



## General San Martín Port Terminal



# General San Martín Port: Project Profile

## Summary

- The project comprises the design, construction, financing, conservation and exploitation of the General San Martín Port Terminal – Pisco.
- The first stage comprises the implementation of a multi-purpose mooring berth. The subsequent demand-based implementation of a bulk berth and a container berth is proposed.
- **Minimum works: referential investment (taxes included):**
  - Initial minimum works
    - 1st Stage: US\$ 72.4 million
  - Demand-based minimum works
    - 2nd Stage: US\$ 12 million (to 3 million ton/year)
    - 3rd Stage: US\$ 43.9 million (to 100 thousand TEU/year in the first 20 years of concession)



# Location

- **Location:** Central coast of Peru, Paracas peninsula northern side, Department of Ica.
- **Access routes:**
  - From Lima 280 km by highway.
  - From Pisco 40 km by highway
  - From Callao 142 miles by maritime transport
- **Direct area of influence:** Total extension of 108,169.89 km<sup>2</sup> and 2,256,442 inhabitants



# Infrastructure

## Concession area

- **Land:**
  - Area  
417,663.09 m<sup>2</sup>
  - Perimeter  
3,377.29 ml.
- **Ocean floor:**
  - Area: 800,515.48 m<sup>2</sup>
  - Perimeter: 3,812.40 ml.

## CURRENT INFRASTRUCTURE



## EXPANSION AREAS



# Infrastructure

## SEA FACILITIES

### CURRENT INFRASTRUCTURE

- 1 marginal dock of 700 m long
- 4 mooring points, able to assist ships with 30,000 dwt capacity (due to August 2007 earthquake, only two mooring points are currently in operation).
- The Port has a natural protection against swell and good weather throughout the year. There are no significant physical limitations to its development.

### INFRASTRUCTURE TO BE DEVELOPED

#### ▪ STAGE 1

- The first stage will consist of the reconstruction and modernization of berths 3 and 4.
- Basic repairs in berths 1 and 2.
- Dredging up to -14 m for the multi-purpose mooring berth, maneuver zones and channel of entrance.

#### ▪ STAGE 3 (\*)

- Reconstruction and modernization of berths 1 and 2.
- Dredging up to -14 m. for the multi-purpose mooring berth, maneuver areas and entry channel.

*(\*) the mentioned investments are mandatory if the established demand level of 100 thousand TEU/year is reached in the first 20 years of concession.*

# Infrastructure

## LAND FACILITIES

### CURRENT INFRASTRUCTURE

→ The terminal operation area is divided into 8 zones, and the total area is 84,365 m<sup>2</sup>:

AREA	Area (m <sup>2</sup> )	TYPICAL USE	Characteristics
1	4 190	General storage	Asphalt
2	4 885	General storage	Gravel
3	7 847	General storage	Asphalt
4	5 071	General storage	Asphalt
5	18 708	Salt in large amounts	Concrete / gravel
6	20 542	Containers and general storage	Concrete / gravel
7	2 574	Conveyor belt storage	Gravel
8	16 160	Containers and general storage	Concrete / gravel

Source: ENAPU

### INFRASTRUCTURE TO BE DEVELOPED

#### STAGE 1

- Upgrading the support area
- Container yard of 4 ha and support area: south rockfill embankment, south surveillance station and upgrading of storage 2.
- Interconnection with Mantaro electric grid.

#### STAGE 2 (\*)

- Extension of storage area for bulk load and others up to 5.25 ha.
- Build silos.

(\*) the mentioned investments will be mandatory if the demand level reaches 3 million ton/year

#### STAGE 3 (\*)

- Container yard of 4 ha and support area: south rockfill embankment, south surveillance station and upgrading of storage 2.
- Up grading of support facilities.

(\*) the mentioned investments are mandatory if the established demand level of 100 thousand TEU/year is reached in the first 20 years of concession.

# Infrastructure

## PORT EQUIPMENT

### CURRENT INFRASTRUCTURE

→ The existing equipment is to handle bulk and break bulk, the equipment to handle containers is limited.

