

ECUADOR 2016 INVESTMENT SUMMIT



*Republic
of Opportunities*
ECUADOR





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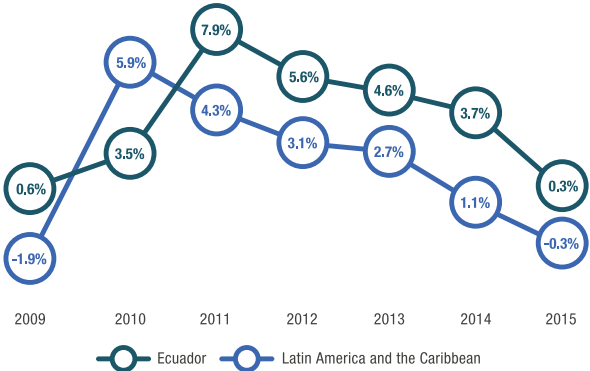
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ECUADOR

PROFILE

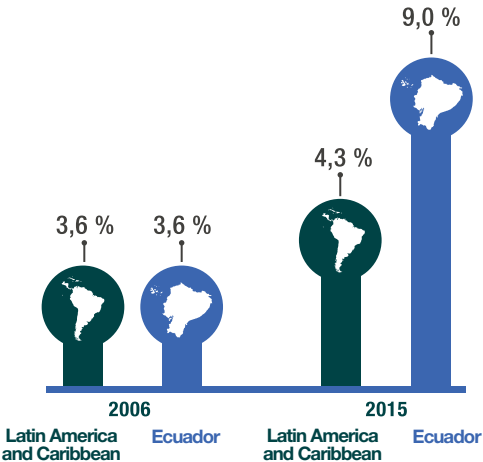
Yearly average GDP growth at 4.2%, higher than LATAM at 2.8%



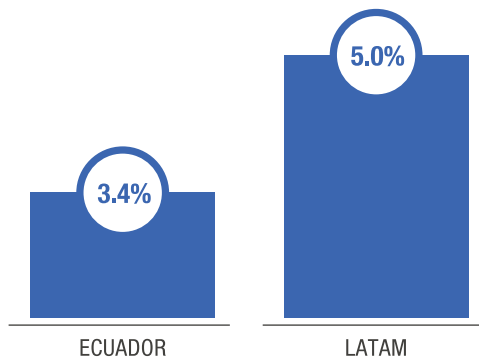
ECUADOR: Leading Social Investment in Latin America

Central government Social Investment (Percentage of GDP)

The largest investment in the history of Ecuador

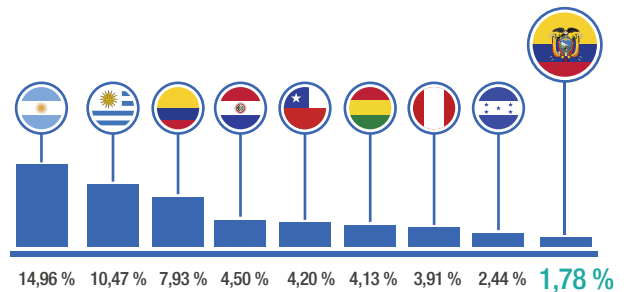


Controlled Inflation Rate, lower than Latin America (2015)

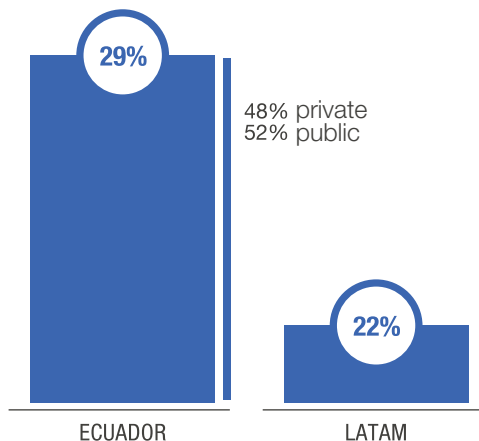


Ecuador Macroeconomic Reference

Inflation Rate April 2016



High Investment in Ecuador versus LATAM as % of GDP (2015)



Strategic and Competitive infrastructure



USD 329 millions

Airports renewed and operated at the national level Airports investment in 2007 -2015, which are 2 new airports, 10 refurbished, renovated with air navigation systems optimization at airports nationwide.



USD 1,245 millions

With public investment in 6 multi-purpose Project of irrigation control and floods.



USD 5,900 millions

In hydroelectrical plants investment until 2015.

In 2017 is expected to have 8768 MW installed capacity.



USD 8,000 millions

With a public investment in road network.

9,200 km of new highways.



60,000km

Of optical fiber cable. ITC development presents a growth rate of 75% with respect to 2007.

Social - Political

Social Development

Reducing poverty by 23% (incidence per income), 11% reduction of inequality (Gini index)

Human Talent Development

More Ecuadorians entering higher education, reaching 18,645 scholarships given, (period 2007 – 2015), and investment of 2% of the GDP in scholarships for forth level education.

INVESTMENTS



INCENTIVES FOR NEW INVESTMENTS

Income Tax:

5 year exemption for new enterprises (priority sectors, outside Quito or Guayaquil).

Up to 12 year exemption for selected prioritized sectors.
17% income tax in Special Economic Development Zones (SEDZ).

Double tax deduction of depreciation costs of productive fixed assets, for 5 years (within Quito or Guayaquil)

10% reduction of the Income Tax rate on profits reinvested on acquisition of new productive assets.

ZEDZ:

Exemption from tariffs and customs duties for imported merchandise and 0% VAT for imported goods.

PRIORITY SECTORS

Productive Matrix Change



Petrochemical



Fresh, frozen and industrialized food



Agroforestry chain and processed products



Biotechnology and applied software



Foreign trade logistics services



Metalworking



Renewable energy



Tourism



Pharmaceutical

Import Substitution



Radios, TVs and mobile phones



Chemical products



Ceramic products



Garments and textiles



Leather footwear



Home appliances



Basic chemical substances



Pesticides and agricultural products



Soaps, detergents, perfumes and toilet preparations



Cement production

INVESTMENT CONTRACT BENEFITS

Stability over on tax incentives for up to 15 years, renewable once (maximum validity 30 years).

Available for investments of more than USD 1 million which generate new employment.

Once the investment contract is signed, the company could request a reduction of customs duties for imported capital goods.

Disputes may be submitted to international arbitration.



INCENTIVES FOR FINANCING AND INVESTMENT

For term deposits and fixed-income instruments longer than 1 year:

- No Income Tax on profits and capital
- No currency outflow tax on money transfers (profits and capital)

For external financing operations from financial or nonfinancial institutions longer than 1 year:

- No income tax retention on interests
- No currency outflow tax on money transfers (interests and capital).

INCENTIVES FOR PUBLIC PRIVATE PARTNERSHIPS (PPP)



Principals characteristics:

Shared risk between the public and private parties.

Financed totally, or partially, by the private party.

Covers the whole life cycle of the project.

Investment is recovered by final users' payments, deferent payments by the state, or both of them.

Incentives:

Income Tax exemption for 10 years, from the first year of operations.

Currency Outflow Tax exemption (5 %) on imports, service payments, financing and dividends.

Exemption from customs duties and VAT on imported products.

Legal stability on various aspects affecting the investment, and on tax incentives.

INCENTIVES OF THE ORGANIC LAW OF SOLIDARITY AND CITIZEN CORESPONSIBILITY



Income Tax

Productive Investments: Exoneration for 5 years

Tourism Sector: Up to 10 years of exoneration

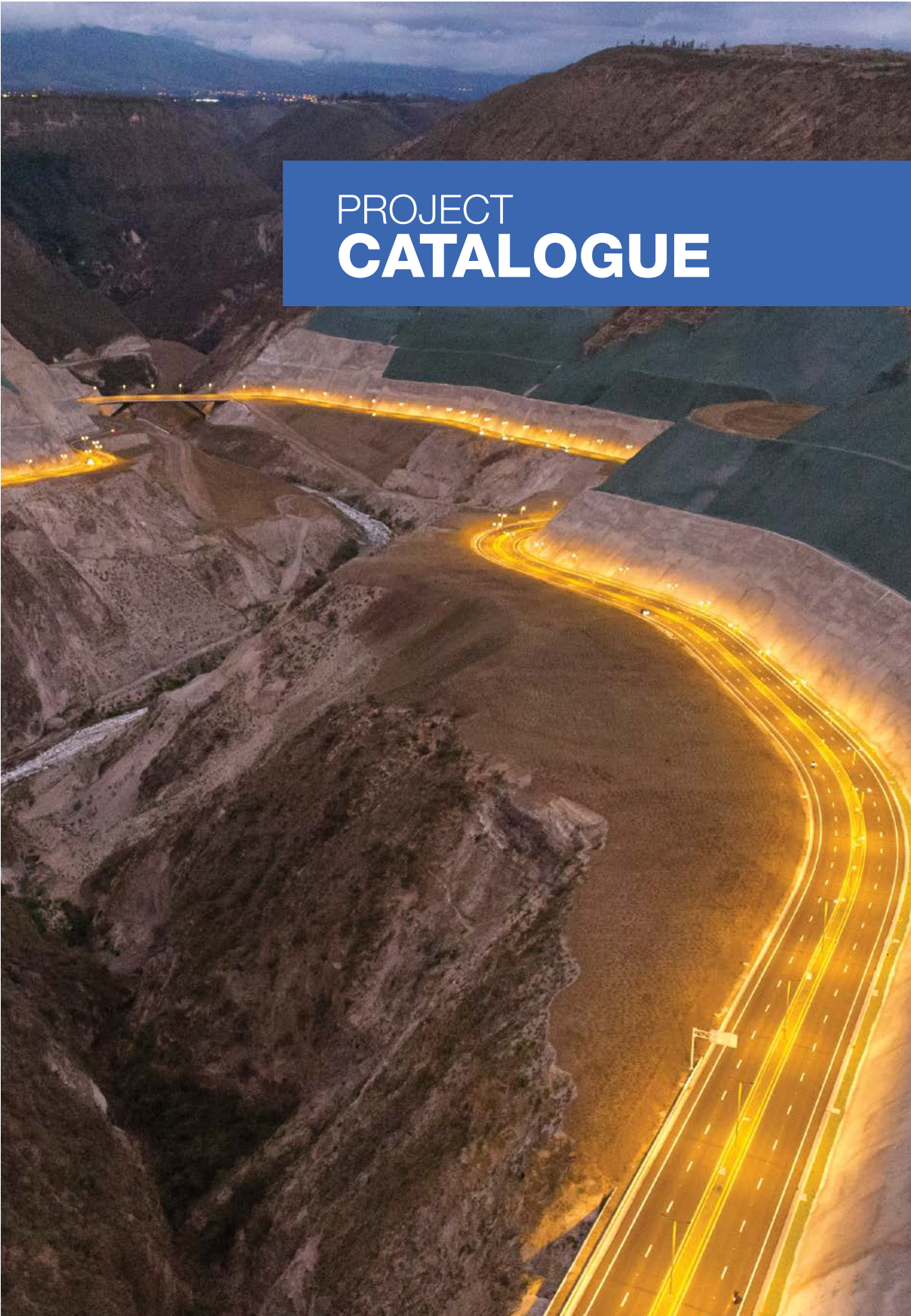
Financial Institutions: 2 year exemption and reduction in the value of advance on income attributable to loans granted for affected areas and reduction in the value of the advance income tax 2016, in proportion to the amount of loans granted from of 16 April 2016 until 31 December of the same year.

