

REGIOTRAM DE OCCIDENTE

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AGENDA

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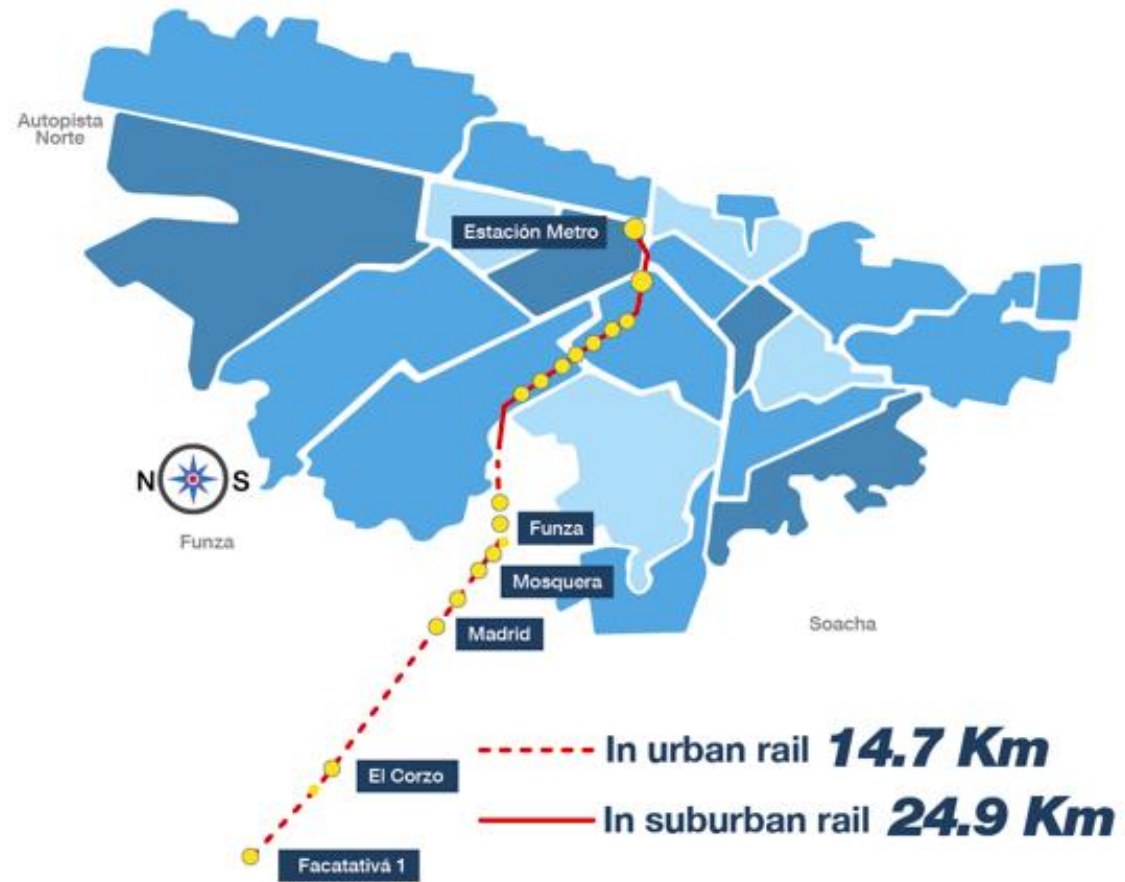
- ✓ The Project
- ✓ Transaction scheme and contract
- ✓ Preliminary numbers
- ✓ General contract structure
- ✓ Tender requirements
- ✓ Project schedule



