

**ROADS** that  
**CONNECT**

# NEW San Juan de Marcona PORT TERMINAL

# PERU, COUNTRY OF OPPORTUNITIES

Peru stands out as a key country for investment, thanks to its economic stability. Over the last two decades, it has achieved an average economic growth of 4,3 %, far exceeding the Latin American average, proving to be a reliable and solid economy even in the face of external shocks. Since 2001, Peru has maintained an average inflation rate of 3,38 %, among the lowest and least volatile in the region. Furthermore, the appreciation of our currency remains at 8 % compared to multilateral exchange rate indices in the region. Concerning fiscal health, our country has the lowest gross public debt in the region, with a projected 31.0 % as a percentage of GDP by 2024.

These key macroeconomic indicators form a solid base of strengths that support macroeconomic stability of Peru, providing an attractive environment for project investment.



Peru is currently in the process of joining the Organization for Economic Co-operation and Development - OECD. However, it actively participates in the Investment Committee of this organization, promoting the implementation of OECD guidelines for multinational enterprises



It has a solid framework that guarantees a favorable environment for foreign investment, offering rights such as: non-discriminatory treatment of foreign investors vis-à-vis domestic investors, unrestricted access to various economic sectors, free movement of capital, free competition, guaranteed private property, access to international dispute resolution mechanisms, among other rights.



Peru has one of the main economies in the region, projected to maintain its leadership until 2027, with a GDP growth of around 3% as of September 2022.

In the third quarter of 2023, Peru maintained a high economic climate indicator, surpassing other countries in the region such as Chile, Colombia, Ecuador, Bolivia, and Argentina (Economic Studies, Getúlio Vargas Foundation - FGV). Credit rating agencies indicate that Peru has adequate capacity to meet its financial obligations, with a favorable legal framework and a stable currency, providing a guarantee for investments.

This is reflected in a solid recovery of project awards under the Public-Private Partnerships (PPP) modality during 2023. As of September, operations worth more than USD 1200 million have been awarded in 12 projects in the Telecommunications, Electricity, and Health sectors.



**The activity of the Private Investment Promotion Agency in Peru**, from its creation to the present, has been of great importance in sustaining economic growth and managing increased productivity and competitiveness in the country through private investment, as well as the development of infrastructure and public services. It plays a crucial role in promoting and executing major Public-Private Partnership (PPP) projects and Projects in Assets (PA) in strategic sectors such as energy, roads, ports, airports, mining, telecommunications, sanitation, irrigation, health, education, tourism, among others. Additionally, It was also the main promoter of the Works for Taxes (OxI) mechanism, a Peruvian-created tool to speed up investments throughout the country.

As of the current date, ProInversión has awarded 23 PPP projects in the Transport sector, including 2 port projects with an estimated investment of USD 576 million.

## “THE NEW SAN JUAN DE MARCONA PORT TERMINAL” PROJECT IS PART OF THE SELF-FINANCED UNSOLICITED PROPOSAL

ProlInversión has structured a self-financed Public-Private Partnership - PPP to design, finance, build, operate and maintain the New **San Juan de Marcona Port Terminal**, which is for public use, specialized, multipurpose and provides storage and shipment services for iron and copper concentrates, as well as mining production inputs.



- To cover part of the country's infrastructure and port services deficit, under the documents prepared by the National Port Authority - APN (National Port Development Plan and Master Plan of the SJM TP).



- To meet the current and projected demand in the short, medium and long term of mining projects within the area of influence, whether they are in the production stage or still in the exploration stage.



- To contribute to the expansion of the port terminal in the medium and long term, to handle cargo other than those foreseen, to meet future demand.



- To encourage the completion of mining projects still in the exploration stage, as well as cargo generating centers, to achieve reductions in land transport logistics costs (compared to competing port terminals for public use).



- To invigorate the local and regional economy, generating localization economies (forward and backward), from the construction of the port terminal.

