



## TÜRKİYE ODALAR VE BORSALAR BİRLİĞİ

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Sayı : E-34221550-720-12171

Tarih: 09.11.2023

Konu : Peru'da Yatırım İmkanları Hk.

### TÜM ODA VE BORSALARA (Genel Sekreterlik)

İlgi : Ticaret Bakanlığı'nın 06.11.2023 tarihli ve 90711384 sayılı yazısı

İlgide kayıtlı yazıda, Peru Ekonomi ve Maliye Bakanlığına bağlı olarak çalışan, Özel Yatırım Destek Ajansı PROINVERSION'a ilişkin bilgileri ve PROINVERSION'un ulaşım, iletişim, sağlık, atık yönetimi, eğitim, elektrik ve gayrimenkul sektörlerini kapsayan 2023-2025 dönemi proje portföyünü içeren sunum iletilmektedir.

Bilgilerinizi ve konunun ilgili üyelerinize duyurulmasını rica ederim.

Saygılarımla,

*e-imza*

Cengiz DELİBAŞ  
Genel Sekreter Yardımcısı

EK: ProInversion - Peru Özel Yatırım Destek Ajansı Tanıtım Sunumu (20 sayfa)



Evrakı Doğrulamak İçin : <https://belgedogrula.tobb.org.tr/belgedogrulama.aspx?eD=BSE5RCHLEB>  
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# PPP AND PA PORTFOLIO





# WHO ARE WE?

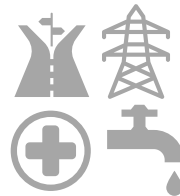


# ROLE OF PROINVERSIÓN

## PROINVERSIÓN AND THE PRIVATE INVESTMENT PROMOTION



We are a **specialized technical agency**, attached to the MEF, with technical, functional, administrative, economic, and financial autonomy.



We have a **portfolio with traditional/productive infrastructure projects** (transport, electricity) and more recent emphasis on **social infrastructure** (education, health and sanitation).

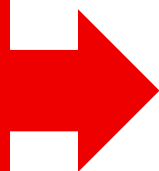


We promote private investment through **Public-Private Partnerships (PPP), Projects in Assets and Works for Taxes.**

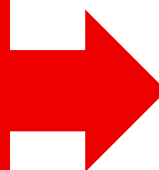


We are responsible for **projects of national relevance assigned to us, or those received on behalf of the three levels of Government.**

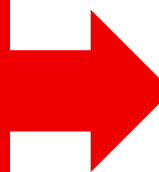
# PROINVERSIÓN: WHO ARE WE?



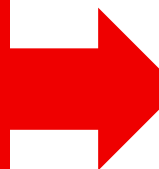
The Private Investment Promotion Agency - PROINVERSIÓN, is a **specialized technical agency, attached to the Ministry of Economy and Finance**, with legal status under public law and technical, functional, administrative, economic, and financial autonomy. **It was created in 2002.**



It promotes private investment through **Public-Private Partnerships (PPP), Projects in Assets (PA) and Works for Taxes (OXI).**



Our mission is **to promote private investment in infrastructure and public services** for the benefit of all Peruvians with technical leadership, transparency and quality.



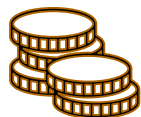
Our vision is: "To be an agency recognized by investors and the population as an effective strategic ally for **investment development in Peru.**"

## PROINVERSIÓN COMPETENCES

## PROINVERSIÓN AND THE PRIVATE INVESTMENT PROMOTION



To design, conduct and conclude the process of promoting private investment in projects developed through the modalities of Public-Private Partnership and Projects in Assets, within the scope of their competence.



To intervene in the contractual execution phase in the cases expressly established in DL 1362 and its Regulations: (i) contractual modifications; as well as in the conformity of (ii) financial closing and (iii) guaranteed indebtedness or similar, where applicable.









To provide technical assistance and support to public administration entities by signing agreements.

