

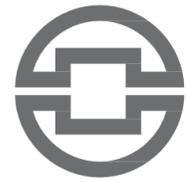
ENVIRONMENT AND OPPORTUNITIES OF INVESTMENT IN PERU



ProInversión

Private Investment Promotion Agency - Peru





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STRATEGIC PILLARS OF PROINVERSION



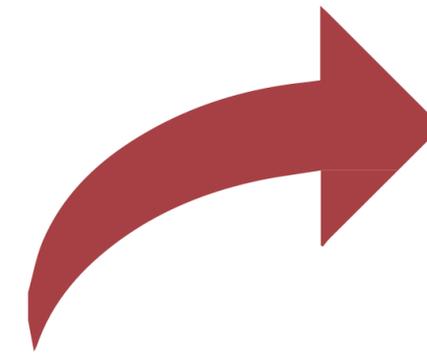


1. CENTER OF EXCELLENCE

Hiring of Advisors

OBJECTIVE

TO LURE THE
BEST GLOBAL
ADVISORS



PRIOR SITUATION

- Low top tier advisors
- Unattractive competition conditions
- Contractual design and structure do not ensure project delivery

CURRENT SITUATION

- Simplified hiring procedures
- Elimination of referential value, which contributes to limit participation of international companies
- Incorporation of guarantees other than a letter of guaranty
- Compensation to bidder in the event of unilateral contract termination
- Improvements to the selection process





1. CENTER OF EXCELLENCE

Contract Standardization

OBJECTIVES



Predictability and confidence in stakeholders



Reduction of transaction costs

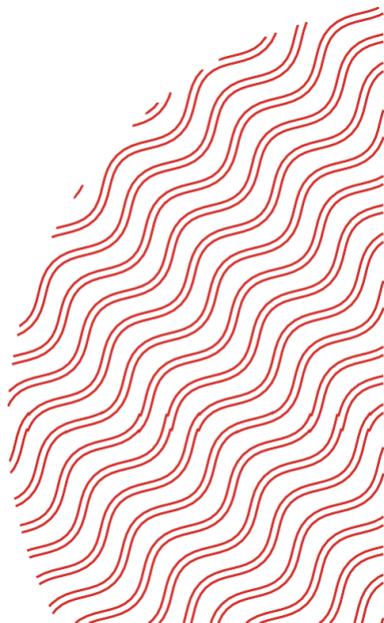


Efficiencies in Proinversion

WHAT HAVE WE BEEN DOING?

Develop standard contracts according to the payment scheme:

- Payment according to availability
- RPI and
- Hybrid mechanisms





2. IMPULSE TO PRIVATE INVESTMENT

Social and environmental management

WE CONTRIBUTE TO THE DEVELOPMENT OF:



Viable projects, bankable, sustainable and in line to the international commitments.



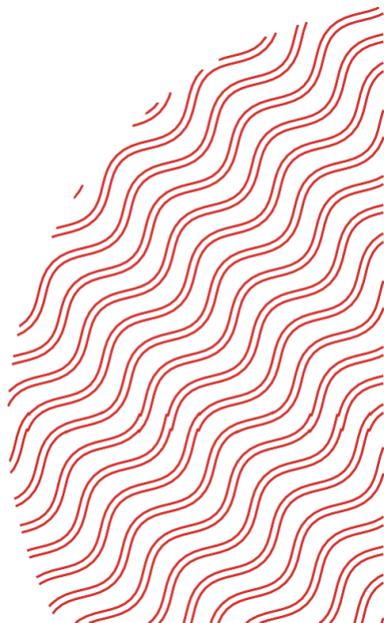
Shared Value when preventively managing relationships with interest groups



Foster the participation of the private sector in green projects.