## Scope of influence of the San Juan de Marcona Terminal



## Scope



The project consists of the design, financing, investment execution (design and construction), maintenance, operation and transfer of a New San Juan de Marcona Port Terminal, specialized in providing services for the reception, storage and shipment of iron and copper concentrates, as well as mining production inputs.

## Area de influencia



The project is located in San Juan Bay, district of Marcona, province of Nazca, Ica Region, Peru. The area of influence is the departments of Ica, Ayacucho, Arequipa, Apurímac and Cusco.

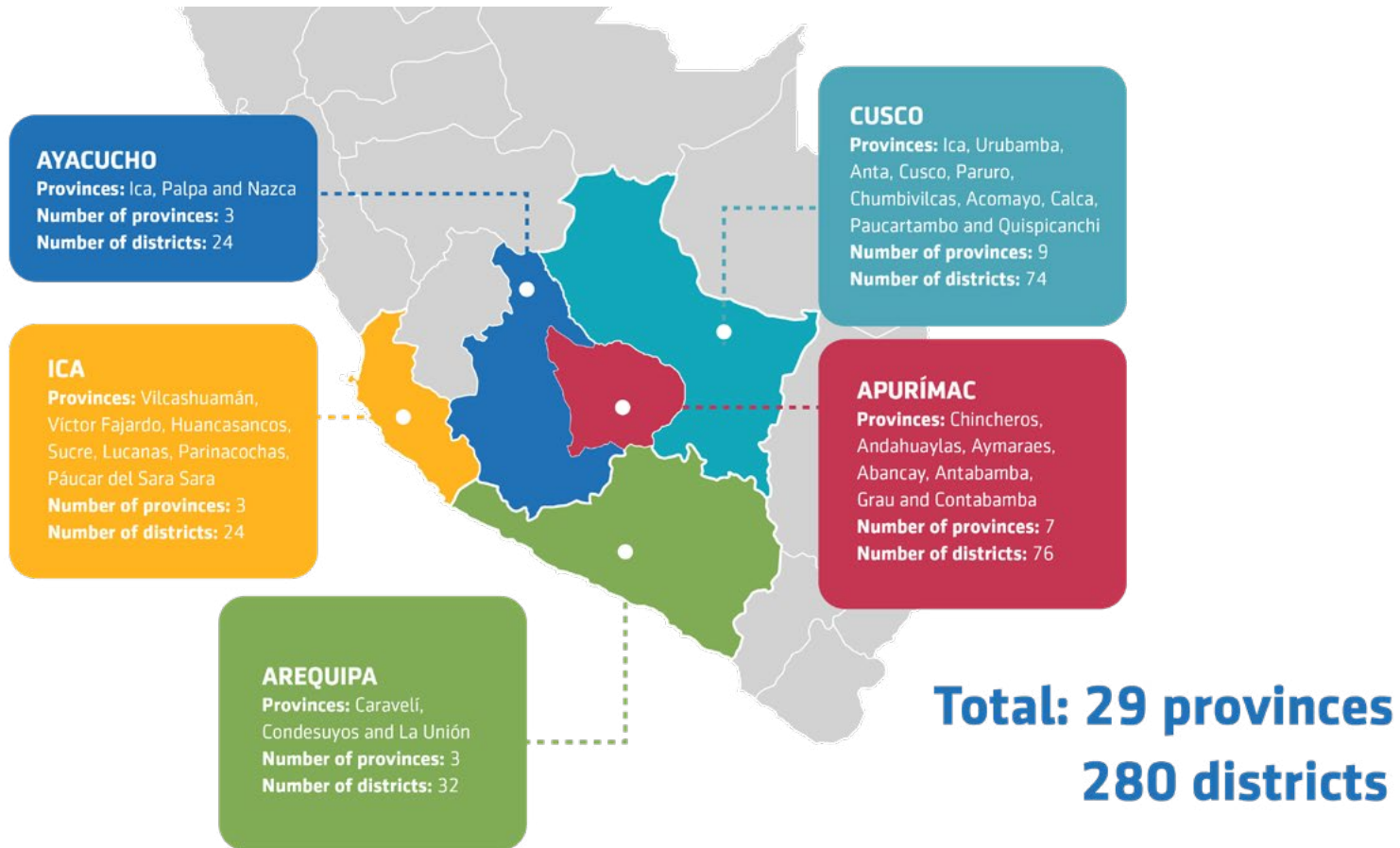
## Beneficiary population



The direct and indirect beneficiaries are located within the area of influence of the project and include the following regions, provinces and districts:

Fuente: Elaboración propia.

