

Infra-Estrutura do Estado de São Paulo para Atividades de Exploração e Produção de Petróleo e Gás Natural

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Secretário Adjunto

Seminário Jurídico-Fiscal da Sexta Rodada de Licitações
ANP - Rio de Janeiro, 18 de março de 2004

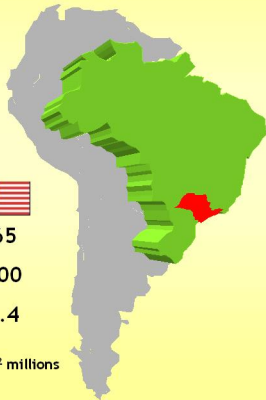
Brazil - São Paulo - USA

São Paulo City



Population	165	38	265
GDP	600	203	7,500
Area	8.6	0.25	9.4

Population > Million GDP >> US\$ Billion Area >> km² millions



São Paulo Highlights



1. Pop: 38 Million (22% of Brazil)
 2. GDP (US\$ - 2000): SP 203,0 Bi (33.7% of Brazil)
 3. SP GDP: Agribusiness 4,1%, Industry 42,7%, Service 53,2%
 4. Main Cities (Pop): SP 10,5 M, Guarulhos 1,12 M, Campinas 0,98M
 5. Tel/100 hab: SP 38,0 (Brazil 28,6)
 6. Vehicle/1000 hab: SP 365 (Brazil 198)
1. Direct Invest: US\$ 80 Bi (99-2002)
 2. Efficiency (World reference): Orange juice 50%, Commercial Aircraft (30-60 passengers) 45%

São Paulo

World Competitiveness 2003

Population Greater than 20 million

22nd in Economic Performance

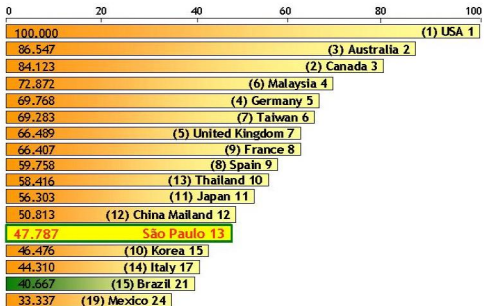
13th in Infrastructure

13th in Government Efficiency

8th in Business Efficiency

Overall Scoreboard
13th in the World 2003

THE WORLD COMPETITIVENESS SCOREBOARD 2003



São Paulo Government Efficiency

Present Administration - Strategic Focus

1. Fiscal Management Priority
2. Enterprising Government for Growth
3. Joint Responsibility Government
4. Public Service Oriented Government
5. Public Security Responsibility

São Paulo Innovation & Partnership

Development Oriented Government



Government
enterprising



Production
competitive



Education / Tech
Life quality

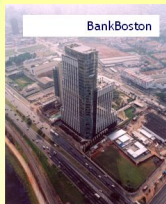
The City for Head Office in South America!



Berrini Region



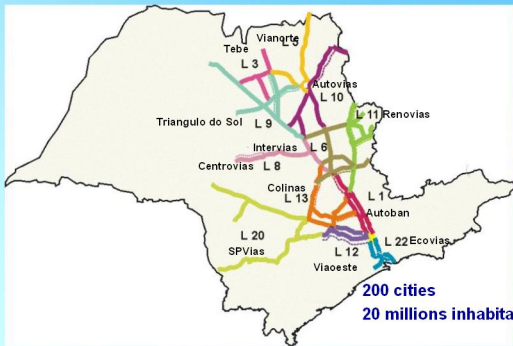
BankBoston



São Paulo
Life
&
Business

DIRECT BENEFITS

12 Concessions - Roads



ROADS CONCESSIONS

- . 3,500 km (15% total length in SP)
- . 12 Companies
- . R\$ 6.7 billions investments in 20 years
- . R\$ 4.2 billions already invested

ROAD RANKING

According to Confederação Nacional dos Transportes, analysing 109 interconnection. Ranking, 13 roads got excellent concept, all of them in

Sao Paulo State (11 are state concessions, 2 are federal roads)

Rank	Path	Road	Grade	Classification
1	93.Limeira SP - São José do Rio Preto SP	SP-310	98,32	ótimo
2	58.São Paulo SP - Uberaba MG	BR-050,SP-330	96,94	ótimo
3	90. Engenheiro Miller SP - Jupiá SP	SP-209,SP-300	96,53	ótimo
4	106. São Paulo SP - Taubaté SP	SP-070	96,45	ótimo
5	94. Baretos SP - Bueno de Andrade SP	SP-326	95,87	ótimo
6	91. São Paulo SP - Limeira SP	SP-348	94,99	ótimo
7	105. Campinas SP - Jacareí SP	SP-065	94,25	ótimo
8	89. São Paulo SP - Itai SP - Espírito Santo do Turvo	SP-255, SP-280	94,06	ótimo
9	95. Araraquara SP - São Carlos SP - Franca SP - Itirapuã SP	SP-255, SP-318,SP-334,SP-345	93,02	ótimo
10	49. Rio de Janeiro RJ - São Paulo SP	BR-116	92,78	ótimo
11	104. São Paulo SP - São vicente SP (Imigrantes-Anchieta)	SP-041, SP-150, SP-160	92,75	ótimo
12	92. São Paulo SP - Cascata SP - Mococa SP	SP-075, SP-340, SP-342, SP-344	91,96	ótimo
13	101. Bauru SP - Itirapina SP	SP-225	90,49	ótimo

TIETÊ - PARANÁ WATERWAY

(MERCOSUL & SOUTHWEST TRANSMETROPOLITAN CORRIDOR)



The Tiete-Parana waterway allows the navigation along its 1,100 km rivers from Conchas (Tiete river - SP) and Sao Simao (Paranaíba river-GO) to Itaipu, achieving 2,400km of navigable ways.