ACTIONS:

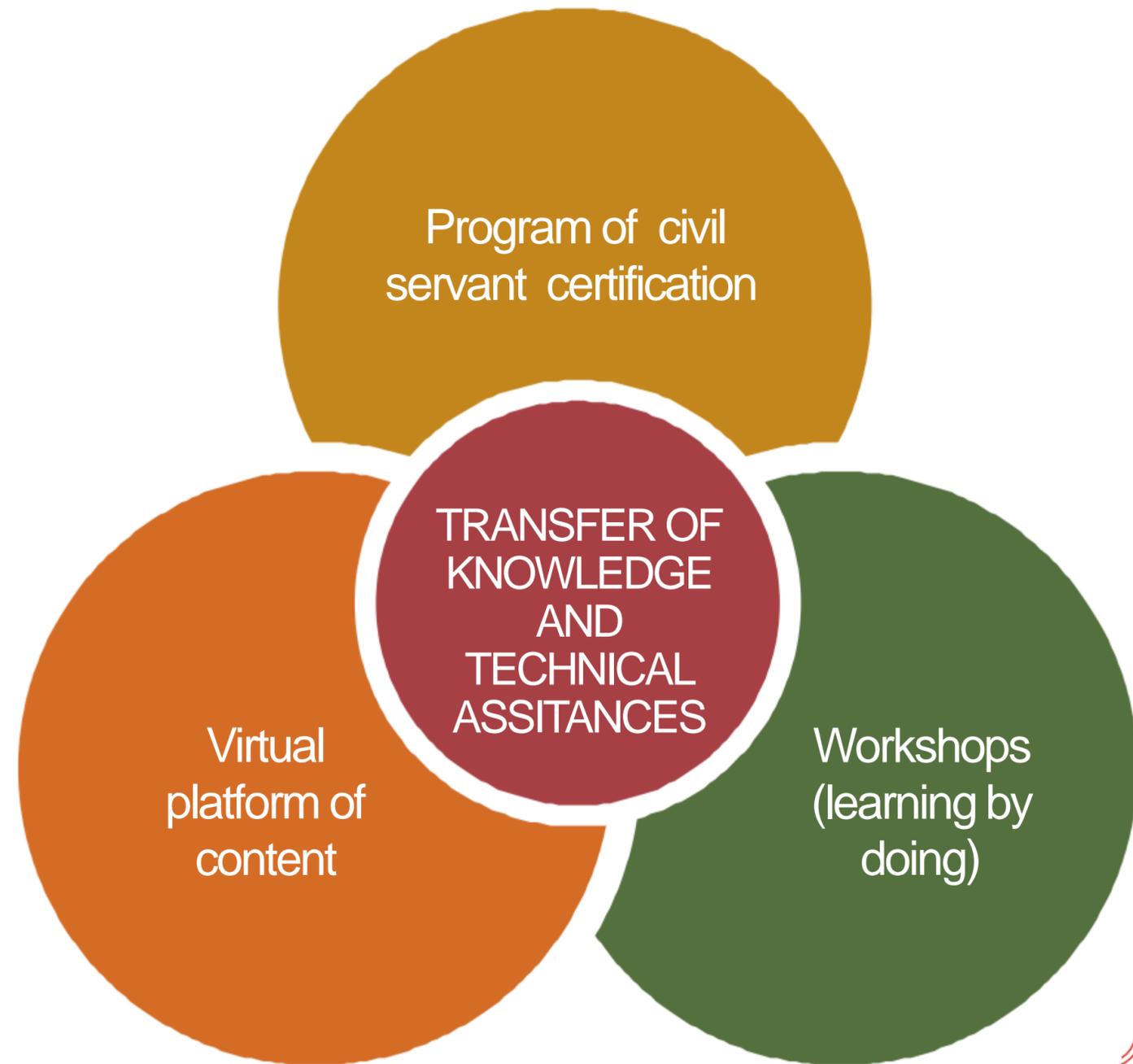
- Identify in early stage social and environmental risks
- Apply mitigation strategic
- Intensive field work
- Respectful and transparent relations with the social actors
- Promote strategic alliances with local authorities
- Strength the Government presence (multi-sectorial interaction)