Description	Quantity	Capacity
Tow	1	1,040 HP
Barges	1	190 HP
Mobile cranes	2	25 - 50 ton
Yard tractors	2	25 - 30 ton
Chassis	18	15 - 30 ton
Freight lifts	4	3 ton (average)
Containers lifts	2	20 ton
Containers handlers	2 / 2	20 / 40 ton
Computarized scales	2	100 ton

Source: Consorcio Cesel- Louis Berger

### INFRASTRUCTURE TO BE DEVELOPED

#### STAGE 1

Acquisition and installation of:

- 1 dock gantry crane,
- 1 mobile tired crane,
- 1 mobile equipment for bulk,
- General equipment for containers transport and piling.
- Equipment for general loads.

#### STAGE 2

→ Acquisition of bulk automated system.

*(\*) the mentioned investments will be mandatory if the demand level reaches 3 million ton/year*

#### STAGE 3

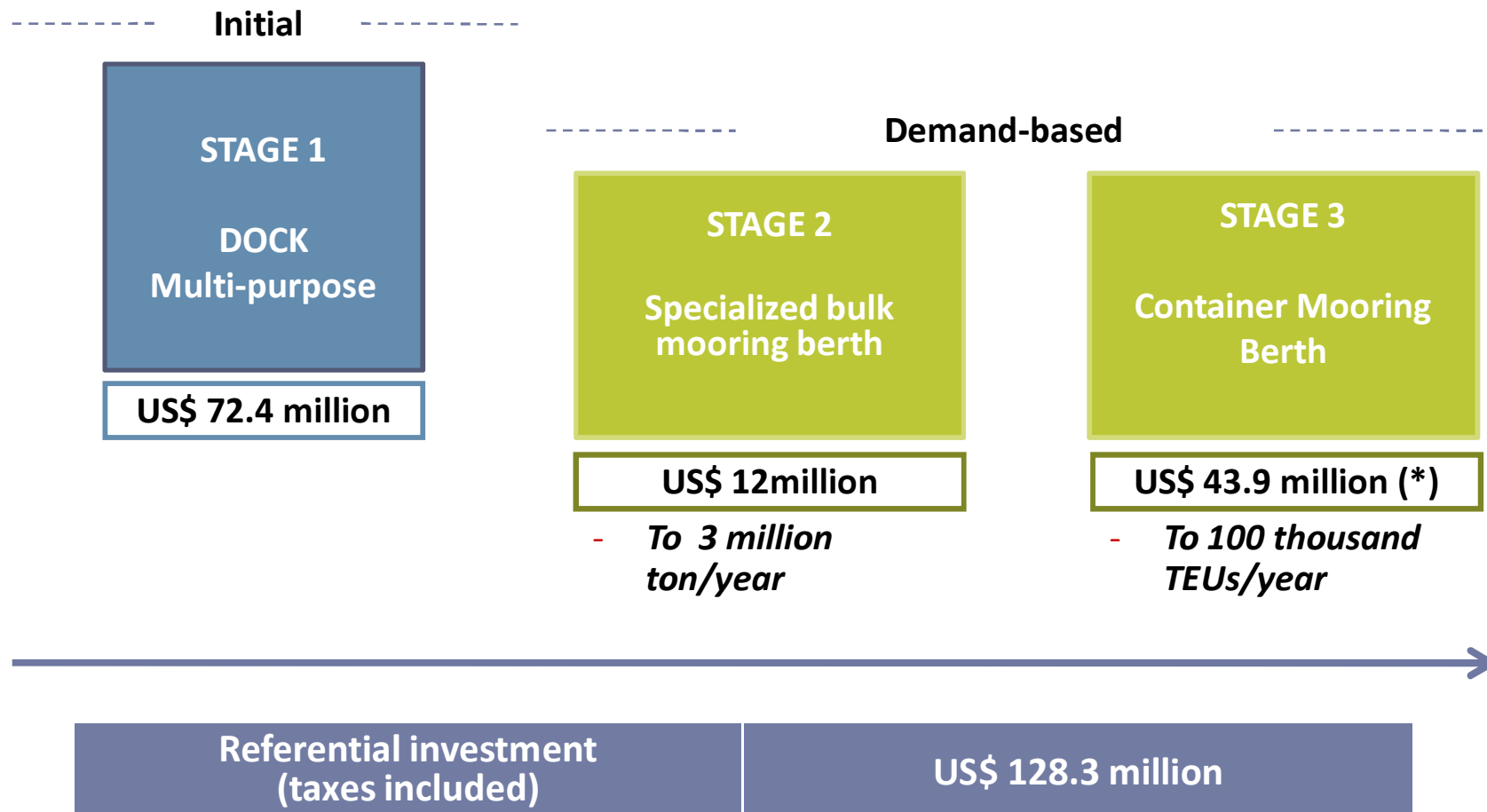
Acquisition of:

- 2 RTG cranes and
- 3 containers chassis.