# GOALS IN PPP AND PA PORTFOLIO



# Goals in the portfolio of PPPs and PAs 2023

(Up to 18 projects)

JANUARY – AUGUST 2023 Up to 66% of annual goal achieved				12 awarded projects US\$ 1,280 MM		
No	PROJECT	Proposed AMOUNT (USD mill.)	Awarded AMOUNT (USD mill.)	Factor de competencia	Adjudication	Successful bidder
1-2	Group 3 – Ica-Poroma Link and Cállic-Jaén Link ITC	132	73*	Lower total service cost (-45%)	Jan – 23	
3-4	AWS-3 and 2.3 GHz Bands	268	640*	Greater number of benefited communities	Jun – 23	
5-6	Essalud Hospitals of Piura and Chimbote	323	323*	Lower co-financing 100%	Jun – 23	
7	500 kV Piura Nueva-Frontera Substation TL	233	108*	Lower total service cost (-54%)	Jul – 23	
8-10	220 kV Belaunde Terry – Tarapoto North Link, 500 kV San José – Yanabamba link and 220 kV Piura Nueva – Colán link	141,56	85,97	Lower total service cost (-39%)	Aug – 23	
11-12	220 kV Lambayeque North with division	38,9	32,16	Lower total service cost (-17%)	Aug – 23	

\*Amounts are considered based on the estimated offered amounts and based on the estimated investment in localities (AWS-3 and 2.3 GHz bands).



# Goals in the portfolio of PPPs and PAs 2023

(Up to 18 projects)

SEPTEMBER – DICEMBER 2023

6 projects for more than  
**US\$ 2,400 MM**

## Upcoming awards



### ELECTRICITY

No.	PROJECT	AMOUNT (USD mill.)	AWARD
1-2	Group 1 - Huánuco - Tocache - Celendín- Trujillo Link and Celendín - Piura Link	833	Oct - 23



### TRANSPORTS

No	PROJECT	AMOUNT (USD mill.)	AWARD
4	San Juan de Marcona Port Terminal(1)	405	IV Q
5	Huancayo Huancavelica Railway	340	IV Q

1/ The amount of awards by 2023 would be US\$ 3,286 million, if the unsolicited proposal of Marcona PT enters the tender stage.

USD  
745  
MM



### REAL ESTATE

No	PROJECT	AMOUNT (USD mill.)	AWARD
3	Ancon Industrial Park	762	IV Q



### SANITATION

No	PROJECT	AMOUNT (USD mill.)	AWARD
6	Puerto Maldonado WWTP	89	IV Q

**Goals in the portfolio of PPPs and PAs 2024**  
 (Up to 36 projects to be awarded for around US\$ 6,400 MM)

No.	Project	Amount (USD mill.)	Project Owner
1	Peripheral Ring Road	2,380	Ministry of Transports and Communications
2	Longitudinal of the mountain range Section 4	914	
3	Chimbote Port Terminal <sup>1/</sup>	172	
4 - 6	Group 1 – Electricity projects of the Transmission Plan	307	Ministry of Energy and Mines
7 - 11	Group 2 – Electricity projects of the Transmission Plan	290	
12 - 16	Group 3 – Electricity projects of the Transmission Plan	175	
17 - 21	Group 4 – Electricity projects of the Transmission Plan	98	
22	Headworks	330	
23	Huancayo WWTP	172	Ministry of Housing, Construction and Sanitation
24	Chincha WWTP	70	
25	Cajamarca WWTP	56	
26	Cusco WWTP <sup>1/</sup>	44	
27	San Martín WWTP <sup>1/</sup>	105	
28	Trujillo WWTP <sup>1/</sup>	409	
29	Ilo Desalination Plant <sup>1/</sup>	110	
30	HEVES Operation and Maintenance	113*	Ministry of Health
31	GIRSE <sup>1/</sup>	24	
32	Schools at Risk in Metropolitan Lima	258	Ministry of Education
33	Schools at Risk in Villa María del Triunfo District <sup>1/</sup>	69	
34	Lima Convention Center Operation and Maintenance	78*	Ministry of Housing, Construction and Sanitation
35	San Cristóbal Cable car	16	Ministry of Foreign Trade and Tourism
36	Choquequirao Tourism Project	190	

<b>Goal 2024</b>	<b>6,380 <sup>1/</sup></b>
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<sup>1/</sup> The amount of awards by 2024 would be **US\$ 5,601 million**, if the above projects enter the tender stage.  
 \*Total Project Cost is considered since there is no investment component.