Foreign Trade Tax

Tax exemption Remittance Tariffs and imports in favor of taxpayers who have suffered an economic involvement in productive assets intended for production processes or service delivery (until May 2017).

Finance Incentives

The Ministry of Finance, with the resources obtained through solidarity contributions may pre-cancel investments, invest or transfer such resources for loans granted by financial and non-financial institutions.



PROJECT
CATALOGUE



PROJECT INDEX

PROJECTS	Investment Amount (Millions of USD)	Number of Projects
Strategic Sectors	28,745.00	85
Water	1,264.07	4
Basic Industries	3,105.00	3
Logistic Infrastructure	2,143.00	6
Industrial	533.80	5
Agroindustry	31.17	10
Agroforestry	137.20	2
Building Infrastructure	1,970.00	22
Tourism	490.42	11
QUITO Invest	2,800.40	22
Services	10.00	1
Properties for Sale by auction	23.21	9
TOTAL	41,253.27	180

COMPANY	SECTOR	EBITDA 2015: MILLIONS USD	BASE PRICE FOR TRANSFER MILLIONS USD	REFERENTIAL VALUE MILLIONS USD	ESTIMATED EQUITY MILLIONS USD
CNT	Telecommunications	377	-	-	1,839.9
Flopec EC	Logistic	111	-	-	579,5
Empresa Pública Cementera EP	Industrial	-	-	150	31,4
Correos del Ecuador	Logistic	-	-	-	27,1
Tame EP	Logistic				To be define
Properties for Sale by auction	Building		23,21		
Total by category		488	23,21	150	2,477.9



STRATEGIC SECTORS



Ministerio Coordinador
de Sectores Estratégicos



BASIC INDUSTRIES

2 Projects
USD 3.910 MM



MINING

44 Projects
USD 133 MM *



OIL

21 Projects
USD 17.034 MM



BIOENERGY

2 Projects
USD 1.155 MM



WATER RESOURCES

3 Projects
USD 727 MM



ELECTRICITY AND RENEWABLE ENERGY

13 Projects
USD 5.786 MM

85 PROJECTS USD 28.745 MM

*Mining Blocks for auction and Private Mining projects amounts are not included but they are included in the sum of projects.

Ministry Coordinator of Strategic Sectors focuses on management for rational, sustainable and efficient exploitation of mining, hydrocarbons and water resources, and the effective provision of public telecommunications services and electricity; generating maximum social benefit and economic impact with minimal environmental involvement, aimed at guaranteeing the rights of the population.

Ministries coordinated



Ministerio
de Telecomunicaciones y de la
Sociedad de la Información



Secretaría del
Agua



Ministerio
de Electricidad
y Energía Renovable



Ministerio de
Hidrocarburos



Ministerio
del Ambiente



Ministerio
de Minería

Investment Catalogue in Strategic Sector:



Spanish

<http://www.sectoresestrategicos.gob.ec/wp-content/uploads/downloads/2016/07/Cata%CC%81logo-de-Inversiones-de-los-Sectores-Estrategicos-2015-2017-espan%CC%83ol-.pdf>



English

<http://www.sectoresestrategicos.gob.ec/wp-content/uploads/downloads/2016/07/Investment-catalogue-in-strategic-sectors-2015-2017-ingle%CC%81s.pdf>



WATER



Secretaría del
Agua



Empresa
Pública
del Agua

The adequate availability and quality of water is crucial for national development, and a necessary condition to maintain the population in good health and welfare conditions. Therefore, the supply and provision of water to meet the demand of 14 million Ecuadorians is an imperative priority for the Government of the Citizen's Revolution.

4 Large multipurpose projects which will use water resources with an integrated management approach, will benefit:

600 THOUSAND
ecuadorians benefited

66 574 Ha
for irrigation water

2,3 MW
for power generation

- Allow regulation of water resources.
- Ensuring the availability and supply of water to communities.

Water Public Company

Vision: "By 2017 the company will drive the optimization of the management model of water resources through the provision of specialized services in technical support, billing and project Management improving the result of indicators of efficiency".

Web page: <http://www.empresaagua.gob.ec/>

Water Secretariat

Vision: "The National Secretariat for Water Management ensures the fulfilment of the rights enshrined in the Ecuadorian Constitution in regards to the access and fair and equitable use of water through a comprehensive and integrated management of water resources."

Web page: <http://www.empresaagua.gob.ec/>

Coordinated by:



Ministerio Coordinador
de **Sectores Estratégicos**

WATER PROJECTS

Nº	Projects	Location	Investment amount (Millions of USD)
1	Intervention, expansion and construction of the Water Plan of Aqueduct Santa Elena (PHASE II)	Santa Elena y Guayas	337,98
2	Daule - Vinces (DauVin)	Guayas y los Ríos	53,90
3	Multipurpose Tauhín	El Oro	96,19
4	Multipurpose Puyango	El Oro	776,00
TOTAL			1.264,07

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del Agua

SANTA ELENA AQUEDUCT HYDRAULIC PLAN (PHASE)

Pumping stations, channelings and reservoirs

Model description:

Sustainability of infrastructure and service.

- State provides infrastructure of irrigation pressure in the area of influence
- The investor shall provide operation and maintenance (O&M) and network optimization of the entire system.

Objective: Phase II will ensure continuity and effectiveness in the provision of raw water to the area of influence of the PHASE and its delivery for human consumption and irrigation. It will benefit 565,000 inhabitants.

Return scheme: A strategic alliance is proposed to sustain water infrastructure (long-term contract includes O&M). Rates per use and exploitation of water.

Investment:

PHASE I*: \$166.25 MM, PHASE II: \$322.98 MM

***Construction Phase I:** China International Water & Electric Corp. CWE.

***Supervision Phase I:** Changjiang Institute of Survey, Planning, Design and Research CISPDR

Investment: USD 450.26 MM (civil works), USD 15 MM annual O&M.

Type of investment:

Strategic alliance

Location:

Guayas and Santa Elena provinces



Implementation model:

The state provides infrastructure.

WATER TRANSFER DAULE-VINCES (DAUVIN)

Closing works and channelings by gravity

Description of the model:

Integrated productive development.

- The State contributes with infrastructure covering 70% of irrigation in the area of influence.
- The investor shall contribute with complementary infrastructure for production, operation, and maintenance.

Objective: The expansion from 115,000 to 169,000 hectares will allow distribution of continuous, safe water to all the hydrographic system for irrigation during the summer and ensure agricultural production throughout the year.

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del Agua

Localización:

Guayas and Los Ríos provinces



Implementation model:

The state provides infrastructure.

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del Agua

MULTIPURPOSE TAUHÍN

Dam, pressurized pipe network system, and channel lining

Description of the model:

Integrated productive development

- The State contributes with infrastructure covering 63% of irrigation in the area of influence.
- The investor contributes with optimization of the network, operation and maintenance (O&M) of the entire system.

Objective: Water supply to 75,129 inhabitants in cantons of Arenillas and Huaquillas. The dam is operating and the project consists in the optimization of 5,000 hectares for irrigation and incorporation of 3,000 new hectares. The profile includes a 2 MW hydroelectric plant.

Return scheme: A strategic alliance is proposed to sustain water infrastructure, (long-term contract includes O&M). Rates per use and exploitation of water.

Investment:

USD 95.34 MM in civil works, USD 0.85 MM annual O&M.

Type of investment:

Strategic alliance

Location:

El Oro province



Implementation model:

The state provides infrastructure.

PUYANGO MULTIPURPOSE PROJECT

Hydraulic Works to benefit the populations located nearby Puyango river, in the cantons of Santa Rosa, Arenillas, Las Lajas, and Huaquillas

Project Description:

Development of Puyango Earth-Dam (Maracabeli), irrigation and drainage, Puyango hydroelectric plant, water supply system for human consumption, and flood control systems.

Objective: Allow the overall watershed management of Putumayo river (control of water for irrigation, drinking, flood control, hydropower generation) .

Estimated investment:

Design: USD 26 MM; Construction: USD 750 MM

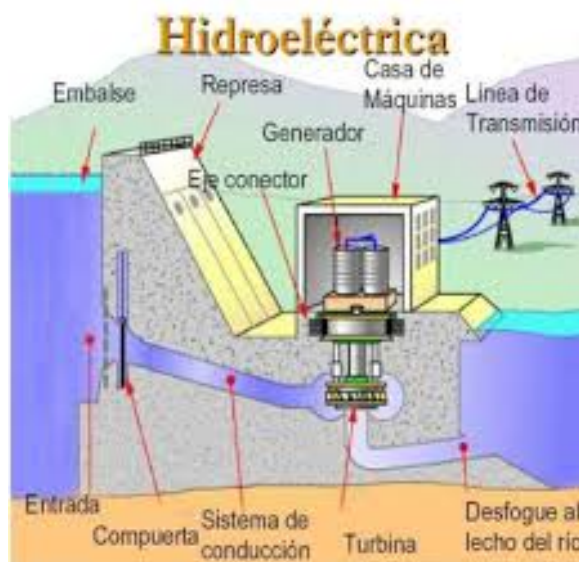
Investment model:

Strategic Alliance

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del Agua

Location:

El Oro province





BASIC INDUSTRIES



The basic industries are based on the responsible use of natural resources (raw materials) that are transformed into intermediate products that are chaining source to generate growth and added value in the intermediate and final industries.