## Área de influencia del proyecto



Source: Integrated Evaluation Report, elaborated by the consultant Consorcio Haskoning Ecsa



## Grantor



The Ministry of Transport and Communications - MTC, represented by the National Port Authority - APN.

## Modality



The modality of the project is presented under a Self-Financed Public-Private Partnership (PPP), which will not require any type of financial or non-financial guarantee from the State.

## Components or features

The main characteristics of the project are as follows:



- SJMPT qualifies as new port infrastructure.
- The project will provide the service of attention to the ship and cargo, on the terrestrial and aquatic area that conforms the concession area.
- The SJMTP must be designed to attend cargo loading and unloading, as well as traction, handling and storage operations, included in the standard service, according to the levels of service and productivity, technical standards and environmental norms required by the applicable regulations. As well as those other services foreseen in this contract.
- The concessionaire must provide the facilities for the use of the pier for third parties to provide basic port services for the provisioning of vessels and transport of people, as well as solid and liquid waste collection services, among others, for vessels arriving at the San Juan de Marcona Port.





The construction of two piers is proposed for the following types of cargo:

**Pier 1:** Pier 1A is intended for the loading of faith and Pier 1B for the unloading of liquid cargo. During Stage 1, Pier 1B will be additionally dedicated to multipurpose cargo.

**Pier 2:** it is intended for multipurpose cargo.

## Land



The land comprising the concession area is already registered in the Public Registry in the name of the Ministry of Transport and Communications.

## Estimated investment



The total investment of the project amounts to USD 404.80 million, excluding VAT.



## Concession term



The expected concession term is 30 years, starting from the signing of the concession contract.

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## Payment mechanism



The concessionaire will charge tariffs as economic consideration for the provision of standard services and special services subject to regulation, excluding applicable taxes.

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## Capital contributions



The minimum capital stock of the Concessionaire will amount to US\$ 60 million, which must be subscribed and paid in accordance with the provisions of the VIC.



