

# MINISTRY OF TRANSPORTATION

## NOTICE OF COMPETITIVE BIDDING

**NATIONAL AND INTERNATIONAL COMPETITIVE BIDDING No. 12-2019  
EX2019-41718612-APN-MEG#AGP**

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**Subject Matter: “Concession of Public Work for the Construction,  
Maintenance and Exploitation of the Port Terminal PUERTO NUEVO – BUENOS AIRES”.**

### **Place for Reviewing and Obtaining/Downloading Tendering Conditions:**

From May 27, 2019 to September 4, 2019, the tendering conditions may be downloaded through the website [www.puertobuenosaires.gob.ar](http://www.puertobuenosaires.gob.ar), or obtained from the Office of Procurement and Contracting, located at Avenida Ingeniero Huergo 431, P.B. (1st floor), City of Buenos Aires, from 9 a.m. to 3 p.m. (Tel. 54-11-4343-7333)

**Tendering Conditions Price: FREE OF CHARGE.**

**Place and Date of Submission and Opening of Bids:** Sub-Gerencia de Compras y Contrataciones, located at Av. Ing. Huergo 431 – P.B. (1st floor), City of Buenos Aires

Bids will be received from 24 hours before the opening date to the opening time scheduled.

**Opening:** OCTOBER 2nd, 2019 at 11 a.m.

**Secretaría de Gestión de Transporte (Transportation Management Department)  
Administración General de Puertos S.E. (Port Authority)**

An aerial rendering of the Buenos Aires Port modernization project. The image shows a large container yard filled with colorful shipping containers, several large cargo ships docked at the pier, and a historic building with a clock tower in the foreground. The sun is low in the sky, creating a warm glow. The text 'BUENOS AIRES PORT MODERNIZATION PLAN' is overlaid in large white letters.

# BUENOS AIRES PORT MODERNIZATION PLAN

**PUERTO  
BUENOS AIRES**



Ministerio de Transporte  
Presidencia de la Nación

# PORT OF BUENOS AIRES

...