It is one of the pillars of the strategy for change of the productive matrix . Its implementation will generate an acceleration in economic growth and support to overcome the major social challenges the country is facing.



They will be located in development centers are based on the optimization of logistics infrastructure, transport and services, existing and/or implementation needed.

BASIC INDUSTRIES PROJECTS

Nº	Projects	Location	Investment amount (Millions of USD)
1	Repair shipyard	Guayas - Posorja	203,00
2	Shipyard for Offshore Support Vessel Class boats	Guayas - Posorja	102,00
3	Pulp plant	Guayas y Santo Domingo de los Tshachilas (TBD)	2.800,00
TOTAL			3.105,00

PAPER PULP PLANT

Implementation and development of forestry and paper pulp plant

Project description:

The project has two components:

- Creation of a commercial forest with 125k hectares identified.
- Implementation of industrial plant for pulp wood production.

Objective: Implementation of forest species (eucalyptus urograndis) in order to supply 4 million m³/year of wooden log for a pulp plant (BHKP) with production capacity of 1 million tons per year.

Estimated investment:

Implementation of forest: USD 800 MM.

Implementation of pulp mill: USD 2,000 MM.

Investment model:

Direct investment.

Location:

78% concentrated in La Concordia -Guayas and Santo Domingo de los Tsachillas Province.



Ministerio
de Industrias
y Productividad

Implementation model:

Public Private Partnership.

SHIPYARD FOR OFFSHORE SUPPORT VESSEL (OSV)

Shipyard for OSV class boat building (Offshore Support Vessel)

- Shipyard development project for the construction of two PSV ships yearlong.
- Project counts with pre-feasibility studies.

Objective: Shipyard implementation for attending demands for fishing fleet and merchant navy.

Estimated investment:

USD 102.0 MM.

Location:

Posorja, Provincia del Guayas



Ministerio
de Industrias
y Productividad



Implementation model:

Strategic partnership.

REPAIR SHIPYARD

Shipyard for repair service and construction of ships.

Project description:

- Shipyard development project for the repair and construction of ships up to 120 m in length.
- Production capacity: 133 repairs and 2 buildings per year.
- It has pre-feasibility studies.

Objective: Implementation of an offshore shipyard for activities repair, maintenance services and construction of fishing, merchant and navy vessels.

Estimated investment:

USD 203.0 MM.

Location:

Posorja, Provincia del Guayas



Ministerio
de Industrias
y Productividad



Implementation model:

Strategic partnership.



LOGISTIC INFRASTRUCTURE



Ecuador is the gateway to the Andean market with a population of over 100 million.



10 renewed and 13 operating nationwide airports, of which 4 are international ones.



Ecuador has more than **966 km. state railways**, linking Highlands and Coastal regions and is mainly used for tourism purposes.



The **port system** composed of seven state ports and ten private docks, specialized in general cargo and oil, the main ones are: Guayaquil, Manta, Bolívar.



Fluvial Transportation: Ecuador has several navigable rivers, such as: Guayas River and Napo River, which is a waterway that is part of Manta-Manaos axis.

Ministry of Transport and Public Works MTOP, seeks to contribute to national development through the formulation of policies, regulations, plans, programs and projects to ensure a National Intermodal and Multimodal Transport, based on a international quality transport network standards, aligned with economic, social, environmental guidelines and the national development plan.

Web page:

<http://www.obraspublicas.gob.ec/>

LOGISTIC INFRASTRUCTURE PROJECTS

Nº	Projects	Location	Investment Amount (Millions of USD)
1	Highway Sto. Domingo - Jujan	Provinces of Santo Domingo de los Tsáchilas and Los Ríos	1,467.00
2	Highway Naranjal – Rio 7	Provinces of Guayas and El Oro	461,00
3	Manta Port operation	Province of Manabi	175,00
4	Manta Airport Operation	Province of Manabi	-
5	Santa Rosa Airport Operation	Province of El Oro	-
6	Santo Domingo de los Tsáchilas Logistics Platform	Province of Santo Domingo de los Tsáchilas	40,00
TOTAL			2.143,00

HIGHWAY SANTO DOMINGO - JUJAN



Project description:

- The highway is located between the towns of Sto. Domingo - Quevedo - Babahoyo - Jujan, with an approximate length of 214 km.

Objective: Improve connectivity between provinces, with a highway capacity, improving quality standards and land transport security.

Estimated investment:

USD 1,467.0 MM.

Investment model:

Direct.

Location:

Provinces of Santo Domingo de los Tsáchilas and Los Ríos.



Implementation model:

Public Private partnership. 30-year concession.

HIGHWAY NARANJAL – RÍO SIETE



Project description:

- The highway between the localities of Naranjal – Río Siete, part of the route Guayaquil – Machala, with an approximate length of 50 km.

Objective: Improve connectivity between provinces, with the objective of providing better walkability and an optimum level of service, of around 12 thousand users who pass daily through this route.

Estimated investment:

USD 461 MM.

Investment model:

Direct

Localización:

Provincias de Guayas y El Oro.



Implementation model:

Public Private Partnership. 30-year concession.

MANTA PORT OPERATION



Modernization and operation of Manta Port

Project description:

- Multipurpose port with capacity for handling all kinds of loads.
- It is the closest port to Asia on the West Coast of South America.
- It has a natural depth of 12 meters and a dock of 110 ha.

Objective: Increase traffic and operational capacity of the port, as well as the quality and efficiency of port services.

Estimated investment:

USD 175.0 MM.

Investment model:

Direct

Location:

Manta, Province of Manabí



Implementation model:

Public Private Partnership. 40-year concession

MANTA AIRPORT OPERATION

Development, management and operation of Manta Airport

Project description:

- Runway: 2,852 m x 45 m.
- Passenger terminal: 2,465 m² (350 pax).
- Weekly frequencies:
 - National: 29
 - International: 3

Objective: Enhance the airport with new routes and more commercial operators, increasing the flow of passengers.

Estimated Investment:

Open to proposals for the development of Manta airport.

Investment model:

Direct

Location:

Manta, Province of Manabí



Ministerio
de Transporte
y Obras Públicas



Implementation model:

Public Private Partnership.
Granting of administration and operation.

SANTA ROSA REGIONAL AIRPORT

Project description:

- Regional Airport with runway 2,470mx45m, terminal of 4,803 m² and 200 pax capacity in rush hour. It has all the radio navigation aids and runway lighting.

Objective: Enhance the airport with new routes and more commercial operators, increasing the flow of passengers.

Estimated Investment:

Open to proposals for the development of Santa Rosa airport.

Investment model:

Direct.

Location:

Santa Rosa, Province of El Oro.



**Dirección General
de Aviación Civil**



Implementation model:

Public Private Partnership.
Granting of administration and operation.

SANTO DOMINGO DE LOS TSÁCHILAS LOGISTICS PLATFORM

Project description:

- Public Logistics Platform of Ecuador, located in the most important logistics hub within the country. Specialized area with infrastructure and value-added services to the load.

Objective: Develop, manage, and administer the logistics and Connectivity Platform, to provide quality services, driving the transformation of the productive matrix and economic development of the province and the country, where different actors coordinate their actions to benefit the competitiveness of products that make use of the infrastructure.

Estimated investment:

USD 40.0 MM.



Investment model:

Direct

Location:

Province of Santo Domingo de los Tsáchilas.



Implementation model:

Public Private Partnership – Concession no less than 20 years.



INDUSTRIAL



The Ministry of Industries and Productivity (MIPRO), is in charge of formulating and executing public policies, for the transformation of the industrial specialization pattern, which has to aim favorable conditions for the Good living.

Coordinated by:



Website: <http://www.industrias.gob.ec/>

INDUSTRIAL PROJECTS			
Nº	Projects	Location	Investment Amount (Millions of USD)
1	National Center for Engineering Materials and Matrixes	Province of Imbabura	28,0
2	Multipurpose Irradiation Plant	To be defined	28,0
3	Industrial Eco-Park Project	Province of Tungurahua	475,80
4	Manufacture of pottery products	Province of Loja	1,00
5	Biogas plant	Los Ríos, Guayas, Manabí, Pichincha, Tungurahua e Imbabura	1,00
TOTAL			533,80

NATIONAL CENTER FOR ENGINEERING MATERIALS AND TOOLING

Construction of Materials National Center



Ministerio
de Industrias
y Productividad

Project description:

- Implementation of infrastructure for the supply of technology services.
- Development of two multipurpose plants.
- Technical assistance for 8400 Metalwork and smelters .
- Annual training to 718 students and workers.
- The project counts with an elaborated profile.

Objective: Development of infrastructure for the supply of technology services.

Investment model:

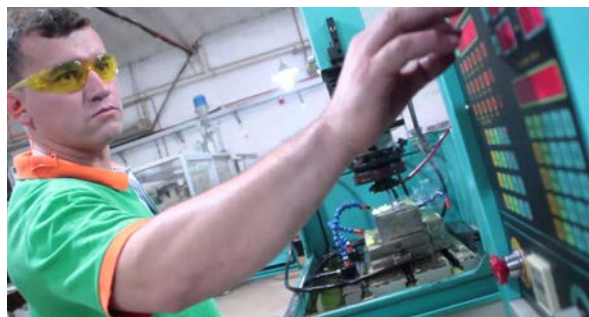
USD 28.0 MM.

Estimated investment:

Direct

Location:

Yachay, Province of Imbabura.



Implementation model:

Public Private partnership.

MULTIPURPOSE IRRADIATION PLANT



Construction of a multipurpose irradiation plant

Project description:

- Development of multipurpose irradiation facility for food safety.
- Pre-feasibility studies.

Objective: Improve food safety standards for export agro products.

Estimated investment:

USD 28.0 MM.

Investment model:

Direct

Location:

To be define.



Implementation model:

Public Private Partnership.

INDUSTRIAL ECO-PARK PROJECT



Eco-Parque Industrial y de innovación tecnológica.

Project description:

- Starting up the Eco-Industrial Park and technological innovation for SMEs in the province of Tungurahua.
- Industrial development strategies.
- Technological innovation for SMEs in the province.
- It has feasibility study and design.

Objective: Reactivate the economy of the industrial sector through processes that generate added value.

Estimated investment:

USD 475.8 MM

Investment model:

Direct

Location:

Ambato, Province of Tungurahua



Implementation model:

Public Private Partnership.

MANUFACTURE OF POTTERY PRODUCTS



Production of ecological tiles

Project description:

- Manufacture of ceramic products with advanced technology and selected clays of the highest quality, existing in the province of Loja.