*(\*) the mentioned investments are mandatory if the established demand level of 100 thousand TEU/year is reached in the first 20 years of concession.*

# Investments

## Minimum works:



(\*) only if the demand reaches 100 thousand TEUs/year, during the first 20 years of concession.



# Demand - Traffic

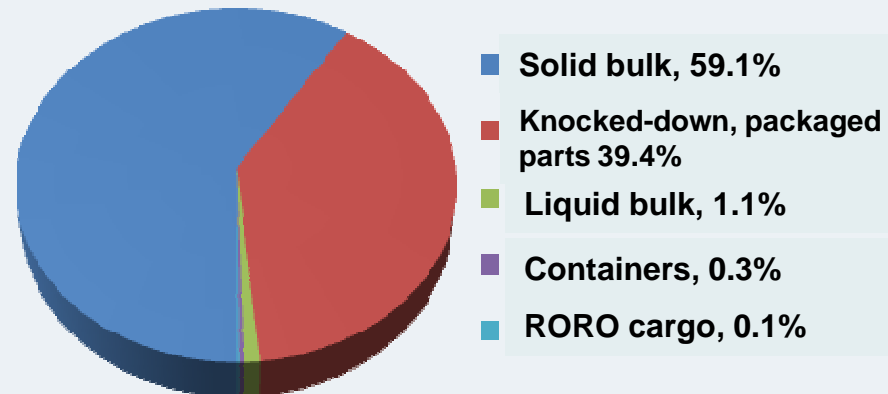
- Operation of a port with large growth perspectives
- Alternate port to Callao port
- Unsatisfied local demand and growing local development
- Docks extension allows arrival of large vessels
- Natural cover, good weather and few physical restraints to growth
- Close to the airport and South Pan-American Highway

