>th</sup> Year	6 <sup>th</sup> Year	7 <sup>th</sup> Year	
105	104	106	106	80	





## ROADSHOW Brazil BR-116/PE/BA

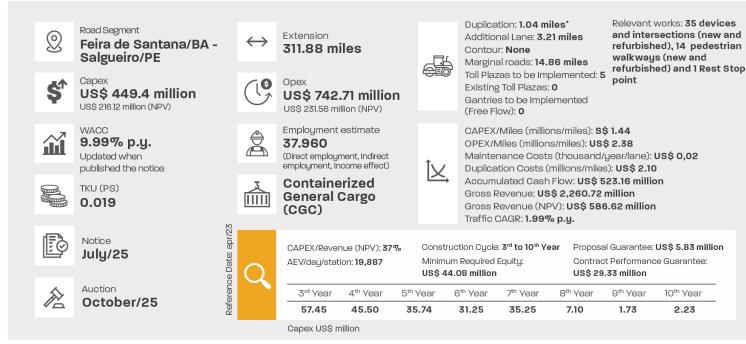
## Rota dos Sertões

Salgueiro Divisa BA/PE **BR-116** Euclides da Cunha Anel Rodoviário Feira de Santana Salvador

The section connects the Feira de Santana ring road in Bahia to Salgueiro in Pernambuco. This segment, which spans 16 municipalities, is essential for regional integration and strengthening logistics in the Northeast region.

## **STATUS: TCU Ruling**

Updated on 05/08/2025



\*Capacity expansion and improvement works for lots 4 and 5 are being executed by DNIT to ensure reasonable tariffs:

Part 4: from Tucano to Teofilândia, km 274.40 to km 334.14 | Lot 5: from Teofilândia to Santanópolis, km 334.14 to km 388.00.

## **ROADSHOW**Brazil **BR-116/251/MG**

## **Rotas Gerais**



The section located in Minas Gerais covers parts of the BR-116 and BR-251 highways, connecting 24 municipalities, seven via BR-251 and seventeen via BR-116. Cachoeira de Pajeú is a common point between the two highways, which play a strategic role in the state's mobility and logistical integration.

## **STATUS: Public Hearing**

Updated on 01/24/2025

Relevant works: 102 devices

and e intersections (new

and refurbished), 37



Road Segment

Montes Claros/MG -Gov. Valadares/MG



US\$ 1,259.01 million

USS 519.73 million (NPV)



13.76% p.y. Updated when published the notice



0.035



Notice (published) August/25



November/25



Extension 456.65 miles







Employment estimate



106,347 (Direct employment, Indirect employment, Income effect)



Containerized **General Cargo** (CGC)



Duplication: 95.94 miles Additional Lane: 116.14 miles Contour: 10.50 miles Marginal roads: 7.08 miles

Existing Toll Plazas: 0 Gantries to be Implemented

(Free Flow): 0



pedestrian walkways (nex and refurbished) and 2 Toll Plazas to be Implemented: 9 **Rest Stop point** 

CAPEX/Miles (millions/miles): US\$ 2.76 OPEX/Miles (millions/miles): US\$ 2.01 Maintenance Costs (thousand/year/lane): US\$ 0,02 Duplication Costs (millions/miles): US\$ 2.69

Accumulated Cash Flow: US\$ 2,128.11 million Gross Revenue: US\$ 6,132.48 million Gross Revenue (NPV): US\$ 1,043.87 million

Traffic CAGR: 1.69% p.y.



Construction Cycle: 3<sup>rd</sup> to 10<sup>th</sup> Year Proposal Guarantee: US\$ 10.44 million Minimum Required Equity: US\$ 65.83 million

Contract Performance Guarantee: US\$ 52.19 million

3<sup>rd</sup> Year 4th Year 5th Year 6th Year 7<sup>th</sup> Year 8th Year 9th Year 10th Year 154.51 92.66 143.38 118.13 85.92 110.47 83.55 54.76

## BR-070/174/364/MT/RO

## Rota Agro Central

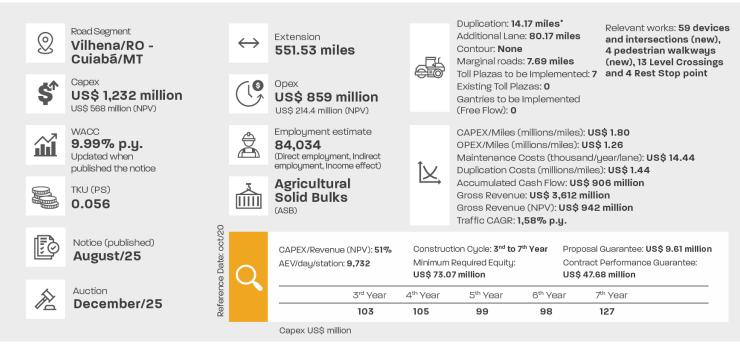




A corridor for grain exports through Arco Norte, the BR-070/174/364 highways connect the production areas, in the State of Mato Grosso, and the exporting ports, from the capital Porto Velho. According to data from the Ministry of Development, Manufacturing, Trade, and Services (MDIC), the export of soybeans, corn, and cotton through the ports of Arco Norte, jumped from 16% (2012) to 36% (2022). The volumes involved rose from 10 million tons in 2012 to more than 50 million tons in 2022.