Objective: Acquiring new machinery, for the purpose of expand their production capacity and improve the quality of their products.

Estimated investment:

USD 1.0 MM.

Investment model:

Direct

Location:

Catamayo, Province of Loja.



Implementation model:

Joint Venture , open to negotiations.

BIOGAS PLANT

Design, development and implementation of biogas plant for energy generation

Project description:

- Biogas plant will generate 30 direct employment opportunities
- Elimination of toxic gases and greenhouse effect.
- Use of the gas in double intention for energy and warming

Objective: Generate a new source of clean energy
The residues of the production can be re-used for organic fertilisers.

Estimated Investment:

USD 1.0 MM

Investment model:

Direct

Company:

DEG Cía. Ltda.

Location:

Los Ríos, Guayas, Manabí, Pichincha, Tungurahua e Imbabura.



Implementation model:

Joint Venture (up to 35 % of company shares).



AGROINDUSTRY



The agroindustry sector in Ecuador is quite broad, several products can be highlighted, mainly for local consumption as corn, rice and sugar ; while the main products of agribusiness for export include oil palm and broccoli.

1.46 MILLION HECTARES

used for permanent crops

SKILLED LABOR

37.956 professionals
in the agricultural area properly skilled.

0.91 MILLION HECTAREAS

used for seasonal crops.

The Ministry of Agriculture, Livestock, Aquaculture and Fisheries (MAGAP), encourages productive joint initiatives with the aim of incorporating competitive conditions in a “ win-win situation”.

ECUADOR SOIL AND CLIMATE

- Strategically located in the middle of the world (Zero latitude from the equator).
- Mega -diverse climate with more than 81 microclimates.
- Located in one of the most productive agricultural areas in the world.

Coordinated by:



Ministerio Coordinador
de **Producción, Empleo
y Competitividad**

AGROINDUSTRY PROJECTS			
Nº	Projects	Location	Investment Amount (Millions of USD)
1	Fish farming	Provinces of Esmeraldas, Manabí, Santa Elena	16,00
2	Production Center of Fish Seed and Mollusks	Province of Santa Elena	3,60
3	Oyster Farming	Provinces of Esmeraldas, Manabí, Santa Elena	0,09
4	Packaging plant	Province of Manabí	0,06
5	Growing grapes	Province of Santa Elena	3,70
6	Expansion of avocado crops in 10,000 or 300 hectares	Province of Santa Elena	2,50
7	Food products based on soybean, quinoa and chia	Province of Loja	0,48
8	Semi-finished and finished cocoa products Plant	Province of Guayas	1,40
9	Banana flour project	Province of Guayas	1,60
10	Agricultural Gathering Centers	Province of Manabí	1,2
TOTAL			31,17

FISH FARMING



Fish farming project in sea cages

Project description:

- Species: Huayaipe, Pargo y Cobia.
- There are 82,600 ha. identified for growing.
- The concession area is up to 40 ha.
- The production is 2,900 T/year in a 24 cages crop.
- 95% of production is for export.

Objective: Development of mariculture in the country, through fish farming in sea cages.

Estimated investment:

USD 16.0 MM.

Investment model:

Direct

Location:

Provinces of Esmeraldas, Manabí, Santa Elena.



Implementation model:

Concession up to 20 years (extendable).

PRODUCTION CENTER OF FISH SEED AND MOLLUSKS



Construction of a production center of fish seed and mollusks

Project description:

- Final study for the production center design and pre-feasibility.
- Projected sales: USD 9.8 MM per annum.

Objective: Permanent supply for mariculture companies, the fish seeds and mollusks, in order to avoid importation.

Estimated investment:

USD 3.6 MM.

Investment model:

Direct

Location:

Parish Colonche, Province of Santa Elena.



Implementation model:

Public Private Partnership. Concession for 10 years.

OYSTER FARMING



Oyster farming project in marine areas

Project description:

- 130,000 ha. identified for growing.
- The concession area is up to 40 ha.
- The production capacity is 521,216 units/year.
- The projected sales are USD 181,549/year.

Objective: Develop commercial production of Pacific oyster farming, in suspended systems.

Estimated investment:

USD 97,800

Investment model:

Direct

Location:

Provinces of Esmeraldas, Manabí, Santa Elena.



Implementation model:

Concession up to 20 years (extendable).

PACKAGING PLANT



Implementation of eviscerated plant

Location:

Puerto Lopez, Province of Manabí.

Project description:

- Develop a plant to eviscerate fish in Puerto Lopez.
- Pre-feasibility studies.

Objective: Increase production capacity to 120 tonnes per year, benefiting the economy of the 6 artisanal fishermen associations.

Estimated investment:

USD 600,000

Investment model:

Direct



Implementation model:

Public Private Partnership.

GROWING GRAPES

Rueda Group is an international organization, with more than 12 years in the market, dedicated to the import, export and commercialization of fruits, meat, garlic and dried beans.



Project description:

Expansion of grape cultivation of "Agricola Pura Vida" in modules of 50 Hectares.

The project is based on the growth of the variety

- ARRA15 (green seedless).

The country's privileged geographic location

- allows the company to schedule their crops in any month of the year.
- Prefeasibility Studies.

Objective: Worldwide exportation and replace local imports by leveraging on the commercial advantages that appear due to the seasonality of the major producing countries.

Estimated investment:

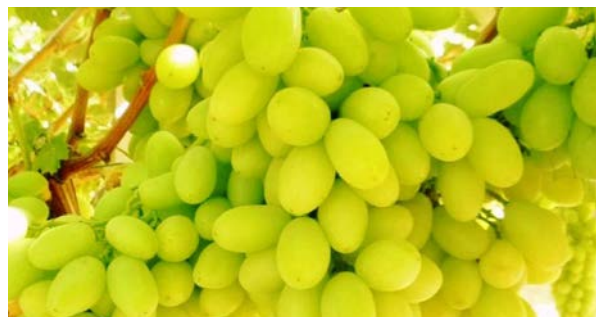
USD 3.7 M for each module of 50 Hectares.

Investment model:

Strategic Alliance

Location:

Province of Santa Elena.



Implementation model:

Partnership (up to 49% of company shares), Joint Venture, Venture Capital.

EXPANSION OF AVOCADO CROPS IN 100, 200 OR 300 HECTARES



Development of Hass avocado crops

Project description:

- Expanding Hass avocado crops in 100 Hectares.
- Grupo Rueda maintains one of the largest crops of Hass avocado in the country.

Objective: Expanding Hass avocado harvest to supply the international market during the months of April to June (month of higher prices due to seasonality of major producers).

Estimated investment:

USD 2.5 MM.

Investment model:

Direct investment.

Location:

Province of Santa Elena.



Implementation model:

Partnership (% of shares open to negotiations), joint venture, venture capital.

FOOD PRODUCTS BASED ON SOYBEAN, QUINOA AND CHIA



Soyard is a company that produces and develops healthy and nutritional products and beverages.

Description del Proyecto:

Strategic Alliance

Project description:

- Implementation of production factory of nutritional and functional food products based on soybean, quinoa and chia.
- Estimated production capacity of 120,000 units per month.
- Pre-feasibility studies.
- Generation of 25 direct jobs and 500 indirect jobs.

Objective: Develop and diversify different nutritional food products that complement a daily diet and change the local productive matrix.

Estimated investment:

USD 483,769.

Location:

Province of Loja.



Implementation model:

Partnership (up to 33 % of company shares), Joint Venture Business Angel.

SEMI-FINISHED AND FINISHED COCOA PRODUCTS PLANT

The Union of Peasant Organizations of cocoa in Ecuador UNOCACE is an organization of producers of cocoa that brings together 927 small national producers of fine aroma cocoa.

Location:
Province of Guayas



Project description:

- Implementation of a plant for the production and commercialization of national fine aroma cocoa and its derivatives with the support of the storage center of UNOCACE.
- An estimated annual production of 900mt of cocoa.

Objective: Produce and commercialize semi-finished products and chocolate of excellent quality in order to export to international markets.

Estimated investment:

USD 1.4 MM.

Investment model:

Strategic Alliance.



Implementation model:

Partnership (up to 50 % of company shares), Joint Venture Business Angel

BANANA FLOUR PROJECT



Ministerio
de Industrias
y Productividad

Implementation of a banana flour processing plant

Location:
Province of Guayas

Project description:

- Implementation of a banana flour processing plant estimated 1,500 tons per year.
- Pre-feasibility studies.

Objective: Development of the banana industry through the generation of added value.

Estimated investment:

USD 1.6 MM.

Investment model:

Direct



Implementation model:

Associative participation with producers.

AGRICULTURAL GATHERING CENTERS

GOBIERNO AUTÓNOMO
DESCENTRALIZADO MUNICIPAL DE
PORTOVIEJO



Project description:

- Implementation and construction of two product gathering rural centers which are part of the national trading system to optimize the farming production of the Portoviejo County.
- Colón gathering center: for the production of citrus.
- Riochico gathering center: for the production of vegetables.
- Articulation for the processing and industrialization with the Industrial, Agricultural and Logistic of the Portoviejo County.

Objective: Optimize the commercialization of the main products of the Portoviejo County.

Estimated investment:

USD 1,2 MM

Investment model:

Direct.

Location:

Colón y Riochico Parish, Province of Manabí.



Implementation model:

Public Private Partnership.



AGROFORESTRY

 Ministerio
del Agricultura, Ganadería,
Acuacultura y Pesca

Given its geographical location and climatic diversity, Ecuador is a forest paradise, with availability of suitable land and strategic location in relation to demanding markets.

The sector has special incentives through the forest incentive program. These incentives consists in a non-reimbursable economic transfer, that the Ecuadorian State delivers to disburse and/or reimburse part of the costs of establishing and maintaining forest plantation.

Opportunity of reforestation with exotic commercial species:



Pino – Eucalipto – Melina – Jacarandá – Chuncho

FORESTRY INCENTIVES PROGRAM

The first 4 years

Natural and legal persons:

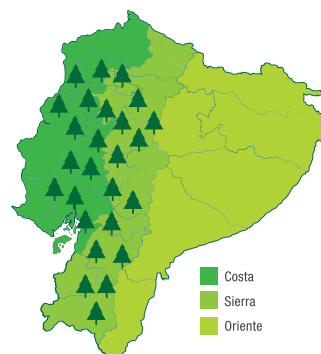
- Up to 75% of establishment cost.
- Up to 75% of maintenance of plantation.