**More than 60% of Argentina's containerized cargo**



**More than 80% of Argentina's containerized cargo together with Exolgan**



**3rd most important port in South America**



**3 of the major port operators worldwide**  
TRP-DUBAI PORTS WORLD  
T4 - APM TERMINALS  
BACTSSA- HUTCHISON



**Strategic Location**



**1st port in South America with Landlord system**

**Zárate**  
TEU 119.993



**Rosario**  
TEU 66.616



**Buenos Aires**  
TEU 888,019



**Bahía Blanca**  
TEU 27,843



**Madryn**  
TEU 30,963



**Exolgan**  
TEU 554.458

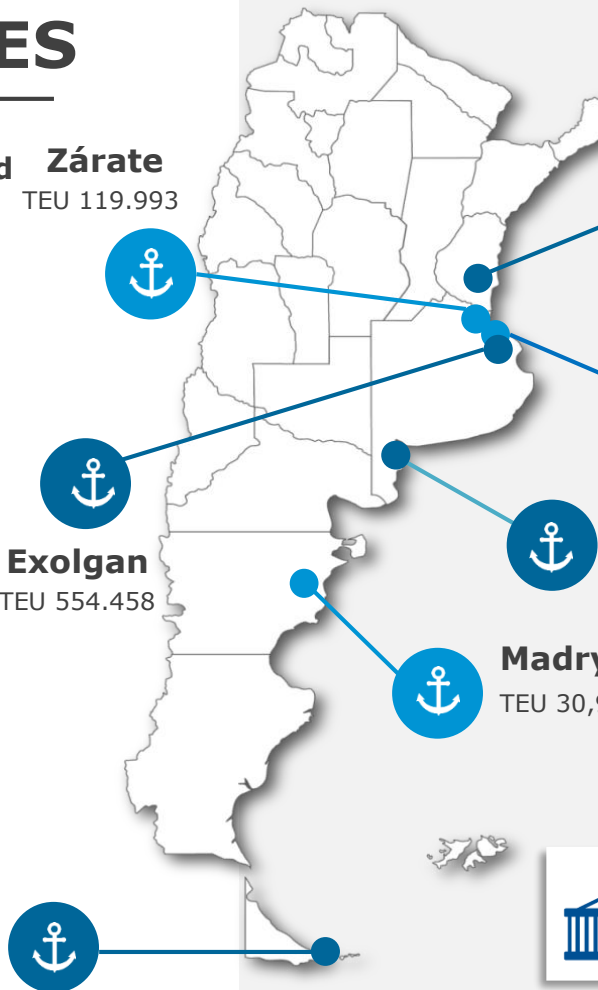


**Ushuaia**  
TEU 53,262



TEUs Movement  
**Buenos Aires**

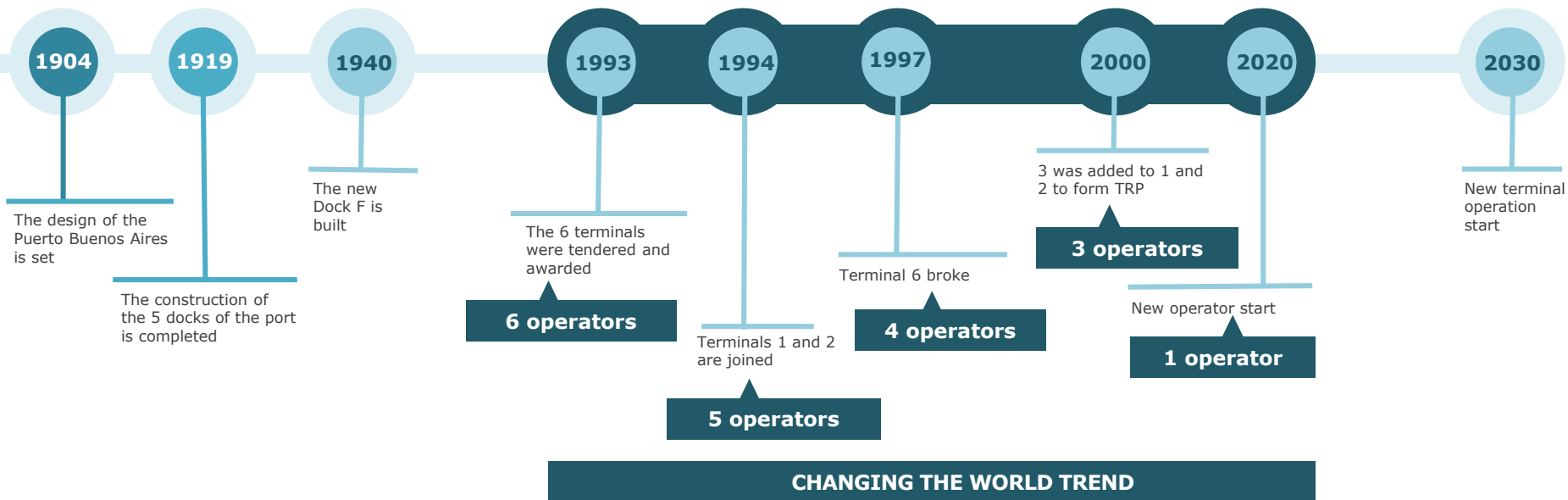
**TEU 888,019**



# HISTORY OF THE PORT OF BUENOS AIRES

Huergo's lay out lasted 114 years

78 years without significant works



## PROGRESS MADE BY THIS ADMINISTRATION IN 3 YEARS: INFRASTRUCTURE



**Filling and breakwater of the new terminal**



**Closing and Filling of Wharf F**



**New railway access**



**Paseo del Bajo** (exclusive highway for trucks)



**Only gateway access to the port**



**Waiting and control area**



**Dredging, adaptation, maintenance, North wharf and canal**



**Integrated beacon with AIS system**



## PROGRESS MADE BY THIS ADMINISTRATION IN 3 YEARS: SIMPLIFICATION

...

- **Digitalized Banking operations** with customers and suppliers.
- Company's **regularization** and **updated balance sheets** approved by the General Audit Office (AGN)
- **Digitization** of administrative processes
- **Vessels' online turns**
- **Website for claims**
- Port of Buenos Aires **APP**
- **PCS**: Port community system
- **TAD**: Digital remote procedures
- **ERP**: Internal management system of the General Ports Administration (AGP)
- **VUCE**: single window for foreign trade



# PROGRESS MADE BY THIS ADMINISTRATION IN 3 YEARS: COST REDUCTION

**-61% cost per EXPO container**

(198 USD/cont in 2018 vs 509 USD/cont in 2015)

- ✓ Removal of charge for HC Expo(-160)
- ✓ Removal of compulsory Argentine Protected Transport (TAP) (up to -25%)
- ✓ Setting out of customs clearance
- ✓ Reduction of sweeping and cleaning (-66 %)
- ✓ Removal of port supporting area
- ✓ Reduction of towing fee (-27 %)
- ✓ Green Award Certification (up to -10%)
- ✓ Seal removal

**-17% cost per IMPO container**  
(834 USD/cont in 2018 vs 999 USD/cont in 2015)

- ✓ Seal removal
- ✓ Removal of compulsory Argentine Protected Transport (TAP) (up to -25%)
- ✓ Setting out of customs clearance
- ✓ Reduction of sweeping and cleaning (-66 %)
- ✓ Reduction of port supporting area (-40%)
- ✓ Reduction of towing fee (-27%)
- ✓ Green Award Certification (up to -10%)

## USD/CONTAINER EXPO



ARGENTINA

**198 USD**



BRAZIL

**230 USD**



URUGUAY

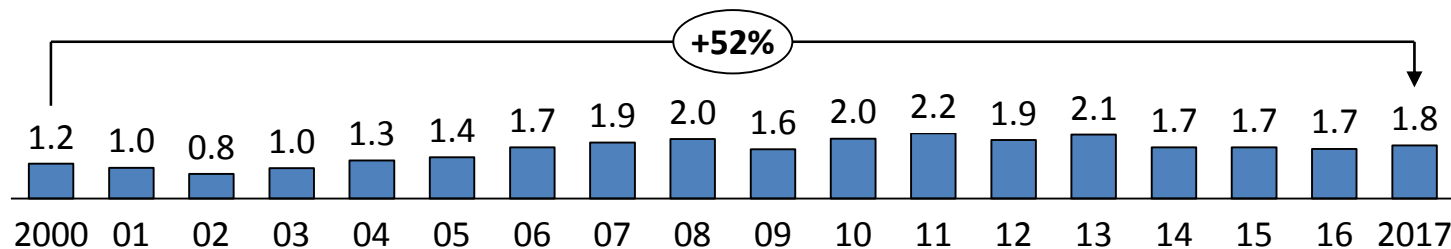
**250 USD**

# WHAT HAPPENED IN THE REGION?

...