# PORTFOLIO 2025 – 2026

\*HOHQ 7DULK 6D\Õ

N°	Project	Amount (USD mill.)	Project Owner
1	Cusco Schools	58	Ministry of Education
2	Schools at Risk COMAS-SMP	91	
3	Schools at Risk ATE-SJL	140	
4	Cajamarca Hospital Operation and Maintenance	176*	Social Health Insurance - ESSALUD
5	New Central Military Hospital	116	Ministry of Defence
6	Unanue Hospital	250	Ministry of Health
7	Iquitos Rural Sanitation	26	Ministry of Housing, Construction and Sanitation
8	Cañete WWTP	33	
9	Lambayeque Desalination Plant <sup>1/</sup>	49	
<b>Goals 2025</b>		<b>939</b> <sup>1/</sup>	

\*Total cost of investment without IVA

1/ The amount of awards by 2025 would be US\$ 890 million, if the above project enter the tender stage.

N°	Project	Amount (USD mill.)	Project Owner
1	Expansion and improvement of Paita and Talara sanitation services	150	Ministry of Housing, Construction and Sanitation
2	Chinecas Irrigation Project	500*	Ancash regional government
3	Comprehensive Water System of the Chancay Valley - Lambayeque	619	Lambayeque regional government
4	Integrated Gas Transportation System - Southern Zone of Peru	4,321	Ministry of Energy and Mines
<b>Goals 2026</b>		<b>5,590</b> <sup>1/</sup>	

\*Referential amount based on a similar Project

1/ The amount of awards by 2026 would be US\$ 5,639 million, if the above project enter the tender stage.



- ❖ More than 4.8 million beneficiaries
- ❖ Investment opportunities by US\$ 1,500 million
- ❖ 12 beneficiary regions



# SANITATION SECTOR PPP SCHEDULES

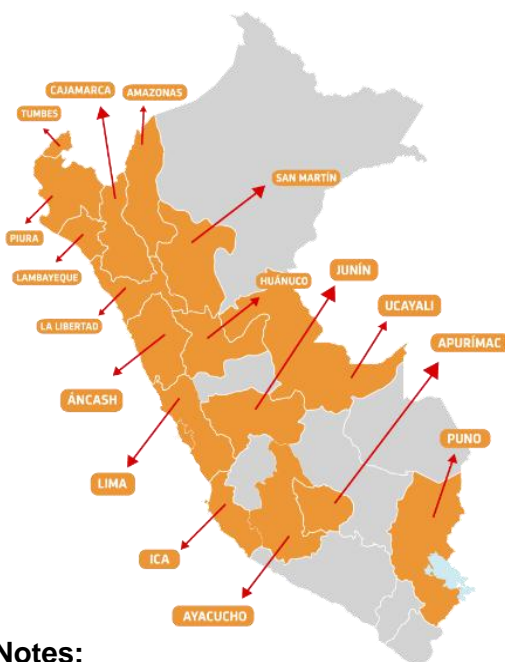
	PROJECT	APPROVAL OF THE DECLARATION OF INTEREST (UP) OR CALL FOR TENDER	DIRECT AWARD	AWARD IN COMPETITION SCENARIO
<b>SI</b>	1 Puerto Maldonado WWTP, US\$ 89 MM	Reopening of the tender III.Q.23	-	IV.Q.23
<b>SI</b>	2 Headworks, US\$ 330 MM	Call for Tender: IV.Q.23	-	II.Q.24
<b>UP</b>	3 Chincha WWTP, US\$ 70 MM	DI: I.Q.24	II.Q.24	IV.Q.24
<b>UP</b>	4 Cusco WWTP, US\$ 44 MM	DI: I.Q.24	II.Q.24	IV.Q.24
<b>UP</b>	5 Cajamarca WWTP, US\$ 56 MM	DI: I.Q.24	II.Q.24	IV.Q.24
<b>UP</b>	6 Huancayo WWTP, US\$ 172 MM	DI: I.Q.24	II.Q.24	I.Q.24
<b>UP</b>	7 San Martín WWTP, US\$ 105 MM	DI: I.Q.24	III.Q.24	IV.Q.24
<b>UP</b>	8 Ilo Desalination Plant, US\$ 110 MM	DI: I.Q.24	II.Q.24	IV.Q.24
<b>UP</b>	9 Trujillo WWTP, US\$ 409 MM	DI: II.Q.24	III.Q.24	I.Q.25
<b>UP</b>	10 Iquitos Rural Sanitation, US\$ 26 MM	DI: III.Q.24	I.Q.24	II.Q.25
<b>UP</b>	11 Cañete WWTP, US\$ 33 MM	DI: I.Q.25	II.Q.25	IV.Q.25
<b>UP</b>	12 Lambayeque Desalination Plant, US\$ 49 MM	DI: II.Q.25	III.Q.25	I.Q.26
<b>SI</b>	13 Expansion and improvement of Paita and Talara sanitation services, US\$ 150 mm	Call for Tender: *II.Q.25	-	*IV.Q.25