Associations, productive cooperatives and communes

- Up to 100% of incentive establishment and maintenance.

2'616.546
ha. available

Local companies
certifications



AGROFORESTRY PROJECTS			
Nº	Projects	Location	Investment Amount (Millions of USD)
1	Forest expansion in the Coastal Region	Sto. Domingo Los Ríos and Manabí	67,20
2	Masypro Forestry project	Province of Manabí	70,00
TOTAL			137,20

FOREST EXPANSION COASTAL REGION

Development of forest

Project description:

- Implementing 10,000 hectares of forest plantations of Eucalyptus urograndis, the cutting time is 7 years and is part of the forestry incentives program.

Objective: Guarantee the supply of raw material to Aglomerados Cotopaxi.

Estimated investment:

USD 67.2 MM.

Investment model:

Direct

Location:

Province of Santo Domingo de los Tsachilas,
Los Ríos y Manabí.



Implementation model:

Joint Venture.

BANK FORESTRY PROJECT

Commercial reforestation plan.

Project description:

- Develop a forest plantation with 3 endemic forest species: Balsa, Salita, and Andiroba.
- Develop assembled components for clean energy generation.

Objective: Develop a multispecies system with sustainable forest plantations and sustainable management for the export of intermediate products.

Estimated investment:

USD 70 MM.

Investment model:

Direct

Location:

Province of Manabí.

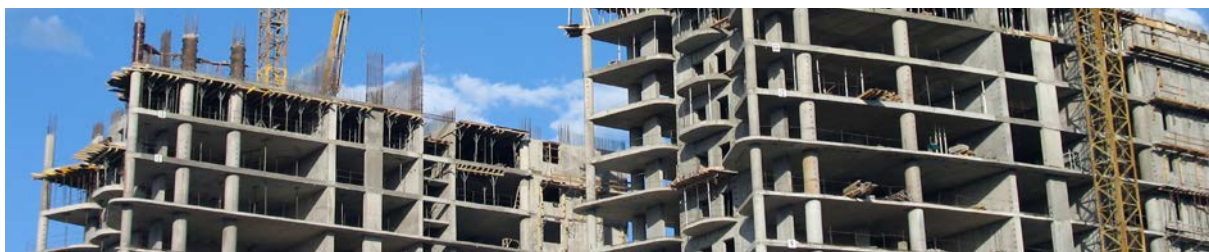


Implementation model:

Technical management (self-management).

Document management is shared to the parties.

(Control, Financial / Accounting Audit Management reports).



BUILDING INFRASTRUCTURE



Ministerio
del Desarrollo
Urbano y Vivienda



YACHAY
CIUDAD DEL CONOCIMIENTO



Servicio de
Gestión Inmobiliaria
del Sector Público

Building sector aims to contribute to the national infrastructure development through the projects described in the following pages to guarantee a National System of Human Settlements. For instance, the Public Company for Housing aims to:

- Develop a forest plantation with 3 endemic forest species: Balsa, Salita, and Andiroba.
 - Reduce the national housing deficit in the social housing segment.
- Increase housing supply in order to correct market failures in the segment social and public housing.

In return, Government supports the development of real estate projects through:

- Finance of public housing up to \$ 70,000.
- Lower interest rates that range between 4.88 % and 6 % (Pacific Bank, Social Security Institute Bank).
- Bonus towards down-payment for first-time home buyers (Ministry of Urban Development and Housing).

BUILDING INFRASTRUCTURE – SUMMARY

Nº	NAME OF THE PROJECT	COMPANY	LOCATION	INVESTMENT AMOUNT (MILLIONS OF USD)
1	Córdova-Galarza	EP Vivienda	Province of Pichincha	82,4
2	La Betania	EP Vivienda	Province of Pichincha	37,2
3	La Victoria	EP Vivienda	Province of Pichincha	52,5
4	Ninallacta	EP Vivienda	Province of Pichincha	4,4
5	El Rosario	EP Vivienda	Province of Pichincha	15,2
6	San Rafael	EP Vivienda	Province of Los Rios	26,5
7	Regional development plan	MIDUVI	Province of Pichincha	250,0
8	San José	Yachay	Province of Imbabura	13,4
9	El Rosario Etapa 2	Yachay	Province of Imbabura	10,3
10	La Lechería	Yachay	Province of Imbabura	93
11	El Rosario 3, 4 & 5	Yachay	Province of Imbabura	113
12	Social Housing Program in Cuenca	Emuvi	Province of Azuay	26,7
13	Micro and small Retail Shopping Centers	GAD Portoviejo	Province of Manabí	22,90
14	Retail Market	GAD Portoviejo	Province of Manabí	24,80
15	Government Platform for Public Companies	Inmobiliar	Province of Pichincha	168,90
16	Government Platform for the Production Sector	Inmobiliar	Province of Guayas	286,80
17	Government Platform for Strategic Sectors	Inmobiliar	Province of Pichincha	130,4
18	Ibarra Civic & Service Center	Inmobiliar	Province of Imbabura	27,60
19	Surveillance and Law Enforcement Units	Ministerio del Interior	Nationwide	415,6
20	Day-Care Centers for Pre-Schoolers	MIES	Nationwide	142,9
21	+TH Healthcare and tourism project	IECED	Province of Guayas	21
22	Plaza Velero	Plaza Velero	Galapagos Island	4,5
TOTAL				1.970,0



Empresa
Pública
de **Vivienda**

Social housing plan

Project Description:

- Property area: 310.000 m²;
- Housing capacity: 2,248 units, total living area: 138.715 m².
- Design and construction of 3 types of homes with living areas projected at 54 m², 63 m², and 72 m², and 1.413 parking spaces.
- The referential retail price of the square meter for sale is \$645 in a consolidated area of Quito.

Objective: Housing plan that includes community facilities, green areas and paved roads for the development of a peripheral urban area.

Estimated investment:

USD 82.4 MM.

Type of investment:

Direct under a Public-Private Strategic Alliance.

Location:

Quito, Provincia of Pichincha.



Managment type:

The Government participates with the land in a Public-Private Alliance.

LA BETANIA

Social housing plan

Project Description:

- Property area: 205.000 m².
- Housing capacity: 1,263 units.
- Total living area: 70.086 m² on 12.3 acres.
- Located in a new area of expansion in southeast Quito.
- Design and construction of 3 types of homes with areas projected at 51 m², 58 m² and 64 m², and 769 parking spaces.
- The referential retail price of the square meter for sale is \$590.

Objective: Housing plan that includes community facilities, green areas, and paved street network for a peripheral urban area.

Estimated investment:

USD 37.2 MM.

Type of investment:

Direct under a Public-Private Strategic Alliance.



Location:

Alangasi, Province of Pichincha.



Management type:

The Government participates with the land in a Public-Private Alliance.

LA VICTORIA

Urban and social housing plan

Project Description:

- Property area: 138,000 m², includes 7 blocks of flats.
- Urban plan network approved in 2014.
- Urban municipal permit no. 272 in 2012.
- Located in a consolidated area in northwest Quito.
- Living areas: 53 m², 61 m², 69 m², and 696 parking spaces.
- The referential retail price of the square meter for sale is \$754.

Objective: Urban development project that includes facilities, green areas and paved streets for the urban sector of the capital.

Estimated investment:

USD 52.5 MM.

Type of investment:

Direct under a Public-Private Strategic Alliance.



Location:

Quito, Province of Pichincha.



Management type:

The Government participates with the land in a Public-Private Alliance.

NINALLACTA

Block X: Social housing plan

Project Description:

- Area: 6.086,02 m² to build 141 residential units.
- Access to basic utilities.
- Close to facilities such as bus terminal Quitumbe.
- Located in a consolidated sector to the South of the city of Quito.
- The property is located on Marshal Sucre Ave. main city road.

Objective: Housing and green area development in an urban sector of Quito.

Estimated investment:

USD 4.4 MM.

Type of investment:

Direct under a Public-Private Strategic Alliance.



Location:

Quito, Province of Pichincha



Management type:

The Government participates with the land in a Public-Private Alliance.

EL ROSARIO

Public housing plan

Description of the project:

- Located on the Northern end of Quito's former airport.
- Design and construction of 515 housing units in 2.02 hectares of usable area. The total sellable area is 27,732 m².
- There are 3 types of houses with areas projected at 52 m², 57 m² and 64 m², with 279 parking spaces.
- The referential retail price of the square meter for sale is \$620.

Objective: Housing plan that includes community facilities, green areas and paved streets in an area of urban expansion.

Estimated investment:

USD 15.2 MM.

Type of investment:

Direct under a Public-Private Strategic Alliance.



Location:

Quito, Province of Pichincha.



Management type:

The Government participates with the land in a Public-Private Alliance.

SAN RAFAEL

Social housing plan

Project Description:

- Property area: 205.000 m².
- Housing capacity: 1,263 units.
- Total living area: 70.086 m² on 12.3 acres.
- Located in a new area of expansion in southeast Quito.
- Design and construction of 3 types of homes with areas projected at 51 m², 58 m² and 64 m², and 769 parking spaces,
- The referential retail price of the square meter for sale is \$590.

Objective: Housing plan that includes community facilities, green areas, and paved street network for a peripheral urban area.

Estimated investment:

USD 37.2 MM.

Type of investment:

Direct under a Public-Private Strategic Alliance.



Location:

Alangasí, Province of Pichincha.



Management type:

The Government participates with the land in a Public-Private Alliance.

INTEGRAL URBAN DEVELOPMENT PLAN “INIAP”



Urban development project

Project description:

- Area: 870 hectares reserved for a new real estate development.
- The projected sales are 5,000 public housing units.

Objective: To create a new development hub with the aim of decentralizing the city, attracting more people to the southern areas of Quito.

Estimated investment:

USD 250.0 MM.

Type of investment:

Direct under an Strategic Alliance.

Location:

Quito-Mejía Cantons, Pichincha Province.



Implementation model:

Public-Private Partnership.

«LOS CAPULÍES» RESIDENTIAL DEVELOPMENT

Social housing Program

Project description:

- Land: 59,807.26 m²; Total living area: 36,047.94 m².
- Housing capacity: 593 units on 3,29 hectares.
- There are 3 types of homes with living areas projected at 78.8m², 85.8 m² and 83.5 m², in addition to 148 parking spaces.
- The referential retail price of the square meter for sale is \$ 495.

Objective:

Social housing plan that includes community services, shops, green areas, paved roads for the development of the peripheral urban area.