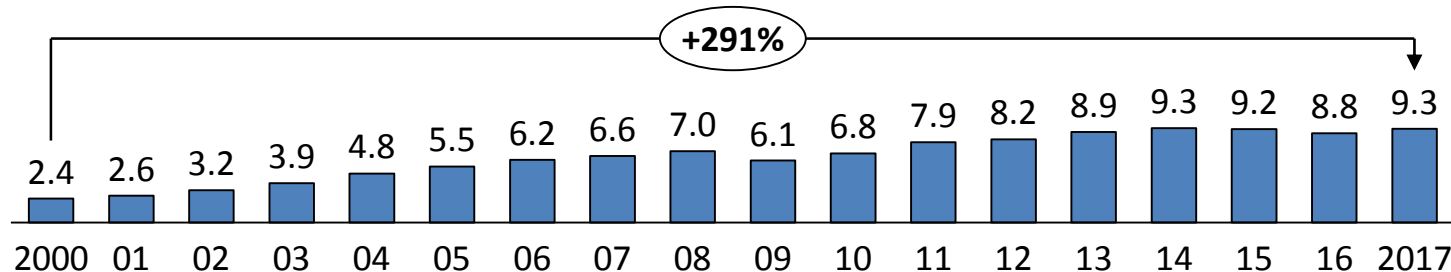
 **ARGENTINA**

Average  
annual  
rate: 2%



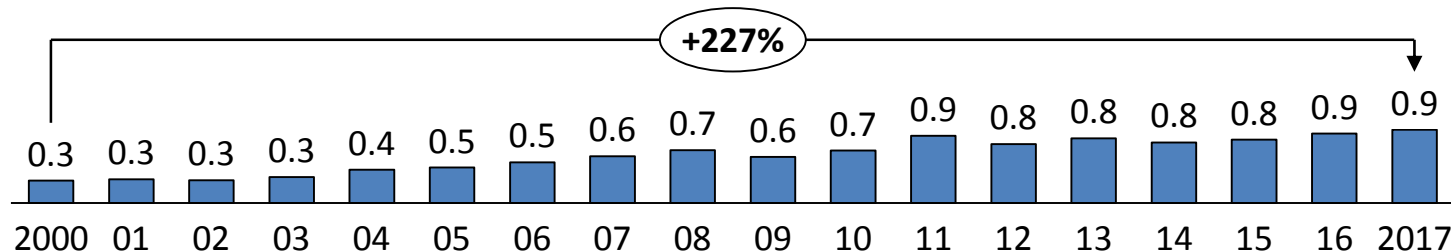
 **BRAZIL**

Average  
annual  
rate: 8%



 **URUGUAY**

Average  
annual  
rate: 7%



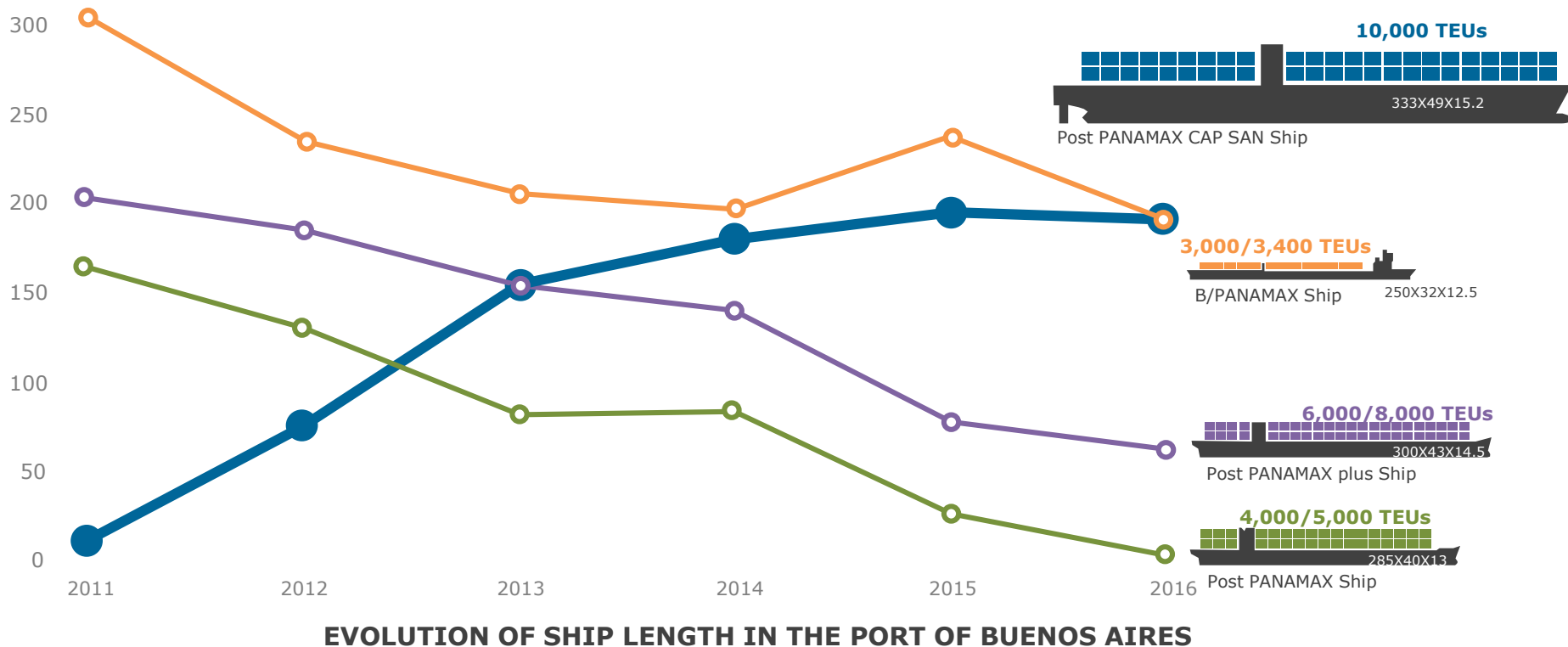
EVOLUTION (million TEUs)



# EVOLUTION OF FREIGHT INDUSTRY

...