2. IMPULSE TO PRIVATE INVESTMENT

Strengthening of decentralized investment

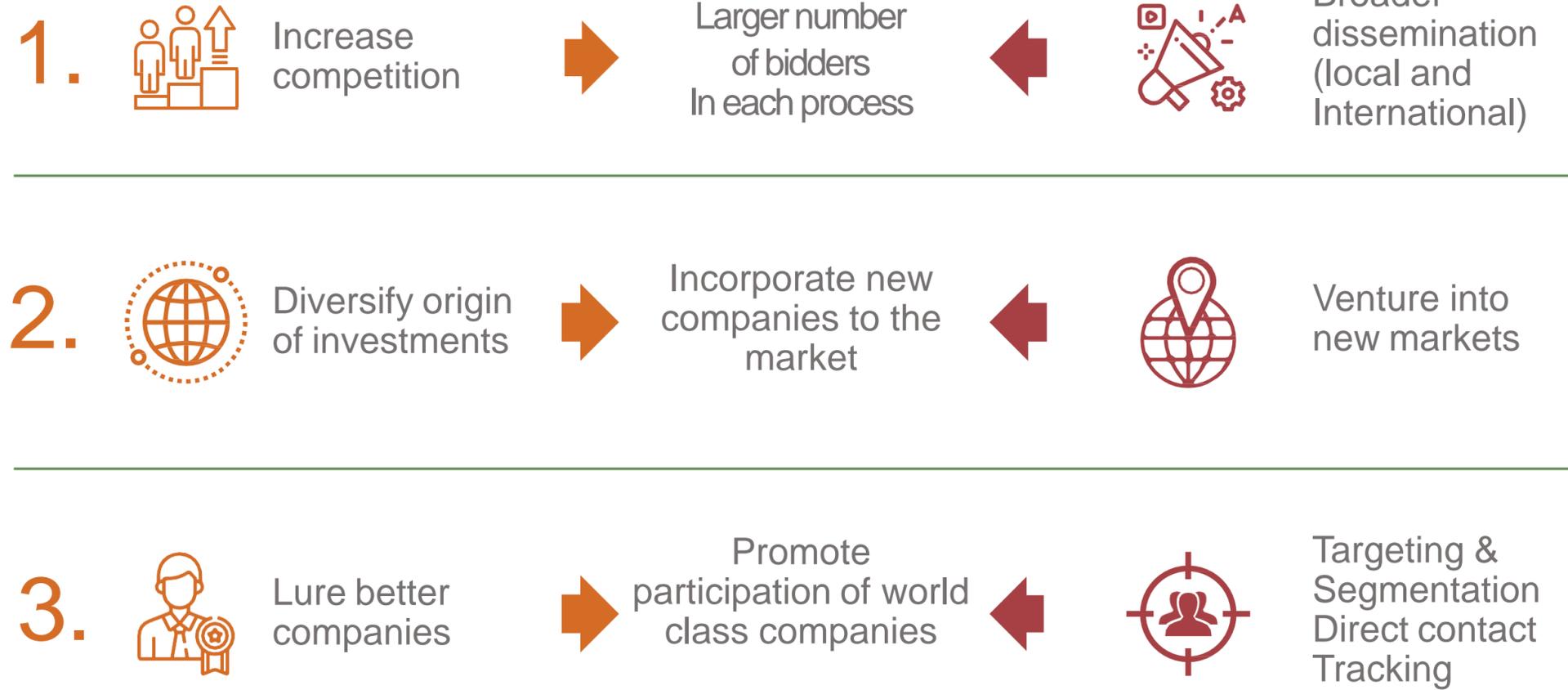


3. COMMERCIAL STRATEGY

Promotion Strategy

OBJECTIVES

WHAT HAVE WE BEEN DOING?