Estimated investment:

USD: 26.7 MM.

Type of investment:

Strategic Alliance.

Location:

Cuenca, Province of Azuay.



Implementation model:

Public-Private Partnership for the construction and direct management.

YACHAY, The City of Knowledge

Project description:

Yachay, a planned city for technological innovation and knowledge intensive businesses.

The City includes the first University of Research and Experimental Technology. It includes public and private research institutes, technology transfer centers, high-tech enterprises and the agricultural and agro-industrial community of Ecuador. It has become the first hub of knowledge in Latin America.



Project Catalogue, Spanish:

<https://drive.google.com/open?id=0B9Ljs4cKEpAxbDFleXhaanNKc0E>



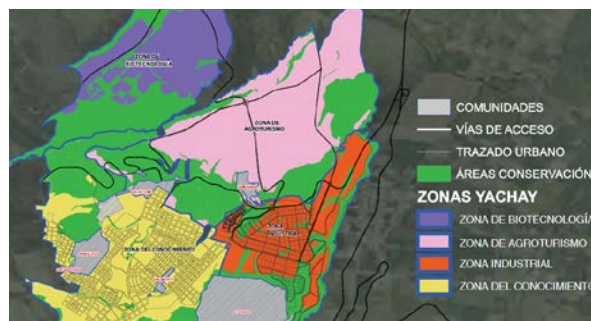
Project Catalogue, English:

<https://drive.google.com/file/d/0B9Ljs4cKEpAxaHdVZ2ZlQmREMGC/view?usp=sharing>



Location:

Urcuquí, Province of Imbabura.



Yachay comprises an area of 4,439 hectares, divided in 4 zones: Knowledge zone, Industrial zones, Bio-Technology zone and Agro-tourism zone.

SAN JOSÉ

Construction, management, operation, and maintenance of six 6-story buildings for mixed use.

Project description:

- Area: 24,374 m2 of construction for residential, commercial, office, and other uses (parking lots and warehouse).
- Time for project completion: 1 year; basic studies available.
- Proposed distributed: Underground parking, business at street-level, second floor for offices, and other stories for housing.

Objective: To satisfy the demands of an increasing population moving to the City of Knowledge.

Estimated investment:

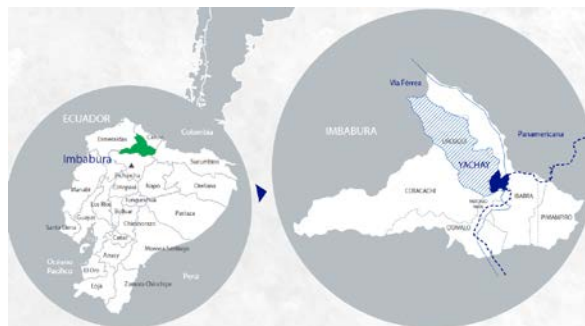
USD 13.4 MM.

Type of investment:

Direct under an Strategic Alliance.

Location:

Urcuquí, Province of Imbabura Knowledge Zone.



Implementation model:

Public-Private Partnership; concession for 20 years (renewable).

EL ROSARIO – PHASE 2

Construction, management, operation, and maintenance of thirteen 5-story buildings for mixed use.

Project Description:

- Area: 20,000 m2 of construction for residential and commercial use.
- Time for project implementation: 1 year.
- The buildings will have commercial premises on the ground floor and apartments of one, two and three bedrooms and 22 houses.
- Definitive studies of the project available.

Objective: Satisfy the demands of the increasing population moving to the City of Knowledge.

Estimated investment:

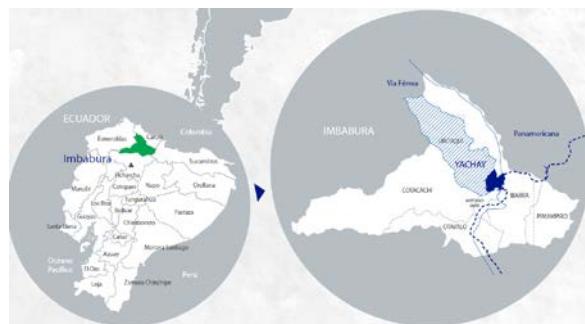
USD 10.3 MM.

Type of investment:

Direct under an Strategic Alliance.

Location:

Urcuquí, Province of Imbabura Knowledge Zone.



Implementation model:

Public-Private Partnership; concession for 20 years (renewable).

LA LECHERÍA

Construction, management, operation, and maintenance of a 6-story buildings for mixed use in a residential area.

Project description:

- Area: 169,421 m² of construction for residential, commercial and office space.
- Housing units represent 40% of the project.
- Time for project completion: 1 year.
- Basic studies of the project available.

Objective:

To satisfy the demands of an increasing population moving to the City of Knowledge.

Estimated investment:

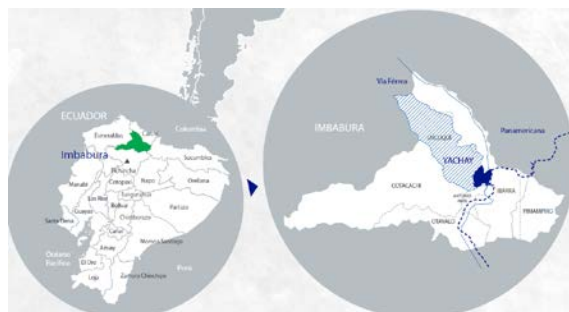
USD 93.0 MM.

Type of investment:

Direct under an Strategic Alliance.

Location:

Urcuquí, Province of Imbabura Knowledge Zone.



Implementation model:

Public-Private Partnership; concession for 20 years (renewable).

EL ROSARIO – PHASE 3, 4, AND 5

Construction, management, operation, and maintenance of 3 and 6-story buildings for mixed use.

Project description:

- 205,664 m² of construction for residential, commercial and office use.
- Time for project completion: 1 year.
- Housing represents 80% of the project.
- Basic studies of the project available.

Objective: To satisfy the demands of an increasing population moving to the City of Knowledge.

Estimated investment:

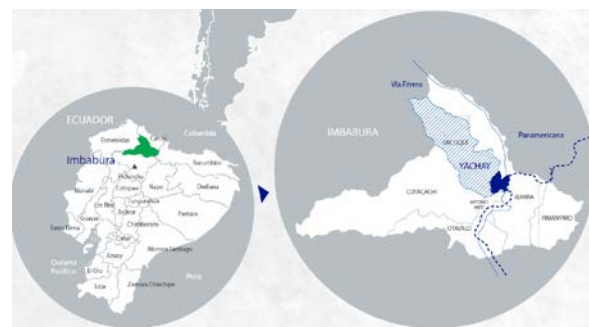
USD 113.0 MM.

Type of investment:

Direct, under and Strategic Alliance.

Location:

Urcuquí, Province of Imbabura Knowledge Zone.



Implementation model:

Public-Private Partnership; concession for 20 years (renewable).

RETAIL SHOPPING CENTER SYSTEM



Reorganization, improvement, construction and inclusion of a new retail shopping center system.

Location:

Portoviejo, Province of Manabí.

Project description:

- Construction of two retail shopping centers in Portoviejo County.
- The final designs will be ready by the end of the year 2016.

Objective:

Allow informal traders to have decent work opportunities and sustainable growth through the implementations of two retail shopping centers with 900 stores, underground parking and a nursery.



Implementation model:

Public Private Partnership.

Estimated investment:

USD 22.9 MM.

Investment model:

Strategic Alliance

COMMERCIALIZATION SYSTEM FOR RETAIL MARKETS



Construction, implementation and administration of a new commercialization system for the retail markets.

Location:

Province of Manabí, canton Portoviejo.

Project description:

- Implementation of 2 retail markets in the Portoviejo County.
- There is already a feasibility design and the final designs will be ready by the end of 2016.
- The new markets will have a network of complementary systems (financial, pharmaceutical, food, among others) through a concession system.

Objective:

To implement the new market commercialization system in Portoviejo, beginning with the construction of 2 retail markets.



Estimated investment:

USD 24.8 MM.

Investment model:

Strategic Alliance

Implementation model:

Public Private Partnership.

GOVERNMENT PLATFORM FOR PUBLIC COMPANIES

Construction, management, operation and maintenance of a Government platform.

Project description:

- It shall provide space for six public companies and institutions.
- Complete studies available to potential investors.

Objective: A Government platform is a well-designed center for the public administration. It brings together different public institutions in one convenient place to serve the needs of constituents.

Estimated investment:

USD 168.9 MM includes construction, supervision of construction, furniture, signage, country brand, electric substation and VAT.

Type of investment:

Strategic Alliance

GOVERNMENT PLATFORM FOR THE PRODUCTION SECTOR

Construction, management, operation and maintenance of a Government Platform.

Project description:

- Three phases:
Phase I: shall accommodate 12 public institutions.
Phase II: for additional areas.
Phase III: shall accommodate 10 public institutions.
- Complete studies available to potential investors.

Objective: A Government platform is a well-designed center for the public administration. It brings together different public institutions in one convenient place to serve the needs of constituents.

Estimated investment:

Complete Phase I: USD 141 MM includes construction, supervision of construction, furniture, signage, country brand, electric substation and VAT.

Complete Phase II and additional areas : USD 145,8 MM includes construction, supervision of construction, furniture, signage, country brand, electric substation and VAT.

Type of investment:

Strategic Alliance



Servicio de
Gestión Inmobiliaria
del Sector Público

Location:

Province of Pichincha



Implementation model:

Public-Private Partnership; concession, period to be determined in negotiations.



Servicio de
Gestión Inmobiliaria
del Sector Público

Location:

Province of Guayas



Implementation model:

Public-Private Partnership; concession time to be determined in negotiations.

GOVERNMENT PLATFORM FOR STRATEGIC SECTORS



Servicio de
**Gestión Inmobiliaria
del Sector Público**

Construction, management, operation, and maintenance of a Government Platform.

Project description:

- Accommodate 11 public institutions.
- Complete studies available to potential investors.

Objective: A Government platform is a well-designed center for the public administration. It brings together different public institutions in one convenient place to serve the needs of constituents.

Estimated investment:

USD 130,4 MM includes construction, supervision of construction, furniture, signage, country brand, electric substation and VAT.

Type of investment:

Strategic Alliance

Location:

Province of Pichincha



Implementation model:

Public-Private Partnership; concession time to be determined in negotiation.