## Concessionaire's obligations



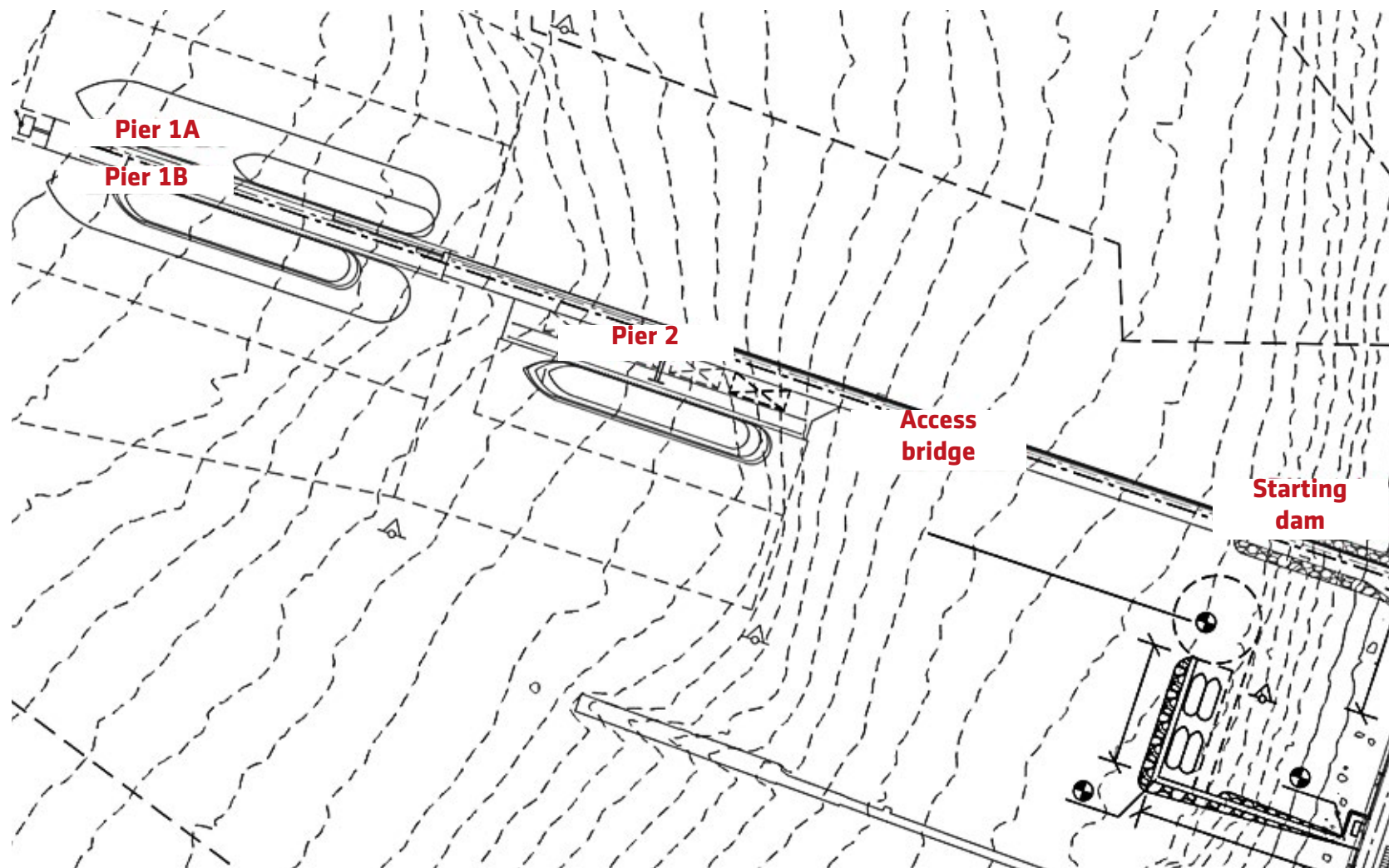
The main activities or services that constitute the rights and obligations of the contract are, at least, the following:

- a) The design, financing and execution of the investments to be made in the New San Juan de Marcona Port Terminal.
- b) Maintenance of the work.
- c) Concession operation.

## Cargas máximas

Mineral type	Potential Demand (TM)
<b>Iron</b>	<b>37,5 million</b>
<b>Copper, zinc or molybdenum</b>	<b>2,8 million</b>

### Infrastructure to be developed



Source: Integrated Evaluation Report of the Project


# Nuevo Terminal Portuario de San Juan de Marcona


## Impulso al desarrollo portuario del sur del Perú

El proyecto tiene como propósito impulsar a través de una Asociación Público Privada (APP) el diseño, financiamiento, construcción, operación y mantenimiento de un nuevo terminal portuario de uso público, especializado en brindar servicios de almacenamiento y embarque de concentrados de hierro y cobre, insumos de producción minera, entre otros; teniendo, a su vez, capacidad para atender otros tipos de carga.


### OBRAS:


#### ÁREA MARÍTIMA:


 Amarraderos de embarque de concentrados de hierro y desembarque de carga líquida.

 Amarradero de carga multipropósito


#### ÁREA TERRESTRE:

 Patio de concentrados de mineral de hierro.

 Patio de contenedores.

 Patio de carga general.

 Área de tanques de diésel.

 Edificaciones auxiliares relacionadas.