## Current freight traffic

*Freight Traffic - 2008 (in MT)*

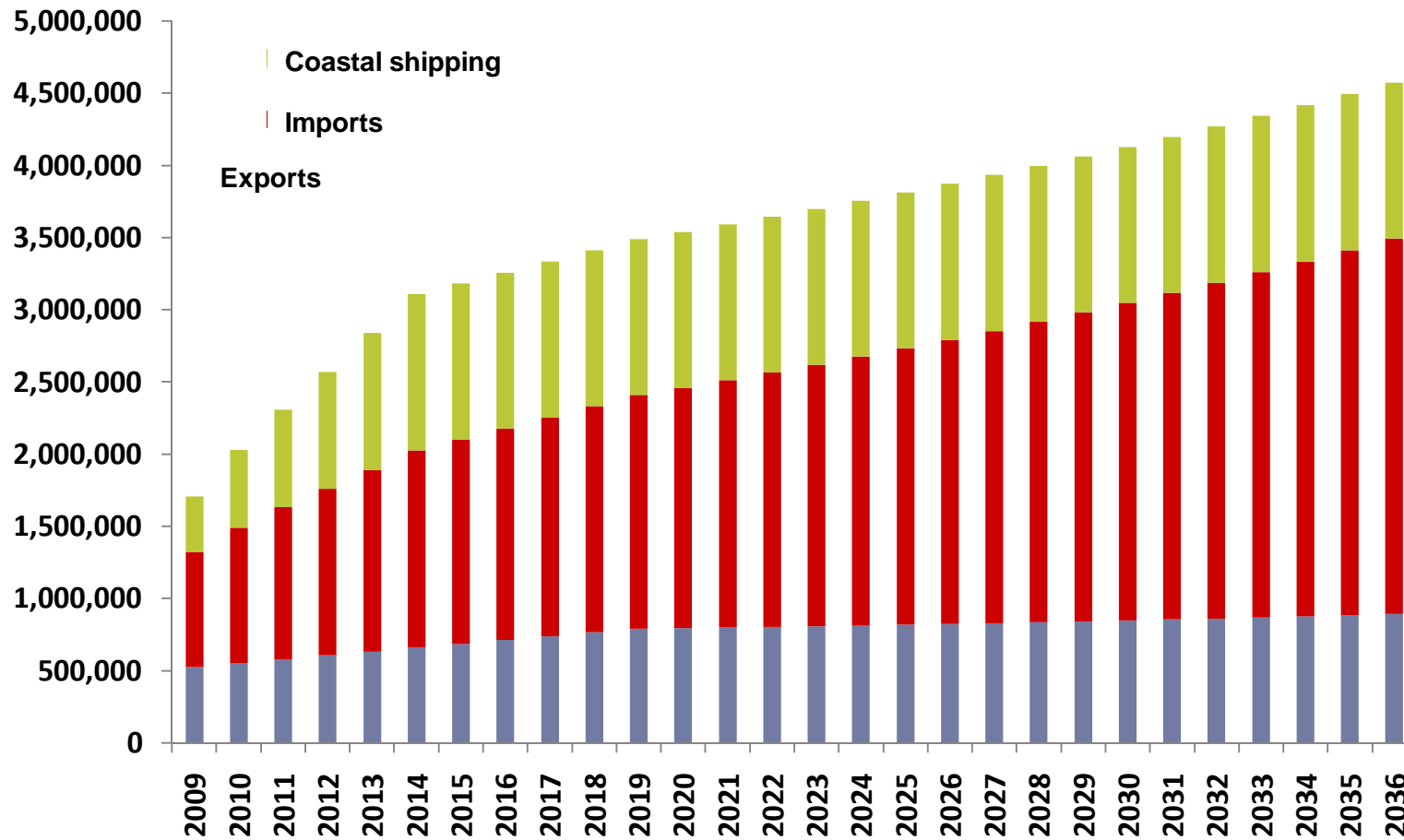
Imports	810,802
Exports	639,114
Transshipment	3,155
Coastal shipping	89,150
Others	0
<b>TOTAL</b>	<b>1,542,221</b>

Percentage per type  
(based on 2008 statistics)



# Demand - Traffic

## Projection of freight traffic in tons



Source: Louis Berger

# *Physical description*

## Short-listing requirements

Technical and operative requirements	Certify, in one or more port terminals, a total annual movement equal to or higher than 16,800,000 MT of cargo (general cargo movement is considered).
Financial requirements	Minimum net equity of US\$ 100 million, to December 31, 2008, or up to the end of the last fiscal year.
Minimum corporate capital	US\$ 11 million (concessionaire company's equity)
Competition factor	<ul style="list-style-type: none"><li>▪ The competition factor of the comprehensive project bid corresponds to the minimum tariff offer.</li><li>▪ 2nd factor: additional investment</li><li>▪ Maximum fee will be established</li></ul>

# Main aspects

## Guarantees:

Performance Bond	US\$ 6 million	<ul style="list-style-type: none"><li>▪ Effective from the contract signing date to one year following the Acceptance Record of works corresponding to Stage 2.</li></ul>
	US\$ 7 million	<ul style="list-style-type: none"><li>▪ Effective from the abovementioned term to 12 months after the concession's expiration.</li></ul>
	<ul style="list-style-type: none"><li>▪ This bond will be increased based on Stage 3 execution.</li></ul>	
Guarantees of works execution	10% of estimated works budget, as set forth in the concession contract	<ul style="list-style-type: none"><li>▪ Effective from the approval of the Technical File of each Stage to one year after the signing of the Acceptance Record of the works corresponding to each Stage.</li></ul>
Guarantees of additional works execution	100% of the amount proposed by the winning bidder.	<ul style="list-style-type: none"><li>▪ To be renewed annually maintaining a 100% coverage.</li><li>▪ The Guarantee amount may be reduced based on the amount of additional executed works.</li></ul>