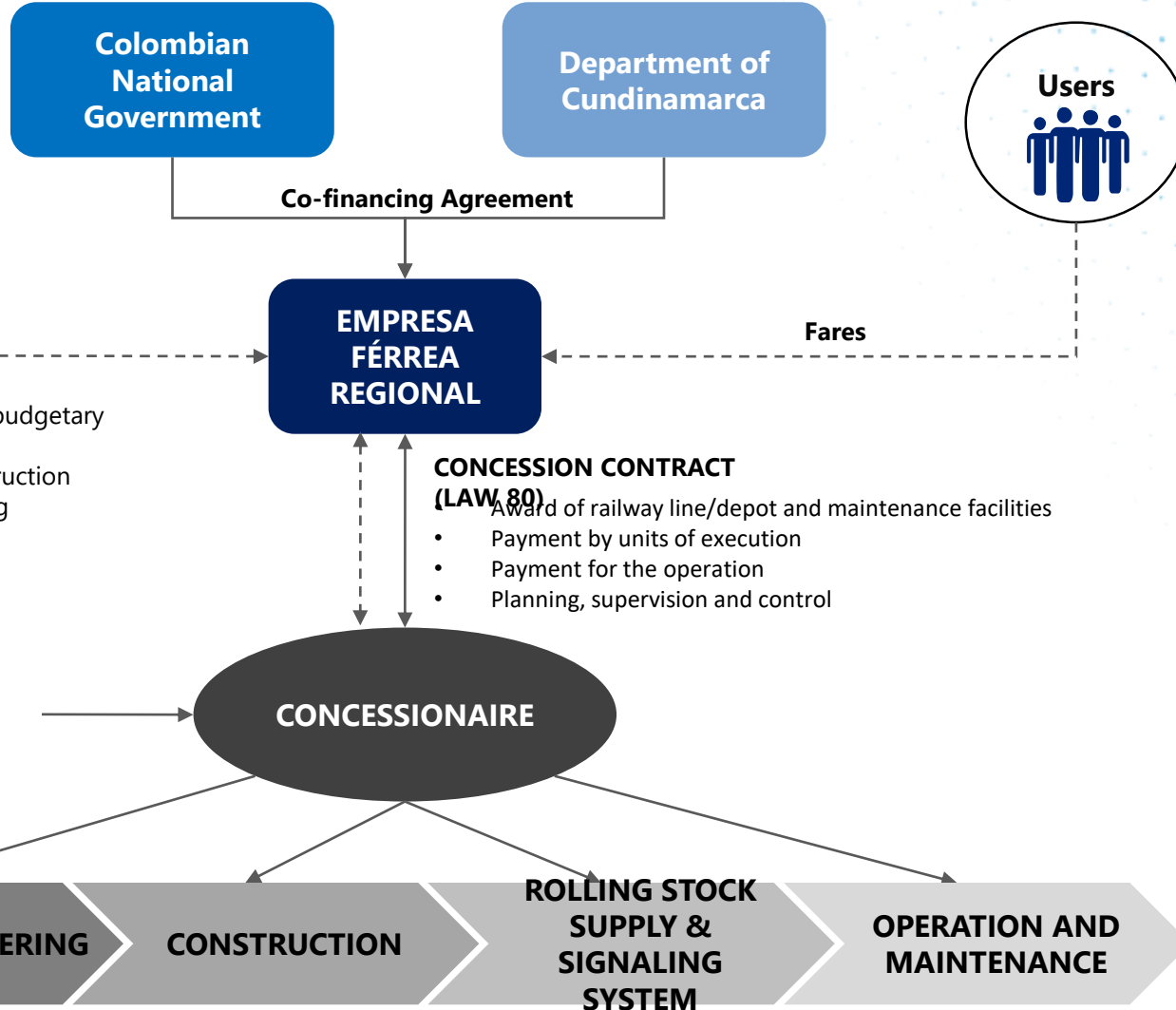


THE PROJECT

- ✓ Target market: Western Savanna of Bogotá
- ✓ 40.000.000 passengers per year is the estimated demand
- ✓ Main corridor length with link to Bogotá's First Metro Line:
 - ✓ 39.6 Km
 - ✓ 17 stations
- ✓ 100% electric system