Global trend: larger ships with greater capacity



# INFRASTRUCTURE REQUIRED TO SERVE SHIPS

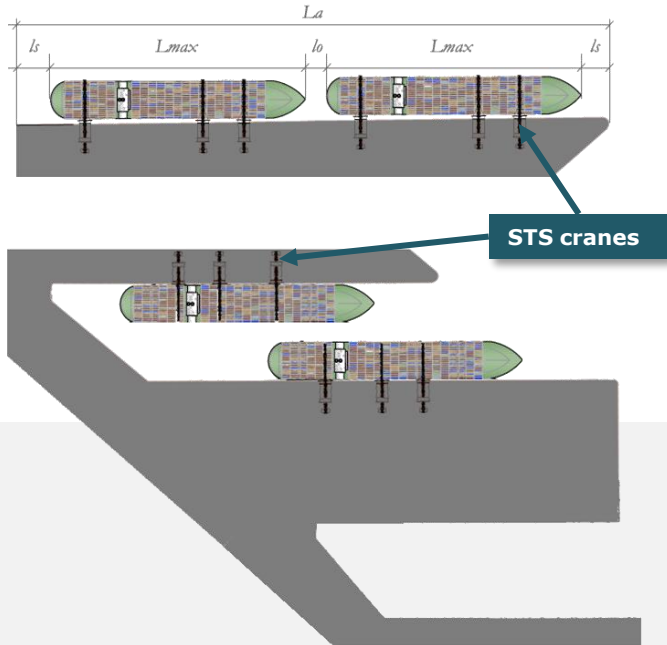
...

## ROM 2.0-11 Recommendations:

"Recommendations for the design and execution of works of berthing and mooring"

## Design Ship:

New Panamax: 366 m length ( $L_{max}$ )



Increased wharf productivity with equal investment

It allows dredging to 14 meters.

Depth of gravity walls current design: 10.05 meters;

It limits the optimization of equipment.

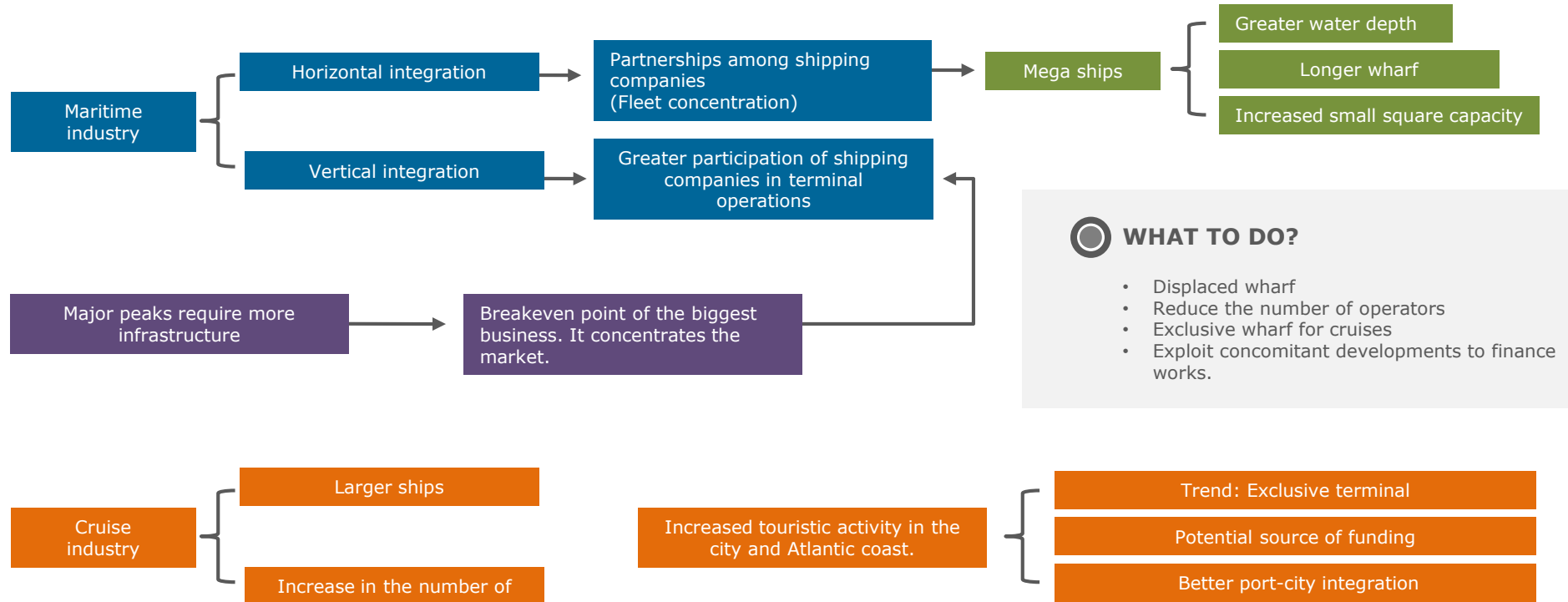


## WHAT TO DO?

Displaced wharf for at least two berth sites, either in the new terminal or in the head of breakwaters filling docks.