4. INSTITUTIONAL Strategic planning

1. Strategic focus (goals and actions)

2. Personnel management

- Internal communication
- Climate and alignment
- Training
- Performance

3. Improvement to PPP processes

- Planning and programming
- Formulation
- Structuring
- Transaction
- Execution

4. Process management (PMO)

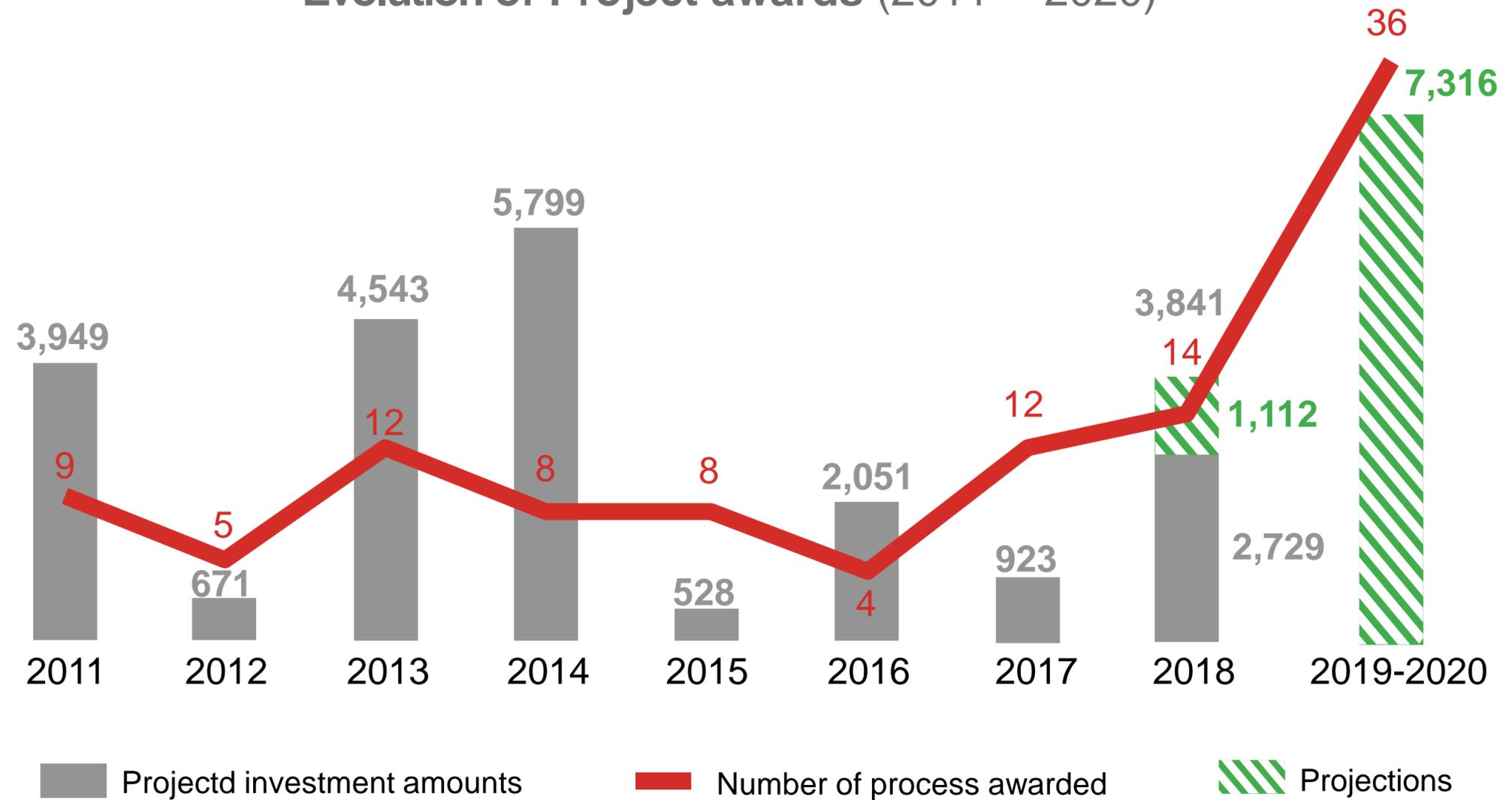
- Process improvement
- Progress monitoring
- Resources management
- Consolidated information system

5. Systematization: Standardization, Automatization, Efficiency and Traceability



EVOLUTION OF PROJECT AWARDS*

Evolution of Project awards (2011 – 2020)