TRANSACTION SCHEME AND CONTRACT

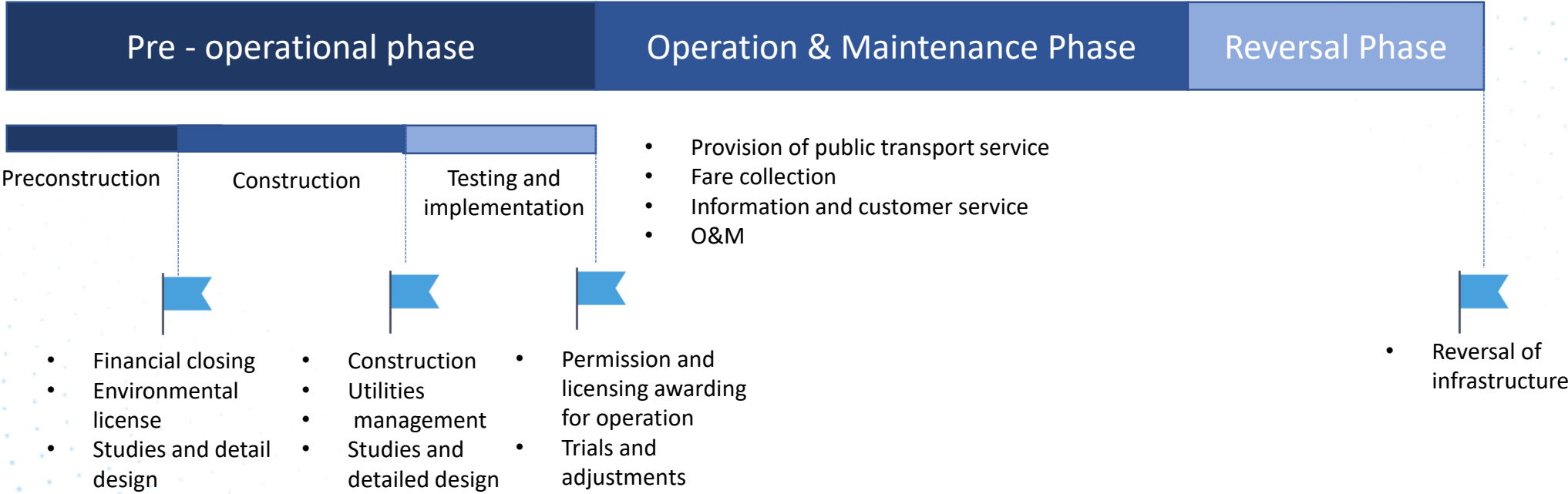


PRELIMINARY NUMBERS

COMPONENT	ESTIMATED VALUE (USD MM)
Civil engineering works	360
Land acquisition or recuperation	7
Supervision	33
TOTAL CAPEX	400
COMPONENT	ESTIMATED VALUE
Rolling stock	200
COMPONENT	ESTIMATED VALUE
O&M	20/year

Values expressed here are under revision of the structuring team

GENERAL CONTRACT STRUCTURE



TENDER REQUIREMENTS

✓ **JURIDICAL CAPACITY**

✓ **FINANCIAL CAPACITY**

Net worth

- \$750.000.000.000 COP

Debt capacity

- Debt ratio: <0.8 and <0.9

- Credit line

✓ INVESTMENT EXPERIENCE (FINANCIAL CLOSINGS)

Maximum two concessions with financial closings that add up to COP \$800.000.000.000 where at least one of them is of minimum COP \$600.000.000.000.

Valid experience requires a first disbursement and it must be a financial closing later than January 2004.

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✓ TECHNICAL EXPERIENCE

Track

50 km of rail installation of which 10 km in concrete in urban context and 30 km of ballast track in max two contracts. One of them must be at least of 30 km.

Communication and signalization

Installation of communication and signalization equipment for a passenger railway infrastructure of at least 30 km in max 2 contracts.

✓ TECHNICAL EXPERIENCE

Catenary

Installation of catenary or line of contact of at least 30 km for tramway, tram-train or suburban train, of which at least 8 km being in urban context, in max two contracts.

Rolling stock

30 units of tramway or tram-train in max two contracts. One the contract has to concern train of at least 40m, operational speed of min 70 km/h, inscription in curve of 25m.

✓ **TECHNICAL EXPERIENCE**

Operation

Operation of transport system (tramway or subway) of at least 130.000 PAX/day for at least 2 years of the last 5 years of operation.

PROJECT SCHEDULE



* <http://www.efr-cundinamarca.gov.co>