Notes: **UP** Unsolicited Proposal **SI** State Initiative

\*Optimized scenario



- ❖ More than 10 million beneficiaries
- ❖ Investment opportunities for more than US\$ 6,400 MM
- ❖ 17 beneficiary regions



## PPP SCHEDULE IN ELECTRICITY

	PROJECT	CALL FOR TENDER	RATING	SUCCESSFUL BID
<b>SI</b>	1-2 220 kV Ica - Poroma Link - 220 kV Cálclíc - Jaén Link ITC, US\$ 73 MM (Awarded)	II.Q.22	III.Q.22	<b>Awarded: I.Q.23</b> Contract signing: II.Q.23 ✓
<b>SI</b>	3 550 Kv Piura Nueva – Frontera Transmission Line, US\$ 223 MM (Awarded)	II.Q.19	II.Q.23	<b>Awarded: III.Q.23</b> Contract signing: IV.Q.23 ✓
<b>SI</b>	4-5 500 kV Huanuco - Tocache - Celendin - Trujillo Link & 500 kV Celendin - Piura Link, US\$ 833 MM	I.Q.22	II.Q.23	III.Q.23
<b>SI</b>	6-10 220 kV Belaunde Terry - Tarapoto Norte Link; 500 kV San José - Yarabamba Link; 220 kV Piura Nueva - Colán Link ITC; 220 kV Lambayeque Norte ITC Substation with division; Piura Este Substation, US\$ 180 MM	II.Q.22	III.Q.23	<b>Awarded: III.Q.23</b> Contract signing: IV.Q.23 ✓
<b>SI</b>	11-28 (18) Electricity projects binding on Transmission Plan 2023-2032, US\$ 900 MM	G1: IV.Q.23 G2: III.Q.23 G3 and G4: IV.Q.23	G1: I.Q.24 G2: III.Q.23 G3 and G4: IV.Q.23	G1: II.Q.24 G2: II.Q.24 G3 and G4: II.Q.24
	29 Integrated Gas Transportation System - Southern Zone of Peru US\$ 4321 Million	-	-	-

Notes:

**UP** Unsolicited Proposal **SI** State Initiative



- ❖ Investment opportunities for more than US\$ 600 MM
- ❖ More than 77 thousand students benefited
- ❖ 2 beneficiary regions

# PPP SCHEDULE IN EDUCATION

	PROJECT	APPROVAL OF THE DECLARATION OF INTEREST	DIRECT AWARD	AWARD IN COMPETITION SCENARIO
<b>UP</b>	1 Schools at Risk in Metropolitan Lima, US\$ 258 MM	I.Q.24	II.Q.24	IV.Q.24
<b>UP</b>	2 Schools at Risk Villa María del Triunfo, US\$ 69 MM	I.Q.24	II.Q.24	IV.Q.24
<b>UP</b>	3 Schools at Risk Ate – San Juan de Lurigancho US\$ 140 MM	II.Q.24	IV.Q.24	I.Q.25
<b>UP</b>	4 Schools at Risk Comas – San Martín de Porres US\$ 91 MM	II.Q.24	IV.Q.24	I.Q.25
<b>UP</b>	5 Reinforcement of infrastructure, equipment and maintenance of Schools in Cusco, US\$ 58 MM	II.Q.24	IV.Q.24	I.Q.25