IBARRA CIVIC AND SERVICE CENTER



Servicio de
**Gestión Inmobiliaria
del Sector Público**

Construction, management, operation, and maintenance of a Government Platform.

Project description:

- It shall accommodate 18 public institutions.
- Complete studies available to potential investors.

Objective:

A Government platform is a well-designed center for the public administration. It brings together different public institutions in one convenient place to serve the needs of constituents.

Estimated investment:

USD 27.6 MM includes construction, supervision of construction, furniture, signage, country brand, electric substation and VAT.

Type of investment:

Strategic Alliance.

Location:

Province of Imbabura



Implementation model:

Public-Private Partnership; concession time to be determined in negotiations.

SURVEILLANCE AND COMMUNITY POLICE UNITS (CPU)



Construction and equipment of the units

Location:
Nationwide

Project description:

- Construction and provision of equipment for 1,149 CPUs.
- Architectural designs available to potential investors.
- Project is socially beneficial.

Objective:

To strengthen the national police to combat delinquency and to minimize current insecurity rates.

Estimated investment:

USD 415.6 MM.

Type of investment:

Direct under an Strategic Alliance.



Implementation model:
Public-Private Partnership.

DAY CARE CENTERS FOR PRE-SCHOOLERS



Construction and equipment of pre-school centers.

Project description:

- Construction of up to 300 children's centers.
- Standard architectural designs available to potential investors.
- Standard architectural designs available to potential investors.
- Each center can be constructed in under 5 months and can employ up to 25 full-time pre-school workers.

Objective:

It shall ensure coverage and access to quality service by strengthening the participation of parents and the community in the development of the child under a clear approach of joint-responsibility.

Estimated investment:

USD 142,9 MM.

Type of investment:

Direct under an Strategic Alliance.

Location:
Nationwide



Implementation model
Public-Private Partnership.

+TH HEALTHCARE AND TOURISM PROJECT

Project to Construct The First Hospital of level 4 in Ecuador and a Boutique Hotel for Medical Tourism and integration of a building for Medical offices.

Project Description:

- To implement the first Hospital of 4 Level in the country that focuses on minimally invasive medical procedures where local and foreign patients can be taken care of.
- Construction site has an estimated dimension of 19,600 square meters
- The Hospital will have 90 beds.
- The Hospital will give medical training to local medical staff, use of new medical technologies and advanced equipment to those who join the program.
- There will be a Shopping center within that will connect the 3 towers
- The Hotel will have 100 available rooms for guests, visitors and foreign patients scheduled for a procedure. The rooms are also available for the healthcare industry representatives and business men.
- There will be 50 available rooms in a Tower to be either sold or rented as medical office or business office.



Location:

Guayaquil, Province of Guayas



Management Model:

Hotel Operation - Hospital Operation, sale and rental of medical offices.

Objective: To execute the comprehensive project to provide the installed capacity for patient care, increase medical / business tourism; to be acknowledged as a reference for growth in healthcare supporting the plan of good living of our Ecuadorians.

Estimated Investment:

USD 21,0 MM

Investment Mode:

Direct, financed or strategic partnership

PLAZA VELERO

Real State project in Galapagos Islands.

Project description:

- Located on Santa Cruz island, Pelincanbay, next to Charles Darwin Station, 100 m from the sea.
- First project on the island, with permissions and environmental authorizations.
- It offers housing of two and three bedrooms, suites and retail spaces in the most privilege location on the urban area of Puerto Ayora.

Objective: Promote quality real estate development in Galapagos island, offering housing for local population or foreign partners, also creating job, commercial activities and direct investment.

Estimated investment:

USD 4,25 MM

Investment model:

Direct



Location:

Pelican Bay, Puerto Ayora, Santa Cruz Island, Galapagos Islands.



Implementation model:

Joint venture



TOURISM



Coordinated by:



Ministerio Coordinador
de **Producción, Empleo
y Competitividad**

- The Ministry of Tourism seeks to turn Ecuador in a tourism power. A unique destination that develops its natural, cultural heritage and is recognized for excellence in quality of services.
 - Growing tourism sector at a rate of 4.7% annually.
 - Tourism trade represented US \$ 533 million in 2015.
 - Arrivals increased 7.84% in average from 2011 - 2015.
 - By 2015, tourism was the third non-petroleum export. Operation costs are 31% lower among neighboring countries.
 - Awards: "Best destination for retirees 2015", National Geographic's "Best diving destination", USA Today "Best place for wild life".
- Ecuador is a mega diverse country:
- 1,695 bird species
 - 2,999 orchid species
 - Some 25 active volcanoes
 - 10% of all amphibians in the world
 - Greatest number of vertebrates per Km2
 - 19% of the territory corresponds to protected areas, and
 - All in 4 worlds: Galapagos, coast, Andes, and the jungle.
- 4 Declared World Heritage sites by UNESCO:
- Galapagos,
 - Quito and Cuenca, and
 - Sangay National Park.

Web page:

<http://www.turismo.gob.ec/>



Project Catalogue:

https://drive.google.com/file/d/0B_5NDVK22rZld3JVeGE4NDhrcmc/view

METROPOLITAN DISTRICT OF QUITO

The mayor of Quito, through the Ministry of Productive Development and Competitiveness, organized the Attracting Investment Forum “Invest Quito” which was held on May 25th this year.



“Quito Invest” was held with the purpose of creating alliances and encourage private investment to improve the competitiveness of the city. The investment portfolio of the city and a package of incentives to improve the competitiveness of Quito were presented at the event, which was attended by 500 national and foreign investors.

Coordinated by:

SECRETARÍA DE
**DESARROLLO
PRODUCTIVO**



Project Catalogue:

https://drive.google.com/file/d/0B_5NDVK22rZIUDREWDBHRkR0RkU/view



Quito Invest Incentives:

http://quitoinvest.com/wp-content/uploads/2016/05/quito_invest-.pdf

TOURISM PROJECTS			
N ^o	PROJECTS	LOCATION	INVESTMENT AMOUNT (MILLIONS OF USD)
1	La Fluvial	Province of Guayas	300,00
2	Guayas Interactive Museum	Province of Guayas	100,00
3	Water taxi hovercraft	Province of Guayas	1,50
4	Lake Park	Province of Guayas	1,11
5	Tourist boardwalk: "Malecon Quilluzara"	Province of Loja	0,80
6	Sol y Mar Hotel	Galapagos Island	9,50
7	Hotel Red Mangroveinn	Galapagos Island	8,50
8	Galapagos express	Galapagos Island	5,02
TOURISM CATALOGUE PROJECTS			
9	Casa Mejía	Province of Pichincha	1,70
10	Mass Plan Ex Penitentiary "Garcia Moreno" and its immediate surroundings	Province of Pichincha	60,00
11	Land for the "South American Nations Union UNASUR Hotel"	Province of Pichincha	2,29
TOTAL			490,42

LA FLUVIAL



Located in the province of Guayas, the project includes routes to/from Guayaquil - Duran - Samborondon - Playas - Guayaquil

Location:

Guayaquil, Duran, Samborondon y Playas, Province of Guayas.

Project description:

- Development of means of transportation over the country's coastline, which will unite cantons of the Province of Guayas through the rivers.
- The system will provide transportation to more than 3.8 million inhabitants of the province.

Objective: Improve the quality of life of people of the province, through an efficient way of transportation.

Estimated investment:

USD 300.00 MM.

Investment Mode:

Strategic Alliance.



Implementation model:

Public Private Partnership – Concession

GUAYAS INTERACTIVE



Technological museum on El Palmar islet

Project description:

- On 14,000 approx. square meters of land, the museum will be surrounded by the majestic Rio Guayas and will include a large building and a monument which will resemble the Guayas Province.
- Situated next to the Guayas River, the museum will include modern facilities, touch screens, virtual reality simulators and gadgets related to the latest technology.

Objective: A place where history, culture and entertainment come together to create an exceptional space, improve tourism in the province. For more information visit www.inverguayas.gob.ec

Location:

El Palmar islet, Province of Guayas.



Implementation model:

Public Private Partnership – Concession

Estimated investment:

USD 100.00 MM

Investment model:

Strategic Alliance

WATER TAXI HOVERCRAFT

Located in Province of Guayas, the routes go from/to Guayaquil – Puna Island – Guayaquil

Project description:

- Modern tourist transportation system that will allow connection between Guayaquil and the Puna Island.
- This island, the 3rd largest island in the country, is home to hidden beauties, beaches, mangroves, gastronomy and a hospitable community.

Objective: The main objective is to convert the Puna Island into a new tourist attraction for local and international visitors.

Estimated investment:

USD 1.5 MM

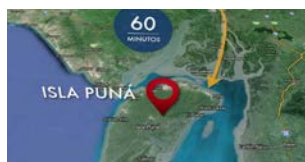
Investment model:

Strategic Alliance

INVER
GUAYAS

Location:

Puna Island, Province of Guayas.



LAGO PARK & YACHT CLUB

Semi-urban development with a touristic component

Description of the Project:

- Located 26 Km from Guayaquil towards the coastline.
- Park area: 72,000 m², Nautic Club area: 24.530 m².
- Declared "Natural Area" as part of the State's Heritage Natural Areas and the National System for Protected Areas.

Objective: Efficient administration and maintenance of the natural park and the yacht club.

Estimated investment:

Intervention of the park: USD 0.8 MM and retrofit of the Yacht Club: USD 0.31 MM. Total: USD 1.11 MM

Type of Investment:

Direct



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Location:

Guayaquil coast bound – Province of Guayas.



Type of management:

Public-private partnership PPP.

TOURIST BOARDWALK “MALECON QUILLUZARA”

Construction project of a recreational tourist site

Project description:

- Social, environmental and ecological tourism project,
- Includes producing and selling handicrafts as well as the sale of local food and drinks,
- Development of natural pools.

Objective: Develop the boardwalk's tourist attraction and improve economic conditions of the inhabitants of the district.

Estimated investment:

USD 800,000

Investment model:

Direct

Location:

Celica, Province of Loja.



Implementation model:

Public-Private Partnership – 10 year concession.

SOL Y MAR HOTEL

Beach hotel for sale in the Galapagos Islands

Project description:

- World heritage destination due to the diversity of its unique flora and fauna,
- Strategically located, the Sol y Mar beach hotel
- is the only one in the enchanted Galapagos Islands with an event room and spacious social area.

Objective: To continually offer a high quality service to host local visitors and foreign tourists.