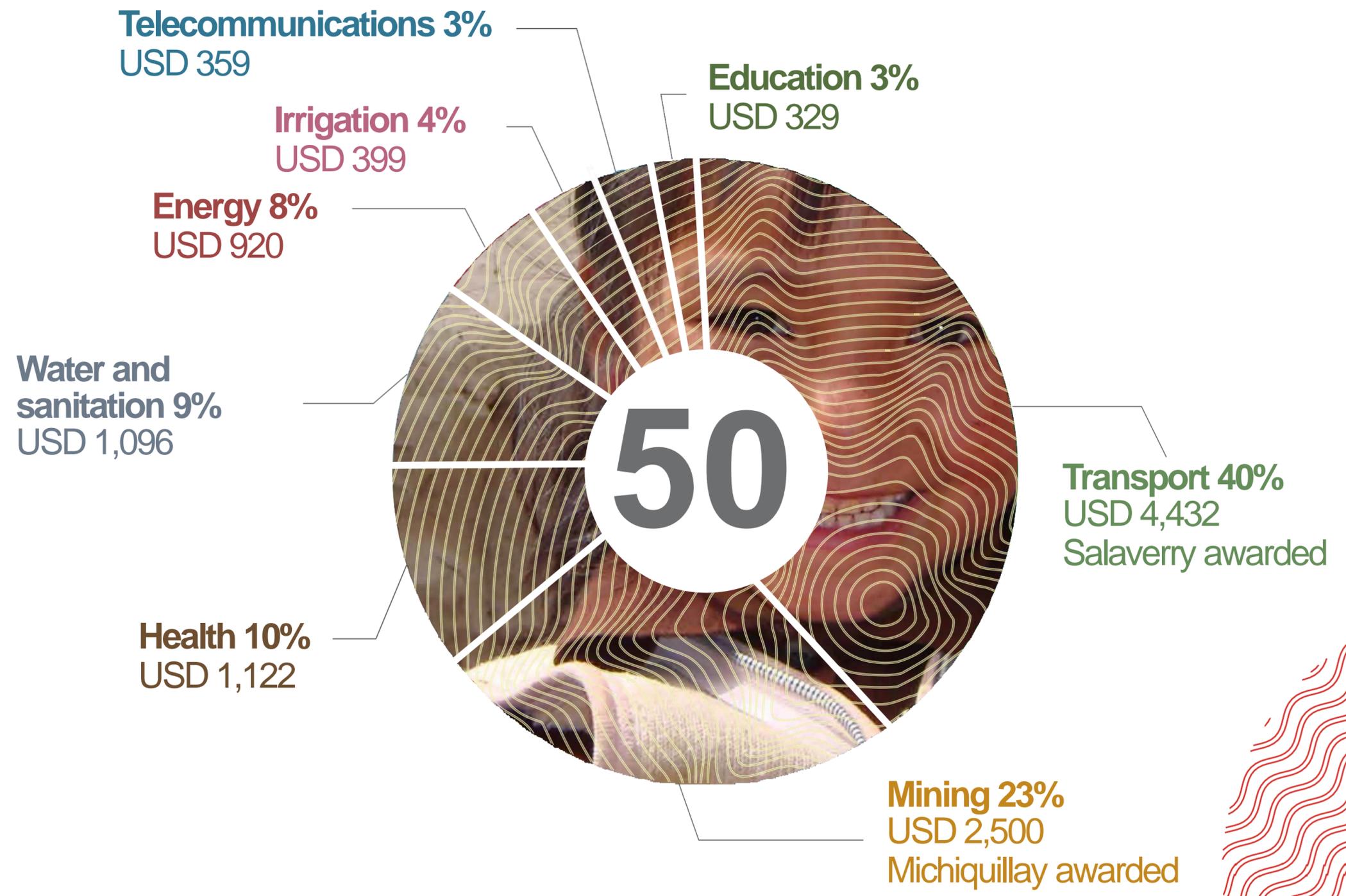


*It does not include the sale of shares/assets



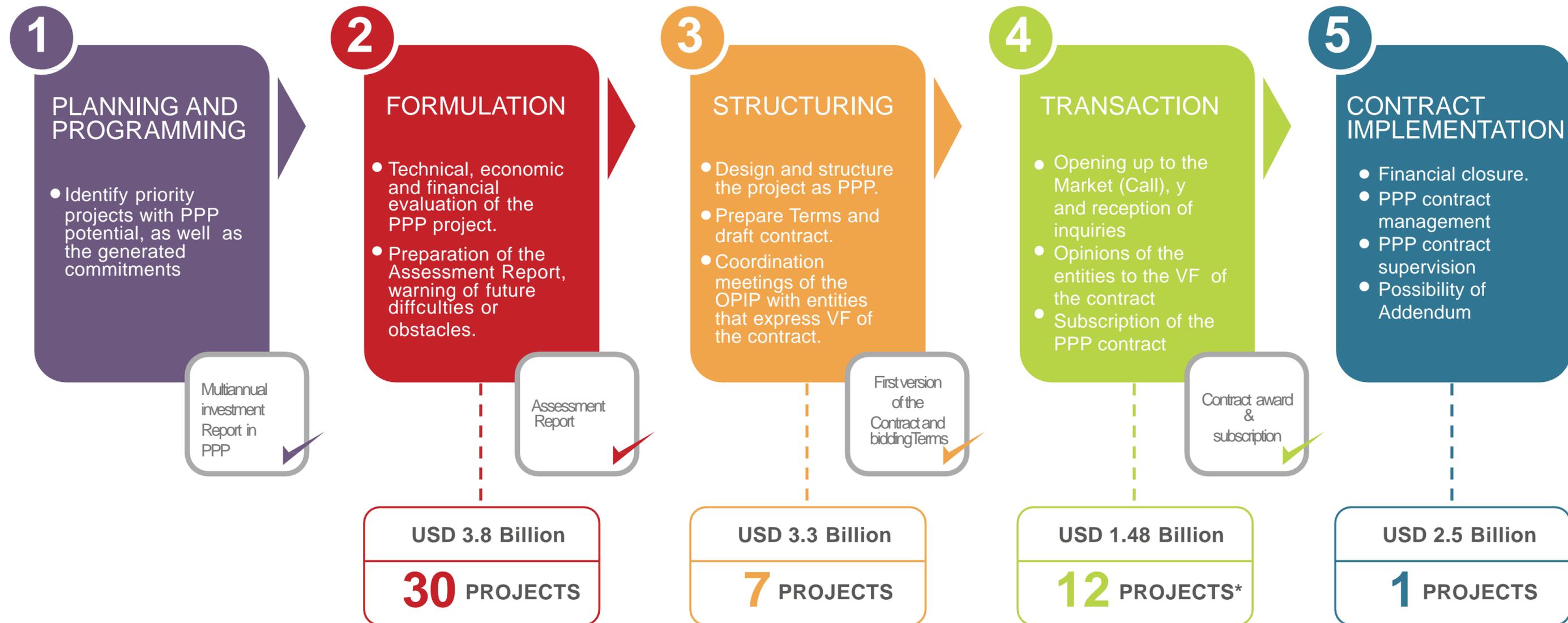
PORTFOLIO 2018-2020

50 PROJECTS
Estimated investment:
**USD 11.15
billion***



*It does not include projects whose amounts have not yet been determined.

PROCEDURE OF A PPP



*Includes Port Salaverry

CHALLENGES 2018

14 PROJECTS - USD 3,841 Million

TRANSPORT

AMOUNT: USD 229 M

- Salaverry's Port Terminal - **Awarded**

TELECOMMUNICATIONS

AMOUNT: USD 359 M

- Áncash, Arequipa, Huánuco, La Libertad, Pasco and San Martín broadband

MINING

AMOUNT: USD2,500 M

- Michiquillay Mining Project - **Awarded**
- Colca Mining Project* Jalaoca
- Mining Project*

ENERGY

AMOUNT: USD 490 M

- Massive Use of Natural Gas
- Carabayllo transmission line Trujillo
- Substation Compensator

WATER AND SANITATION

AMOUNT: USD 263 M

- Titicaca WWTP



*Amount to be determined.

CHALLENGES 2019 - 2020

36 PROJECTS - USD 7,315 Million

TRANSPORT

AMOUNT: USD 4,203 M

- Huancayo – Huancavelica Railway
- Marcona’s Port Terminal
- Chimbote’s Port Terminal
- Peripheral Ring Road
- Longitudinal de la Sierra Highway – Section 4
- New road concessions

ENERGY

AMOUNT: USD 430 M

- Integrated Gas Transport System – South of the Country*
- Other projects
- Tingo María - Aguaytía 220 kV Link
- La Niña - Piura 500 kV Link
- Pariñas - Nueva Tumbes 220 kV Link

WATER AND SANITATION

AMOUNT: USD 832 M

- Main Works
- Huancayo, Tambo and Chilca WWTP
- Puerto Maldonado WWTP
- Other projects

HEALTH

AMOUNT: USD 1,122 M

- ESSALUD Chimbote
- ESSALUD Piura
- Other projects

EDUCATION

AMOUNT: USD 329 M

- Schools at risk (CER, by its Spanish initials)
- High-performance schools (COAR, by its Spanish initials)

IRRIGATION

AMOUNT: USD 399 M

- Water Reinforcement of Ica



*Amount to be determined.



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