# TRENDS

## MARITIME TRANSPORT OUTLOOK



# CITY PROJECTS WITH IMPACT ON THE PORT

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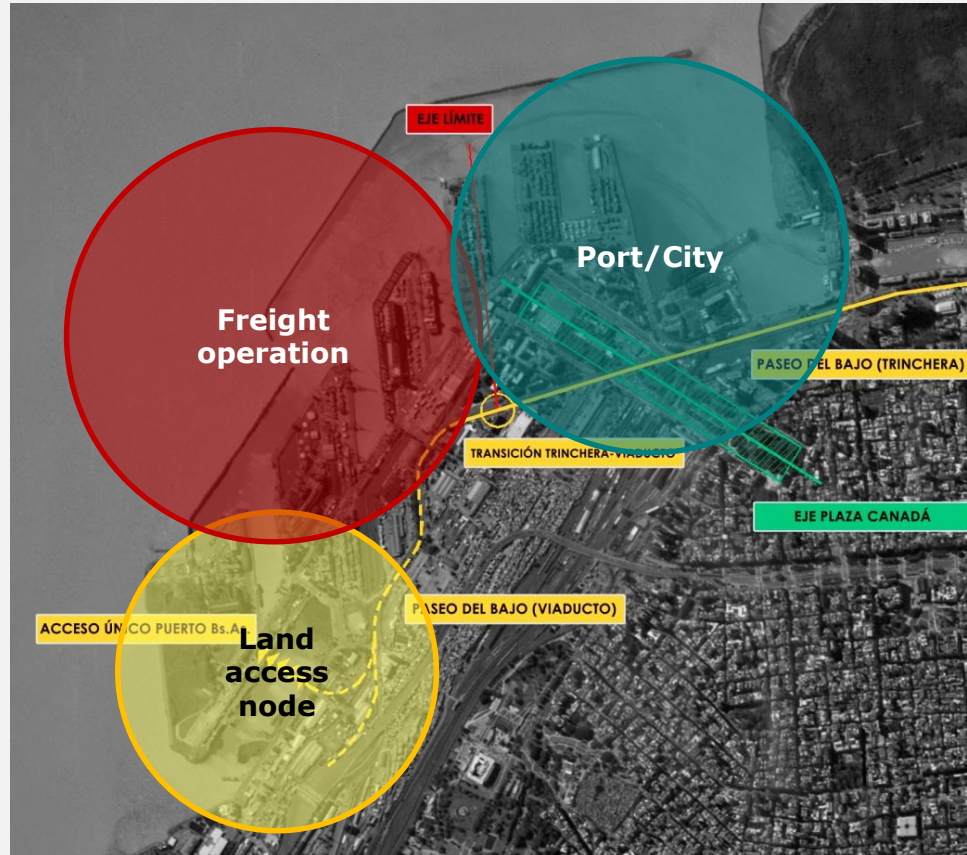
**PASEO DEL  
BAJO**

--- Paseo del Bajo outline

- 1** Dike 0 project (it favors Colonia Express increasing quantitatively and qualitatively the passenger service)
- 2** Connection bridges (it prevents any port operations on the southern dock)
- 3** Isla Demarchi urbanization (relocating an area of 600,000 m2 of logistical and operational areas)
- 4** Solar projects Santa María (encourage the creation of public space on the edge of the river)
- 5** Catalinas Norte (the affectation of the terrain prevented the railway operation and freight train entrance to the Buenos Aires port from the south)
- 6** Outer port (projects in this area promote and justify the port - city uses on the breakwaters 1.2 and part of 3)
- 7** Paseo del Bajo exit (it is the only access for heavy vehicles to the Buenos Aires port, turning the area into a strong logistics hub)
- 8** Villa 31 urban planning (limit of Paseo del Bajo)
- 9** Young district (promoting connection of Paseo Areneras with Costanera Norte through the coast)
- 10** PUERTO MADERO

# MAIN POINTS: PORT/CITY PLANNING

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# PORT OF BUENOS AIRES MODERNIZATION PLAN



**Unification of deadlines on May 2020**

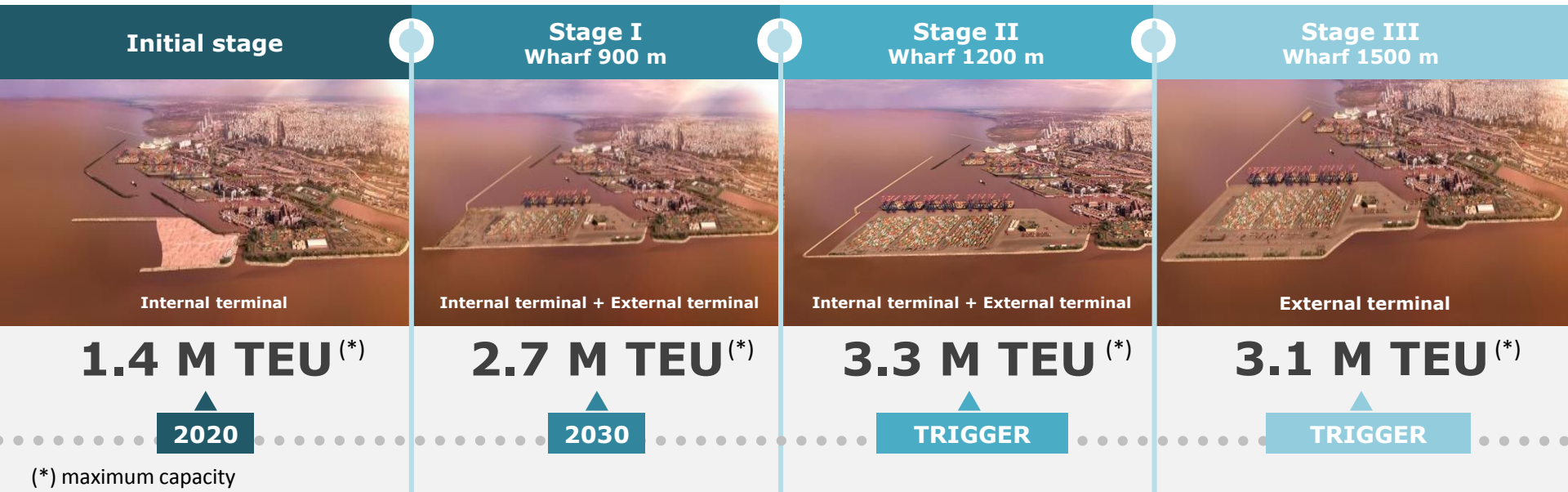
TERM: **35 + 15 YEARS**

## **Single operator**

Responsible for operating the entire infrastructure

## **Flexible lay out**

Adapting investments to support the growth, productivity and competitiveness of the port



# PORT OF BUENOS AIRES MODERNIZATION PLAN

**1910 M USD**  
TOTAL INVESTMENT



ESTIMATED PRIVATE  
INVESTMENT

**1370 M USD.**

FIRST 10 YEARS **760 M USD**  
**COMPULSORY INVESTMENT**

- **Wharf**
- **Superstructure**  
*Cranes and equipment*
- **Civil works**  
*Paving, offices, buildings*



