



Transantiago **Se Renueva**

Licitaciones
para un mejor
Transporte Público





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Tendering process for the Use of Roads

Santiago Metropolitan Public Transport System



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Santiago Metropolitan Public Transport The system in Figures

Metropolitan Area of Santiago

7 million
inhabitants

+17 million
trips



641 km²
area

29%
public transport
market share

The System in figures



6.600

Buses



380

Bus routes



11.300

Bus stops



23.800

Workers



+5.500.000

Daily Trips



150

KMS Metro



280

KMS segregated lines



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%



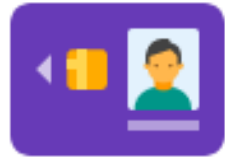
26%



7%



Payment scheme



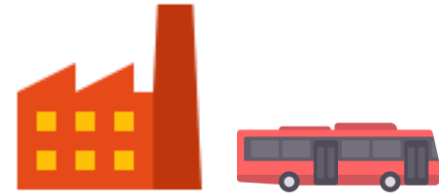
User pays ticket
with smart card



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.



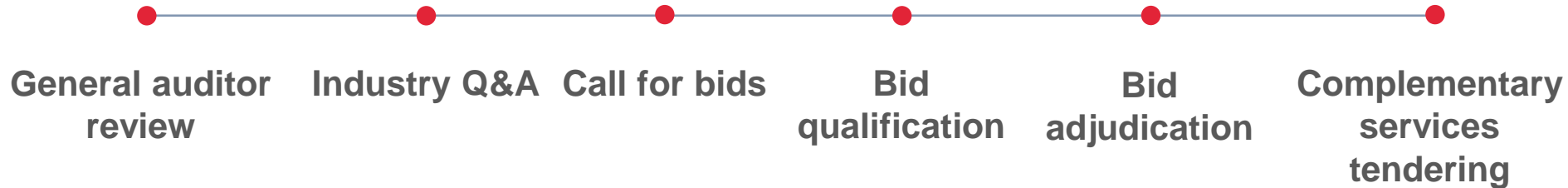
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Tendering process for the Use of Roads: Milestones

Tendering Process' Timeline



www.transantiagoserenueva.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.



JULY 12, 2017