# Main Aspects

## Concession Contract Aspects:

<b>Modality</b>	Self-sustainable concession
<b>Concession period</b>	30 years
<b>Objective</b>	Design, construction, financing, maintenance and exploitation of General San Martín Port
<b>Studies</b>	The concessionaire must develop: <ul style="list-style-type: none"><li>✓ Technical File in accordance with the technical proposal and conditions set forth in the Contract</li><li>✓ Environmental Impact Study</li></ul>
<b>Workers</b>	The concessionaire will hire the workers on ENAPU S.A's payroll working at the General San Martín (Pisco) Port Terminal at the time of the award, as provided in the concession contract.
<b>Financial economic balance</b>	Reestablishment of financial-economic balance is considered in case the State passes applicable regulations or laws that affect the concessionaire's profit or costs.

# Main aspects

## Concession Contract Aspects:

<b>Standard service:</b>	<p>Load service:</p> <ul style="list-style-type: none"><li>▪ Covers cargo unloading and/or loading, as well as use of GSM Port Terminal infrastructure and cranes.</li><li>▪ The fee includes: Towing service, handling service in the storing area and weighting services.</li></ul> <p>Services to vessels:</p> <ul style="list-style-type: none"><li>▪ Use of mooring berth</li><li>▪ Mooring and unmooring</li></ul>
<b>Fees:</b>	<ul style="list-style-type: none"><li>▪ The maximum fees for each cargo type will be communicated. Likewise, they will be updated each year due to inflation, and each five years through the “RPI – X” mechanism (responsibility of OSITRAN).</li><li>▪ The Concessionaire will be free to establish fees lower than the maximum fees due to the fee review by OSITRAN.</li></ul>
<b>Service and Productivity Levels</b>	<p>The Concessionaire must comply with at least service and productivity levels when supplying the services under the Contract.</p>

## *Timeline and main steps*

Activity	Date
Submission of Envelope N° 1 (credentials for short-listing process)	Up to 15 calendar days before the submission of the last version contract approved by PROINVERSION Steering Council
Submission of the last version contract approved by PROINVERSION Steering Council	Up to December 1, 2009
Announcement of short-listed bidders	Up to 5 working days since the submission of the last version contract approved by PROINVERSION Steering Council
Submission of Envelopes N° 2 and N° 3 (technical and economic proposals)	December 17, 2009
Announcement of the results of the technical proposals evaluation	December 18, 2009
Opening of Envelope N° 3 and Award	December 18, 2009
Closing date	Up to 60 working days since the award

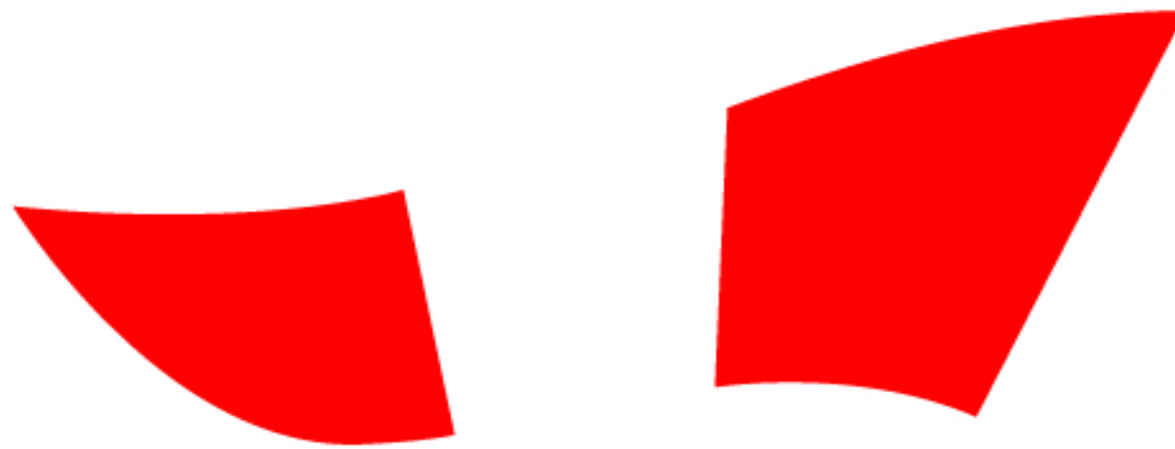
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