



Transantiago  
**Se Renueva**

Licitaciones  
para un mejor  
Transporte Público





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para un mejor  
Transporte Público



# Tendering process for the Use of Roads

## Santiago Metropolitan Public Transport System



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# 1

## Santiago Metropolitan Public Transport The system in Figures

# Metropolitan Area of Santiago

**7 million**  
inhabitants

**+17 million**  
trips



**641 km<sup>2</sup>**  
area

**29%**  
public transport  
market share

# The System in figures



**6.600**  
Buses



**+5.500.000**  
Daily Trips



**380**  
Bus routes



**150**  
KMS Metro



**11.300**  
Bus stops



**280**  
KMS segregated lines



**23.800**  
Workers



GPS in buses  
Fleet Management



Smart Card  
Fare Collection



Fare Integration

# System Structure



Service operation



Financial  
services



IT & User  
information

# System Finances

**USD  
1500 MM**

Total cost of the  
system (2016)

**Subsidies**

**45%**

**Fare revenue**

**55%**

**66%**



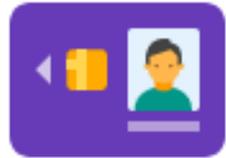
**26%**



**7%**



# Payment scheme



User pays ticket  
with smart card



Financial operator  
collects fares



Bus operators are  
paid every 15 days



Fleet manufacturers  
and financiers are  
paid directly

# The System in the Next 5 Years

**2017-2018**



**Current tendering  
process**



**Complementary  
services bid**



**Next tendering  
process**

# Current Tendering Process

**2017-2018**



# Current Tendering Process

**2017-2018**



**50%**

Size of the bidding

**660 km**

KM to tender (per month)

**6**

Business Units (BU)

**550 buses**

Average size per BU

**USD 80 MM**

Forecasted Revenue per BU

# Principles of the process

**MORE  
COMPETITION**

**BETTER  
QUALITY**

**SERVICE  
CONTINUITY**

## MORE COMPETITION

### Increase the Number of Business Units

Divide previous **4 business units to 6**

- More operators
- Lower operational and financial risks.
- Optimizing the System's scale and efficiency.

### Redistribution of the Risk

Better allocation of operational and financial risks to encourage improvements in operational performance

### Terminals as strategic assets

The companies will be given the depots for the operation of the services.

## BETTER QUALITY

### Quality incentives

Additional incentives created for the companies who outstandingly comply with index of

- **Regularity**
- **Quality service for the passengers**
- **Vehicle quality**

### Improvements to the Bus Service Network

Expand existing coverage, improve accessibility of peripheral municipalities to the center, decrease the number of journey stages.

### New fleet requirements

Introduce **electric buses** and buses with special features (e.g. air conditioning, more seats, low emission, hybrid, gas, among others).

## SERVICE CONTINUITY

### Bus service network and new Metro lines

Adjustments to the bus service network in order to improve the integration with Metro lines, considering the upcoming opening of L3 and L6.

### Structuring executable contracts

Contract design that allows to control the evolution of costs and to introduce new operators without risking service interruption or financial damages.

### Third parties compliance control

Tools that allow establishing an objective vision of compliance and speed up corrective actions.



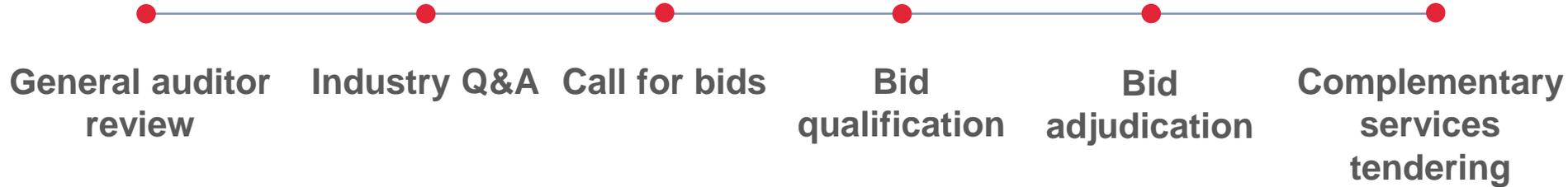
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# 2

## Tendering process for the Use of Roads: Milestones

# Tendering Process' Timeline



[www.transantiagooserenuewa.cl](http://www.transantiagooserenuewa.cl)

# Our Invitation

## We invite you:

- **To be an important actor** in the current modernization stage of Santiago's Metropolitan Public Transport System:
  - One of the forefront public surface transport systems in South America
  - An operationally and fare integrated urban bus system with the Metro network, that moves more than 4.8 million people on a daily basis.

## We invite you:

- To subscribe to our mission of **improving the passenger's travel experience**, focusing resources to provide better regularity, expand coverage, decrease travel times, improve driving's quality and provide more comfortable vehicles with high technical standards.

## We invite you:

- **To participate in the bidding process** for the 2017-2018 Concession of the Use of Roads, as a bidder, supplier or financier, in order to play a significant role in creating the system we aspire.



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JULY 12, 2017