**Notes:**

**UP** Unsolicited Proposal

**SI** State Initiative

- ❖ 1 beneficiary region
- ❖ Investment opportunities for more than US\$ 760 MM
- ❖ More than 400 thousand inhabitants benefited



## PA SCHEDULE IN REAL ESTATE

	PROJECT	CALL FOR TENDER / APPROVAL OF THE DECLARATION OF INTEREST	DIRECT AWARD	AWARD IN COMPETITION SCENARIO
<b>SI</b>	1 Ancon Industrial Park, US\$ 762 MM	-	-	IV.Q.23

**Notes:**

- UP** Unsolicited Proposal
- SI** State Initiative

## PPP AND PA SCHEDULE IN TRANSPORTS AND COMMUNICATIONS

	PROJECT	CALL FOR TENDER / APPROVAL OF THE DECLARATION OF INTEREST	DIRECT AWARD	AWARD IN COMPETITION SCENARIO
<b>SI</b>	1 Longitudinal de la Sierra Section 4, US\$ 914 MM	I.Q.23	-	I.Q.24
<b>UP</b>	2 Peripheral Ring Road, US\$ 2,380 MM	III.Q.23	IV.Q.23	II.Q.24
<b>UP</b>	3 San Juan de Marcona New Port, US\$ 405 MM	III.Q.23	IV.Q.23	II.Q.24
<b>SI</b>	4 Radio Spectrum Bands in the following frequency ranges: (i) 1 750 - 1 780 MHZ and 2 150 - 2 180 MHZ; and (ii) 2 300 -2 330 MHZ, US\$ 268 MM	-	-	Awarded: II.Q.23 ✓
<b>SI</b>	5 Huancayo Huancavelica Railway, US\$ 340 MM	I.Q.23	-	IV.Q.23
<b>UP</b>	6 Chimbote International Port Terminal, US\$ 172 MM	II.Q.24	III.Q.24	I.Q.25



### Notes:

**UP** Unsolicited Proposal

**SI** State Initiative



- ❖ Investment Opportunities for more than **US\$ 1,100 MM**
- ❖ More than **2.3 million** inhabitants benefited
- ❖ **3** beneficiary regions

**Notes:****UP** Unsolicited Proposal**SI** State Initiative

## PPP SCHEDULE IN HEALTH

	PROJECT	CALL FOR TENDER / APPROVAL OF THE DECLARATION OF INTEREST	DIRECT AWARD	AWARD IN COMPETITION SCENARIO
<b>SI</b>	1-2 Two New Hospital Centers: Piura and Chimbote (ESSALUD), US\$ 323 MM	-	-	Awarded: II.Q.23 ✓
<b>SI</b>	3 Operation and Maintenance of the New Villa El Salvador Emergency Hospital, US\$ 113 MM*	IV.Q.23	-	II.Q.24
<b>SI</b>	4 Operation and Maintenance of the New Cajamarca Hospital, US\$ 176 MM*	-	-	I.Q.25
<b>UP</b>	5 Integrated Solid Waste Management in Health Facilities of the Ministry of Health in Metropolitan Lima, US\$ 24 MM	II.Q.24	III.Q.24	I.Q.25
<b>UP</b>	6 Unanue Hospital, US\$ 250 MM	I.Q.25	-	III.Q.25
<b>UP</b>	7 New Central Military Hospital, US\$ 116 MM	IV.Q.24	II.Q.25	IV.Q.25

\*Total Project Cost is considered since there is no investment component

- ❖ Investment Opportunities for more than **US\$ 200 MM**
- ❖ More than **9 million** inhabitants benefited
- ❖ **3** beneficiary regions

## PPP SCHEDULE IN TOURISM



	PROJECT	CALL FOR TENDER / APPROVAL OF THE DECLARATION OF INTEREST	DIRECT AWARD	AWARD IN COMPETITION SCENARIO
<b>UP</b>	1 Cerro San Cristóbal Cable Car, US\$ 16 MM	I.Q.24	II.Q.24	IV.Q.24
<b>SI</b>	2 Lima Convention Center US\$ 78 MM	II.Q.24	-	IV.Q.24
<b>SI</b>	3 Improvement of Public Tourist Services of Choquequirao Archaeological Park US\$ 190 MM	III.Q.24	-	I.Q.25