ESTIMATED PUBLIC  
INVESTMENT

**540 M USD.**

FIRST 10 YEARS **300 M USD**  
**COMPULSORY INVESTMENT**

- **Infrastructure works**  
*Fillings, breakwaters and  
dredging*



# FEES FOR BASIC SERVICES TO FREIGHT

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FCL **up to** 20 feet

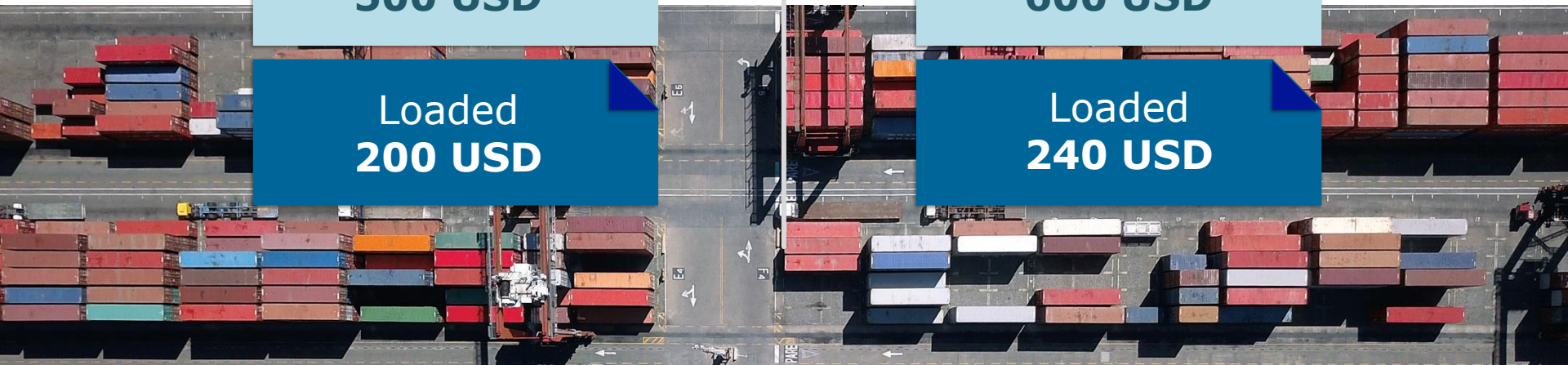
Unloaded  
**500 USD**

Loaded  
