



PORT PRIVATIZATION RIO FORUM

Unlocking Brazil's Port Privatization Potential

RIO DE JANEIRO
BRAZIL
13 JUNE 2019



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www.portfinanceinternational.com









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maritime & transport business solutions

unlocking value in the
maritime & transport industry







Diogo Piloni
Ports and Waterway
Transportation

FGV



Port Finance International 2019 (Panel 1)

Legal Perspective – Implementing Best Practices and Lessons Learned in the

Brazilian Port Legal/PPP Framework

Moderator: Claudio Lampert – Faveret | Lampert Advogados

Rio de Janeiro – June 13th, 2019



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4. Lessons Learned

4.2 Good principles
Made real for Brazil

Introduction

Best Practice
Cases

Current
Topics

Lessons
Learned

How to implement successful privatizations in the Brazil port sector:

- 1) Understand the market and the rationale for investors to participate in the bidding process
- 2) Focusing solely on the purchase price may not create maximum value for the Brazilian port sector. It should be on maximizing profits/purchase price but also on operational excellence, generating high quality investments.
- 3) A two step approach qualifying bidders first on their technical merits is critical. In the second step, the evaluation will be executed amongst shortlisted bidders.
- 4) Involve key stakeholders in the process
- 5) Clearly govern public activities executed by private sector
- 6) Ensure the privatized port has the means to exist, develop and expand if needed.



Investimentos, temas

- ✓ Preocupação com produtividade sem amarras do serviço público;
- ✓ Sem intervenção dos órgãos de controle de verbas públicas; **(em tese)**
- ✓ Sem indicações políticas para gestão de seus ativos;
- ✓ Sem utilização de recursos públicos para suas obras de infraestrutura; e
- ✓ Risco reduzido de contestação judicial para contratações.

PFI PORT PRIVATIZATION
FORUM RIO DE JANEIRO
13 JUNE 2012

Unlocking Brazil

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WEBAPP URL: <https://www.pfiportprivatization.com.br>
EVENT WEBSITE: <https://www.pfiportprivatization.com.br>



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Ports Terminals and Hinterland





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