**Notes:**

- UP** Unsolicited Proposal
- SI** State Initiative



# Projects in the process of incorporation and/or evaluation\*\*






Sector	Projects	Referencial Amount (US\$ Mill.)
 <b>Transports</b>	18 Road Conservation Projects	1071
	Backbone Network Operation and Maintenance	To be defined
	Chincheros Airport (Cusco) Operation and Maintenance	To be defined
	Third Group of Airports	692
	5G Spectrum Bands	1351
	Lambayeque Port Terminal	To be define
	Cusco Aerodrome	To be defined
	LEGADO Facilities (Sports Complex, Pan American Village, and others)	To be defined
	Pan-American Highway Section (Ica - Quilca Bypass)	592
	Piura-Tumbes Dual Carriageway	To be defined
	Pucallpa Port Terminal	To be defined
 <b>Energy</b>	Lima-Ica Railway (Suburban Train)	865
	New Port Terminals in Loreto (Saramiza and Iquitos)	To be defined
 <b>Sanitation</b>	Natural Gas Distribution Project in Arequipa, Moquegua, and Tacna	60
	Wastewater Treatment Plants and Desalination Plants of MVCS (Barranca, Huaura, and others)	To be defined
 <b>Health</b>	Management Contract for EPS Grau	To be defined
	Child Health Institute Operation and Maintenance	16
 <b>Tourism</b>	Puno Cable Car	20
<b>TOTAL</b>		<b>4667*</b>

\*Estimated amount based on available reference amounts (exchange rate of 3.7)

\*\*Projects in the process of incorporation are those for which PROINVERSION has received any formal mandate, signifying the commencement of their progress phase. Conversely, investment projects undergoing evaluation encompass initiatives for which the execution modality is presently under rigorous examination, with the potential prospect of being commissioned to PROINVERSION in due course

# List of upcoming projects

Sector	Project
 <b>Transports</b>	Operation and Maintenance of the Dorsal Network
	Train Link with Metro Line 1
	Grau Train
	Operation of the New Central Highway
	Sierra Longitudinal Highway Section 5
	San Juan de Marcona - Andahuaylas - VRAEM Railway
	Expansion and Extension of Metro Line 1
	Metro Line 3
	Metro Line 4
	Access Road to Chinchero Airport
	Aerodrome Projects in Provinces
	South Coastal Highway
	Arequipa Mass Transit Corridor
	South Expressway
 <b>Education</b>	High performance School Facilities - COAR Northeastern
	Improvement of San Antonio Abad University in Cusco (Faculty of Sciences)
	Improvement and Expansion of San Antonio Abad University in Cusco
	Improvement of Specialized Educational Services in San Martín
	High performance School Facilities - COAR South

Sector	Project
 <b>Sanitation</b>	Wastewater Treatment Plants Rescue Plan
	Huaraz Wastewater Treatment Plant
	Lambayeque Wastewater Treatment System and Desalination Plant
	La Chira WWTP Expansion
 <b>Health</b>	Improvement and expansion of healthcare services in La Libertad
	Bambamarca Hospital
	Improvement of Tambobamba Apurimac Hospital
	Altiplano Puno Hospital
	Cajamarca Healthcare Network Hospital
	Specialized Hospital of Tacna
 <b>Agriculture</b>	Ica Water Assurance System
	Chinecas Special Irrigation Project
	Chancay-Lambayeque Irrigation Project
 <b>Tourism</b>	Muna Cable Car
	Manchay Cable Car
	Installation of Cable Accessibility Service - Cable Car on the Hills of El Agustino and Catalina Huanca
 <b>Production</b>	Installation of Cable Accessibility Service - Cable Car connecting the districts of Independencia and San Juan de Lurigancho
	Naranjal - San Carlos Cable Car
	Ilo Industrial Park
	Tacna Industrial Park



# ProInversión

Private Investment Promotion Agency - Peru

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