**200 USD**

FCL **greater** than 20 feet

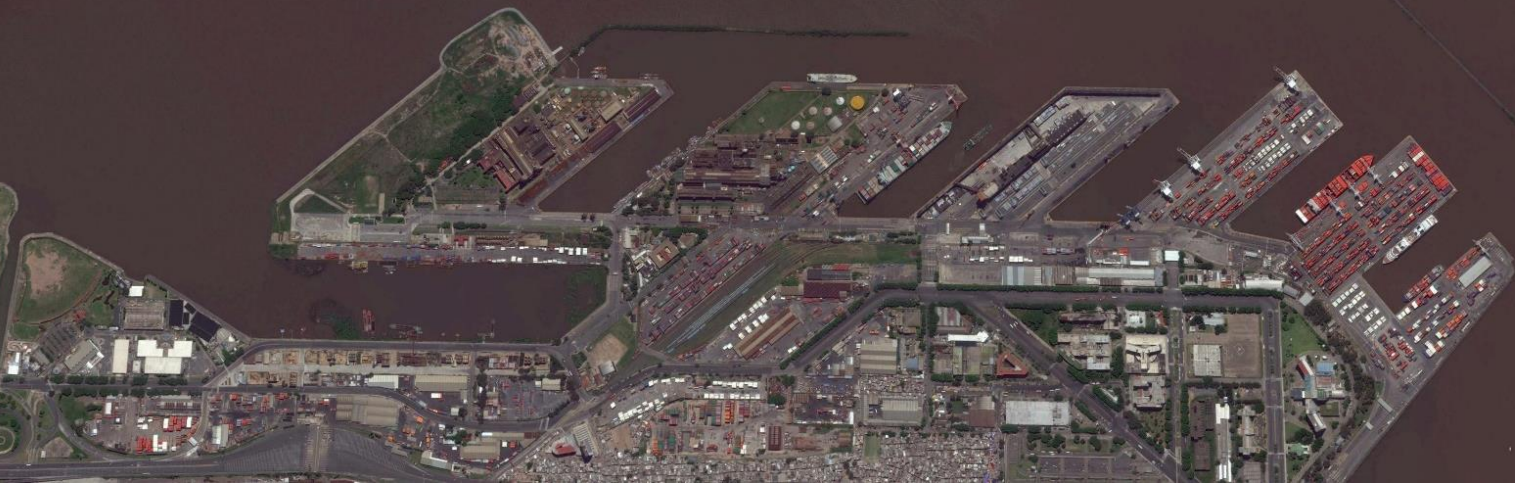
Unloaded  
**600 USD**

Loaded  
**240 USD**



# WHERE WE STARTED

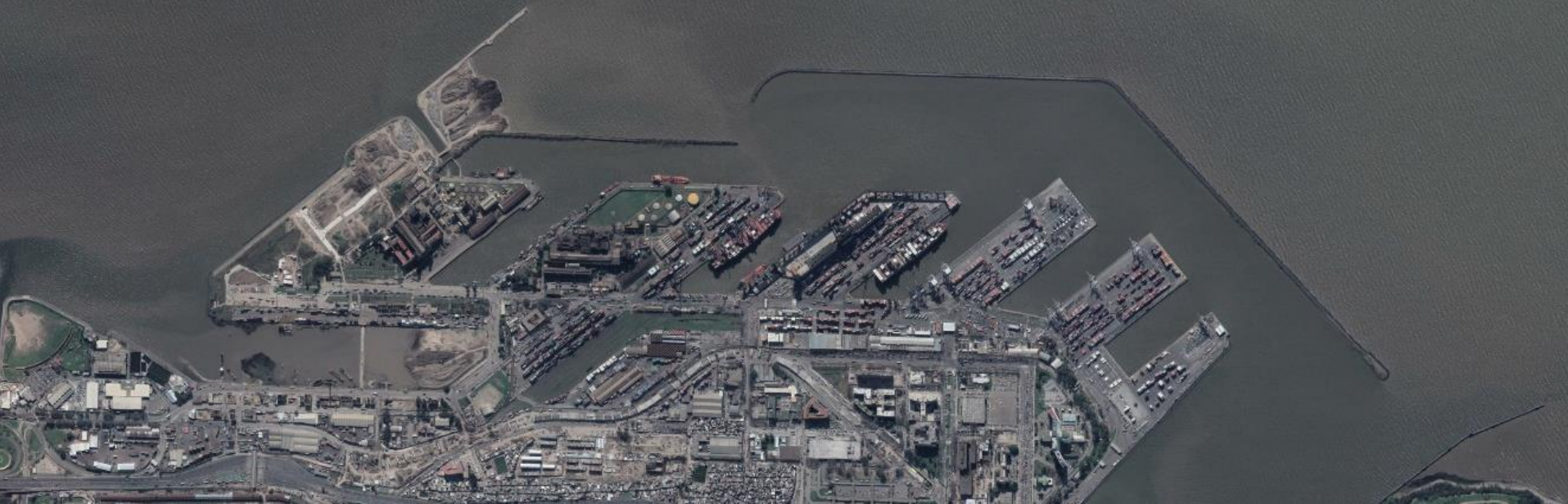
2015





# WHAT WE ARE DOING

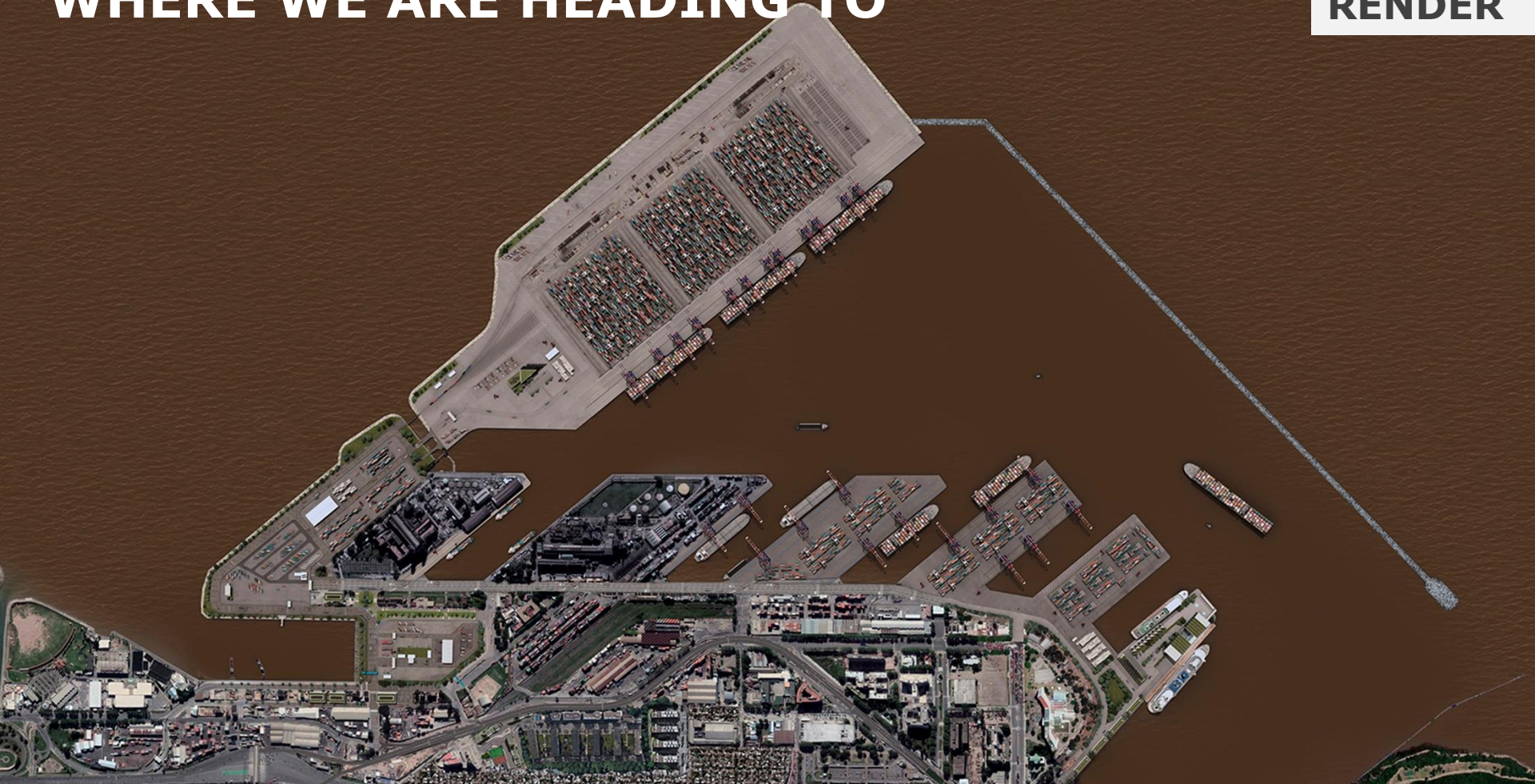
2018





# WHERE WE ARE HEADING TO

RENDER





# INITIAL STAGE: 2020

...