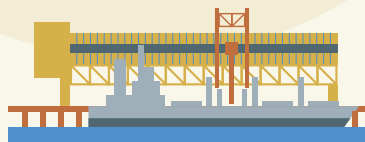
### PRINCIPALES EQUIPOS



Shiploader lineal interno - externo embarque hierro.



Rotopala acopiador - recuperador,



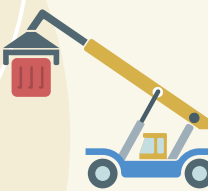
Fajas transportadoras para el área de almacenamiento,



Grúas móviles multipropósito para embarque y desembarque de carga general y contenedores,



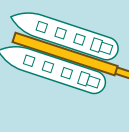
Tractores con remolque



Grúas de contenedores / Reach Stacker,

PLANO DE REFERENCIA DE LA UBICACIÓN DEL TERRENO

Área Reservada para el Terminal Portuario de Uso Público



BAHÍA DE SAN JUAN  
Océano Pacífico

MARCONA

Carretera San Juan de Marcona





Carretera San Nicolás

### ZONA DE INFLUENCIA

Ubicación de puertos y regiones  
El proyecto está ubicado en la Bahía de San Juan, Distrito de Marcona, Provincia de Nazca, Región Ica.



### BENEFICIOS

-  Generación de 1,500 puestos de trabajo entre directos e indirectos.
-  Incremento de entre el 5 y 10% en las exportaciones mineras.
-  Pago anual de impuestos y tasas estimado en 200 millones de dólares.
-  Reactivación de proyectos mineros por más de US\$2,000 millones en los próximos años

# WHAT PRE-QUALIFICATION REQUIREMENTS DOES THE BIDDER NEED TO APPLY FOR THE TENDER?

Technical, financial and legal prequalification requirements have been established as follows:



## i. Technical Requirements

The bidder must at least demonstrate experience in the operation of 12,000,000 tons per year on average in the last 3 years, of which at least 10,000,000 tons must correspond to solid bulk cargo. For such purposes, each year will be counted from January 1 to December 31.

The accreditation referred to above may be made in any of the following situations:

- i. As Port Manager.
- ii. As Port Operator.
- iii. As Logistics Operator.

In all the above cases, the accreditation may be done directly in case the Bidder is a single legal person.

In case the Bidder is a single legal person.

In case the Bidder is a Consortium, the accreditation may be done through the sum of the experiences of up to two of the members of the consortium, provided that at least 60% of the experience to be accredited corresponds to only one member, who will be considered as a Strategic Partner.



## ii. Financial Requirements

The Bidder must demonstrate a minimum net worth of USD 172 million. This requirement may be credited in the following manner:

- a. Directly by the Bidder or by any of its members in the case of a Consortium.
- b. Through the Parent Company or the Subsidiary Companies of the Bidder or any of its members in the case of a Consortium.
- c. Through the sum of the net worth of each of the members, in case the Bidder is a Consortium or of any of its members' Parent Company or Subsidiary Companies.

To prove the financial requirement, interested third parties must submit a simple copy of the audited financial statements or by means of reports or similar documents of a public nature, or by submitting a document issued by an external auditing firm for the last two fiscal years for which the accounts have been closed.



## iii. Legal Requirements

The bidder must prove to be a consortium or legal person, duly constituted, accrediting the powers or faculties of its legal representative. In the case of a consortium, each of its members must comply with these requirements. Likewise, the bidder must submit the affidavits and forms established in the bidding terms, among others. The affidavits to be submitted at this stage shall include a statement whereby the bidder undertakes, if awarded the contract, to incorporate or have incorporated a company whose corporate purpose is limited exclusively to the provision of the services set forth in the Concession Contract.

The concessionaire company must comply with the following: (i) the corporate purpose must be framed within the object of the concession contract; and, (ii) minimum initial capital subscribed and paid in the form and opportunities to be provided for in the bidding terms and conditions of the selection process.







**VÍAS** *que*  
**CONECTAN**

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