Estimated investment:

USD 9.5 MM

Investment model:

Sale

Location:

Puerto Ayora - Santa Cruz Island, the Galapagos Island.



Company:

Impersa Cia Ltda.

HOTEL RED MANGROVE

hotel at the galapagos islands, waterview with wildlife and mangrove around

Project Description:

- El Hotel Red Mangroveinn Galapagos unique waterfront with confort and respect to nature around, We callaed where adventure meets refinement,
 - Location could let you enjoy the mangrove sea lions, marine iguanas, birds and the mangrove with out leaving the hotel and enjoying the best view of the Puerto Ayora bay.
- Web site: www.redmangrove.com

Objective: Expand the Galapagos offer to foreing and domestic traveleres, with all inclusive packages.

Investment amount:

USD 8.5 MM

Investment model:

Sale

GALAPAGOS EXPRESS

Maritime Inter-Island Passenger Transportation (Ferrys)

Project description:

- Procurement and operation of 2 Ferry Boats (Catamarans).

Objective: To service the maritime routes that move passengers (tourists and local citizens) among populated islands in the Galapagos Archipelago.

Estimated investment:

USD 5.02 MM.

Investment model:

Direct.



Location:

Puerto Ayora, Santa Cruz-Islas Galápagos .



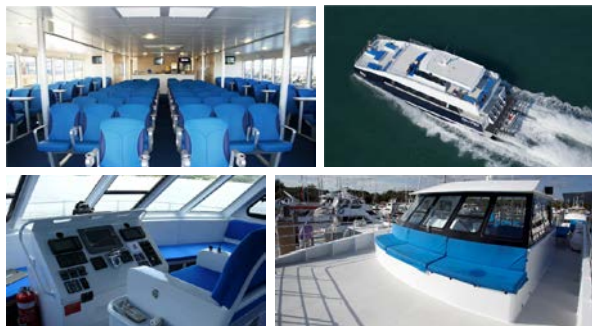
Company:

Red Mangroveinn S.A.



Location:

Puerto Ayora, Galapagos



Implementation model:

Joint Venture.

LAND FOR THE “UNIÓN DE NACIONES SURAMERICANAS UNASUR HOTEL”



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Land for sale for the development of the UNASUR Hotel

Description of the project:

- Area: 4.8 hectares of land next to UNASUR headquarters,
- Opportunity for the development of a mixed tourism project: tourist services (restaurants, areas of leisure and recreation, Convention Center), apart-hotel, and residential,
- The height of a hotel shall be lower than, and should have an architectural dialogue with, the existing UNASUR building

Objective: Development of a private commercial / hotel / real state mix.

Estimated Investment:

USD 2,29 MM

Type of investment:

Direct

Location: “Middle of the World”
Quito – Province of Pichincha



Implementation model:

Possibility of sale or Public-Private Partnership PPP.

MASS PLAN OF EX PENAL GARCÍA MORENO AND ITS IMMEDIATE SURROUNDINGS



Ministerio
de Desarrollo
Urbano y Vivienda

Urban – architectural, social and productive Intervention

Project description:

- Urban regeneration of a stigmatized zone of the city and the patrimonial rehabilitation of an architectural landmark such as Ex Penal García Moreno.

Integration with the current and future projects of the historical downtown.

Objective: Improve the urban conditions, mobility, safety and habitability area, creating public spaces of quality.

Activate the area as socioeconomically and promote the provision of social services

Location:
Quito Historic downtown



Implementation Model:

Strategic Alliance

Estimated Investment:

USD 60 MM.

Investment model:

Strategic Alliance



SERVICES

PAYPHONE® MOBILE CHARGES & PAYMENTS ECOSYSTEM

Mobile Charges & Payments without devices, through the dematerialization of P.O.S and Plastic Cards.

Project description:

- Expand the global use of the PayPhone® system.

Objective: Replace the use of plastic cards, paper money and metal as a means of transaction, using a single global technological application integrated with all banks, cooperatives, businesses, and institutions, allowing users to transact in person, not face (remote) and Online anywhere in the world.

Estimated investment:

USD 10 MM.

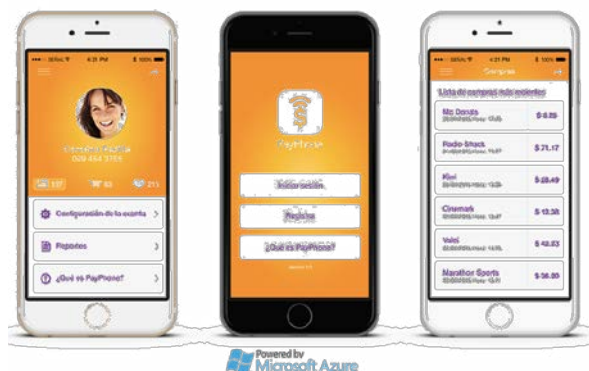
Investment model:

Direct.



Location:

Base in Cuenca- Ecuador, Global Operations



Implementation model:

Joint Venture



PUBLIC COMPANIES AND PROPERTIES FOR SALE

SUMMARY: PUBLIC COMPANIES FOR SALE

EMPRESAS	SECTOR	EBITDA 2015	PRECIO BASE ENAJENACIÓN	PRECIO REFERENCIAL	PATRIMONIO ESTIMADO
CNT	TELECOMMUNICATIONS	377			1.839,9
FLOPEC EC	LOGISTIC	111			579,5
EMPRESA PÚBLICA CEMENTERA EP	INDUSTRIAL			150	31,4
CORREOS DEL ECUADOR	LOGISTIC				27,1
TAME EP	LOGISTIC		TO BE DEFINED		TO BE DEFINED
PROPERTIES FOR SALE BY AUCTION	REAL-ESTATE		23,21		
TOTAL BY CATEGORY		488	23,21	150	2,477.9

NATIONAL TELECOMMUNICATIONS CORPORATION

Is the public telecommunications company that operates telephony services locally, regionally and internationally, access to standard and high speed internet, satellite television and mobile telephony in the Ecuadorian national territory.

Estimated equity:
USD 1,839.9 MM

Investment model:
Sales.

Location:
Province of Pichincha.



FLOPEC EP

Is a maritime transport company of hydrocarbons and other natural strategic resources, for the Ecuadorian state.

It is a leader in maritime transport services of hydrocarbons on the American Pacific coast. It has excellent infrastructure to cover the national demand and requirements of the regional market.

Estimated equity:

USD 579.5 MM

Investment model:

Sale.



Location:

Esmeraldas, Province of Esmeraldas.



CEMENT PUBLIC ENTERPRISE EP

Is an ecuadorian public company; “ National Union Cement , UCEM C.E.M. “ was created as a result of the merging of the companies Guapán Industries S.A. and Cementos Chimborazo C.A. , with the aim of strengthening national cement industry and increasing the market production capacity and sales .

Estimated equity:

USD 31.4 MM.

Investment model:

Sales.



Location:

Riobamba, Province of Chimborazo.



ECUADOR MAIL (LOGISTIC)



Correos
del Ecuador CDE E.P.

Is an ecuadorian public company, which is dedicated to the management of the supply chain , focused on corporate public market , the service aims : “ To manage the efficient provision of logistics services light and / or heavy load, establishing guidelines to coordinate, organize, direct , manage and control the logistics management timely generated by the Public Enterprise Post of Ecuador CDE EP “

Location:

Quito, Province of Pichincha.

Estimated equity:

USD 27.1 MM.

Investment model:

Sales.



TAME EP

Is an airline linking the regions of Ecuador encouraging its commercial, social, tourist and cultural development. Currently it connects 13 domestic destinations in the Amazon, Highlands, Coastal and Galapagos Region facilitating the discovery of culture, biodiversity and the heritage of Ecuadorians.

Estimated equity :

To be defined

Investment model:

Sales.



Location:

Quito, Province of Pichincha.





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PROPERTIES FOR SALE

Property / Land for sale process by ascending auction mode (bid) through public events. These immovable property has been transferred legally by various government entities.

MOCOLI ISLAND LOT

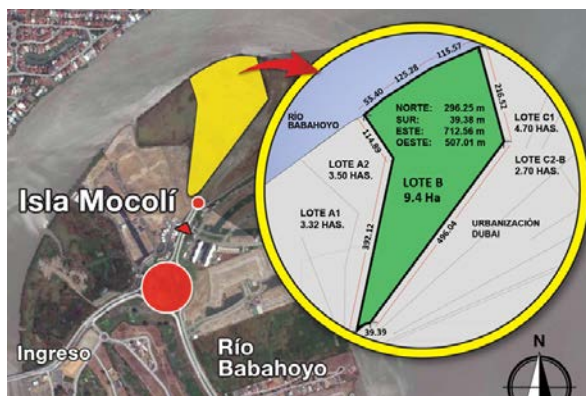
Location: Guayaquil, Province of Guayas.

Property type: Land

Land area: 94,000 m².

Base price of alienation:

USD 7'520,000.



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YACHT CLUB LAND (SANTA LUCIA)

Location: La Libertad, Province of Santa Elena

Property type: Santa Lucia Port Land, Residencial and touristic use.

Plot area 10: 3,311.30 m².

Plot area 11: 3,334.16 m².

Base price of alienation Solar 10: USD 1'738,433

Base price of alienation Solar 11: USD 1'750,445



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LA CAROLINA SECTOR LAND

Location: Quito, Province of Pichincha.

Property type: Land, residential/administrative use.

Land area: 5,950 m².

Base price of alienation: USD 4'791,617





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DOS LLANOS LANDS

Location: Guayaquil, Province of Guayas.

Property type: Land.

Land area: 10,200.00 m².

Base price of alienation: USD 732,376.

***Buildings without commercial value .**



REGIS PLAZA BUILDING

Location: Guayaquil, Province of Guayas.

Property type: Regis Plaza Building - 24 offices.

Total construction area: 3,351.73 m².

Base price of alienation:

USD 1'059,668



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HUMBOLDT HOTEL

Location: Quito, Province of Pichincha.

Property type: Building for hotel project.

Land area: 2,259 m².

Base Price of alienation:

USD 2'462,617



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MADIUM BUILDING

Location: Guayaquil, Province of Guayas.

Property type: Building (offices).

Total construction area: 1,748.31 m².

Land area: 321.30 m².

Base price of alienation:

USD 724,060.



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PANAMERICANA SUR (KM 6) LAND

Location: Quito, Province of Pichincha.

Property type: Land and construction, industrial use

Land area: 7,770 m².

Base Price of alienation:

USD 2,430,746



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