## **STATUS: Public Hearing**

Updated on 01/24/2025



\*Additional duplication works are planned by triggering and may be carried out through rebalancing via public funding

## **ROADSHOW**Brazil BR-116/324/BA

Rota 2 de julho



The highway section connects Salvador, the capital of Bahia, to Feira de Santana and continues to the border between Bahia and Minas Gerais. It is essential for national logistics, linking the Northeast to the Southeast, and plays a strategic role in freight and passenger transportation while driving regional economic development.

## **STATUS: Public Hearing**

Updated on 05/14/2025



Road Segment Salvador - Feira de Santana - border BA/MG



US\$ 2,630.12 million

US\$ 1.100,70 million (NPV)



WACC 12.33% p.y.

Updated when published the notice



TKU (PS) 0.045



September/25



December/25



Extension 411.97 miles



US\$ 1,771.49 million US\$ 426.82 million (NPV)



**Employment** estimate



222,112 (Direct employment, Indirect employment, Income effect)



Containerized General Cargo (CGC)

CAPEX/Revenue (NPV):

AEV/day/station:

50%

34,309



Duplication: 220.93 miles Additional Lane: 87.65 miles Contour: None Marginal roads: 17.39 miles Spaces to be implemented: 0 Existing spaces: 7\* (operation - 1st month)

Gantries to be installed: 14 (operation - month 13) Spaces to be demolished: 7 (starting in month 13 - after the gantries are operational) Relevant works: 61 pedestrian walkways (new and refurbished) and 2 Rest Stop

CAPEX/Miles (millions/miles): US\$ 6.38 OPEX/Miles (millions/miles): US\$ 4.30 Maintenance Costs (thousand/year/lane): US\$ 0.08

Duplication Costs (millions/miles): US\$ 1.74 Accumulated Cash Flow: US\$ 3,448.26 million Gross Revenue: US\$ 10.547.29 million

Gross Revenue (NPV): US\$ 2.184.15 million Traffic CAGR: 2.30% p.y.

Construction Cycle: 2rd to 8th Year Minimum Required Equitu: US\$ 114,888.69 million

Proposal Guarantee: US\$ 21,783.88 million Contract Performance Guarantee: US\$ 109,262.44 million

2<sup>nd</sup> Year 3<sup>rd</sup> Year 4th Year 5th Year 6th Year 7<sup>th</sup> Year 8th Year 43.05 277.70 275.64 371.35 204.12 169.98 168.61

## BR-116/158/392/290/RS

Rota Integração do Sul



The section under study connects Porto Alegre (East) to Uruguaiana (West) and Panambi (North) to the regional road network. These highways link key municipalities in the state, forming an essential network for the local economy and the transportation of goods.

## **STATUS: Public Hearing**

Project under review



Start

Introduction

Мар

Timeline

## **ROADSHOW** Brazil

PC: Public Consultation

PH: Public Hearing

TCU: Submission to the Federal Court of Auditors

Notice: Publication of the bidding notice Auction: Holding of the public auction session

TIMELINE	2025
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TIMELINE 2025				2025											
	PROJECTS	Estructure	<b>Until 2024</b>	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DEC
1	BR-364/RO - Porto Velho/RO - Vilhena/RO Rota Agro Norte	BNDES	Notice 11/01		Auction 02/27										
2	BR-040/495/RJ/MG - Juiz de Fora/MG - Rio de Janeiro/RJ	INFRA	TCU 06/05	Notice 01/20			Auction 04/30								
3	BR-262/267/MS e MS - 040/338/395 - Rota da Celulose	DELEGATION AGREEMENT		Notice 01/30				Auction 05/08							
4	BR-163/MS - Otimização MSVIA	OPTIMIZATION	PC 12/18	Notice 01/31				Auction 05/22							
5	BR-101/ES/BA - Otimização ECO101	OPTIMIZATION	PC 12/11			Notice 03/18			Auction 06/26						
6	Binational Bridge - São Borja - São Tomé	INFRA						Notice 05/13		Auction 07/15					
7	BR-101/RJ - Otimização Autopista Fluminense	OPTIMIZATION	PC 12/17					Notice			Auction				
8	BR-060/364/GO/MT - Rio Verde/GO - Rondonópolis/MT - Rota Agro	BNDES	TCU 07/08			Notice 03/28					Auction 08/14				
9	Rodovias Integradas do Paraná - Part 4	INFRA	TCU 11/14						Notice			Auction			
10	Rodovias Integradas do Paraná - Part 5	INFRA	TCU 11/14						Notice			Auction			
11	BR-116/324/BA/PE - Feira de Santana - Salgueiro Rota dos Sertões	BNDES	PH 11/21			TCU 03/31				Notice			Auction		
12	BR-116/251/MG - Montes Claros - Governador Valadares - Rotas Gerais	BNDES	PH 12/19					TCU			Notice			Auction	
13	BR-070/174/364/MT/RO - Vilhena/RO - Cuiabá/MT - Rota Agro Central	BNDES	PH 02/23					TCU				Notice			Auction
14	BR-116/324/BA - Salvador - Feira de Santana - Divisa BA/MG - Rota 2 de julho	INFRA					PH 04/07	TCU				Notice			Auction
15	BR-116/158/392/290/RS - Camaquã - Porto Alegre - Santa Maria - Santana de Boa Vista - Cruz Alta - Rota Integração do Sul	BNDES	PH 11/22						TCU			Notice			Auction