It already transports more than 1 million tons of seeds/year, within ~700km. Considering short distances transportation for sand, gravel and sugar cane, it sums up to 2 million tons.

São Paulo

Guarulhos Intercontinental Airport



New Investment on Expansivon - TPS3 and TPS4

São Paulo Inland Port - Conception



Santos Port:

- . Total area of 7,765,100 m²**
- . Ships ~42 millions tons/year**
- . 12 km dock longside**

Sao Sebastiao Port

- . Ships ~400,000 tons/year**
- . Fuel transportation Terminal**
- . Near recently Natural Gas reserve at Santos Bay (130 km)**

São Sebastião Port Export Automobile Terminal

SP Vehicle Export Terminal



São Paulo Tech Parks

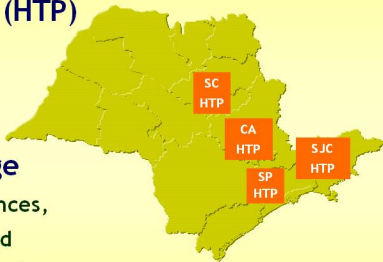
Business Opportunities

4 New Tech Parks (HTP)

São Paulo, Campinas,
São Carlos and São José
dos Campos

Areas of Knowledge

Biotechnology, Agrosciences,
Aerospace, Molecular and
Genetics Biology, Biochemistry
and Information Technology



SCIENCE & TECHNOLOGY

HIGHER EDUCATION INSTITUTIONS

BRAZIL - 1,637
SAO PAULO STATE - 450

SP: Main teaching & researching place in Latin America

102 Technical Schools – 100,000 students/year

USP – University of Sao Paulo
UNICAMP – University of Campinas
UNESP – Sao Paulo State University

Students Enrolled

Graduate – 75,000
Postgraduate – 41,000

IPT – Technological Researches Institute

More than 800 researches
71 labs
Graduation for more than
1,000 students

80 libraries with 6.6 million items

1. Forests Riverfronts and Reservoirs: CESP + EMAE + SABESP
2. Urban Waste Treatment: 365 cities
3. Sugar Cane Mills: Cogeneration with bagace: 100 plants for cogeneration projects - 10 with (CO₂) environment certification

Investments Opportunities with Global Visibility

Opportunities for Carbon Credit Investors

US\$ 500 million

São Paulo: The Efficiency for The People

"Government & Business Partnership"

Focus

global vision and
entrepreneurship

Vision

working toward the people

Marketing

networking with
global economies

Direction

promote the
sustainable
development

Opportunities

infrastruturle projects
and competitive
business

Strategy

to grow with efficiency





***COMISSÃO
DE SERVIÇOS
PÚBLICOS DE
ENERGIA***

REGULATORY AGENCY – STATE OF SÃO PAULO

CSPE AGENCY - SCOPE

ELECTRICITY AND NATURAL GAS DISTRIBUTION

QUALITY OF DISTRIBUTION SERVICE

RULES AND REGULATIONS (Natural Gas)

PRICES AND TARIFF STRUCTURE (Natural Gas)

CUSTOMER ISSUES

LDC's - LOCAL DISTRIBUTION COMPANIES NATURAL GAS

Concessão da distribuição de gás canalizado no Estado de São Paulo



GENERAL INFORMATION

Gross Revenue:	1998	2003
✓ COMGAS	R\$ 324 millions	R\$ 2.288 millions
✓ GAS NATURAL	0	R\$ 55 millions
✓ GÁS BRASILIANO	0	R\$ 25 millions
Growing Market		
✓ COMGAS	1.200 million m ³ /year	3.350 million m ³ / year
✓ GAS NATURAL	0	89 million m ³ / year
✓ GÁS BRASILIANO	0	47 million m ³ / year
Costumers:		
✓ COMGAS	295.000	403.000
✓ GAS NATURAL	0	4.500
✓ GÁS BRASILIANO	0	41
Investment - 1998 to 2003:		
✓ COMGAS	R\$ 855 millions	
✓ GAS NATURAL	R\$ 108 millions	
✓ GÁS BRASILIANO	R\$ 72 millions	
Km added Distribution Pipelines - 1998 to 2003:		
✓ COMGAS	900 km	
✓ GAS NATURAL	390 km	
✓ GÁS BRASILIANO	135 km	

ICMS BENEFITS

Benefits related to goods, included: machines, equipment, tools and spare parts subject to REPETRO* - Federal Decree 4543 Dec 26, 2002

The terms and conditions are established in Sao Paulo State Decree 48115-art 108 Sept 9, 2003

- . Benefits related to ICMS exemption
- . Benefits related to use of ICMS credits

*REPETRO: Regime Aduaneiro Especial de Exportação e de Importação de Bens destinados às atividades de Pesquisa e de Lavra das Jazidas de Petróleo e Gás

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