PUBLIC INVESTMENT  
2016 - 2019

**+ 70 M USD**



PASEO DEL  
BAJO



SINGLE CUSTOMS  
AREA



RENEWED PORT  
WAITING AREA

# STAGE 1: 2030

MAXIMUM TERM TO BEGIN OPERATIONS



ESTIMATED PUBLIC  
INVESTMENT

**300 M USD**



ESTIMATED PRIVATE  
INVESTMENT

**760 M USD**



**6 CRANES LINED UP**



**DOCK OF 900 M**

*45 hectares*



# STAGE 2: 2035

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ESTIMATED PUBLIC  
INVESTMENT

**120 M USD**



ESTIMATED PRIVATE  
INVESTMENT

**210 M USD**

**BASED ON TRIGGER**



**9 CRANES LINED UP**



**DOCK OF 1,200 M**

*56 hectares*



# STAGE 3: 2040

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ESTIMATED PUBLIC  
INVESTMENT  
**120 M USD**



ESTIMATED PRIVATE  
INVESTMENT  
**400 M USD**

**BASED ON TRIGGER**

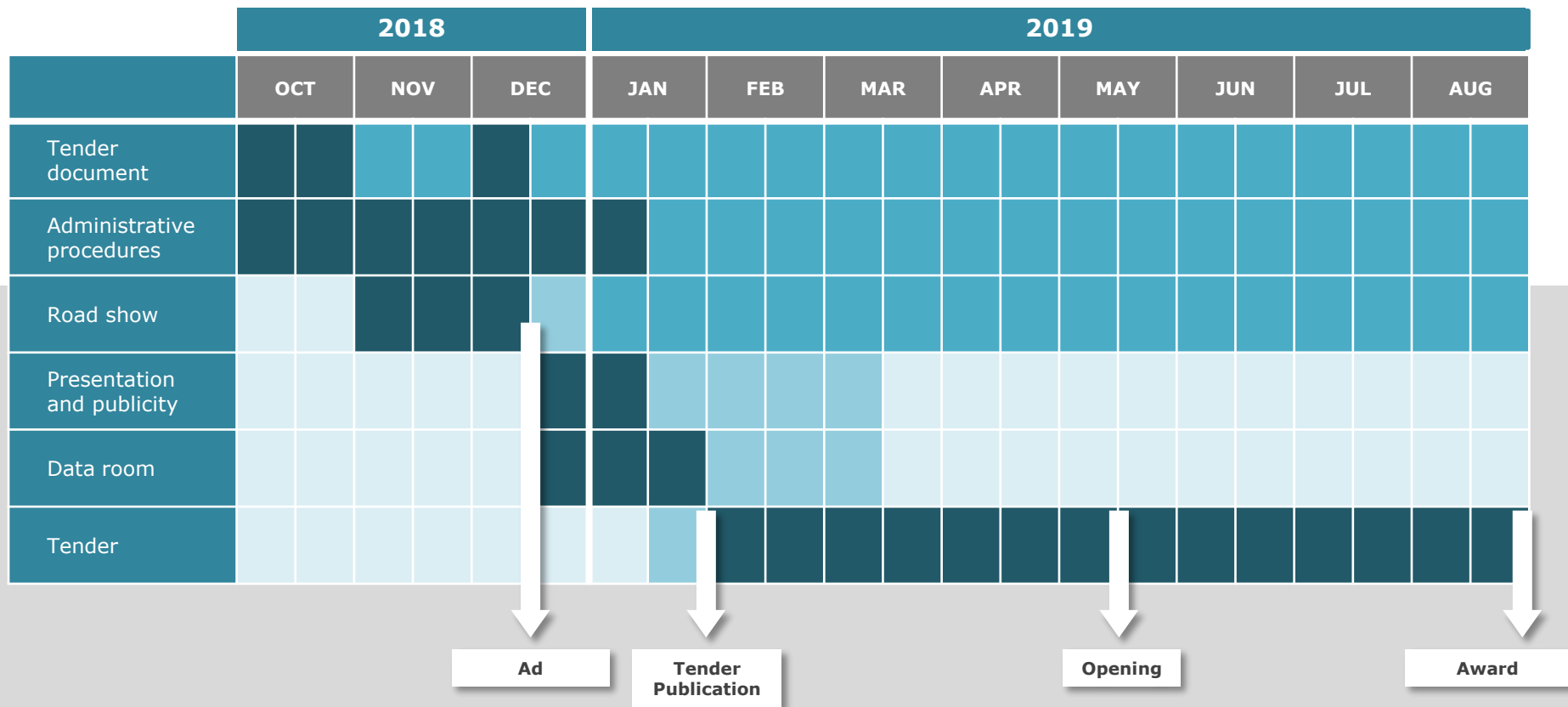


**12 CRANES LINED UP**



**DOCK OF 1,500 M**  
80 hectares

# NEXT STEPS



# BENEFITS OF THE NEW PORT OF BUENOS AIRES

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- The **level of operations** is increased
- **Logistics costs** are reduced
- **Transparent fees**
- Larger **cargo ships have access**
- Freight **operation independent** from cruise operation
- **Safe and sustainable** port
- **More and improved technology**
- **Organized transport** with a **single access**
- A port with **road and railway access**
- **Internal port terminals** (Section 37 of the General Specifications Document)



# COMPETITIVENESS AND EFFICIENCY FOR THE COUNTRY'S GROWTH





# WHARF F



2018





# DOCK F



PORT WAITING AREA



REPAVING OF  
EDISON AVENUE

## RENDER 2040



ROAD  
ACCESS



PASEO  
ARENERAS



ONLY  
ACCESS  
TO PORT



SINGLE  
CUSTOMS  
AREA



PASEO DEL BAJO





# 6TH BREAKWATER NORTH FILLING

2018







Ministerio de Transporte  
Presidencia de la Nación